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Letter 1<sup>st</sup>.

Sir,

I have had for five years together the honour of corresponding with you in my name. My business augments daily and requires an assistant: I have chosen my daughter's husband Mr. Z. for that purpose, who will take share in every branch of my commerce. Give him and me your favour and affection; we will further in copartnership, endeavour to deserve your entire confidence, which hitherto you have shewn to me. We will continue our business as before, and endeavour to serve every one with sincerity and honesty.

Take notice of the subscription of our names.

I refer myself to your friendship. I wish you well, and remain

your most humble servant

A. B.

We shall further sign A. B. & Company.

Letter 2<sup>d</sup>.

These ten years I have endeavoured to acquire the knowledge of commerce. I have used all possible means to augment myself in said branch, and am at present determin'd with divine assistance, to begin to trade for myself.

My duty obliges me, Sir, to acquaint you therewith, and to tender you my best services, recommending myself to your favours.

The honour which my father has hitherto enjoyed, in being numbered amongst your friends, gives me reason to hope for the same, desiring you will excuse my freedom in requiring it.

A sufficient stock, and a necessary experience, qualifies me to serve my friends according to wish, as well in bills-of-exchange, as in buying goods. Though I am but a beginner, I flatter myself to let each enjoy the benefits which may be expected from other houses here. And if requisite, you may enquire after my circumstances from Mr. R. —

Please to regard my subscription, and give no credit to any other.

Favour me soon with your orders. The zeal for your interest, will convince you, that I'm with the greatest esteem

your most humble servant.

Letter

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Letter 3<sup>d</sup>.

*(Being an answer to the second.)*

Your agreeable favour of the 4<sup>th</sup>. May acquaints me with your intention. May heaven vouchsafe to bless all your undertakings! It will be the greatest satisfaction to me, providing our mutual correspondence does but make our acquaintance of a long duration, and that the ties of friendship which is already united with your father, may thereby, be made more lasting. I will endeavour to do all that lies in my power thereto.

Here with I make the commencement. Can you buy me the undermention'd goods, at the prices thereto prefixed? which when performed, please to send them with all expedition. I rely on your probity. The lading may be consigned to Mr. P. S. at Hambro', by whom you may on remitting the bill-of-lading, draw for the amount. This day I make mention of the necessary.

Your bill will be duly honoured, on which you may depend.

Use me so, that I may call on you again, and by which our business will have the greater appearance. I salute you kindly, and remain.

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 Letter 4<sup>th</sup>.

My last to you was to-day eight days; since which, I have been favoured with none of yours.

Deliver the inclosed to Mr. R—. I have desired him to send you for my account 2 hogsheads of Coffee, 1 hh<sup>d</sup>. of Indigo &c., and draw on you for the amount. If it happens, please to honour his draught for the same, and get the whole insured. Before the time of payment, you may expect a remittance.

Mr. N— will send you 20 bags of Cotton; they go as formerly by the way of Lunenburg. God bless you, I remain

your humble servant.

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 Letter 5<sup>th</sup>.

*(Being an answer to the third.)*

Your favour of the 6<sup>th</sup>. of last month shews me so much friendship, that I cannot but receive it with the most sincerest thanks. I will further endeavour to deserve the same, in serving you honestly.

According to your desire, I have bought the merchandises required, and shipped the same in the Hope Cap<sup>t</sup>. Termeer for Hambro', consigned to Mr. P. S—. This day I send him

him the bill-of-lading, and draw on him for Crowns 3182: — at 2 usances at  $27\frac{1}{2}$  Sh. not doubting of his acceptation.

Inclosed you receive the bill-of-parcels, which at  $27\frac{1}{2}$  Sh. amounts to the above sum.

The Cap<sup>t</sup>. proposes to sail in eight days, God grant him a safe voyage!

I hope you'll be quite content with this trial. You had prefixed the prices very strictly; it was with much difficulty I got them. Indigo has risen 1 sol within these two days; the provision of Coffee here is but small, and brandy seems to rise too. All other articles are at a stand. We are deficient of a great many things. Our West-india-men stays out beyond all expectation, so that a sudden change must insue, which will tend to the augmentation of prices. You will know what use to make of this information. Vouchsafe to favour me further with your orders; in pursuance you will find how sincerely I serve you. Continue your kindness towards me, and believe, that I am always with the greatest esteem &c.

### Letter 6<sup>th</sup>.

According to the inclosed bill-of-lading I have bought for the account of Mr. — shipped on board the Hope Cap<sup>t</sup>. Termeer, consigned to you; viz:

2 Hogsheads Coffee N<sup>o</sup> 1 & 2.

1 Hh<sup>d</sup>. Indigo N<sup>o</sup>. 3.

The Cap<sup>e</sup> sails with the first good wind. On his arrival, which God grant may be safe, you will be kind enough to receive the goods, and transact according to Mr. S — 's orders.

This date I have drawn on you for

Crowns 1500: —	} to Henry Christoph.
— — 1000: —	
— — 682: —	

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Crowns 3182: — at 2 usances, this day at  $27\frac{1}{2}$  Shl.

The acceptance of which I highly recommend. Account for the same with the above-mention'd friends, who will undoubtedly have given you advice thereof.

Make use of me per occasion. At the bottom you'll find the prime cost of our goods. If you have need of any of them, I shall expect your commands. You will always find me ready to serve you. After a cordial salutation, I remain

your humble servant.

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### Letter 7<sup>th</sup>.

The goodfornothing Carrier Brand! has as yet, not delivered the goods, you sent by him four weeks ago. I expect him with pain. If he does but come in time!

You

You will receive 50 Casks of Smalt from Mr. N—. Are forwarded as formerly to Mr. Herman at Amsterdam.

I have nothing more to add at present. My compliments, and I remain.

### Letter 8<sup>th</sup>.

The information your agreeable favour of 5<sup>th</sup> October gave me of Cap<sup>t</sup>. Roose's arrival at Cadix, was greatly satisfactory. Since which, have receiv'd no further information from you. Tho' I hope you will have him with your erenow.

The sorrowful news of an almost universal earthquake, has greatly afflicted me. That it has even been felt in your neighbourhood. God grant! your city may have been exempt! My 11 Chests of linnen lies probably unsold by you. Agreeable presumptions for me; otherwise the universal misfortune may have been detrimental to me. I hope the best. You are my friend, my dear friend, and from thence you may conclude, how disagreeable it will be for me, providing the calamity has befallen you.

The compassionate destruction of the city of Lisbon, will cause an unavoidable stroke to commerce. Whereas you will be pleased to be cautious in disposing of my goods, observe the purchaser be good, to avoid all dangers, tending towards my loss. The pre-

sent

sent juncture is alas! greatly intricate and embroiled. Credit is lost; hence the greatest precaution must be observed.

Permit me to draw on you for 2000 ducats; having this day order'd Mr. N— in Altona to draw on you for that sum. He will acquaint you with the result thereof. I re-command to you the honouring of his bill.

On your receiving more money, may remit me in sure bills the sum I advanced. I depend on your good usage. You may easily guess the scarcity of cash, when trade is so greatly indanger'd. Assist me as soon as possible.

May the approaching New-year be attended with as much fortune, as calamities as ended this, in a very remarkable manner! God grant it! May it be prosperous to all, and in a particular manner to you. Let happiness and blessing attend you, when your destiny must make me rejoice. Live contentedly! Asswage my uneasiness by a favourable answer. I remain with the most unvariable friendship &c.

### Letter 9<sup>th</sup>.

*(Being an answer to the eighth.)*

Copy.

At last I can acquaint you with the safe arrival of Cap<sup>t</sup>. Roose; he has been since yesterday



sterday at anchor in our road. I wish you joy therewith.

I shall receive the 5 Chests of linnen which he has loaded for you, and neglect no opportunity in disposing thereof. Tho' at present I have but little hopes thereto. The general earthquake, whose shogs have been felt by our city, has put every one into fear and astonishment, and caused an entire stop to trade. It was the day before yesterday, that each minute threatened our destruction. Three agitations of an earthquake, tho' not strong, was attended with an unusual deluge, that threatened our place with an entire inundation. The surges gathered into huge heaps, and rolled in frightful waves towards our haven, where they sunck as in an abyss, by which the lowest part of the town only suffered. Heaven be praised that these terrible moments are past, without making more desolation. I have been one of the most fortunate, for my finest wares lie in the upper part of the town, and together with yours, have escaped all damage. I am glad to acquaint you with this agreeable news!

I hope this disaster will not have diminish'd your former confidence towards me. I will endeavour to make myself more worthy of the same, at this critical juncture, so destructive to commerce. Leave the care of your interest to me; I will regard the same equal with my own. God protect us against all cross accidents, to whose mercy I commit you, and remain.

Sir,

Sir,

This is a copy of my last to you, since I find in your last agreeable favour to me, that you have not received it. If it is not yet arrived, you find the contents in this.

What I have answered in it, I will not mention here. Your tender care for my person obliges me to return you the most obliging thanks. You shew me so many favours; may I never make myself unworthy thereof!

Your linnen lies yet unsold on my hands. The afflicting news of Lisbon, Cadix an Sevilien, not to mention other places, has frightened me from selling any thing, as we are uncertain what the consequence of this last earthquake may have been. Disagreeable news is to be expected. Good God! have compassion on those who must feel them! Mean-while nothing more can be done at such a time, as only using precaution in selling, in which depend solely on me. I will look on your goods as my own, and dispose of them as such, observing the loss or gain as my own perquisite.

Mr. N. according to your order, mentions his drawing on me for 2000 ducats, at I usance, of this 4<sup>th</sup>. of December. I will willingly honour the same, be punctual in payment when due, and charge your account therewith.

As soon as I have disposed of any thing further, will advise you thereof and remit you the amount in safe bills on Amsterdam.

I return you thanks for your kind wish, on the commencement of this New-year. God

grant it may take place. May the supreme Being shower down his best of blessings on both you and yours, and crown all your endeavours with a happy event. Oh! how agreeable it will be for me, to receive always good news of your welfare! Let your good will towards me always remain. I am &c.

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### Letter 10<sup>th</sup>.

Three of your agreeable favours, as the 20<sup>th</sup>. 29<sup>th</sup>. Oct. and 5<sup>th</sup>. instant, lie before us unanswered. Having nothing to enlarge thereon, as the contents of each are already effectuated.

We are still in expectation of the bale No. 8 per Carrier Beer. The expences you have been at thereon, please to place to a new accompt.

Our old accompt will balance with the inclosed bill for Rd. 144. 9. - on John Leisner. We return you thanks for monies advanced, as also for your speedy forwarding of our goods.

In a little time Mr. Otto will send another chest; which we shall expect by the first Carrier.

Please to further the inclosed.

If you find us able, to be anyway serviceable to you, do but command. We will endeavour, to demonstrate how much we are your

most humble servants.

B

Letter

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 Letter 11<sup>th</sup>.

Your agreeable letter of the 16<sup>th</sup> instant, came safe to our hands last post.

Since which we hope Carrier Beer will have delivered without damage the bale No. 8. Inclosed you'll receive the bill-of-parcels thereof, for which credit our accompt for 15 mk. 6 sh.

The remitted Rd. 144. 9 sh. banco, on John Leisner, is accepted. It amounts exactly to our disbursed money; and when receiv'd will balance your accompt.

As soon as the chest arrives from Mr. Otto, it shall be forwarded without delay.

Your inclos'd was instantly deliver'd.

Honour us further with your commands; we will accomplish them with punctuality and exactitude. We return you thanks for your offers; and will be so bold, to make use of them, as occasions may serve.

Farewel. We salute you kindly, and always remain &c.

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 Letter 12<sup>th</sup>.

According to the inclosed bill-of-lading, be pleas'd to receive out of Cap<sup>t</sup>. Siemsen's vessel when arrived, 1 chest No. 10. and do with ith, conform Mr. S's orders at Halle.

We remain after cordial salutation &c.

Letter

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Letter 13<sup>th</sup>.

A little before the depart of the post, news arrive that Cap<sup>t</sup> B. is got into the mouth of the Elbe, from Lisbon. As soon as he gets up, I will receive your 50 rolls of tobacco, and comply with your orders in regard to the same.

Farewel, I remain yours &c.

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Letter 14<sup>th</sup>.

Inclosed we remit you in our first bill of exchange, Rd. 350.- in Louis d'ors at 14 days sight, on Mumme Fedderson.

The inclosed gives him advice thereof, who undoubtedly will readily pay it. Should he contrary to our opinion demand a prolongation of payment, it may be given him; providing he accepts the bill. We judge him to be safe enough. For how much you credit our account in banco, pray please to inform us.

It will be agreeable to us, if our accompt for the future could be kept in Louis d'ors. On our sending an abstract of our accompt-current, you may change the balance thereof into that currency.

Mr. B— in D— uses us very ill. We have expected an answer in vain, since the 10<sup>th</sup>.

of January 1754. About a year ago we receiv'd 3 bales of Cotton from him, and from that time to this, neither advice or accompt. After deducting the amount of the 3 bales, we have still a demand of about 600 Mk. banco. Can't you give us good advice, how to come best to an end with him? We will expect your opinion, and remain with all possible esteem your

very humble servants.

### Letter 15<sup>th</sup>.

*Being an answer to the former.*

Your agreeable letter of the 14<sup>th</sup>. instant, is arrived safe.

The Bill of exchange then sent, for Rd. 350 in Louis d'ors, on Mr. Fedderson is accepted. He honoured it without any exception; and I judge he will pay it when due. When perform'd, will acquaint you with the amount in banco.

On your sending the account current, the balance shall be posted in Louis d'ors, and your accompt be kept in that specie for the future. The immoderate usage of Mr. B— towards you, surprises me no little. My business with him is but small; tho' I must acknowledge, I know no other, than his being in good credit. I am almost persuaded to believe, that this negligence proceeds rather from the irregular proceeding in business, as  
his

his not being able to pay. But the first is sufficient to destroy the good character of a merchant.

An earnest admonition, will probably be the best. Tho' he might pretend the letters dit not come to hand. Good! Draw on him; make the draught payable to me; I will take care, it be produced, and the letter of advice deliver'd into his own hands. Don't you judge this the safest? According to my insight, it is the only way to come to a termination with him.

I'll expect your resolution, and remain with this assurance, of being always willing and ready to serve you &c.

### Letter 16<sup>th</sup>.

Sir,

Since my last of the 8<sup>th</sup> instant, I have been favoured with none of yours.

I have received the 350 Rd. in Louis d'ors from Mr. Fedderson, and credited your account at 10 Mk. 8 sl. banco for 735 Mk.

I have no more to add at present, than only to assure you, that I'll always remain

your servant.

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 Letter 17<sup>th</sup>.

I have receiv'd two of yours, of the 11<sup>th</sup> and 15<sup>th</sup>. instant. Am glad to find your having booked conformable, the 100 Rd. you sent me. It would have been more pleasing to me, if you had sent some 100<sup>th</sup>. more. In this manner you will be long in paying off the sum advanced, when after during half a year, receive but about 200 Mk. Banco. How many years will be required to discharge 2300 Mk? Do but consider this —

But I must comfort myself with others. Your Creditors will probably all have the same fortune? Yes, yes! You tell me so yourself. You have a mis-understanding with Mr. Bartels, consequently he will not pay the bill of 110. - L. - You have said enough; the sense is: I am indebted to him; tho' I neither can nor may pay him, for which reason he refuses me payment. Is not this a pretty affair?

Therefore you apply to me; that I may keep the bill; I will, providing you send me the money, as it is indorsed to me. Which if not perform'd before respite days are ended, a Notary publick will earn protest - expences, all which, together with the deserving affront, will fall on you. One is not accustomed to such proceedings from merchants of prudent and discreet behaviours. Any one can trade with another's money —

Louis



Louis d'ors fall, the price at present is Mk. 10. 7 sh. The course of exchange will fall in 8 days. Had you remitted the money now, or a little sooner, you would have gained considerably thereby, even more than double interest. Tho' you could not be aware of this change before hand, and what you loose, I'm not obliged to make good. I make this observation, that you may not afterwards be troublesome to me, on the low price of Louis d'ors.

Thus far about the pretended bill of exchange. I have now something to say to you about my own demand.

I am not willing to proceed according to the severity of the law, with my friends. I have had patience for a long while; you will have sufficiently observed this, when you allow, that payments are to be made in due time, especially when the agreement is for ready money. Can you take it amiss, if, contrary to my inclination, I take such methods for the recovery thereof as the law directs? If you know what right and equity is, you must approve of it. Therefore prepare yourself for sending me the greatest part of my demand, by the return of the post, or I'll proceed according to the rigour of the law. The first method will be the most agreeable to me. Let me hear no more of your promises, affirmations and bragging. All these verbosities do not profit me a shilling. Behave yourself as an honest man, that I may no more be dubious, whether or not I shall subscribe myself as your friend &c.

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 Letter 18<sup>th</sup>.

By my letter of the 10<sup>th</sup>. instant I testified how disconted I was with your bad usage towards me. You promise 500 Mk. for payment of the assignment, but as yet it is not effectuated. You go abroad; and your spouse \*) answers me; she desires 8 days patience, and promises to send the money. Is that reasonable? You abouse my indulgence. You force me to go to law, as loth as I am to do it. I allow you 8 days longer, make use thereof, afterwards every thing will be in vain. I will wait no longer. I have warned you, no more can be expected, from &c.

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 Letter 19<sup>th</sup>.

*Answer.*

Sir,

My husband is not yet return'd from his journey; nevertheless I can not refrain from answering your favour of the 28<sup>th</sup>. October.

Hereby you'll receive a bag with 450 Mk., the remaining 50 Mk. will be paid you by a friend in your place. If it is not perform'd  
in

\*) I have used spouse, instead of Wife, which last is only used in low life; and Lady belonging to the nobility and army.

in eight days, acquaint me with it; as then shall be sent you without delay. I thankfully acknowledge your indulgence, and remain. &c.

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### Letter 20<sup>th</sup>.

*Answer to the 19<sup>th</sup>.*

This day sennight your favour with the 450 Mk. came safe to hand. As yet no one has offered to pay the 50 Mk. I therefore expect it from you by the return of the post. On receiving the money, I will instantly return the assignation, signed. The remainder is now but small; tho' the sooner you send it, the more agreeable it will be. Farewel. I am &c.

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### Letter 21<sup>st</sup>.

Yesterday Mr. N. paid me the remaining 50 Mk., the assignation is cleared thereby; inclosed you receive it signed. I thank you for the payment, and remain &c.

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### Letter 22<sup>d</sup>.

It was with the greatest satisfaction your letter of the 29<sup>th</sup>. of last month, informed me  
 B 5 of

of the safe arrival of Cap<sup>t</sup>. N. — The bales he has in, will, I hope be already send away.

I will send you in time a remittance for the London draught of L- 190.-

I have credited your account for the 4 chests No. 5. a 8. amounting to Mk. 49. 8 ss.

Inclosed you'll receive my lottery-ticket, get it renew'd, and send it me back again.

Your assignment on the jew, is not yet answered; I do not know what to think of it. He has promised payment next monday, without fail; I shall expect the issue. His acceptance makes the demand lawful tho' I should recover it by law.

Mr. A. and C. have informed me of their intending to ship off 3 bales for me. On the Cap<sup>t</sup>. arrival, I'll expect them with all imaginable expedition. Should they draw for a trifle, pray honour the same.

After a friendly salutation, I remain  
your servant,

### Letter 23<sup>d</sup>.

#### *The answer.*

Sir,

Your agreeable favour of the 7<sup>th</sup>. instant, came safe to hand. The bale N. 5. from on board is already sent to Mr. Meyer at Lünenburg; I wish it may arrive safe. As soon as the Cap<sup>t</sup>. has made up his accounts, I'll send  
you

you the bill-of-cost's. I expect in due time from you, the promis'd remittance for Mr. B—s. draught.

I am glad to find you have credited my accmpt for the bill-of-cost's sent in.

Inclos'd you'll receive the lottery-ticket furnish'd for<sup>d</sup> the last class; I have charged your account for the 20 Mk. courant, at 17½ per C. with 17 Mk. Banco. I should be extremely glad, to wish you joy to a good prize.

Concerning jew Amschel's payment of the assignment, I leave it solely to your care. I think he'll pay without prolixity. Pts well he has put down the word accepted.

I have as yet receiv'd no bill-of-lading from the friends in London, about the 3 testify'd bales. I have in the mean while noted down, that after receiving them, to accept what they may draw thereon.

Farewell. I am &c.

### Letter 24<sup>th</sup>.

Sir,

Bad news come always too soon; and good but very seldom, or rather not at all. I am in doubt, whether you can read this letter without a certain degree of sensibility, which will almost be equal to a fright. Experience has not enabled me to judge thereof, as I have not had the happiness, to draw 20,000 Mk. out of a lottery, as you have done, on  
your

your No. 575. I congratulate you with it, from the bottom of my heart. The Most High, who has bestow'd this prize on you, enable you likewise to enjoy said considerable sum, under his blessing and protection.

The money will be paid in 14 days time, acquaint me how I shall behave towards the collector, and what you intend to give the orphans, who have drawn you so good a prize. All other trifling expences, I shall discharge according to my judgement.

Farewel! be always so happy, that y may never send you any other but good news. I always remain &c.

### Letter 25<sup>th</sup>.

Sir,

I am glad your agreeable letter of 10<sup>th</sup> instant informes me, of your crediting my account for the amount of the bill sent in.

Since which I hope you'll have received the 4 bales of Coffee. As soon as I have received your 8 packs of Wool from Cap<sup>t</sup>. Lond, they shall be forwarded to Lunenburg, and advise be given you thereof.

In trade nothing remarkable has happen'd; the uncertainty whether war or peace will ensue, keeps every thing up to the accustom'd prices. The inclos'd price-current will inform you how the prices of goods are.

The

The money you sent, came safe to hand, 4 of the Pistoles were deficient in weight. I have exchange'd the whole, and made good the balance of your acc<sup>t</sup> as follows &c.

According to your request, I send inclos'd your accompt - current, and have debited your new accompt for mk. 25. 10 ss. due to me. After examination, please to do the same, that the accompt of this year may balance.

For the future I desire you'll favour me with your commands. An indefatigable activity in promoting your business, will make me more worthy thereof.

By this day's stage I send you a cask of 600 Oisters ready open'd. I wish you may receive them in good time and consume them amongst the number of your dear relations, in remembrance of me.

I recommend myself to your precious friendship, and remain, after wishing an agreeable celebration of the holy - days,  
your most humble servant.

## Letter 26<sup>th</sup>.

*Answer.*

Sir,

Your agreeable letter of 19<sup>th</sup> current, came safe to hand, tho' as yet no other news, whether my 8 Sacks of cottonwool are sent off or not, but I hope they are.

The

The amount of the exchange'd money I have book'd agreeable with you. The account sent in, is found exact, and your new account credited for mk. 25. 10 ss. what further falls in my way, shall be sent to you with satisfaction. You make me a present with a barrel of Oysters; I receiv'd them quite fresh, and consum'd them with my family, and a good glass of wine; by which your health was (as you may judge) not forgotten. We are all of us greatly obliged to you, for such an agreeable present, and will be mindful e'erlong, to convince you of our gratitude.

I return you thanks for your kind congratulation to the past holy-days, which we have, thanks be to God, happily solemnized. I wish both you and yours the compliments of the approaching season, and success in all your undertakings. I remain

your most humble servant.

### Letter 27<sup>th</sup>.

In yours of the 14<sup>th</sup> November, you desire us to take a few Casks of rough-sail-cloth from off your hands again. If you'll but peruse our last of 15<sup>th</sup> April, you may easily guess our answer. We acquainted you:

„That, for old acquaintance sake, we have been more ready to allow your house a profit than any other. But as the last goods you bought for us, noways an-

„SWER



answer our expectation, having been better used by others, for which reason we must cease our correspondence. We don't chuse to enter into extensive disputes and quarrels with our friends; We only require they should use us well; this not happening, we go else where &c.

We mention'd this formerly, and it is at present our intention; which we verify and make good in its full power, to prevent all unnecessary correspondence. We remain &c.

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### Letter 28<sup>th</sup>.

You have written to me, that you cannot take the Casks No. 70. 71. otherwise than at 3 mk. 10 ss., referring yourself to Mr. A. et Z' — letters.

I have mention'd these friends, of the impossibility of buying yarn at this price; if you will not allow me 3 mk. 13 ss. and acknowledge it as a friendship, the goods remain mine. This I have mention'd to them also. They answer me, to make haste with the exportation, having commission'd you to pay me. What shall I do more in the business?

You ought principally to consider, my having mention'd you, not to send the yarn, unless you was willing to pay me 3 mk. 13 ss. per pack. You are to be looked on in this affair, as an adequate person. You ought to regard

regard my dispositions as well as those friends in London, as you have the same profit from me. It is further a matter beyond all doubt, that you can not dispose of my goods at your own pleasure.

Had you been determin'd to act with caution, you might have applied to London, for information concerning my fixed prices, and had they been contradictory, have informed me thereof; begging you may not send off my goods at all hazards. Suppose you had my letter to Mr. A et Z. before you, to be inform'd of my having submitted to 3 mk. 10 ss. then you wou'd remain at the end without danger. It would be the best, if you labour no less to the disadvantage of the one, as to the love of the other.

I am not obliged to deliver the yarn at the limited price: what I have done, was done out of love, and which has been about 400 mk. damage to me; two are requisite to make a bargain, the third is too many; will you supply the place of a Broker, as then I will pay you brokerage, for which you are to regard my profit in the sale.

I must be answerable for the deficient 10 packs. You may deduct so much, and so much the easier, as I am resolved to leave 1 or 200 mk. in your hands, 'till the whole is deliver'd. Do you require any further orders, get them where they are to be had.

According to my calculation, I shall have a demand of about 740 mk. for which I have this day drawn on you, for 600 mk.

Banco

Banco at 14 days sight. Will you accept it, well and good. And desire to know whether you will or not.

What you have propos'd about a regular method of drawing, I will be mindful of. Bank - notes are at present much looked after. I am often required to draw bills of exchange; and those I give them do sometimes promise to keep them 8 days. I want money for daily purchase! what am I then to do! To promise and not perform, is a bad thing. I will for the future shun such people.

Do but remain my friend. I will endeavour to make myself worthy of it, and to subscribe myself indeed yours &c.

### Letter 29<sup>th</sup>.

Sir,

What you mention to me in your agreeable letter of 28<sup>th</sup> past, of having written to Mr. A. & Z. about the 2 Casks of yarn No. 70 & 71 has been hitherto unknown to me, and besides, as I am not fully persuaded of the justness of your demand, in order to decline from my fixed purpose, as long as the above mention'd friends do not order me to pay you the required 3 mk. 13 ss.

I cannot find that determination out of all your letters, which you make; that your yarn shall not be sent away, unless you are paid for each pack 3 mk. 13 ss. In the contrary

C

you

you mention me in yours of 15<sup>th</sup>. February:  
 „In general, I can not let the yarn go at that  
 „price; but this is what I must make up with  
 „the others.“ Hence I determin'd, that the  
 price was nothig to me, and only belonged  
 to the London friends; which is certainly the  
 case. Thence I am not obliged to pay you  
 more, than they have order'd me.

You further look upon me in this affair,  
 as an equivalent, and also obliged, *to follow  
 your measures as well as those of Mr. A. & Z.*,  
 tho' I find a great difference between buyer  
 and seller, the first is not obliged, to receive  
 and pay all, according to the desire of the  
 latter. Being now the purchasers can not  
 immediately pay you, and I, being their  
 Agent, am more obliged to regard their orders  
 than yours. That I am in the right, no dis-  
 creet merchant will deny, providing I would  
 keep myself free, from being accountable.

The following period entirely rejects every  
 thing you wanted to assert. *Providing you  
 had my letter from London before you, and  
 find thereby, that I had consented to 3 mk. 10  
 ss. so you would remain at the end without loss.*  
 This teaches me, so much, as that you agreed  
 to the price required, and which I paid you.  
 And thereby all disputes are ended, and  
 writing backward and forward of no manner  
 of use. Or do you suppose I'll pay more than  
 Mr. A. and Z. are indebted, in order to bring  
 me into troubles, which in consequence  
 would follow, tho' you are pleas'd to say: *I  
 remain'd at the end without damage.*

To be short, and to put an end to all disputes, this serves, that all Casks arriv'd, are already sent off to London. I can do nothing more in the affair; you must have patience 'till the arrival, and untill Mr. A. and Z. has acquainted me how much the yarn is worth, more than the condition'd price, and what I am to pay you over and above. Be it little or much, will not withholden from you. Then it will neither be profitable, or disadvantageous to me. Untill that time I will make no alterations in my intention. I desire no brokerage from you; and if you imploy'd me as a broker, would do nothing but what was just and right. Profit must not make equal things unequal.

Your demand is specified in my last, with accuracy and exactness.

Your granting bills with that proviso, to be kept 8 days in hand, is not observed. Most of them are produc'd before the letter of advice comes to hand, and those on whom the bills are drawn, are most of them so unreasonable, to threaten immediately a protest. As in the course of my business, I always endeavour to act with justice and equity, having therefore nothing to fear, hence the last 600 mk. on was protested last tuesday. The protest will acquaint you, how little your conditions are regarded, as I desired the person who had the bill, to keep it till I had receiv'd advice from you.

Besides the Cask No. 72, one more is wanting with 300 packs, from 7 to 8, which I expect immediately. Whether you send

this Cask out of love or duty, it will in a friendly manner animate Messieurs A. & Z. to give you more important commands. These friends do not look upon trifles, if they do but get good wares, for which take care that the 2 Casks be sent off. You will have no reason to complain, of the friends above mention'd. Farewell, I always remain &c.

---

### Letter 30<sup>th</sup>.

**T**he bringer hereof, through God's assistance, is Christian Roose Cap<sup>t</sup> of my ship called Fridrich the 5<sup>th</sup>. I take the liberty to recommend him to your care, desiring you to assist him with your good advice.

He goes under sail to day. The wind is favourable for him. God conduct him to his desired port in safety!

By the post of next monday I will acquaint you with more. I recommend myself to your gracious favour, and remain &c.

---

### Letter 31<sup>st</sup>.

#### *The answer.*

Sir,

**I** can acquaint you with good news. Cap<sup>t</sup> Roose is just arrived, after a short but safe voyage. He has deliver'd me your letter;

I will assist him in all I can, and as soon as he is unloaded, spare no time in procuring him a good freight.

As the post is departing, I have no more to say, than to salute you kindly, assuring you, that I will always remain with the greatest sincerity, your

most humble servant.

### Letter 32<sup>d</sup>.

Sir,

Your Cap<sup>t</sup> Roose who is ready to sail, and intends to set sail to day; you'll receive from him the bill of-freight amounting to mk. 7500: - I believe you will be content with the same.

A better freight might have been had to Genua; but the Cap<sup>t</sup> being affraid of the worm, there was no other method, but returning home. God grant him a safe voyage!

The freight hither is mostly come in. By to morrows post I will remit you the money, and when the remaining part is paid, will do the same, together with the accompt.

I have paid 20 L. to the Cap<sup>t</sup> which he will accompt for to you. You'll receive his note of hand per post. I hope soon to hear of his safe arrival. It will be agreeable to me. Fare well. I remain with much esteem, yours &c.

Letter

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 Letter; 33<sup>d</sup>.

Sir,

It is a long while since I have been favour'd with any of your agreeable letters. I will break silence, and inform you how our vintage has faln out.

I have travelled for 8 days together thro' various parts and parishes, to see the growth in each place, and to make me able to give you a full and just information thereof.

Red Medoc-wine is in general somewhat greenish, but of a good flavour, pretty strong, and high colour'd, as it is to be suppos'd, that the greenish cast, will fall off in the winter, by purifying itself on the dregs, and become good in the spring. White wines fall out very unequal; some moderate, and some vastly good, which goodness will at last depend on the grapes being pluckt in good or bad weather.

The strong wines prove better than the middle sort, such as the wines of *Côtes*, *Entre deux Mers* and other thin sorts. Red wines are computed this year, at about  $\frac{1}{4}$  less, one with another, than last year; and about  $\frac{1}{6}$  more of the white wines.

Wine has been sold in upper Medoc from 40 to 45 Rd. The price of white wine at Blaye and Bourg is 23 a 24, and red at 34 & 35 on the dregs. The prices of the small and middle sorts, will probably not fall, tho' the heavy wines may. As I am one of the  
 grea-



greatest exporters of wine, can serve you with all sorts at the lowest prices. Pray favour me with your orders; I shall expect them, and remain with a sensibility of the greatest friendship. Yours &c.

---

### The 34<sup>th</sup>. Letter.

Your agreeable favour of the 27<sup>th</sup>. of last moth, informs me of your receiving the bill of Rd. 100: - I hope it is paid before now.

The thawing-weather that we have had for several days, will soon clear the river from ice: as then I shall expect my 20 barrels of Sirop, and 4 barrels of Craps, by the first Cap<sup>t</sup>.

Messieurs N. have sent me a Cask of Indigo by Cap<sup>t</sup> G. when arrived send it immediately hither. I should be glad to have it soon, let the freight be what it will.

Are none of the other Cap<sup>t</sup>s yet arriv'd, who have loaded goods for me? It being now about the time, if I shall take the goods with me to the fair. Farewel. I am!&c.

---

### Letter 35<sup>th</sup>.

Sir,

As neither Cap<sup>t</sup> Schütt, nor the two others were arriv'd on the departure of your agreeable

eable favour of the 4<sup>th</sup> instant, consequently I can depend on nothing for the fair.

It is not to be suppos'd, that Messieurs N. would have chosen an old and slight vessel, for their own accompt. Wheter the Cap<sup>t</sup> is lost, or what course he has taken, must soon appear. Pray enquire often after him.

You inform me of having agreed with the Carriers for 10 Rd. It is a great (rate) fare; but what shall one do? Do bud sent all off, as they arrive; what must be, must be.

I return you the bill for 400 Rd. on Krüger which I have accepted because the person on whom the bill was drawn, refus'd it; and I've accepted it for the sake of the drawer.

I have credited your account for the amount of the bill of costs, with mk. 70 4ss.

Make me soon rejoice, by acquainting me with good news. I remain after a cordial salutation, your

very humble servant.

### The 36<sup>th</sup>. Letter.

*Being an answer to the 34<sup>th</sup>. and 35<sup>th</sup>.*

Sir,

The post is instantly going off, not permitting me time, to acquaint you with any thing more, than that I'm just inform'd of Cap<sup>t</sup>

N's

N's safe arrival. I must refer the answer of the 5<sup>th</sup>. and 9<sup>th</sup>. till next saturday.

I remain without delay,

Sir

your humble servant.

## Letter 37<sup>th</sup>.

*Being a further answer.*

Sir,

Last wednesday I mention'd to you the arrival of Cap N-, and Cap<sup>t</sup>. D. arriv'd to day. I wish you joy! I have not yet receiv'd your 5 Casks of Coffee, and 2 Casks of Indigo; tho' I send daily on board; as soon as received, will make all possible haste to send them away.

The Carriers begin to demand 11 Rd. for carriage. The arrival of these two vessels makes them daring; yet I'm in hopes to agree for 10 Rd. I will do my best, and acquaint you therewith.

Cap<sup>t</sup>. Schürte is not yet arrived; the wind is fair. Probably he soon may come, for the last letters from Lisbon mention his having sail'd from thence.

I have receiv'd the 100 Rd. from Mr. B. and credited your account for 300 mk.

As yet there's no vessel coming to Magdeburg. The first that sails shall have your

4<sup>i</sup> Barrels of Craps and 20 ditto Sirrop; and when done will acquaint you thereof.

I return you thanks for your trouble and acceptation of my bill for Rd. 400- on Mr. Krüger.

Farewell. I remain with much esteem. &c.

P. S. Please to acquaint me as a secrecy in what circumstances Mr. B. is in, and whether I may venture to intrust him 2000 Mk. I shall look upon it as a particular friendship.

### Letter 38<sup>th</sup>.

It's true I've received the bill - of - lading for the 3 Chests No. 10, 11, 12, on board of Cap<sup>t</sup>. Danglede, and consigned to me; but, I'm sorry it will be of little service! A message from Boulogne brings me sorrowful news, that said Cap<sup>t</sup>. has been chas'd and fired upon by an english man of war, and finding that he could not escape, embraced this desperate method, of stranding the vessel under full sails, on the coast of Boulogne. He thereby escap'd the enemy, that the ship split instantly, and the Cargo must be preserv'd with great danger and difficulty.

They were busy in doing it when the messenger came away. I wish the damage may not be so great as is expected. By the next  
post

post I can acquaint you with more. In the mean time acquaint your insurer with this.

I remain with the greatest sincerity.  
Yours &c.

---

### Letter 39<sup>th</sup>.

You will have received mine of the 9<sup>th</sup> instant. It acquainted you with the misfortune that has befallen Cap<sup>t</sup>. Dangle. Since which we are inform'd, that all the goods are preserved, without damage. They may remain safe in Boulogne. It is not known as yet, how they may be transported hither safely, for the english continue to cruise after our ships.

The Gentlemen concern'd here, have met several times, to deliberate what's to be done, in such an affair. In the first meeting, they nominated two, who are to transact for the good of the whole.

At the second meeting the owners demanded 12000 - Livers for the loss of the vessel. A great deal was said against it. Most part are of opinion, that this demand can not be granted: blaming the Cap<sup>t</sup>. as not having done his duty &c. To which the owners answer'd the Cap<sup>t</sup>. had always the character of an honest man; and would make oath, that he did not run a shore, until the danger was greatest. The English ship chasing him so hostile like, he could judge nothing else, but that

that a proclamation of war was made between both Powers; that on rightly considering these things, nothing could be laid to the Cap<sup>n</sup> charge. &c.

After an hour's deliberation, it was resolved, that each person should write to his insurer, acquainting him therewith, desiring his opinion.

You'll be so kind to shew this letter to the insurers of the 3 Chests, and acquaint me as soon as possible with their opinions, that I may deliver it in, and give my vote accordingly.

After a cordial salutation, I always remain &c.

### Letter 40<sup>th</sup>.

Since my two last of the 9<sup>th</sup>. & 14<sup>th</sup>. December, I have been favour'd with none of yours. I long to know the meaning of the insurers; for which reason must write to you again without an answer.

At a meeting of the 5<sup>th</sup>. instant, the question concerning the requir'd 12000 Livres, was disputed upon, in the presence of the owners. They still insist strongly on its being deposited, and will receive no denial, unless a mediator be appointed, whose decision must be followed. One of the insurers proposed Mr. N. an eminent lawyer, who is well acquainted with commercial and maritime  
me

me laws; to be consulted thereupon. The convention agree'd to it, and immediately the circumstance of the shipwreck, together with the declaration of the Magistrate of Boulogne, was put in writing agreeable to truth, and deliver'd to him. The owners declare at large, that they can not wait for the decision of the arbitor; to which no further answer was given them, as that both parties must be content with what the law dictates.

Being come so far, Mr. Borchert read a letter from his friend in Hambro', containing the express orders of his insurers, not to enter into any agreement. Other gentlemen of the convention said, they had receiv'd the same orders; and those who had not insured, are willing to make it up with the owners.

Tho' the greatest part will bring it to an action in law, for my part I remain neutral, 'till I have received your orders. Write me therefore soon, if you have not done it already, that y may know your mind. Balloting has chosen Mr. N. and myself to have absolute power, if it should come to an action: however, you may be assured, that I shall promote your interest, as much as an impartial person can do.

The 3 Chests No. 10, 11, 12 are with rest of the Cargo, still at Boulogne, with Mr. Breton, as they can not be transported by sea hither, by reason of the british ships molesting our navigation. At present an order is published, that all goods shall be transported hither by land carriages. The Customhouse Officer general has declared all these goods  
free

free from all manner of land-duty. This day I write to Mr. Breton, to forward them with all possible speed.

As soon as this business is ended, I will communicate the whole to you, together with the accompt of freight, and expenses. Those papers will contain nothing more than the account of the Gentlemen authoriz'd, who divides general charges, according to the value of each person's goods. If more should be required; pray acquaint me with your request. Answer me soon.

I remain with the assurance of being always your

most humble servant.

### Letter 41<sup>st</sup>.

*Being an answer to the 38<sup>th</sup>. and 39<sup>th</sup>.*

Sir,

I acknowledge the receipt of yours (of the 9<sup>th</sup>. and 14<sup>th</sup>. December.

The first acquaints me with the bad news, of Cap<sup>t</sup>. Dangle's misfortune, in stranding his ship, to shun the enemy, and having thereby lost her. The second confirms it; still the account is somewhat better, being the goods are saved, without much damage.

Thank God, my share is insured; still, it's a vexation, to reap no profit from ones stock, loosing more than one gains. I must nevertheless be content. Every merchant  
who



who ventures his goods ad sea, must expect these misfortunes, and when they happen, bear them patiently.

I have read both your letters to my insurer. His opinion is, to join with the plurality of votes, being unwilling to enter into extensive disputes. However he has desired me, to employ your best assistance in this business; which I am sure you'll do.

I have propos'd his paying me the sum insured, and I to consign the 3 chests to him; if this can be performed, I'll acquaint you thereof, and then you are to obey his orders.

The demand of the owners, according to my opinion, is very unjust. The Cap<sup>t</sup> ought to have been more careful, and not have stranded his vessel, as a wreck could noways be avoided. Provided he had fallen into the hands of the English, the neutral goods could have been reclaimed; neither would the expences have been so large as at present, providing the owner's demand be granted, and besides the Cargo would have remained without damage.

The demand of the 12000 Livres, must not be granted, being the Cap<sup>t</sup> did not perform his voyage, and had he done it, he was intitled to his freight and no more. Providing it be interpreted in the strictest manner, the owners can demand no more than the  $\frac{1}{2}$  or  $\frac{2}{3}$  of the freight, according to the distance sail'd towards the desired haven. No more can in justice be required. The Cap<sup>t</sup> has acted according to his own judgement; none of the freighters give him that advise, consequently

no right, to demand what he thinks proper, or they are bound to pay. I think it will not be without some effect, if you mention these points. Be as it will, every one must have the liberty, to declare his thoughts, and justify himself, before he is condemned.

Adieu. Acquaint me with what further happens. I remain yours &c.

---

### Letter 42<sup>d</sup>.

Sir,

After the toil and fatigue of many years, am come to that period, of my desire, to give bounds, to my dint of life. I am determin'd to finish the rest of my days in rest and quietness, enjoying the fruits of my labour.

Mr. Lange has taken my trade upon him, together with all my goods, and residue of debts, for which he has paid me ready money. I have given him a bargain.

He has served me faithfully, 8 years together, having always behaved in a virtuous and creditable manner; besides which, he has a sufficient stock to begin with, and I can recommend him to all my worthy friends as such. Condescend to vouchsafe your friendship to him; he is deserving of it.

I now finish our correspondence, the thoughts of which will always excite satisfaction.

faction. I return you my sincerest thanks for all favours shown. Let me always enjoy your friendship.

Probably, next year if God permits, I may pay a visit to my old worthy friends; I will call at your house. How glad I shall be to find you in good health, and to assure you personally, that I am as usual

your friend and servant.

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### Letter 43<sup>d</sup>.

You will find by the inclos'd from Mr. Heldewix, that I have taken his whole trade upon me, for ready money, and besides that, find myself capable to augment my warehouse greatly, and to serve every one according to desire.

I flatter myself you will shew me the same favour, you did to Mr. Heldewix. My chief care shall be to study your interest, and to serve you faithfully. Business shall be transacted as formerly; 8 years practice in this branch of trade, has furnish'd me with sufficient knowledge. Honour me with your commands! I can allow you the best prices. Provision of goods is but small here, to an extensive demand. It is yet time purchase. If you require it, can advance your for some months, at  $\frac{1}{2}$  pro Cent, in short I will do every thing to make our correspondence interesting.

D

If

If you chuse to send me goods so sell for your account, I will for  $1\frac{1}{2}$  pro Cent provision, regard your interest in disposing thereof as my own; observe the buyers be good, and remit the money without delay.

A quantity of wool may at present be dispos'd off to advantage. Starch is much wanted. The small provision here, sells at —. Staves are a good commodity. Yesterday I clean'd my warehouse at N —; send me something for a trial. The sale shall be to your satisfaction.

The inclos'd price-current, will acquaint you with more.

Adieu. I recommend myself to your friendship. Do but command me; I will serve you willingly on all occasions. I remain always &c.

### Letter 44<sup>th</sup>.

Sir,

**I**nclosed I send you, under the cover of Mr. Berver Rd. 43-8 gl. for which you'll be pleas'd to balance my accompt.

For your service, and disbursments, I give you my best thanks, and remain

Sir  
your humble servant.

Letter

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 Letter 45<sup>th</sup>.

*Answer.*

Sir,

The Rd. 43-8 gl. you sent, are duly delivered; by which your accmpt is balanced, acknowledging your speedy payment thankfully. We recommend ourselves to your farther orders, always remaining &c.

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 Letter 46<sup>th</sup>.

Sir,

Mr. Oelckers arrived here in good health, thank God! I hope you will have excused his freedom at your house. I return you thanks for all favours shown him.

He says the broker is not content with 30 mk. tho' I thought it was too much, and that the expences of inspection ought to have been paid by the insurer. If I judge wrong in both cases, pay him what is sufficient, and place it to my account. It is well known, that both the insurer and Mr. Meyer, loves dearly to receive in, and but pay little out. I do not desire any one, to labour for me, for nothing: neither is it prudent to be at variance with these people, because they may find an opportunity of revenge.

My last letter from Amsterdam, brings but little consolation. The estimation ac-

ording to the real value, is very prejudicial to me. I have this day answered thereto, and must wait with patience for the event.

Adieu. I always remain &c.

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### Letter 47<sup>th</sup>.

Sir,

Your agreeable favours of the 5<sup>th</sup>. and 10<sup>th</sup>. instant, came safe to hand; I have observed the contents, and book'd down every thing conformable thereto.

Inclos'd I remit you my first of exchange for Rd. 850 - four weeks after date. Please to observe the necessary, and when paid, credit my account for the same.

I would gladly have remitted you more, according to promise, but it is not possible. The *Messe* turned out very poorly, having but received the most trifling sums due. I could not perform my promise, tho' I would gladly have done it. I shall take it as a great favour, if you will remain a month longer in advance; I will use all possible means to discharge the whole debt; I will comply with every thing you may require, for your safety; I will send you a bill drawn on myself; or any thing you may require. My business is on such a footing, that my accompt can never run so high again.

One favour I desire more, which I hope you will not refuse. I acquainted Mr. Otto, last February to draw on you for about 2500  
mk.

mk. banco, for my accompt. Oh how it will destroy my good name and reputation, if you return his draft with protest. My debts are cleared off, to about that sum. I depend greatly on your friendship, in honouring this my bill; You may fully depend of a remittance, before it becomes due.

Providing you should not chuse to pay any more for me in the future, will take my measures accordingly.

I have had the honour of your acquaintance, a long time, and it will be very sensible for me to loose it. Pray forget my former negligence; you never shall have reason to complain of me any more. You have not done it without reason: tho' providence has blessed you with abundance, far above others, that such a sum could be of no detriment to you.

Favour me further with your friendship, you will neither find an unthankful or deceitful heart in me. And if you should refuse me the further use of your money, I will still consign my goods to you. I value you so much; and our correspondence is too old, to drop. How glad shall I be, to receive a favourable answer. In expectation of which, I remain with the greatest esteem &c.

### Letter 48<sup>th</sup>.

#### *The answer.*

I received yours of the 28<sup>th</sup>. January, together with your inclos'd bill of Rd. 850 - on

D 3

James

James Bartels, which is accepted, and when paid will credit your accompt for 2550 mk. Banco.

You can not take amiss, my using all precaution in such critical times as these. Commerce languishes, being greatly loaded with all manner of toll, impost, and tax on horses &c. Bankrupts happen in every place. Should I be indifferent at such like emergencies? Should I not be careful of my own? Certainly, what has been gain'd with diligence and care, ought not to be squandered away in negligence.

You acknowledge yourself, not always to have fulfilled your promises; which I believe has not been done willingly, rather, money not coming in due time, has been the reason thereof; this assures me of your honesty; nevertheless such uncertain payers and debtors, might make you incapable to pay me; tho' it should be contrary to your inclination, still the weight would fall on me.

Mr. Otto may draw on me for about 2500 mk. You desire me to accept it for your accompt, and not to blast your reputation. I have never intended to destroy your credit. I know how hurtful it is to a merchant. He being without credit, is like a body without a head.

You'll allow me to make some observations on this method of drawing. Mr. Otto has sent you no goods, but he has a demand nevertheless. Is it for goods sent long ago, testifies your having bought on time. In which case you are to pay dear, and can not  
keep



keep market with other sellers. Have you in the contrary, drawn on that friend, and orders him to draw on me, before the bill falls due, as then it's a scheme, and will turn out expensive; causing high interest and provision, and is the long way about to destruction.

You may judge of my friendship towards you, in sending you all your goods. Could not I easily have kept them here, for my security; but I have not done it; knowing that a merchant without merchandise can do nothing. Proceed with the same sincerity towards me, that I may have no more reason to complain.

I love your friendship and acquaintance; I will continue our former correspondence with pleasure, if it can be done, with more satisfaction than formerly. I'm afraid of your debtors. How easily can they make it out of your power, Sir, to fulfil your promise to me. Could you give me any kind of security, by which I could answer your bills, without running any risk. Acquaint me with your intention on this head, which if anyways tending to my quiet, you may be fully assured, I will take the shortest way, to serve you effectually; on which you may depend. I remain with the most sincerest affection of friendship and service your &c.

friend and servant.

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 Letter 49<sup>th</sup>.

You will have received ours of the 6<sup>th</sup>. instant, which mentions our sending the 2 chests No. 10. 15.

Since which your agreeable favours of the 1<sup>st</sup>. and 5<sup>th</sup>. are come to hand; we have taken notice of the goods shipped, and credited your accompt for 106 mk. agreeable to your bill.

As soon as the rest of our goods arrive, please to send them off, with all possible expedition, that they may get here before the frost sets in.

As a balance for the money advanced, we remit you in our 1<sup>st</sup>. and 2<sup>d</sup>. bill of exchange L. - 90. - at 2 uso, on Mess. Kohl and Comp. Discount it to the best advantage, and acquaint us with how much banco money, we must charge your accompt.

As soon as all our goods are sent off, we shall expect our accompt-current, and remain with friendship

Sir

your servants.

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 Letter 50<sup>th</sup>.

Sir,

I understand with pleasure out of yours of the 5<sup>th</sup>. instant, that you have credited my accompt for the amount of the bill of expences.

Since

Since mine pro last post, none of your goods are come to hand. I shall be very punctual in shipping them off, as they come on.

Yesterday I discounted your bill on London for L. - 90. - at 34<sup>s</sup>. 2<sup>d</sup>. and will credit your accompt for 1153 mk. 2 ss. banco.

At the end of the year, I shall send you the required accompt-current.

Farewell. I will always remain with the greatest esteem &c.

### Letter 51<sup>st</sup>.

Sir,

By the last post we mention'd our having received the bill for Pound 1200-Banco, on D— & C— and by this, acquaint you of our having discounted it at 33<sup>sh</sup>. and credited your accompt for mk. Banco 1454 - 9 ss. We give you our best compliments, and remain

Sir,

your humble servants  
John & Will Goodmann.

### Letter 52<sup>d</sup>.

On the arrival of 3 posts from Holland, I am favoured with yours of the 3<sup>d</sup>. instant, with the inclos'd from Mr. Thomas Flügel.

D 5

The

The receiving and dispatching of the 3 Chests No. 30 a 32 from the before mention'd friend per Hessel Lieuwes master, has been agreeable to me. I wish he may arrive safe and soon.

Your draught on me for L. - 300 - at 2 uso, on P. Schobingen at 34<sup>s</sup>. 2<sup>d</sup> shall meet with due honour. I thought the course had been higher with you, it is very high in Amsterdam. If the course does not rise, I will get my money paid yonder.

Mr. N. in Bristol informes me that he has drawn on me for L. 250 - at 1 month after sight, of the 5<sup>th</sup> instant, for your accompt.

I am surprised you mention nothing about it. In the mean while, I will accept the bill, for the drawers account till you inform me of its reality, and whether I shall redeem it for your accompt.

I remain after a cordial salutation,

your humble servant.

### Letter 53<sup>d</sup>.

#### *The answer.*

**T**his day I take the liberty to draw on you, 1 month after date, L. - 250 - for the accompt of Adam Waldhütter, in favour of John Christopher Seyffert, which please to accept, and account with him for. Probably he will have mention'd it to you, if not, I'll be answerable till

till then. Can I be of any service to you in this place, do but command me,

Yours &c.

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Letter 54<sup>th</sup>.

*Answer.*

Sir,

In answer to yours of the 5<sup>th</sup>. instant, I have the honour to acquaint you, of my having received no order from Mr. N. to accept the draught of L. - 250 one month after date, in favour of Mr. Seyffert; I will therefore accept it for your accompt. I shall write to him to morrow about it. And only mention this for your own satisfaction, and to assure you, that I shall always remain,

Sir,

your servant.

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Letter 55<sup>th</sup>.

Sir,

My last to you was of the 23<sup>th</sup>. November, to which I refer myself.

Accounts yesterday from Paris by the way of Frankfurt, mention that the greatest part of Lisbon is destroyed by an earthquake, and above 50000 souls perished miserably. The news concern me very much, and the more

so,

so, as I do not know which of my friends have escaped this disaster.

Please to deliver the inclosed to Mr. Meyer, as I know he has a house in Lisbon, probably he can acquaint me wheter Mr. R. and S. are amongst the infortunate, tho' I hope not. If it shou'd turn out so, my goods sent by Cap<sup>t</sup>. Tromp, must be assigned to some other house; or as it is suppos'd that Lisbon is totally destroyed, unloaded again, and sent to Cadix. I shall wait with impatience, to hear what you know of the matter; undoubtedly you have later accounts than we. Pray answer me by the return of the post, and free me from an uncertainty, which causes me uneasiness.

How goes it with my linnen? Take care to send me soon, a profitable bill-of-sale. I'm in great expectation thereof. My compliments to you, and remain

your affectionate servant.

## Letter 56<sup>th</sup>.

### *The answer.*

Sir,

**T**he news you were kind enough to inform me of, in your favour of 2<sup>d</sup>. instant, concerning the misfortune of Lisbon, we had already receiv'd. The information is but very uncomplete. Hitherto we know nothing safe  
what

what the expresses of 5<sup>th</sup>. November sent from Lisbon to Madrid and Paris, brought with them. The ordinary post from Lisbon, by which we can get better information, comes only next monday, the 8<sup>th</sup>. instant, so that we can not as yet know, who lies bury'd under the rubbish. Neither can those letters inform us of more, being sent but four days after, consequently written in the hour of anguish and calamity.

For this reason I have not sent your inclos'd to Mr. Meyer. A general consternation has seized every one concern'd with Lisbon, it being unknown how matters stand there, so that he will not be able to answer your demands. Providing the post brings news, that may be depended on, then I will send off your letter, and forward you an answer.

Cap<sup>t</sup>. Tromp is for any thing I know, still in our river. The freighters have met together several times. Some insist he shall proceed on his voyage without delay, others, that he shall not. Letters from Amsterdam yesterday, mention, that all vessels bound for Lisbon, shall not depart; upon which, is this day resolved, to impower the owners, to detain the Cap<sup>t</sup>. till further orders. I believe the messenger will overtake him before he can get to sea.

What may be resolved upon, after the post's arrival, you shall be inform'd of, on wick you may depend.

The news from Cadix, and other spanish havens, are no less afflicting. These places  
have

have also felt the fury of the earthquake, though not so much as Lisbon. I wish it may never be confirm'd!

By the last post I sent you an account-sale, of 3 chest *Bretagnes* No. 25 a 27 being the last of this years sale. Nobody thinks on the purchase, how easily it's to be conjectur'd. Every one trembles, when he thinks on the counter-motion, which causes the destruction of one of the greatest mercantile towns. How glad shall I be, Sir, providing you do not suffer thereby. Oh, that y may even be so happy! I am afraid, of suffering much. Yet, be it as it will, I must bear it with patience. These are strokes which come immediately from the hands of the Almighty; we must kifs the rod, and obey him as father, and have compassion with the misfortunate, as our fellow-citizens.

The buyer of your 3 chests, is so sure, that there's no fear of his failing. I have always known him as such, am therefore without fear.

This day eight days, if God permits I will write to you again. But no sorrowful news. We are greatly in fear; and must hope for the best. May the supreme Being preserve every one from further misfortunes! I recommend you to his protection, and always remain,

Sir,

your most humble servant.

P. S. Worse news is reported of Lisbon. Both the custom-house and Indian-house, is  
sup-



suppos'd to be burnt, the whole town —  
 compassionate fate! — the whole town is  
 reduced to nothing. Unhappy inhabitants!  
 What does not human nature feel, on vie-  
 wing so much want!

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### Letter 57<sup>th</sup>.

Three of your agreeable favours, of the 6<sup>th</sup>.  
 13<sup>th</sup>. and 17<sup>th</sup>. past month, came safe to hand,  
 at different times.

For your informations of the Cap<sup>ts</sup>. arri-  
 val, in the first, I return you thanks.

For the amount of the inclos'd bill of ex-  
 pences, on 10 chests, I have credited your  
 accompt for Banco mk. 127- 8 ss. according to  
 your 2<sup>d</sup>. letter.

Your third informs me, of your having  
 drawn on Mr. N — for F. 1250 —; I have  
 book'd you down according to the course  
 mention'd.

You may further draw for my account on  
 Mess. A — & F — in London, for L. 250 and  
 acquaint me with the result. To desire you  
 to regard my interest, is entirely needless,  
 being fully assured of your care. My account  
 is clear'd within about Rd. 100. A little more  
 or less, will make no difference; which final-  
 ly will also be regulated.

Pray acquaint me with what you think of  
 Mr. E —; I should be glad to know, how  
 far he may be credited. You will highly  
 oblige me thereby. I remain essentially &c.

Let-

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Letter 58<sup>th</sup>.

Sir,

In my last of to day sevensnight, I desired you to draw on Mess. A. and F — for L. 250 — which I confirm, with the rest of the contents, as also the receiving of your kind favour, of the 1<sup>st</sup> instant. I don't know what Mr. N — means, in not accepting your draft for f. 1250: —. My former order for f. 1650: — is not abolished, consequently in force, by which reason, he can, with more safety pay a less sum. It is very possible to make a blunder in account; and if he had remitted me, as his duty was, no mistake would have hapened, or, I have been obliged to draw. Perhaps he may have bethought himself, or at least, he might have accepted the bill for your account, which he easily may do. The inclos'd is for him, which please to deliver, and pardon this small error.

If you hear any thing certain, about war, or peace, pray communicate it to me; but, must be done without the least trouble to you.

I remain after a friendly salute,

Sir,

your very humble servant.

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Let-

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Letter 59<sup>th</sup>.

*An answer to the 57<sup>th</sup> & 58<sup>th</sup>.*

Both your agreeable favours of the 8<sup>th</sup>, and 11<sup>th</sup> instant, are safely come to hand.

I am glad to find by the first, that the sundries are booked conformable.

Agreeable to your order, I have this day drawn on Mess. A — et F — in London, for L. 250: — at  $2\frac{1}{2}$  usances, and credited your account at 34 10<sup>d</sup>. for Banco mk. 3265 — 10.

The trifle (of money) laid out for you, deserves not to be mention'd. It's an easy thing to credit good payers, especially, people so exact as you.

The friend you enquire after, is in good credit here. I would make no scruple to give him credit for several thousand marks. Use this information, tho' without my damage or prejudice.

Your second brings me a letter from Mr. N —. He stands to his point, in having accepted the bill (only) for my account. Your letter will make him change his tune, and free me from my bond.

How the disharmony betwixt England and France, will turn out, is, as yet a riddle. Particular letters are silent on that head, as no one can conclude any thing with certainty; and the public papers, are full of contradictions, that are not to be credited; and time

E only

only must unriddle them. Providing I hear any thing certain, you shall be inform'd thereof.

After wishing you a stable and lasting prosperity, I have the honour to call myself, &c.

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### Letter 60<sup>th</sup>.

Sir,

**H**AVING the honour of your acquaintance, emboldens me to take the liberty, of desiring you to give me information of the following, as being neither prejudicial to you, or any other.

A friend of mine here, having determined his son for trade. An opportunity offers, of placing him with Mr. Cajus, on certain conditions. And as he is neither known to the father, or me; tho' desirous to have some information, whether Mr. Cajus, carries on a good business? Whether he is capable of giving useful instructions? Whether married, and a good housekeeper? Whether he keeps his clerks (apprentices) retired and modest, or allows them liberty at will, and if he's capable of promoting a good education?

Pray answer me these points with exactness; you will highly oblige me thereby. Command me freely, in any thing you may have occasion for. I remain with the assurance of being,

Sir,

your to command.

Let-

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Letter 61<sup>st</sup>.

*The answer.*

Sir,

You require a faithful account of Mr. Cajus, of this place. I am glad, that I can mention nothing, but in the most favourable terms, as it always hurts me, to discover any thing of my neighbour, for the honour of truth, anyways hurtful to his character, and which (for the love of ones neighbour) ought to be concealed. Fear not the last from me; I only need to say, what every one knows, who is personally acquainted with Mr. Cajus, and that will be sufficient. Howerwer, I will answer every question you demand, in form following.

His trade is large and extensive; consisting in his own proper business, in commissions and expeditions. He transacts the same regularly, and has a sufficient insight, to instruct those committed to his charge, in every branch of commerce.

He is a married man; his method of housekeeping is free, undetermin'd, and in the best order; his clerks have commendable liberty. It is the greatest pleasure to him, when they amuse themselves after business, in conversation with people of honour and reputation. His manner of education is such, that those who grow up, under his care, will never be afraid to keep company, with people of every rank and denomination.

E 2

Behold,

Behold, that's the real picture of Mr. Cajus. I hate an untruth, as much as flattery. I know him precisely, by a frequent conversation with him. I must finally acquaint you with what he lately said to one of his neighbours, who had made an observation on his behaviour, towards his clerks.

You must not suppose, said he, to educate youth, by a slavish retirement; no, that gives way to the most extravagant disasters; one makes use of every opportunity, that offers; as liberty, seems quite new, and the use thereof made, tends to nothing but a total ruin; this is quite natural. For that reason I give my clerks free liberty. They must do their business with accuracy, and when they do that, may take pleasure abroad, providing, they cannot meet with it at home. I require they behave well, and that I hear nothing unbecoming of them. Then I have the satisfaction, to see them work with pleasure, always content and chearfull, instead of being unwilling and grumbling, a burthen both to themselves and me, or that I should be obliged, as several others are, to change clerks every three months. Do I not thereby free myself from vexation, and make my people happy, and obligatory; yes, even make them love me, and consider my interest in every thing, which they would not do; if I made them slaves? &c.

Are not these noble thoughts? I should think your friends son vastly happy, in getting so worthy a master. Don't let him neglect

glect this opportunity; it is too advantageous, and but seldom to be met with.

Adieu, live always happily; as then I shall rejoice. I am with the greatest sensibility of friendship,

Sir,

your faithful servant.

### Letter 62<sup>d</sup>.

*Another answer to the 60<sup>th</sup>.*

Sir,

As willing as I have always been to obey your commands, so reluctant I am to do it now.

You ask me after Mr. Cajus's method of trade and housekeeping, which I must represent to you with compassion. I pity those, whom heaven frowns so much upon, and on the distributing of her blessings, has hated so much. Concerning his business I can say nothing; it is extensive enough to learn the necessary: but what advantage will it be to your friend, to see his son return in a quarter of a year's time, with less common sense, than when he sent him. Advise him to the contrary. But do not suppose, that I mention this out of any particular design; that would be unaccountable, to be silent, or conceal a thing to you, which is known to every one; as well as myself, and need not be mention'd as a secret.

E 3

Honour

Honour me further with your commands; I shall always take a pleasure in serving you, and omit no opportunity, to testify how much I am,

Sir,

your friend and servant.

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### Letter 63<sup>d</sup>.

Sir,

I must mention to you with affliction, the death of my dear husband. It has pleas'd the Almighty, after a short sickness, and in the 44<sup>th</sup> year of his age, to remove him from this temporal, to an eternal state, on the 4<sup>th</sup> instant.

This death afflicts me greatly; I am thereby placed in the sorrowful state of widowhood. Favour me with your christian compassion. Deign me that friendship, which you shew'd my late husband.

I will continue the business, undet God's assistance. Pray regard my subscription, and honour me with many commands.

Pray God protect you from all afflicting accidents! and preserve you to the latest age, in an unwavering prosperity! I experience, how sensible it is, to loose what one loves. May the sorrow which I now feel, press you, at the very remotest period of life. I have the honour to be,

Sir,

your sorrowful servant.

Letter



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Letter 64<sup>th</sup>.

*The answer.*

Madam,

The information of your husband's death, has grieved me very much. I have felt every thing, that can be experienced, at the loss of so worthy a friend. I share your affliction with sincerity, and humbly beseech the Almighty, to retrieve this loss, by a continual series of blessings.

It will be the greatest satisfaction to me, if you please to entrust me with your confidence, in the course of trade. I have noticed your subscription, and wish you to that, and all your other undertakings a new blessing.

I return you my sincerest thanks, for your kind wish. May you never be so sorrowful again, as at present. May gladness and contentment always follow you and a continual fortune accompany you, if your fate is to make me rejoice. Fare well, (always well). I am with much esteem,

Madam,

your faithful humble servant.

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 Letter 65<sup>th</sup>.

Sir,

We refer ourselves to our last of the 16<sup>th</sup> instant, since which we are favour'd with none of yours.

This serves to convey the invoice on 3 Stuck \*) Coignac brandy, and 1 ditto of this country, which we have bought according to your order, and shipped on board the Queen Juliana, Cap<sup>t</sup>. Liddel, consigned to Mr. Claasen at Altona; the amount is Livres 600: 10: —

We have this day drawn on said friend, for Crowns 200: 10: — at 2 usances, and given him advice thereof; and about the insurance, we have acquainted him with the necessary.

You will find the quality of the brandy, not to be exceeded; tho' the Coignac is a little deer, and should be glad to know the reason of it.

Pray acquaint us how you liked the last red wine, and whether you want no more of the same. This cold weather would favour the transporting greatly.

Since we have begun to make reprisals upon the English, and to bring up their shipping, the hopes of reconciliation is entirely vanished. Thence Martinique coffee is, &c.

After

\*) A *Stuck* is 2 hhgs, or 126 gallons.

After repeating the tender of our best services, we remain with much esteem &c.

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### Letter 66<sup>th</sup>.

Sir,

It is a long time since I have written to you. You will still be my friend, and pardon my troubling you with this? of which I'm assur'd; otherwise, I would have adressed myself to some other. Which consists in:

I know that a vessel lay ready with you to sail to Lisbon, when the news arrived, of the desolation of that city, which is not gone away. I desire to know, whether he has unladed the whole, or only a part? Whether each freigther, at unloading, has taken his goods back, or whether the whole is kept under the care of the magistrate, for the Captain's security? till the bills-of-lading come back again from Lisbon? If a bill-of-lading should be lost, in what manner, are the goods to be recover'd, and the Cap<sup>t</sup> freed from all demands? Andlastly, as the Captain cannot wait, 'till all the bills-of-lading are return'd; in what manner is he to be secured, that he has nothing to fear in Lisbon?

Pray inform me about all these questions; you will higly oblige me thereby. On every opportunity, that you can make use of

E 5

me,

me, I will testify my inclination to serve you. I remain, in expectation of your answer, with much esteem,

Sir,

Your affectionately.

### Letter 67<sup>th</sup>.

*Answer.*

Sir,

Your desire need no excuse. Every opportunity that falls in my way to serve you, is a pleasure to me; for which reason, I will communicate to you, every thing I know, concerning the ship bound to Lisbon.

The vessel lay already at the mouth of our river, when the fatal news arriv'd, about Lisbon. The freighters met immediately, and by a plurality of votes, order'd a boat with an order for the Cap<sup>t</sup> to sail back to town again; which was done.

The gentlemen concerned, were not all of one opinion. Some determin'd to unload their goods again, others insisted, the Cap<sup>t</sup> should pursue his voyage, and others, that he should wait, till later news came from Lisbon. These contradictory opinions, made 5 meetings end, without any effect. The owners of the vessel appear'd likewise, and demanded a requital of the owners, for all damages that might befall the ship; which also

was

was not agreed to. The first brought it at last, this length, that the magistrate nominated a commission, which decided this prolix affair, as follows: Viz.

1. Each freighter could either take his good away, or leave them in the vessel.

2. That the whole freight should be paid, for goods unloaded. The one half of the freight, belongs to the ship, the other half, towards expences, that would be unavoidable, which, if not sufficient, the whole cargo to be liable to pay the rest, wheter on board or unloaded, according to an exact repartition.

3. Each freighter to be bound in the protocol, to deliver his bill-of-lading in 4 weeks time, and the Cap<sup>t</sup> liable to all pretensions.

According to the first article, part of the cargo was unloaded, in which room, the Cap<sup>t</sup> had liberty to take in other goods.

According to article 2<sup>d</sup>. not only the  $\frac{1}{2}$  freight was made good, but all other expences, as sailers-wages and victuals, lighterage, and every thing else, requisite in unloading, from the day he could have put to sea, till the day he really did (go to sea).

The Cap<sup>t</sup>. received a recognisance from the magistrate, for the unloaded goods, specifying, that all goods therein mention'd, according to mark and number, at request of the owner, and by order of the magistrate, should be unloaded; and that the magistrate of each place, shou'd protect the Cap<sup>t</sup> against all demands.

This

This is what I can mention you of this affair, being the first in it's kind that has hapned here: God grant it may be the last.

I return you thanks for your kind offer; I shall make use thereof, as occasion may serve, and always revere your willingness. Farewell. Do but command me, if I'm further able to serve you. I have the honour to remain,

Sir,

your most humble servant.

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### Letter 68<sup>th</sup>.

Sir,

**M**y brother in London, who has the honour of your acquaintance, tells me, that you deal in our wollen wares. I therefore take the liberty, to tender you my best service, in the purchase thereof. Bays, kerseys, shaloons, serges &c. are work'd here in abundance, and of the best sorts. The present prices you'll find below.

Exclusive of purchase-money, I will deliver you the goods safe on board at Hull, for 2 per cent provision, and 30<sup>s</sup> Sterlings land-carriage, toll and other expences. I believe no one serves you cheaper. Make a trial; you may expect trust and honesty from me. You will likewise find the purchase 2 or 3 per cent cheaper than at London.

I shall

I shall be highly obliged to you, if you will get me acquainted with those that deal in manufactory- wares. I will serve every one so, as that you shall hear no complaints of me. In expectation of your worthy favours, I have the honour to be,

Sir,

your most obedient humble servant.

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### Letter 69<sup>th</sup>.

With what reluctance do I put pen to paper! yet, I must; you have, during our friendship, behaved as an honest man towards me; I must make it appear, that I am no less so.

Inclos'd I remit you in draughts of my own: viz.

Rd. 550. — on John Peter Herman.

— 675. 36. on John Leisner.

— 874. 12. on John James Smith.

Rd. 2100

in 3 weeks, of the 2<sup>d</sup>. instant; the first lie accepted at Mr. Eggers's. Demand payment, which can not be refus'd you. You must lose the remainder of your advanced cash, by your unhappy friend. I have given too much belief to my friends; I regarded sincerity, expecting to find it in others, and am thereby reduced to the greatest commiseration.

This day's post brings me the sorrowful news, that Mess. O.- and N- return my draft with non- payment of 8000 Rd. Several  
smaller

smaller misfortunes have not been able to reduce me, tho' this failure has; together with the loss of a lawsuit. I may keep up a few days, and then — Good God, what a misfortune! — must give all that I have, to my creditors.

Pity me, my friend! I am very unhappy, and probably must make others unhappy too; may God reward those, who suffer on my account. He is my witness, how much I take this affair to heart, and how little I'm to be compar'd with those, who in that manner deprive people of their property. Oh comfort me, my friend! before I give myself over to despair. What a disgrace will sully my former good name — Horrible thoughts! Do not therefore deprive me of your esteem, tho' I may deserve it no more. I am unhappy; still no other blame, can be laid to my charge, save that of giving too much credit to my friends — I will retire to Offenbach, and hide myself from the world and my friends, throw myself into my brother's arms, and give way to the fury of my misfortune. I will pass the rest of my days in affliction, with him, repining on my former happiness. There will expect your comfortable letter. May providence be more faithful to you, than me, protecting you from all disagreeable misfortunes, and retrieve all losses a hundred fold, which you suffer on my behalf. This will comfort me in my misfortunes, that none can be more fully yours &c.

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Let-



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Letter 70<sup>th</sup>.

*The answer.*

Sir,

It is impossible for you to imagine my astonishment, on reading your letter of the 10<sup>th</sup> instant. Your honesty, your misfortune, your way of thinking, all which has sensibly touched me. Your remittance of the Rd. 2100- testify plainly that you still retain such noble principles, which I always found you possessed of, and which greatly augments my compassion towards you.

I should discover a lowness of soul, in regarding the loss of Rd. 500.- I would gladly contribute double the sum, if that could help you; but I'm afraid the wound is too large, and that I could not assist you, without destroying is myself.

The bankrupt of Mess. O. and N. is already current here. We are in hopes, it will not be so bad, as was at first expected. I heartily wish it may not, for your account; that you might have the satisfaction, of lessening the loss of your creditors. I shall do every thing in my power to promote it, if agreeable to reason; and should you begin your business again (my friend), may assure yourself of my urgent endeavours to assist you.

Leave off thinking so much on your misfortune, it being but small in its kind; few  
are

are so free from accusations as you are. Those, who are reduced by public misfortunes, and not by wilfulness, deserve every one's compassion. Comfort yourself with that, my friend. Every one that knows you, is sorry for your misfortune, and would think themselves inexcusable, in despising you, as you think.

It's true, you have given too much belief to Messieurs O. and N. The present times, require more caution; still your mistake is a fault, which every one is subject to, who has an extensive trade. Therefore banish all immoderate grief; comfort yourself with the hopes, that providence has various ways and means, to lift you up again. These are some of the hours of tribulation, design'd for us, to try our stedfastness. They do not continue long. After rain, comes sun-shine. You may yet enjoy the sweets thereof, when you have weather'd out the former. Do this, and consider your loss, consists in temporal enjoyments; and that your good character can be blam'd by none, with justness.

I further wish your calamities, may soon have an end, and that you and I, may once more have the satisfaction, of being useful to each other again. Desire this with me. Give my compliments to your brother, and believe, that I'm now as formerly, your

constant friend and servant.

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Let-

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 Letter 7<sup>th</sup>.

Sir,

Sometime ago your worthy house was recommended me, by my (worthy) friend Mr. A. to purchase a quantity of linnen. I promis'd to make a trial with you, with the first opportunity; and see, whether I can find that profit, which he promises me.

I can at present make use of a parcel of  $\frac{6}{4}$  broad *Bretagnes*; therefore take the liberty to desire you to buy for my account 2000 pieces and pack them in 16 chests, but above all to observe, that the quality of each chest augment gradually, and that the whole, do not amount to above 4 mk. 6 ss. *banco* per piece, free of all expences here. In regard to the goodness, the bleaching and making up must be recommendable. I hope you will have so much left of the last summerbleach, as will be sufficient for my purpose, for at present, I cannot wait for the springbleach. I expect your sending them with all expedition over Lunenburg, that I may be able to send them, to their destin'd place, by the first ship.

On tending the same, you may draw for the amount on Mr. B. in Breslau, who agreeable to my order, will pay due honour to the same. Further, I shall be very glad, if this trial falls out so, that I may be animated,

to trouble you with more important orders, which will entirely depend, on your regarding my interest.

I am with much esteem,

Sir,

your servant,

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Letter 72<sup>d</sup>.

Sir,

Your agreeable favour of 6<sup>th</sup>. March came safe to hand.

I have accepted your draft for Rd. 2000: - *banco*, payable to Mr. C — and will pay it when due.

I have found the extract of my account current, you sent, right, and I have debited your new account, with the balance of Rd. 210 —

If Mr. Fleischer of Hirschberg should draw on you for 4000 Rd. for my account, pray honour it, and acquaint me with the course, as I shall either send you bills at short sight, or order you to draw on me for said amount.

I remain after a kind compliment,

Sir,

your very humble servant,

Let-

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 Letter 73<sup>d</sup>.

Both your letters of the 28<sup>th</sup>. January and 12<sup>th</sup>. instant, came safe to hand. The first brought me account - sale for my 8 chests *Estoppillas*, which I found right, and have booked accordingly; though I cannot imagine, how you could act contrary to my express orders, in disposing of my goods to two persons, payable on the return of the fleet, and my order was, not to sell on longer terms than 3 months credit, but at present, I may wait above a year. A commissioner must not take such liberties on his own account, and would act with more prudence, to regard the owners commands, and, could they not be fulfilled, rather demand fresh orders.

The price you have made for my lawns, has no comparison with the long time of payment, and another house with you, has sold for the same price, payable in 2 months. The linnen-trade at present runs so, that one has no need to be hasty in selling, rather detain current wares, as they soon will rise.

You give me bad encouragement to send you more goods. I will try once more, providing you will be bail for those who buy my wares, and no otherwise. I expect your declaration by the return of the post, and am,

Sir,

your servant.

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 Letter 74<sup>th</sup>.

Out of a particular regard and love for you, I have accepted the draughts, as mention'd in your agreeable favour of 25<sup>th</sup>. past, for

Rd. 1200: — } at 3 weeks, from the 25<sup>th</sup>.  
 — 800: — } March on Christian Wurmb,  
 and will pay the same when due; but, I desire you for the future, to excuse me with such draughts, as it is not my business, to weaken my credit in drawing backward and forward; and do assure you, that I will accept no more of your bills, on this footing, but return them with protest.

For the above Rd. 2000: I expect remittances on short sight, that I need not draw on you.

As trade stands at present, I can see no possibility, that any thing can be done between you and myself, to advantage. We must wait for more favourable times, as then I'm not unwilling to make a trial with you. I am &c.

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 Letter 75<sup>th</sup>.

Since your last agreeable favour of 6<sup>th</sup>. instant, require no further answer, I pass it over with silence.

This

This is only to desise you, to acquaint me sincerely, whether Mr. Otto may be intrusted with about 5 or 6000 mk. without danger. By the last post, he has given me an order for buying several wares, which will amount to near that sum; mentioning further, that he will send the money on receiving the bill - of - parcels.

My not knowing this gentleman, and my unwillingness to risk any thing, where I am not sure, that I have to do with an honest and fair trader; will therefore not answer his letter, 'till you inform me of his circumstances, which pray do without loss of time. If I am able to serve you, on such, or any other occasion, pray command me. In expectation of a favourable answer, I have the honour to be &c.

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### Letter 76<sup>th</sup>.

I cannot but testify my dissatisfaction, in your not giving Mr. Rippel in Paris orders for accepting my draught for your account, of 8000 Livres. On account of my not being acquainted with him, he, for want of your advice, has sent my bill back with protest, which grieves me very much, and weakens my character no little.

I have used all imaginable precaution, and could not have even suppos'd this; being you say, you sent Mr. Rippel a remittance for 8000 Livres, by the last post for his securance.

Therefore, your word is not to be depended on, and for the future I will take care of being plai'd such a trick again.

Inclos'd account of protest - expences, the amount of which I expect immediately.

Captain Birk went to sea yesterday; I wish he may soon arrive a your place.

I am

your humble servant.

### Letter 77<sup>th</sup>.

Sir,

Your total silence to three of my letters of— wherein I press you to dispose of my Jaurish linnen to the best advantage, surprises me no little. Will nobody buy more linnen in Hambro', or have you parcels of other persons in hand, which you prefer to mine? I cannot suppose the last, as I then shou'd be deceived, in that friendship I put in you; I will rather judge that the great scarcity of money, keeps many from buying.

I repeat my desire, and beg you to use all possible means in selling Jaurish linnen at the highest price you can get. The sooner the better, that I may be quit of this article, which has lain on my hands 3 years, and look out anew.

What does the last news you had from Lisbon mention? does no orders come from thence for *Bretagnes*? Undoubtedly a great demand



demand for linnen, must come as soon as they are at rest again, on which account, the price will undoubtedly rise.

In expectation of your answer, and a favourable account - sale, I remain,

Sir,

your humble servant.

### Letter 78<sup>th</sup>.

Sir,

If I had not laid out the greatest part of my money, in various merchandises, would gladly have embraced your offer, in going half shares in a quantity of logwood, as I judge it will turn out to great advantage. But as my present stock will not allow it, I return you thanks for your offer, and will make use of it, as soon as I'm able.

Do you think it will answer, if I send you a small quantity of pot-ashes to sell, being almost determin'd to send you, by the first vessel 20 barrels, for my account; but I must be sure, of getting something above the present price of 14 mk. or at least, not to loose any thing. Acquaint me with your opinion.

I shall be extreamly glad, if you could get in my demand from Mr. *Hans Jurgens*, though I would not have you to use him very hard, unless you find that he is in the point of failing.

What is said with you about broun ginger, and what is its price at present? I should

be glad to know it, to take my measures according, with a quantity that is offered me.  
I am yours &c.

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### Letter 79<sup>th</sup>.

Carrier Claas got hither yesterday with your 5 casks of yarn No. 10 a 14 just when Cap<sup>t</sup> Dixon was ready to weigh anchor, and sail for Hull; I have had much difficulty to get him to take the 5 casks in. Inclos'd you'll receive the account of expences, amounting in Louisd'ors Rd. 15-20 gr. which please to credit my account for. By this days post, I send the bill-of-lading to Mr. John Eggers at Hull.

The Cap<sup>t</sup> got under sail yesterday, and as the wind is fair, I hope he has got to sea already. God grant him a save voyage.

Two ships are on the birth for London, and will be ready to sail in 14 days. Have you any goods for that place, must not delay sending them.

After a tender of my best services, I have the honour to be with much esteem &c.

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### Letter 80<sup>th</sup>.

Dear Sir,

Eight days ago I had the honour to acquaint you of the arrival, and shipping of your 5 casks of yarn; which this confirms.

It

It is with great regret, that this must be the messenger of bad news; as information came yesterday, that the ship foundered on the coast of Jutland, and the whole crew perished, together with the cargo, and there is little hopes of saving any thing.

This misfortune grieves me the more, as I know your 6 chests of linnen is not insured, consequently must bear the loss alone. May the supreme being make amends for this, by other advantageous commerce.

All the freighters of this vessel met together to day, and resolved, to send a person acquainted with such matters, to the place of stranding, that, in case any goods should drive ashore, to reclaim them, and take proper care for all, and report to the two deputies, appointed.

As freighter of your 6 chests I have consented to this, as judging it requisite and just; I hope you will not take it amiss, for if it should, contrary to all opinions prove fruitless, the expences will but amount to little.

Providing any thing be saved, I ought to know the contents and value of your 6 chests. Sent me the account thereof, that I may not be the hindrance of any delay. I expect your further orders, how I'm to proceed; I will comply with your desire in every thing, and use all means, to prevent your loss, convincing you that am, now and always,

your friend and servant.

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 Letter 81<sup>st</sup>

The person who was sent to take care of the goods, out of the lost ship, inform'd us yesterday, of having found several wares, according to a list sent in. Amongst which, is one of your chests, according to the mark; I wish it may prove to be so. Several pieces of linnen have swam ashore, on which no known mark is visible. We expect by the next post, a more circumstantial account, of his occupation.

The account you sent me by your last of 5<sup>th</sup> instant, shall be made proper use of, and act in this affair, according to the free liberty you have given me, as if the loss fell really to my own account.

Depend on it, and be assured, that I will not fail, of acquainting you with what happens, as soon as I'm inform'd of any thing.

I have the honour to be &c.

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 Letter 82<sup>d</sup>

By your agreeable favour of 6<sup>th</sup> instant, I find you intend to make a trial with me, after the method I serve others that is, granting me freeliberty, according to the times, to lay out L. 20, or 30,000 in such goods as I think fit, for your account. I will not be backward  
in

in fulfilling your orders exactly, that for the future, you may have reason to intrust me further.

Trade is at present in such a condition, that one is at a loss, how to transact to the greatest advantage of one's friends. Though, in all probability coffee and sugar must rise, at least the price will not run lower, as our American merchants have sent no shipping to the islands, consequently can expect nothing from thence and nothing is to be feared, unless that market be supplied by the great quantities of coffee and sugar, brought thither by the English, which, if that should happen, my purchase will not advantage you much.

We are well provided with indigo, and brown ginger will at present but render little with you. I must desist entirely from wines, as you seem to have no inclination for fluid wares, tho' my opinion is, by reason of the very low price, something extraordinary might be gain'd thereby, especially if you have an opportunity to keep it some time, and wait till the price rises.

On a mature consideration, I am apt to think, the best method will be, to get an opportunity on buying a good sort of Martinico coffee, from such as are in want of money; I will do my best, and if it falls out to my desire, send you the wares by the first ships opportunity, acquainting you with the necessary.

Several goods are sold here, on 3 or 4 months credit, tho' one does not reap so much profit, as on paying ready money,  
thence

thence, you will not mind it, but rather leave the whole management to me, and be assured that no one is more faithful than I &c.

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### Letter 83<sup>th</sup>.

I am sorry that I cannot effect your orders in buying 2000 *Stiegs* \*) of Paderborn linnen, at your limited price, as the sellers will not remit a farthing of their set price; will you give a few pence more, I can make the bargain, and send you the goods by the first opportunity.

For your sincere wish towards the continuation of my health, I preserve your constant propensity towards me with a great deal of adherency. I hope the supreme being will lead you through this year, which I hope you have begun with pleasure, in health and prosperity; granting you such advantages, as you in reason may desire. God protect you and yours, and maintain that friendship which I will endeavour to cultivate on my side, with sincerity.

Whether I shall come to see you next summer or not, I cannot tell; shou'd it happen, then I will divert myself with you in that dear Altona.

I remain with much esteem &c.

\*) A *Stieg* of linnen contains 20 pieces.

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 Letter 84<sup>th</sup>.

This day we receiv'd four mails at once, by which I got your agreeable favours of — with bill-of-lading and invoice for 100 barrels of rice, bought for my account. I have examin'd the invoice, found it right, and credited your account for the amount.

Your draught for L. 300:- on John Petersen, is accepted, and your account debited for the same.

If the Cap<sup>e</sup> does but soon arrive with the rice, the enterprize may fall out to great advantage, if not, the contrary is to be expected.

Have you any inclination to go  $\frac{1}{2}$  shares in a quantity of yellow Maryland tobacco, as I am determin'd to lay out about 3, or 400 L. for my share. If you find this adviseable, endeavour to look for good wares, but the price must not exceed above 3 L. We are in great want of a good sort, but the brown bad sort we have - enough of.

Your two drafts for  
 L. 100: — } at 2 usances on Christian  
 — 150: — } Koopman

I will endeavour to get accepted and should they be refused, will on protest accept them for your account, and keep them till demanded, by a 2<sup>da</sup>. draft, on which you may depend.

Your

Your insurers of the lost parcel of ginger per Cap<sup>t</sup>. Bookes, make several oppositions, about the expences of the Dispatcheur \*), which is very unjust. Our rules of insurance mentions expressly, that both the insurer and insured, must submit to the decision of this person. I will make this appear to them, if they do not soon comply, and pay without more ado.

I am vastly obliged to you, for your information of commerce with you. I pray proceed, and further oblige him who remains with much esteem &c.

### Letter 85<sup>th</sup>.

I was on the point of not writing to you again to day, and then what wou'd you have thought of it? I must confess, you may accuse me of negligence, which is almost unpardonable, and may be you do it: Shew once a greatness of mind, which is not to be equalled, and forget my faults, which you may do the easier, as my long silence, has not been the cause of any loss to you.

According to your desire, I have sold your 20 bales of pepper by publick auction, and tho' damaged, got a higher price, than sound  
wares

\*) A *Dispatcheur*, is a sworn person in Hamburg, who has the sole care of regulating sea-damages, as demurrage, wrecks, salvage and average &c.



wares sell for on change. What do you think of that? The envy of the buyers one against another, has been the reason of their own loss, and your profit. May they always do so, when your goods are at stake; neither you nor I will clamour at it. But, pray send me no more such damag'd good, things may chance to alter. Bought wit is generally best.

Finally you get the account-sales. Let it be examin'd, and when right, debit my account for mk. 3540: — being the near-account; and credit my account for the two inclos'd bills, for

f 450: — } at 14 days sight, on John  
— 1050: — } Burton,

B<sup>o</sup>. f 1500: — at 33<sup>re</sup> mk. is B<sup>o</sup>. mk. 1718: 3 —

The remainder shall be remitted as soon as receiv'd.

What's the price of logwood with you, and what does people judge of it? It sells well here.

I recommend myself to you after a tender of my best services &c.

### Letter 86<sup>th</sup>.

Sir,

Amongst the many ships that arrived here last week, is yours called the Prince Christian, which after having weather'd out several storms, is free from damage. The Cap<sup>t</sup> has already begun to unload, and expects to be empty next week. I have used all possible

sible means to get him a profitable freight, but has been hitherto without effect, as too many vessels are here. As soon as the freight is come in, will instantly remit you the same.

Pray for the future be so kind to consign your ships to some other, as my other extensive business, makes it impossible for me to use that diligence for your interest, which I ought to do. You will find a better account, in consigning to such persons, who have always ships on their hands. Those who want ships, apply to them, instead of which, I must depend of the broker. I have made your Cap<sup>t</sup> acquainted with some such houses already, who can best inform you, which he likes best.

If you chuse to favour me with sending all kinds of linnen, to sell for your account, I hope to convince you, of having the best opportunity, to make a speedy and profitable sale, giving you all manner of satisfaction. I recommend myself in the best way, always remaining,

Sir,

your most humble servant.

### Letter 87<sup>th</sup>.

Sir,

My years of apprenticeship with Mr. Goutwid, being finish'd I am determin'd to begin  
busi-

business in my own name. My trade will chiefly consist in commissions, undertaking nothing for my own account, to testify to those who intrust me, of my serving them well.

Those who send me goods to sell, I will allow them, according to circumstances, to draw on me for  $\frac{1}{4}$  or  $\frac{1}{2}$  of the amount, at  $\frac{1}{2}$  pro cent interest, till the money arising from the sale comes in. If required, will send other goods in the room thereof, and allow the same time for payment, which is allow'd here. Here are opportunities enough, for disposing of goods, and I hope to use my friends so, as to merit their recommendation.

I thought proper to inform you thereof. I flatter myself, of being favour'd with your commands. One trial will convince you, that I'm worthy of your confidence. If you chuse to make a beginning, I would advise the brown powder-sugar above any thing else; which will turn out very well.

I recommend myself to your friendship, and remain in expectation of many commands, with an esteem; not to be augmented,

Sir,

your obliged humble servant.

### Letter 88<sup>th</sup>.

Sir,

Your agreeable favour of 21<sup>th</sup> instant with the inclos'd six bills of exchange for L. 1000: -

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came

came safe to hand. Your magnanimity and honesty, which is visible thereby, touch me in the most sensible manner, as I find your good intention cannot have the wished for effect.

My affairs are in such a condition, as not to be helpt. The sum I loose by Mr. N. — in Paris, is too important, and the last letters mention, that the whole will render little or nothing. Most of my enterprizes since, have fallen disadvantagiously out, and weakned me so much, that as the times go, I shall not be able to recover it in 10 years. What shall I do? I see no other method, than, resigning all I have to my creditors, and wait their goodness, what they will do with me. This I will do to morrow. To make the best use I can of your generosity, I return the six draughts for L. 1000: — back again, that your loss may not be augmented through my negligence.

According to a ripe calculation, I think I can pay 75 per C. providing my creditors will have a little patience. Will you contribute thereto, persuade Mr. Kruger, to whom I'm 5000 Rd. indebted, to accept this offer. If the greatest are willing, the smaller must follow.

Your demand being so small, contributes greatly to my satisfaction. I am obliged to none so much as to you; and if God pleases, I shall weather this storm out, experience shall shew you how much I am &c.

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Let-

Letter 89<sup>th</sup>.

Sir,

If I did not act with discreetness towards you, I should have accepted your offer mention'd in your favour of 28<sup>th</sup>. March, in buying various sorts of merchandises, according to order, and for the usual provision; and wait 6 months for payment. But as I'm accustom'd to use my friends with sincerity; expecting to profit no more than my bare provision; obliges me to leave your orders unfulfilled.

The customary method of selling here, is for ready money; that is 4 weeks; therefore judge yourself, if those who must be in advance for 6 months, can do it for nothing; I do not believe it. Undoubtedly those who do it, will have a method of indemnifying themselves. You may alledge, your making use of the money to advantage, in that time: to which allow me to answer, that this method of borrowing money is valuable, and would please people, less to be credited than you; having no more to say.

If you please to give credit to my upright assurance, make a trial with me, you will visible find your profit thereby, and honour me further with your commands. All I require, is to draw on you, at the time you order me to purchase; unless you chuse to remit me.

To act with honesty, is the best foundation, of promoting a durable correspondence, and retaining the good opinion of ones friends. You may expect the same from me, as none can be more yours &c.

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### Letter 90<sup>th</sup>.

Sir,

I have not written to you during the space of 6 months. Should you ask the reason? acquaint me first, what I should have written about. You having once declar'd to send nothing hither for your own account, and I never order any thing from your place, consequently our correspondence would have been of no manner of use. Yet more, would you have me to enrich the post, by writing often? I think not. I hope your friendship towards me, will be as usual? I hope you love me still? I really expect it, as it diminishes my misery.

I have long detain'd from speaking on a misfortune, which you probably expected at the beginning of my letter. I tremble at the very thought, and more so, to write of it — But I must do it. You will have heard of the destruction of our city; she is no more. The famous, the wealthy Lisbon, is changed into a heap of rubbish, and we, her unfortunate inhabitants, rendered worthy of pity. This you know already, but not, that I am one of those, who was in the jaws of death

death — I am not able to think on that unhappy day. Ask me not to explain to you, how the earthquake begun; I know nothing of it.

You know the 1<sup>st</sup>. of November is a great holy day amongst the Roman catholicks, and especially here, and on such occasions, we remain in our houses. I was in bed at 9 o' clock, when suddenly my house began to crack; I leapt out of bed, threw some clothes about me — instantly followed a second shock; this made me quit my house, I got into the open street, where all was in confusion, I fled with the rest, without knowing whither. All that I know, is this, that all houses round about me, fell with a most terrible clashing. At last I got into the fields, feeble, and out of breath. Here I lay down, submitting myself to the will of God, when every agitation threatned the ground with a total ruin. On coming to myself, I found several acquaintance with me, as comfortless, and as wretchedly dressed as I was. At last the earth ceas'd from trembling. We turned our eyes towards the city — How frightned, to see a total dilapidation. What should we do? we ran to the Tago, to shelter ourselves in a ship; which we found by a Cap<sup>t</sup>. of my acquaintance. He used us kindly, giving us what meat and apparel he could spare. God will reward him. This is the 6<sup>th</sup>. day, and still with him, viewing a furious flame which has from that time raged in the bowels of the city, destroying every thing, which the earthquake could not do.

Behold my friend, in such a state we are in; heaven has visited us in this manner. Calamity and distress is amongst us; we are all naked and destitute. The Lord will have compassion with us, and preserve us from a final destruction.

Remember me to your friend Mr. de Vofs, let him read this letter. I am not able to write to him to day, and acquaint him that all his goods are burnt — The pen falls out my hand, at the very thoughts —

What I shall do, I know not — The earthquake continues yet; what it further will do, is unknown to us — Have compassion with me — Pray to God — Implore his mercy for your friend, and remain further my favourite. I am your

humble servant in affliction.

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### Letter 91<sup>st</sup>.

Sir,

You will find by the inclos'd account-current, that you are 545 Rd. in my debt since the year 1754, which is above 2 years. My circumstances will not permit me to wait longer; I therefore desire you to acquaint me, whether we agree, which if found right, remit me the money as soon as possible, that I may balance this post in my books.

I have the honour to be always,

Sir,

your humble servant,

Let-



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 Letter 92<sup>d.</sup>
*The answer.*

Sir,

YOU make a demand of a debt, of 2 years standing, tho' you know how punctual I am in discharging the same. It astonishes me very much, and the more, as I find a receipt, where the very day of payment is mention'd, amongst my papers. One of my clerks, who was at that time at your town, paid it, and in sending me the receipt, mention'd your not being at home, but one of your clerks receiv'd the money, and gave a receipt.

Let your books be examin'd, to see if this post has not been forgot, to be plac'd to my account; and let me know immediately, wheter you have found it or not. I am very uneasy about it. This is the first time of my being dun'd; It grieves me in a very sensible manner, being of so long standing. I know what dilatory payments may do to a merchant; and have hithertho avoided it, as much as possible, in paying either on, or before the day appointed, which I will always observe for the future.

In expectation of a speedy answer, I remain with much regard,

Sir,

your very humble servant.

Letter 93<sup>d</sup>.*An answer to the former.*

Sir,

As much as you are astonished at my demand of a debt of 2 years standing, I am as much surpris'd at the contents of your letter of 4<sup>th</sup>. instant.

Without troubling myself at the rigorous expressions mention'd, will discourse with you, about the main point.

I noways doubt of your having a receipt. I depend too much on your word; still, I can not imagine, how you got it. The fraud must lie somewhere, be as it will. My book-keeper has posted no article wrong, nor is it possible my banker should forget it. By reason of the great hurry of business, my trade occasions, I am obliged to count my cash every 14 days, to see if it agrees with the cash-account. If too much, or a deficiency is found, thence, either a mistake in posting or too much has been paid, or received. Hitherto no over plus of Rd. 550: - has been found. For certainty's sake, I have had my books looked over, to see if that sum has not been put down to a wrong account; but find no such thing, not even that such an article, has been entered the whole of that week. I do not in the least doubt of the honesty of my banker, who has served me 16 years, without ever finding him guilty of an unjust action,

action, for I always keep a watchful eye over all my (servants) clercks.

As positive as I am, of your paying every one at the day appointed; even with the same certainty, may you be assured, that no one can accuse me, of having booked a debt twice over, for which reason you shall not be the first. Nothing is more certain, than that a fraud must have been committed; but by whom, can not be said, without a stricter examination. Either by your clerck, or mine; one of the two, must be a rogue. I can scarcely believe that mine is guilty, having never had any reason for so doing.

The best and shortest method, will be this, to examine the inclos'd hand, with that of the receipt; do they agree, then I know whom to accuse; if not, you must find the cheat in your own house.

Farewell. Ease me soon of this trouble; I desire it of you, remaining,

Sir,

your servant.

### Letter 94<sup>th</sup>.

Sir,

I embrace every opportunity of being serviceable to you, with the greatest satisfaction, hence I can not refrain from making you acquainted with Mr. Flügel. He is indeed a

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very

very worthy gentleman, from whose acquaintance you may profit greatly.

He desired me to recommend a friend in your town to him; and have done it in your person, assuring him, that you will regard his interest, with the strictest sincerity. You may expect his writing to you very soon; I rejoice at it, and wish you joy thereby.

The sorrowful news on the destruction of Lisbon, is visible in the face of every merchant here, where there affliction is discernedly painted. You know how that place and this, are enjoined together in trade. I pity those, who by this misfortune, are obliged to leave off trading, on account of their great losses. This misfortune will extent itself far and near, for there is scarcely a trading-town in Europe, which will not feel this effect. Thanks be to God, I am free!

Trade is entirely at a stand here, and prices very low; as you will find by the inclos'd price-current. If a war does not break out between England and France, no considerable rending can be expected. If you find it necessary, to have any thing bought, I shall expect your orders. Experience will shew you, how diligent and laborious I am in serving you. I can say no more. I recommend myself to your favour, and remain with due regard,

Sir,

your obliged humble servant.

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Let-

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**Letter 95<sup>th</sup>.***Answer.*

Sir,

Your agreeable favour of the 15<sup>th</sup> March, came safe. I return you many thanks for recommending me to Mr. Flügel. I have receiv'd a letter from him to day. He seems to be a very honest and polite gentleman; I will not fail, in transacting for him in such a manner, answerable to the character you have given him of me, and where with he may be content.

Your opinion is very just, about the misfortune of Lisbon, rendering a great many people poor. I am glad you come off without loss: I'm not so happy; still, I have great reason to return the Almighty thanks, that my loss is of such a nature, as to be easily born withal.

You excite me to buy some of your town goods, because the prices are so low. I'm convinced of your good intention, and have inclos'd a list of such wares, as I have the best opinion of. The buying of which I refer to your own option, as I do not find it necessary, to desire you to regard my interest. Should I have occasion for any thing else, I will inform you thereof.

Towards this purchase, I inclose you 4 drafts for 4000: - Rd. at one usance, on John Peter Hempel. Do the necessary therewith,  
and

and credit my account for that sum. You may shortly expect more, and on my receiving the bill-of-parcels, the remainder.

I have no more to add. I recommend you to God's protection, and remain,

Sir,

your obliged humble servant.

### Letter 96<sup>th</sup>.

Sir,

After a long and tedious journey, am thank God, got safe here. This place pleases me very well; I have already taken a house, fit for my business, and am getting it furnished, in a genteel and commodious manner. Permit me on this occasion, to acquaint you with my intention, and what rules I intend to follow.

I think it the greatest folly, when young beginners in trade, insist on having every thing in the most magnificent and splendid taste; many ruin themselves thereby. A reproach in pride and greatness, never remains alone; it has several dangerous consequences. It requires a great expence, and where this takes place, one's willing to make it appear: thence a merchant neglects his business; that allotted time, is spent in company, gain decreases, charges augment, and when driven to the greatest height, one becomes invisible, and repents on past follies,  
when

when too late. Do'nt I judge right (my friend)?

To the clercks you have engaged, I think it will not be amiss, to add one more, who is acquainted with the trade of this place; I think such a one will be of great advantage to me. I will refer the commencement of my trade, a few months, and make myself first acquainted with the situation of this country. I thereby will be able, to buy such wares as comes to this market, from the first hand, and such as I afterwards can expect no complaints of. In the few days of my residing here, I find a great difference of prices. Such goods as one gets from the fabricks, in small towns, is a great deal cheaper, and better, than here in town. If one does not look into such things, how easy it is trade backward in the world.

This I hope to avoid. You are acquainted with my stock; you have added much to its augmentation, for several years together. You know how I carry on my business; for the good management of which, I am indebted to you. You have made me sensible, what a noble spirit, an diligence is — For which I will always be thankful. I hope to transact my affairs in such a manner, as will encourage you to assist me with your advise.

One thing I have observed here, which I must acquaint you with. Here are but few discreet merchants. He who can not cheat with an air, is not esteem'd. A master in this art, is dignified with the title of *great*. I will take care of becoming great, after such

a man-

a manner; my chief care will be, to merit the character of an honest man.

You can scarcely believe how much roguery is committed here, it is easily discovered, for those that do it, are proud of its being known, to encourage others to do the like. I would send you a list of the heads of this class, if I did not know your worth too well, to be pleas'd with the faults of others. My youth does not bar me, from beholding such abominable actions with terror, and from shewing them. Depend upon it, I will always think and act, as you have taught me.

Adieu. I remain assured of your unalterable esteem,

Sir,

your affectionate  
and obliged humble servant.

## Letter 97<sup>d</sup>.

### *The answer.*

Dear Sir,

I was extremely glad to hear of your safe arrival, and your good health, as also, that you like your place of abode.

You do very right in furnishing your house, only with what is necessary. Your reasons for so doing, are so very important, that I have nothing to add.

Your designing to take a second clerck, is undoubtedly requisite. Will you permit me



to give you advice here? endeavour to get an able book-keeper, and do not mind 100 Rd. for wages. To keep books in good order, will require one person alone, especially by your undertaking. If you free yourself from this business, you can then apply more diligently to other things. It remains nevertheless necessary, to look over your books at spare-hours, to prevent all disorders.

I am very much astonished at your remarks on trade there. Is it possible, that any one can go that length for gain, and become guilty of the most infamous roguery? If I had known this, I would never have advised you, to spend your days of prosperity, in a place so dangerous. You know, I'm acquainted with it no further than by Mr. Koch, who has always behaved well towards me. I hope this worthy friend, will encourage you to goodness, by his good examples. This and your natural inclination to virtue makes me easy. I am sure, you will not allow yourself to be led astray, by all the perturbations there in use. You know me. You know how much it would afflict me, if you fled from the paths of virtue.

The love I bear you, obliges me to give you a few more lessons, the observing of which, will be useful.

First, on people sending you goods to sell, or order you to buy, never let yourself be governed by the love of gain, to take more, than is your just due. Be content with the usual provision, charge the goods exactly with what they cost you, and no more expences;

pences, than you have really laid out, without ever thinking on an unjust gain. Thence your business will increase, and every one will trust you.

Secondly, never deduct the least from them, who live by day labouring, rather augment your goodness, by a timely present; such like gifts have a great effect. Your interest will be well regarded, and your work will go on with pleasure.

I had this to add to the good intention'd admonition, which I do with a great deal of pleasure. Your regarding the same, will give me the greatest satisfaction, for I love you as usual, and will always do so remaining,

Sir,

your real friend and servant.

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### Letter 65<sup>th</sup>.

Sir,

Though ever so unwilling, tho' it grieves me ever so much, I am forced to acquaint you with my wretched circumstances. Judge how it afflicts me to acquaint you, that I am not able to pay my debts.

You have known me twenty years ago, you know what pains I have taken, to get my bread honestly; no one can accuse me of an error, committed in the course of my trade, or that I have maliciously brought this misfortune upon myself. All this you know; nevertheless, I must acquaint you with my  
real

real circumstances, to prevent all prejudice against my honest character.

Twenty years ago, I began trade in this place with 20,000-mk. stock; and from that time, to 14 days ago, I found myself worth about 80,000-mk. As also 60,000. mk. at interest, at 4 per cent. Out of that I am indebted, here, and in foreign parts 37,857-mk. inclusive your 5873 mk. 6 ss. for which I am very sorry for; I have undergone so many losses, within the space of 14 days, as can scarcely be imagin'd.

By the bankruptcy of Mr. C — I loose 27,638. mk. That was followed by Mr. N — This honest gentleman has been forced to commence bankrupt, on account of several great and known losses, my demand on him is 19,564 mk. By the conflagration of Lisbon I loose 87,855 mk. and in bad book-debts 48,367 mk. I will make no mention of other trifling accidents. It is sufficient they have brought me so low, that I cannot pay above 40 per cent.

It now depends upon my creditors, whether they will ruin me entirely, or set me up again. I cannot sufficiently praise the generosity of Mr. D — who gives me leave to make use of the 20,000 mk. that I owe him, 'till I can pay him with ease. My intention was to have paid the 40 per cent immediately, and if fortune did not frown too hard upon me, was in hopes of paying 10 per cent yearly, consequently discharge my whole debt in 6 years, together with 4 per cent an-

nual interest. Can I do it sooner, I will, with all my heart.

Pray weigh this matter my friend, and if possible persuade Mr. A. & B. to accept my proposal. I hope in a little time to bring my creditors here, to do the same.

I acknowledge the love you have hitherto shewn me, with an upright heart. It shall redound to your honour, the days I have to live, neither will I ever cease to esteem you &c.

### Letter 99<sup>th</sup>.

#### *The answer.*

Sir,

Your favour of 10<sup>th</sup>. March amazed me very much. It grieves my very heart so much more, being quite assured, that your former behaviour has always been very just, and that you have not brought this misfortune upon yourself designedly. Let this comfort you. Your circumstances may become better again, if you do not loose all hope yourself.

The several losses you undergo, and especially that of Lisbon, is sufficient, to weaken the greatest merchant. No one can blame you about the last; as proceeding from the hand of the Almighty, his chastisements are a secret to us; we must kiss the rod, revere his will, and lay our hands on our mouths.

I agree

I agree to your proposal of paying 40 per cent; can you afterwards pay the remainder; well and good; and if not, I can bear the loss thank God. I will take no interest of you. You may use that as part stock towards your new undertaking.

I have communicated your case, to Mr. A. & B. in the most emphatical manner; they have promis'd me to enter into your offer; each of whom will acquaint you of it to day.

As soon as you have agreed with all your creditors, I will assist you as much as possible, having always looked upon it as a duty, to assist men of worth in distress, whose honesty and industry are known.

Pray God protect you for the time to come, against such like misfortunes, and supply this loss many fold. I remain with sincerity  
your friend and servant,

## Letter 100<sup>th</sup>.

### *An other answer.*

Sir,

**Y**ou declare yourself a bankrupt, and cause me and two other honest people, to loose such large sums. Indeed, I never could have supposed this of you: but this is the case, when one gives credit to others. You are may be your own judge: you know, I have always used you well, allowing you the use of my  
H 2 money

money 4 years together, without even demanding it; but the way of the world is, to render evil for good.

This serves to acquaint you, that neither Mr. A. & B. nor I, will consent to your agreement. We are determin'd to recover our payment, by the rigour of the law, and bring the whole under the statute of bankruptey. That's our intention; thence you may take your measures.

It's true you are unlucky, but then you have been the reason of it. You ought not to have been so extensive in the beginning, and more careful. After pride comes poverty. Let this be a warning to you hereafter, if you should happen to begin trade again.

This is what I had briefly to mention.  
I am,

Sir,

your servant.

### Letter 101<sup>st</sup>.

Sir,

**T**his day sennight was my last to you; which you have undoubtedly received. Since which carrier Behr has brought the cask of indigo, No. I.

On opening it, I have found the indigo very moist. It would have pleas'd me better, if you had got it made dryer, before you sent it; may be you had done it, if you had  
not

not suppos'd our having occasion for it, against the approaching (Mess) fair. I must try what I can make of it.

Inclos'd you receive the original bill-of-parcels for the above mentioned cask, to be produced on receiving the average agreed for. I believe you will have no occasion for it, as you have settled with the insurer; nevertheless he must pay 10 p. C. for the insured sum? hence I judge the bill-of-parcels to be useless. Acquaint me if I'm right or not.

According to invoice, and account of insurance, you have charged the course very high. I hope it will signify nothing? Pray inform me, how you get French value insured there. Is it fixed, or, is it to be determin'd, according to the course of exchange? Can not one likewise insure a presuppos'd gain of 10 p. cent, above the prime cost? Your instructions about this will be highly agreeable.

I salute you kindly, and remain,

Sir,

your to command.

## Letter 102<sup>d</sup>.

*An answer.*

Sir,

We are glad to understand out of your agreeable letter of 28<sup>th</sup> of last month, your having receiv'd the cask of indigo No. 1. We

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should

should have had it better dried indeed, if we had not partly been afraid of the approaching fair, raising the freight, and partly, we believ'd you would be glad to get your goods in due time, thence we judged to send it by the first opportunity. We supposed it was dry enough, as not to suffer any damage on the road, hoping that you would not misinterpret our doing so.

Inclos'd we send you the original invoice back again; we have had it copyed, which is sufficient. Notwithstanding the insurer's payment of the 10 p. C. the account must for all that be deliver'd to the *Dispatcheur*, by which according to its value, with that of the whole cargo, and vessel, he is to make out the grand-average. This account includes all expences, towards saving the ship and cargo. The 10 per cent which Mr. N — has paid as insurer, towards special-average, the freight, the ordinary-average, charges for bringing the cask from Coxhaven, the new one, and all other expences, is to be paid out of it. If any thing remains after all this is paid, of the 10 p. C., as then it belongs to the insurer.

We have but down the price of the cask, according to the stipulated expence in french money, together with the premium of insurance, which are arbitrable, and even the premium paid may be insured: that is the reason, the insured sum is larger than the invoice calculated according to course.

There is no fixed price, concerning the insurance of goods; which may be either  
high



high or low, as the owner thinks fit. Thence it is permitted to insure an imaginary profit, together with the prime cost.

When the Dispathe \*) is regulated, the insurer must make the grand-average good, according to the value of the goods insured. The 10 p. cent before mention'd towards the special-average, has nothing to do with the other, but used towards clearing small expences, and as a recompence for damaged goods, or as an assistance towards the sale thereof.

We judge to have answerd your questions sufficiently. We shall be glad to hear your being content therewith. We remain &c.

### Letter 103<sup>d</sup>.

Sir,

The contents of your letter of 16<sup>th</sup> instant, appears so contradictory to your former, that I can get no kind of insight into this affair. In your favour of 14<sup>th</sup> November you mention *I have receiv'd the money, and only want to know, what I shall do &c.* That demonstrates, if I understand German, that the money is in your hands, at my disposition. It therefore lay at my option, to act as I thought proper, as long as you had not re-

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\*) A term used only in Hambro', signifying to make up the account of damages, according to the quantity of goods each person had on board.

mitted me the money. Thence I could believe no otherwise, but that the cash was as safe in your hands, being a person skilled in trade, as in the hands of any other of my friends in your place, at my disposition. I mention'd to you in my letter of 26<sup>th</sup>. November: *To leave the 570. Rd. in your hands, till further order and fully assured you at the same time, that you had nothing to fear from thence.* This I think was sufficient, to prevent you from paying the money.

In your letter of 7<sup>th</sup>. December, you write quite otherwise. Using these words: *Not to keep the money so long at my disposition, till Mr. N — had given his consent thereto, will therefore part with it.* Had you but known, what you had written before, and willing to keep your word, this had never proceeded out of your pen. Whether you know, that you contradict yourself, or not, I maintain nevertheless, that you had no right to pay the money without my consent, as long as justice and equity takes place, and according to my opinion, this can not be put in opposition against the law. On throwing all your declarations together, served only to make me positive, that you have the money still in your hands, and that I have nothing to fear from thence. My answer to your last, repeated my desire, of your not parting with the money, against my orders.

Put yourself in my place, and judge then, what I thought; where you say: *The remitted 570 Rd. are paid to Mr. N. — agreeable to your first order.* How this is to be connected

nected with the former, I really do not understand. Contradictions ought never to take place, in regular correspondence, and honest dealings; and on perusing your last letter, find that all your letters contradict each other, which is greatly to be blam'd in a downright honest merchant.

I have as yet receiv'd no answer from Mr. N — on my last to him. Let him answer what he pleases, it's equal to me. I have only to do with you, as you are the person I intrusted my money with, from the time of redemanding it, untill now. If you had paid it, before the receipt of my counter-order, I must have been content, and you freed from vindication. This has not happen'd. All your letters serve me as a demonstration, and will justify me in the eyes of every one, acquainted with mercantile accidents. No one will dispute my right; which I will endeavour to recover; on receiving your categorical answer.

Your being sorry, if any disputes should arise between Mr. N — and me, and the like expressions, are nothing but barefaced evasions, or a cloak for your knavery, noways deserving my attention. All that I have to add, is, that I have this day drawn on you for Rd. 570 at 1 usance, payable to John Albrecht. Will you answer it, after deducting your provision and postage, then this affair, so discommendable for you, and disagreeable to me, will have an end: on the contrary, and according to your answer, I will take my measures. If you despise law-

suits, as I do, you will chuse the easiest way, and oblige me greatly by so doing. This I expect from you, and remain,

Sir,

your servant.

### Letter 104<sup>th</sup>.

Sir,

As unwilling as I am to trouble any one with disagreeable commissions, yet, at this time I am obliged to write to you on that head. You have given me so many proofs of your friendship, in not being discouraged at my requests.

I have a small dispute with Mr. M — about Rd. 570: - which I remitted him about 4 months ago, for the account of Mr. N. in Dresden &c.

After exchanging several letters, I find that Mr. M — and Mr. N — plays both one card, endeavouring to enrich the latter, where he ought to have been our reciprocal and impartial commissioner, and to have obeyed both Mr. N — orders and mine. I am at last weary of writing, having address'd the inclos'd to him; it is no sealed, after you have read it, seal it, and deliver it to him, and produce the bill for 750 Rd. at 1 usance, payable to you. Providing he pays it, you may allow him his provision, and give him a receipt in full; but on a refusal, protest according

cording to form. For I shall be obliged to go to law, to recover my money, and then the question is, whether I dare be troublesome to you, in putting it in execution. As then I will send you Mr. M's original letters, and if you judge it requisite, will add the merchants arbitrement, to enable you to proceed against him the more forcibly. If you would be so kind to give me your advise, how I could get my money after an easier way, I shall look upon it as a new favour. I shall expect your answer with desire.

The 12<sup>th</sup>. instant I took the liberty to recommend Mr. Charles Martini to you. I need not desire you to receive him well, as I know your philanthropy (or love of mankind); let me rather return you thanks before hand, for the civility you will shew him. Should he want any money you may let him have 500 Rd. on his receipt, which I will be answerable for.

Adieu, I recommend myself, and remain  
(without delay) yours &c.

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### Letter 105<sup>th</sup>.

Sir,

Custom has prevailed so far, as to recommend one friend to another, thence you will be kind enough to excuse my addressing the bearer of this letter to you, Mr. Charles Martini from Coppenhagen.

The

The design of his travelling, is to get a personal acquaintance with the most eminent merchants, in the greatest trading towns in Germany, tendering them his service. You will be so kind, as to grant him your friendship, and assist him in his undertaking. As travelling may put one into an immediate want of some money, you may assist him for my account, if he demands any.

Farewell! Every opportunity of serving either you, or your friend, will be agreeable to me. I recommend you to God's mercy, and remain with usual esteem,

Sir,

your humble servant.

### Letter 106<sup>th</sup>.

You mention'd me some time ago, that you would not receive the 50 barrels of raisins, sent from Mr. John Barthold of Malaga, by Cap<sup>t</sup>. de Ruyter, to me for your account; but you would acquaint me with your intention, after the Captain's arrival. He is arriv'd safe. I am therefore in want of your immediate order, wheter you will have the raisins or not.

Mr. Barthold has inclos'd a draft for ducats 300: - at 97: at  $1\frac{1}{2}$  usances, on you. If you take the 50 barrels of raisins, I shall expect your returning the bill accepted, and address'd for payment, as then you must credit

dit my account for B<sup>o</sup>. mk. 50 10 - for the premium of insurance. Your answer will inform me of your intention.

I wish you joy of the approaching new-year, health and prosperity. May you, and all those you regard, live happily in the next, and many successive years, may all your endeavours be crowned with a happy issue.

I recommend myself to your favour &c.

Sir,

your humble servant.

### Letter 107<sup>th</sup>.

#### *Answer.*

I am glad to hear of the arrival of Cap<sup>t</sup>. de Ruyter, for the sake of Mr. Bartholds, but can not resolve to take the 50 barrels of raisins, for my own account. In my last I mention'd you the reason thereof. You may therefore obey his orders, concerning the same.

Inclosed I return you the bill for duc. 300:- with non-acceptation, and he must answer the charges of insurance.

Mr. Nebeling in Amsterdam, informs of his having sent 4 barrels of tobacco to you, for my account. I do not know the Captain's name. On his arrival, send them by open whater to Lunenburg. Probably it will not happen before the spring, as I'm told the Elbe is frozen up.

I re.

I return you my sincerest thanks for your kind wish. I wish you the same, and more; may you always be happy and prosperous. I salute you very kindly, and remain &c.

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### Letter 108<sup>th</sup>.

According to your order of 14<sup>th</sup> instant, the chest No. 7 is sent to Mr. Christopher Becker at Lunenburg. I wish you may receive it safe! As soon as the Cap<sup>t</sup>. has made up his accounts, I will send you the account-charges.

I have credited your account for the agio of Rd. 210: - on Mr. Lichtenscheid, at 4 per cent, with Rd. 8. 9 $\frac{1}{2}$ , or rather for the whole sum of Rd. 218. 9 $\frac{1}{2}$ .

What you mention concerning Rd. 100: - which you have been obliged to complain against some one in Dresden, is a thing I know nothing at all of; you have never mention'd any thing about it, neither does your letter inform me, whether all is paid or not. It is nevertheless necessary I should know it, as the herring were not sold for my account. I should be willing to balance with the owner, at the close of the year. Answer me soon. I send you my respects, and remain —

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Let-



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Letter 109<sup>d</sup>.

*The answer.*

I have informed myself of your sending the chest No. 7 and credited my account-wares under you, for the same. Pray send me the account-charges, as soon as possible.

I have debited your account for the assignment on John Dietrich Lichtenscheid, conformable.

The remaining 100 Rd. came in yesterday. Please to excuse the unintelligibleness of my letter. I have been obliged to pay more fees, than my profit amounted to. I ought to have acquainted you sooner with it, if I had not been in hopes, of bringing it to a reconciliation, together with a multiplicity of business, on account of our present disturbance, prevented me from doing it. I know that my silence, cou'd be noways hurtful to you, as I mention'd, on sending the account sale, that I wou'd inform you when the money was all come in. Which I have not done as yet.

By the next post I will send you the extract of your account-current, that you may know, what you have to make good to your friends.

I remain with much esteem &c.

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Let-

Letter 110<sup>th</sup>.

Sir,

As agreeable as your former letters have been to me, nevertheless your last of the 29<sup>th</sup> of the proceeding month, was very grievous, in finding you so unfriendly towards me. You may be my judge, wheter I have given you any reason for proceeding against me, in recovering a damage, that I can noways be blamed for. It is truel mention'd submitting myself to your verdict, in hopes of your proceeding according to reason, and as you would have expected to be done by, if you had been accused of a mistake unjustly, as I am. I am alway ready to submit a little to a friend, with whom I have held an agreeable correspondence, rather than loose his friendship; but when to much is required, it hurts one sensibly.

You can not blame me, in not complying with your orders. I got the brandy gaged twice, according to your desire, and the gagers not agreeing in the measure; is not my fault. What they said, I was obliged to believe, as I cou'd not convince them to the contrary, neither was it my business. You Sir, believed me; so that believing on both sides, turn'd out to our mutual disadvantage. But on getting an order to fill up the aumes, then I could easily perceive, how many quarters was wanting, to fill each cask, which I cou'd not do, at the time of gaging.

If

If you look over my letter of 22<sup>d</sup>. July, you will find that I then mention'd: *2 or 3 aumes are wanting in measure. It is well known that brandy consumes itself greatly: let me know, if you do not find it requisite, that I take one aume, and fill the others out of it, &c.* This I asked then. Could I do more, than direct you, how much I had your interest at heart? You was the owner. You was to give orders, what was to be done, as I could not proceed at pleasure, with another man's goods, without having a great deal to answer for. I have done my duty, and nothing can strictly be laid to my charge. Put yourself in my case, and judge then how it must grieve me, to be attacked in such expressions, as was not to be expected from a friend and which I never could have presumed to come from you.

You further accuse me of a fault, which according to reason, ought to be charged to Mr. Bertram. If the insurer at Amstertam, is to make good the leakage, that exceeds 6 per cent. I am surprised that Mr. Bertram shou'd be content with  $3\frac{1}{4}$  p. cent. The real deficiency in the brandy, or which is to be made good, is nothing but the leakage, and not that which the gager mentions. The real deficiency was first discovered, on filling up, neither can a gager be so exact in mensuration, as to leave no room for supposition, which may deceive. It has not only happened in this affair, no, I have known it take place before now.

If Mr. Bertram had stuck to his text, and demanded the average justly, the insurer

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must

must have paid it: for, if he must pay the damage, why does he not pay the  $6\frac{1}{4}$  p. cent? Is he not obliged to pay it, why does he offer  $3\frac{1}{4}$  per cent? This testifies sufficiently that the insurer can not make himself free, otherwise he had no need, to pay the least; or, am I obliged to make good, what Mr. Bertram allows to be deducted? I think no one can demand the least from me, if either justice or equity can take place, according to the law of nature. Consider the whole together, and undoubtedly you will find me innocent. I expect it the more, as I cannot suppose, that you intend to bring me to trouble or expences.

Mr. Bertram ought once more to insist of the insurer to make the whole damage good. He has acknowledged himself debtor, either for less or more. He who binds himself to make good any kind of damage, must if any happens, make it good. Such a one is an insurer. Is he obliged to make good a part thereof, so likewise the whole, and on his offering to make good the first, testifies his being obliged to pay the last. Providing the proposal be rightly laid open, it must have a good exit. Mr. Bertram, who had the goods insured, is obliged to do it. If he will but take the pains, he can not fail meeting with success.

In my last I explain'd to you the meaning of the Primage and Stade-toll, as also concerning the *Piemento*. Thence you will find, that I always use you with probity, which has, and always shall be my chief care.

Your

Your bill for Rd. 400: - Banco in 6 weeks dated 17<sup>th</sup> Sept. on John James Smith, lie accepted in my hands, and will be deliverd on getting the second.

I send you my best compliment, and remain, in expectation of a more favourable answer than your last,

your humble servant.

P. S. On the departure of the post news arrives, that Cap<sup>t</sup> Mathew Wooding is safely got into the Elbe, from Bourdeaux; on his coming up, I will receive your 20 hogsheads of wine, and send them by the way of Lunenburg. Farewell!

### Letter III<sup>th</sup>.

Excuse my not answering your favour of the 2<sup>d</sup> of last month. I was obliged to give you the required information myself, and a small jaunt has been the hindrance of it till now.

The Westphalian linnen, sent to Spain and Portugal, is divided into several sorts; each of which I will acquaint you of.

The first sort is unbleached, commonly called Osnabruck linnen, consisting of long pieces of 60, 70, or 80 double ells, tied together with 2 dark blue strings, and marked with three crowns. There hangs one of the tips out of one end, on which the number of ells is stamped; adjacent to the crowns,

you'll

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you'll

you'll find several numbers, which signification belongs to their own country only. Though this linnen is called Osnabrug, it is nevertheless made at Braamse near Bremen.

This linnen is sold by the 100 double ells, consisting of 100 Paris-rods; which frequently sells for about 8 or 12 rixdollars Hambro' banco, according to the quality thereof, which consists in its being fine, well wrought, and of a bleakish colour. One ought to be aware of fraud; as frequently pieces are found, where a few ells at one end, are fine, and well wrought, and further one, coarse and thin, which can only be discovered on opening all the folds. When the pieces turn out so, are said to be (*gekapt*) or sorted. The whitish colour proceeds from its being strowed over with lime, and afterwards beaten out again; which can not be done so clean, as noth afterwards to remain dusty, on beating it with your open hand, thence one may know, wheter it has been lim'd. The middle sort, and best middle sort, vends the best.

An other sort of Westphalian linnen, is called Bremer *stiege-linnen*, generally bleached in and about Bremen, from whence it takes its name. It is chiefly somewhat thinner than the before mention'd unbleach'd linnen; tho' it ought not to be too thin, and the better it is bleached, the sooner it meets with buyers. The *stieg* generally sells for 4 or 5 mark Hambro' banco, or 20 Bremer-ells, which is frequently the length of the piece. There are some pieces of 30 ells, of  
which

which sort 2 pieces are mostly folded together, and entered for a double piece, to spare a little toll-money. This sort of linnen is made and bleach'd about Hildesheim; but retains the former name, and is mostly 5-4<sup>ths</sup>. broad.

Westphalia produces another sort, called Paderborn linnen. This sort is only four 4<sup>ths</sup>. broad; and not very vendable. Twenty ells generally sell for about 4 mark banco. When this sort is not expressly order'd, you will do well, in having nothing to do with it (begging your pardon).

If you chuse to make use of me, either in buying, or providing you have it worked up in the country, I will be mindful of your interest; one trial will convince you thereof. I remain with as much esteem, as prone to serve you &c.

### Letter 112<sup>th</sup>.

Both your agreeable favours of 30<sup>th</sup>. May and 15<sup>th</sup>. past month, arrived safe.

I have credited your account for the 2<sup>d</sup>. transport of copper, with L. 13100:- current, agreeable to the account sent in. Concerning the departure of the 3<sup>d</sup>. transport Mr. Clajus will inform you thereof; I am expecting the account.

The draft on me for L. 5250:- 6 weeks after date, payable to Henry Oldenburg, is

accepted. This bill is more advantageous to me than the former; thence I think it is my duty, to return you thanks for your kind affection.

Tho' I should endeavour to acknowledge your affection, by taking more copper from your hands, than is agreed on by contract, yet I cou'd not do it; as I'm inform'd Mr. Bertram at N — sells it to N — and for the better doing it, at such a price, providing I gain any thing, am not able to keep market with him.

But as the contract in being mentions N —, as the chief place for my disposing thereof, and my greatest vendee is in that place, I therefore desire (your honour) you to establish my district for selling, entirely to myself, forbidding Mr. N — from vending any there. If this is not done, I remain uncertain, in disposing of the quantity contracted for, much less to think of taking a greater quantity of copper yearly.

It will be equal to you, wheter you dispose of so much more copper to Mr. Bertram, or to me; but, if my selling-district, is not kept free, the one will endeavour to undersell the other, and the copper will fall into a decline which in course of time, will be disadvantageous to you (your honour).

This is the reason that has detain'd me from ordering more tin; for if Mr. N — is not forbid selling in N —, I shall be obliged to use part of the *crude-copper* for forging, in order to get rid of it. But if I have the sole liberty of vending at N — I shall not  
only



only order more tin, but even exceed the fixed quantity of copper.

In expectation of your complying with my request, I have the honour to remain with respect &c.

### Letter 113<sup>th</sup>.

*An answer to the former.*

Your agreeable favour of the 20<sup>th</sup>. past, acquaints us, of your having credited our account with L. 13100: - agreeable to account sent, for the receiv'd transport of copper, out of our copper-ware-house.

You have no need to return us thanks for drawing for June term, which fell out to your advantage; it is our duty to be mindful of your interest, according to our prime promise.

We have sent Mr. Bertram a small quantity of our copper, according to order; but he complains very much of a dilatory sale, and his last acquaints us, of having the whole quantity in his ware-house, thence we cannot imagine, his having sold any at N—. Be as it will, we will expressly acquaint him by this post, that he must desist entirely from vending any in those places allotted to you by agreement, on pain of being liable to make good all losses, arising from thence. Our being acquainted with this gentleman's honesty, gives us reason to expect no more complaints on that head, from you.

On your being certain on that head, we hope to be favoured with a considerable order for copper-plates. It is now a time, that the work goes on briskly, on account of plenty of water, and of being commodiously transported by water, to the place required. We therefore desire you to take a resolution accordingly.

Lastly, we recommend ourselves, and remain with real esteem &c.

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### Letter 114<sup>th</sup>.

*An answer to the former.*

Yours of the 30<sup>th</sup> July acquaints me how matters stand with the sale of Mr. Bertrams copper, which he had from you. You may very easily observe, out of former circumstances, that this gentleman can not procure the mine-direction, the wished for advantage, which may be caused by lowering the price of the copper. I will further add, that when I have the sole liberty of vending copper at N—, I will not only bring the lowered prices up again, prevent the like from happening any more, and raise the real worth thereof, with more effect, than when I fear the infringement of an other, to whom I must submit. Several complaints against the bad working up of the copper, are come to hand, which causes me to make this observation.

I thank-

I thankfully acknowledge your having acquainted Mr. Bertram to keep out of my allotted territory for selling copper. If he observes it, I will take a larger quantity every year, than the stipulated 1500 quintals, tho' not for the present year; as the 500 quintals sent off last year, only arrived here in the beginning of April, of this year, hence I must make my account for 2000 quintals in all.

To testify my assiduity in disposing of the copper, I hereby order:

40 quintals in hammer'd plates, and  
20 ditto in . . . ditto bottoms.

I desire they may be well forged, and the workmen ordered to observe, that the plates and bottoms be worked up, free from cracks and holes. A great deal depends upon my getting them before the winter, to be used as soon as the frost sets in.

The bill you will draw on me in the middle of this month, shall as formely be duly honour'd. For the rest, I have the honour, to recommend myself to your favour, remaining (without delay) with a great deal of esteem, &c.

### Letter 115<sup>th</sup>.

Sir,

I find by your agreeable letter of 20<sup>th</sup> instant, that my last was too prolix. I wish

I 5

you

you would convince me of the lawfulness of your complaint, by an answer, just as prolix; but instead of that, you refer me to things, wherein you suppose to have refuted me, tho' I find no such thing in any of your letters. Every one of them is plain, that you intended to force me, without giving yourself any further trouble, to convince me of my mistake.

I have no inclination to enter into disputes with you; I would rather avoid all manner of troubles, arising from self-will or caprice: This you may have often observed, since I have had the honour to deal with you. Nevertheless I cannot chuse but maintain, that, though you boast so very much of your friendship, I have been necessitated to abate more from the price agreed on, than to all my other friends with you. Whether such is agreeable with an uninterested and real friendship, I leave you to judge.

Every judicious person can suppose no other, but that the complaints of your father and brother, are of your forming. They probably might have done better, in not referring thereto, as I then should have had less suspicion. I have sold above 8000 £. of the same copper, you had, in your town, and can make it appear by every letter from that place, that every one has been content with it, and credited my account, without any dispute. It is very extraordinary, that all the bad amongst it, should fall into the hands of my near relations.

But

But to convince you that I esteem your friendship more than you suppose, I give you free liberty, to demand what recompence your conscience will allow of. I will grant it, tho' not as being convinced of an injustice, no, rather as a loss, which I willingly undergo, for the sake of love and peace, and on no other account whatsoever. I can demand no manner of satisfaction from the coppermine-office, on so groundless a complaint as yours.

Farewell! I expect being favoured with a friendly and pleasing answer. In expectation of which I remain with real esteem,

Sir,

yours affectionately.

### Letter 116<sup>th</sup>.

Sir,

Being acquainted with the method of trade you propose, I thence take the liberty to wish you joy therewith, and pray God may bless all your undertakings, and prosper all your endeavours.

I likewise make you an offer of my best services, in regard to trade, that may fall in your way here, especially in forwarding your English wares. You may be assured of my serving you cheap, using all means to promote your interest, and to make myself worthy of your entire trust and confidence.

Mr.

Mr. Nillers will be so kind to recommend me to you; and I shall be glad, if his intercession proves effectual, that I may often have an opportunity, of assuring you, with how much esteem, I am now, and always will be  
yours to command.

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Letter 117<sup>th</sup>.

*Answer.*

Sir,

You have had the kindness to offer your service to me, in a letter dated 2<sup>d</sup>. March. It is not from any distrust of your honesty, that I have hitherto made no use of the same. I do not chuse to quit those friends, which I have once made choice of in business, without a sufficient cause, which is the reason of my not answering your kind favour sooner.

But at present I have a dispute with Mr. Fots, of your place, who has been my commissioner hitherto, from thence I'm resolved to withdraw all my business from him. I am determin'd to employ you for the future in expectation, of your giving me no reason, to repent of my alteration.

In the first place, I must ask you: if you will serve me faithfully and honestly, and at the approach of the marts, receiving the bills-of-lading and as things may fall out, acquaint me with the arrival of such vessels, as belong to me, with all imaginable expedition?

And:

And: whether you have always good wag-gons at hand, that my goods may not be sent in bad carriages and by roads, but instantly loaded with you? This must be strictly observ'd, in regard to such wares, as are design'd for this mart.

How are you accustom'd to do, in regard to what money you advance? do you let it stand from mart to mart, expecting a remittance?

As often as you write, must acquaint me with the course of exchange, because I sometimes buy bills according to the state thereof?

I expect your answer, to all these questions, that I may take my measures accordingly. Adieu! I am willing to serve you here. I remain with much esteem,

Sir,

your humble servant.

### Letter 118<sup>th</sup>.

Both your agreeable letters of 15<sup>th</sup>. and 19<sup>th</sup>. instant, came safe to hand.

According to the first, I have credited your account for L. 2000: - and conformable to your advice with Banco mk. 2315: —

I retourn you thanks for informing me with the price of crabs-eyes: and to make a trial, I have sent you per Cap<sup>t</sup>. Jacob Petersen

1 Cask, No. 1.

neat ₤. 1050 crabs-eyes. Inclosed you will find the bill-of-lading. On the arrival, dispo-

se

se of them to the best advantage, and as soon as possible; I will stint you nothing, being persuaded my interest will be regarded by you.

The drafts from Mr. Jacob Arend, run 10 and 12 days after date: for wick trifle I will charge you with no discount.

Captain Jahusen is arrived; I am unloading the 8 bales No. 23 a 30, consign'd to me, which I afterwards will forward to Mr. John Göltz at Frankfurt.

Your second letter conveyed one for Mr. Claussen; which I had delivered, as I judge you safe, in regard to the stipulated sum.

Your draft for Banco mk. 3000: - at 1 usance, on Salomon Herrmann, is already accepted. I expect the remittance in due time.

Inclos'd you'll receive a remittance for L. 800: - ready-money, 8 days sight on Conrad Christian, please to procure the needful therewith, and on payment credit my account.

Mr. Leissner will have acquainted you to draw for 2000: - mk. Banco on me; he has agreed with me about its acception.

I have further the honour to remain &c.



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Letter 119<sup>th</sup>.

Your agreeable favour of the 5<sup>th</sup>. past, brought us bill-of-lading and invoice for 80 last \*) of corn, shipped on board the Moon, Cap<sup>t</sup>. John Claassen, for your and our account.

As yet we cannot credit your account for the half amount of mk. 10240: - Our partner mentions the corn being bought to be delivered clear on board, even without provision on your part, tho' you mention heavy charges in your account. For which reason we have sent a copy, to the above mention'd Mr. Jaspers, to see, if he and you agree together, thence, we will book nothing of this adventure, untill we get his answer.

We find you have drawn on us for Livres 9000: - at 3 usances, in four bills, for our half share of the amount. We shall honour the drafts, out of regard for you. We must own, it happens at a very inconvenient time, for us to advance money for corn, which may lie long on our hands, and at a time, when we are low in cash, without any appearance, when the money will come in again.

We have received corn from more places, which is all laid up in granaries in expectation of the price rising against next winter. At present the price is  $5\frac{1}{2}$  to 6 livres, and no buyers,

\*) 1 Last of corn is 10 quarters. A last of pitch, tar, ashes, herrings and codfish is 10 barrels, of hides 12 dozen.

buyers, as our harvest draws near, tho' it is to be fear'd, will suffer greatly, on account of the dry season. Our cargo in partnership, on board of Capt. Claassen, stands us in  $6\frac{1}{2}$  livres; which you may calculate yourself. Pray God he may deliver the corn dry and in good condition; as then we will do our best.

But henceforth, we must make our enterprises in corn, with more consideration and discretion. It is a great foolishness, if the expression may be used, to send us corn, when our own harvest is at hand. It ought to have been here in April; as we desired, and according to agreement made with you and our companion, then we could have expected to gain something. Instead of which, nothing but damage can be expected, which can be large enough, if the corn arrives spoiled, or even heated, which is to be expected in this season? This ought to have been observed at the beginning of such a bad contrived undertaking. We are not in want of instances, where cargoes of corn have come, which the magistrates order'd to be thrown overboard, by which more than the prime-cost wou'd be lost, for the freight must be paid, and the insurers do not make the loss good, arriving from damaged goods; which you certainly know. We hope for the best, expecting the vessel with impatience.

The bill - of - lading mentions 36 *Schock*\*) barrel-staves; which you mention nothing of;

\*) A *Schock* contains 60 pieces.

of; pray acquaint us for whose account they are?

Farewell! we remain with real esteem &c.

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### Letter 120<sup>th</sup>.

You are too good natured; your friendship is extraordinary, in saying, that you esteem my very name, and therefore is scrupulous about burning my subscription. I have received it back again. I return you thanks once more, for your trouble, which has had so good an effect, that Mr. N — has got my demand paid.

You say you are in my debt, but I can not find you in my books. Could I but once have an opportunity of giving you a large account therein. On your intercession, dear friend, I am in business with Mr. Hirschfeld; probably I may at last get some part of yours. I have kept half a page open for you in my ledger, for above a year together, and as yet, but one line on each side. It is not right indeed, that they should remain not written upon. If this account was filled, how I shou'd rejoice to give you a whole page.

I have as yet this to reply yours of the 22<sup>d</sup>. June. If you will make me glad by a letter, which according to the old stile, is called, *writing over and above*, pray acquaint me, in what Mr. Carsten's business consists, and whether any thing besides commissions is to be undertaken with him.

K

Fare

Farewell! Do give me an opportunity, of testifying how real my friendship is towards you. I remain, and no one with more sincerity than your humble servant &c.

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### Letter 121<sup>st</sup>.

What do you think of our remaining in your debt, for the 4 packs of fish, you bought for our account, as also not answering your letter of 25<sup>th</sup> September? Pray do not take it amiss; we had entirely forgotten it. Why did you not dispose of the money?

Our debt is, according to your forming Banco mk. 624. — Which we remit you in our note on Mr. Tobias Carsten Fleischer; you will be kind enough to demand payment, abolishing thereby the sum you advanced.

We are obliged to you, both, for giving us credit, and for using us so well, and are always ready to serve you again. Do but command us, that we may have an opportunity of testifying, how desirous we are to serve you, and remain with an esteem that is not to be augmented &c.

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### Letter 122<sup>th</sup>.

#### *Answer.*

You need make no excuse; it's good to have money in the hands of good payers, where  
one

one can depend on't, in time of need; thence it wou'd have been unreasonable, to have dun'd you for so small a trifle.

I have got payment for your note, and thankfully credited your account for banco mk. 624. —

It was my duty to serve you well, thence I can not accept of your thanks for so doing. I rather desire you to give me more inducements, to repeat new demonstrations, how much I take your interest at heart. I recommend myself thereto, and remain with honour, esteem and a desire to serve you, &c.

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### Letter 123<sup>d</sup>.

I am very glad, you have not drawn on me for 1000. Rd. banco for the account of Mr. Otto Paulsen. I can answer boldly to your demand; that as yet, I will accept nothing, for payments are very difficult.

It is no better here than with you; it will at last be difficult to pay any thing. It is ten days ago, that several merchants have left off paying, and to morrow several others will unavoidably commence bankrupt, being preceded by four who broke the ice. Thence trade is quite at a stand. Nothing is heard upon change, but who is turned bankrupt, and who is about to do it, and who suffers thereby; so stand matters with us.

Too much care can not be taken at a time so prejudicial to trade, to come off with honour;

nour; tho' this is not sufficient, one ought to be mindful, of not being wilfully led into snares. Circumstances are too evident, to justify ones self afterwards. For which reason, you will excuse my not allowing you to draw on me, much less my remitting you. You will find by the aforementioned reasons, that these measures do not proceed from any distrust against Mr. Paulsen; he is too much in my esteem, ever to harbour any such thoughts; and what advantage will it either be to him or you, if I put myself to a non-plus, and at the time of payment, for you probably to get your bill return'd unpaid? What I have hitherto accepted, I am able to pay; but I do not know, when more money will come in, to accomplish more.

I wish you well! Pray God protect you against all dangers; as but a few will escape free. This is a storm, which trade must purify herself, of all vapours gathered since the commencement of peace. If it was but over. The 1000 Rixdollars will then come to rights. I remain with an uprightness known to you &c.

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### Letter 124<sup>th</sup>.

Sir,

Could I ever have imagin'd you could have thought so unreasonable, as your letter of 22<sup>d</sup>. of last month, informs me you do, I wou'd indeed never have put pen to paper to  
serve

serve you. It is all one to me, whether the suit at law, be lost justly or unjustly, I have done my duty, and even more, to be served in so mean spirited and unthankful a manner. As little authority as you have over the sentiments and intention of a court, as little have I and others over the same; and those who begin a law-suit, ought to imagine it will have a disagreeable end. I have had your business carried on so, as to be able to answer for it, and am positive my lawyèr has neglected nothing.

Did not I acquaint you at the beginning, that the refusing to deliver the wild-saffron, would be to your disadvantage? You commenced your own judge, you kept the wild-saffron as a pledge, and now you must try to pay your self out of it. You mention its being worth nothing; if that's the case, why did you not return it? You had gain'd the law-suit, according to your opinion, because the jew had nothing to discount with you.

I can not imagine, how you can take it into your head, to disapprove of the sentence. You suppose that I wou'd have expos'd myself to the shame, of having my goods seized on. Nothing use could have follow'd, on delaying the matter so long, as the jews were troublesome to me every day, demanding their balance, which they had the same right to, as you had to make good the damage, in case the law-suit had been gain'd.

I am more surprised, that you have not answered my letter of 23<sup>d</sup> September, before you wanted to pay money; then is the time to retract payment, or rather to disapprove of

it. It had no need of your consent; the same power - of - attorney which you gave me, to manage your law - suit, authorized me likewise to fulfill the sentence of the court; if you did not chuse this, you ought to have demanded your power of attorney back again, on my account given you 23<sup>d</sup>. September; tho' it wou'd have been an unpardonable deed. Neither do I know, how long I am to apprehend you, as you express yourself in sooth a manner, causing me to wait two months for your answer. You may easily believe, that on account of the great scarcity of money, we have had for some months, I have not been forward in paying; tho' it must be done at last.

I have sent you the writings by this days stage; thence you'll see how your business is ended, and if you will act resonably you ought to pay my note for Rd. 353: - in Louis d'ors, to Mr. Daniel Keller, without any further ado. I can not perceive, that I am obliged to be in advance a month longer.

But should you thirst after a new law-suit, when the first is finished, I must take it in good part, being determin'd, not to let the affair stand so long. Tho' it will be more agreeable for me, to correspond with my friends in an amiable manner, than to make use of lawyers. In expectation of a favourable answer, I am as yet,

Sir,

your friend and servant,

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Let-



Letter 125<sup>th</sup>.

Sir,

We have referred acquainting you of the continuation of our esteem, untill now. Probably we had not done it now, if you had not been serviceable to us (tho' may be without your knowledge) again. We must return you thanks, for our being at present in company with Mr. Hildebrand. He propos'd himself some time ago: you dear friend were the cause of it about a year ago. Receive therefore our sincerest thanks, for your manifold favours, and friendships, shewn towards us, which can never enough be praised. Continue nevertheless to give us the continuation of your favours.

We believe, that we can be assured of it, and therefore take the liberty to trouble you with the inclos'd unsealed. Please to give it a reading, and deliver it, if you think good; but should you find any thing dubious therein: you may burn it. We do not chuse to enter into any uncertain affairs, will rather be content with little business. Your friendship will justify this proposition; and to whom could we apply ourselves, but to you?

Pray give us an opportunity of being serviceable to you. You have been so often

useful to us, and always willing to be so, and we are continually at loss, to shew our real gratitude. Did it but ever fall into our way, how glad we should be, of testifying more than ever, that we are with the most perfect esteem, and most sincere friendship, now and always

(Honoured Sir,)

your friends and servants.