Index

Abban, 1, 135
America, 83
Ann & Hope, 76
Arrow War. See Second Opium War, the
Baker Street, 224
Beckwith, N. M., 181, 182, 183, 184, 185, 186
Blakeman, Curtis, 81
Board of Revenue, 25
Bocca Tigris (“Tiger’s Mouth”), 26
Boston Athenæum, 113, 119
Bower, John L., 93
Bowring, John, 163
Bowring, John Charles, 163
Brighton Herald, 223
British Commutation Act, 13, 35
British East India Company (EIC), 4, 8, 33, 35, 206, 212, 214, 223
barter trade with Hong merchants, 37, 40
dependence on Houqua for financing, 69, 215
diversification of vendor base, 53, 59, 60, 61, 212
financing junior merchants, 65, 67, 68, 215
profit margins, 63, 64
tea trade, 36, 38, 40
trade with Hong merchants, 32, 39
British Empire, 10, 75, 226
Brocksopp, William, 223
Brown & Ives, 76, 77
Bryant & Sturgis, 87
Bryant, Thomas, 98
Bumstead, Ephraim, 85
Canton
as the Gold Mountain, 160
buildings, 29
capital market, 215
expansion of the city, 26
international port, 13, 26, 109
maritime customs, 25
nexus of international trade, 2, 24
oil paintings for export, 108
port of call, 2, 3, 18, 25, 172, 210
strategic location, 25
Canton Register, The, 118
Canton system, 2, 5, 6, 8, 9, 16, 23, 94, 178, 205, 206, 221, 225
collapse, 9, 214, 217, 218
Cape of Good Hope, 153
Carlos IV silver dollars. See specie: Old Heads
Carter, Benjamin, 77, 80
Celestial Empire, 213
Central Plains, in China, 20, 30
Ch’en Kuo-tung, 7, 42, 43, 61, 66, 68, 95
China proper, 12, 22, 23
Chinese migrants, 22, 23, 24, 210
Chinnery, George, 109
Chunqua, 58, 59, 61
Civil War in America, 187, 190
Clark, John Innes, 95, 96
Co-Hong, 32, 38, 40, 93
abolition, 53
Conner, Patrick, 110, 112, 116
Consecaqua, 59, 69, 77
Cushing, John Perkins, 84, 85, 86, 87, 92, 94, 95, 96, 97, 102, 106, 125, 127, 130, 148, 177, 181, 196, 209
as principal agent of Perkins & Co., 85
Houqua’s portrait, 113
partnership with Houqua, 86, 91
retirement, 107
customs revenue, in Canton, 27, 53
Delano family, the, 121
Dolin, Eric Jay, 6
DongpIng, 140, 141, 142
Dorr, Henry, 98
Dorr, Sullivan, 80
Dunyuan. See Houqua

242
Index

Elements of International Law, 200
Ellis, Henry, 34
observation of Canton, 34
Emperor of China
sculpture at Madame Tussaud, 227
Empress Dowager of China
sculpture at Madame Tussaud, 227
Empress of China
Ewo. See Jardine Matheson, Chinese names
Ewo Hong. See Yihe Company
extraterritoriality, 164, 169
Fairbank, John K., 8, 171
Field, Richard M., 98
First Merchant. See Senior Hong Merchant
Forbes brothers, the, 2, 125, 126, 127, 128, 131, 148, 149, 153, 154, 155, 160, 175, 177, 180, 196, 209
relationship with Houqua, 134, 149
Forbes, Francis Blackwell, 199, 200
Forbes, John Malcolm, 197, 198
Forbes, John Murray, 88, 94, 107, 108, 135, 161, 177, 193, 200
management of Houqua's overseas investments, 178, 179, 180, 182, 183, 184, 185, 186, 190, 191, 192, 196, 197, 198, 202
recommendation letter to Houqua, 148, 149, 150, 151
relations with Houqua's family, 123
request for Houqua's intervention, 151
sale of Houqua's ASI holdings, 187
see also the Forbes brothers
Forbes, John Murray, Jr., 199
Forbes, Paul Siemen Sim, 147, 148, 149, 150, 153, 159, 160, 161, 175
view of Houqua, 154
Forbes, Robert Bennet, 76, 86, 94, 107, 121, 125, 126, 129, 161, 181
exchange of token gifts, 152
loan from Young Houqua, 162
opium business, 88
recommendation letter to Houqua, 152
return to Canton, 1, 161, 162
see also Forbes brothers
Forbes, the, 121, 129, 133, 147, 161, 182, 184, 192, 198
correlation of Russell & Company, 161
correspondence with Russell & Company, 191
relationship with Houqua's family, 186, 202
turn to Canton, 175
sale of Houqua's ASI holdings, 194, 195
Forbes, Thomas Tunno, 88, 107, 148
Forbes, William C., 123
Forbes, William Hathaway, 197, 198, 200
foreign factories, in Canton, 19, 28, 29, 35
British factory, 35
French Revolution, 35
French wars, the, 13
Gardner, Richard, 97, 99
Geowqua, 42, 43, 45, 47, 137
Girard, Stephen, 93, 108
Goldstein, Jonathan, 108
Gonqua, 50
Governor General of Guangdong and Guangxi, 51, 62
Grant, Frederic Delano, Jr., 6, 124
Great Divergence, 203
Greif, Avner, 105, 106
Guan Qiaochang. See Lamqua
Guangdong Maritime Customs, 188
Guangzhou. See Canton
Hannibal, 82, 83, 95
Haoguan, 191, 192, 196
see also Houqua
He, Sibing, 178
Heard, Augustine, 119
Hengpo. See Puiqua
Hour, E. R., 199
Hong merchants, 3, 6, 9, 11, 24, 28, 35, 178, 210, 211, 214, 215, 225, 227
bilingual abilities, 77
cost of tea, 67
growth in ranks, 54
monopoly over supply of Chinese tea, 31
profit margins, 64, 65
risk and return tradeoff, 65
top three, 51, 54, 67
woolens from EIC, 39, 65, 213
Hoppo, the, 55, 62, 139, 141, 145, 146
Houqua
alliance with Mouqua, 62, 63
American business, 14, 73, 74, 79, 80, 81, 103, 105
American partners, 1, 2, 16, 127, 131, 132, 135, 148, 149, 177
American Stock Investments (ASI), 178, 179, 180, 182, 185, 186, 189, 191, 192, 193, 194, 202, 203, 204
conclusion, 197, 199, 202
holdings, 189, 190
separation of ownership from management, 203
Houqua (cont.)
ancestry, 18, 19, 20, 22, 23, 30, 31
relocation, 18, 20, 22
as celebrated tea merchant, 222, 227
as head Hong merchant, 61, 62, 140
as “Houqua”, 51
as “Hooqua”, 44
as “How Qua”, 196, 197, 198
as sole partner of the Americans, 92
assets to descendants, 15
association with brands of tea, 222, 223, 224, 225, 226
birth, 3
brothers
Wu Bingjun, also Hengpo. See Puiqua
Wu Bingyong, 138
Wu Bingzhen, 138, 140
business records, 77, 78, 79, 84
business strategy, 13, 82
business with EIC, 14, 44, 49, 51, 54, 63, 66, 72, 105
capital base, 32, 63, 66, 68, 70, 176, 215
change of trading name with EIC, 138, 140, 218
death, 15, 121, 136, 156, 157, 159, 160, 164, 166, 175, 177, 181, 217, 218, 226
debt collection, 97, 99, 106
descendants, 15, 161, 179, 180, 181
capital demand, 184, 187
last payment from Houqua’s ASI, 201
loss of family business name, 171
development of trading network, 72
division of family assets, 140, 142, 143, 144, 146
exactions by the Qing state, 211
exchange of gifts, 129, 131, 132, 210
family
capital needs, 185
contribution to the state, 41
exactions by the Qing state, 182, 187
financial difficulties, 182
loans to Russell & Company, 187
withdrawals of funds, 189
father, 30, 41, 140, 141, 142, 143
funds managed by the Forbes family, 126, 127
grandson
Wu Changmian, 141
heir
closure of Houqua’s ASI, 198, 200
liquidation of Houqua’s ASI holdings, 191, 192, 197
operations of Russell & Company, 194
imperial honors, 41
insurance against losses, 83, 84
last will and testament, 15, 177, 200
leader in the entire trade system, 69, 70
legal proceeding, 95, 96, 97, 100, 101, 102, 103, 169
legal recourse, 94, 100, 106, 202, 208
losses during the Opium War, 135
money-lending business, 67, 68, 70, 93, 215
nankeen cloth business, 51, 52, 74
networks of trading partners, 15, 16, 134, 169, 204, 205, 209, 210, 212, 217, 218, 221
networks of trust, 12, 14, 125, 129, 133, 134, 208
overseas assets, 130, 178, 179, 183, 200, 220
pidgin English, 75, 151
power of attorney, 128
reputation among American traders, 92
sculpture at Madame Tussaud, 222, 224, 226, 227, 228
succession of family business, 49, 50, 51
succession plan, 137, 139, 143, 145, 147, 175
ties to ancestral home, 56
trading network, 5, 100, 104, 106, 126
trading of financial assets, 91, 92, 98
troubles with the state, 87
use of portraits, 107, 108, 119, 121, 123, 125, 209, 226
visit to Sim, 153, 154
Houqua’s sons
Chonghui, 158, 196, 198
Yuan’e, 140
Yuanhua, 140, 143, 145
death, 138
Yuanlan, 138
Yuansong, 158
Yuanwei. See Wu Chongyao
Yuanzhi, 140
“Houqua’s Tea”, 222
Howland & Aspinwall, 149
Houqua, 42, 43, 49
“Howqua’s Tea”. See “Houqua’s Tea”
Humen (“Tiger’s Gate”), 26
Hunter, 83
Hunter, William, 95, 192
Imperial Hong, the, 164, 168
Imperial Household, 25
Ipswich Library, 119
Isun Yune Kwoon. See Rijin Yuanguan
<table>
<thead>
<tr>
<th>Index</th>
<th>245</th>
</tr>
</thead>
<tbody>
<tr>
<td>J. M. Forbes &amp; Co., 197, 198</td>
<td></td>
</tr>
<tr>
<td>Ja-din. See Jardine Matheson</td>
<td></td>
</tr>
<tr>
<td>Japan, 10</td>
<td></td>
</tr>
<tr>
<td>Jardine Matheson, 163, 164, 165, 166, 167, 170, 171</td>
<td></td>
</tr>
<tr>
<td>adoption of Houqua's company name, 170, 171</td>
<td></td>
</tr>
<tr>
<td>Chinese names, 170</td>
<td></td>
</tr>
<tr>
<td>Jardine, David, 163</td>
<td></td>
</tr>
<tr>
<td>Jeejeebhoy, Jamsetjee, 121</td>
<td></td>
</tr>
<tr>
<td>John Moore, 2</td>
<td></td>
</tr>
<tr>
<td>Jones, Berry D., 99</td>
<td></td>
</tr>
<tr>
<td>junk trade, Chinese, 23, 24</td>
<td></td>
</tr>
<tr>
<td>King, Edward, 116, 156</td>
<td></td>
</tr>
<tr>
<td>Lamqua, 118, 119, 222</td>
<td></td>
</tr>
<tr>
<td>comparison with Chinnery, 118</td>
<td></td>
</tr>
<tr>
<td>Li Hongzhang</td>
<td></td>
</tr>
<tr>
<td>sculpture at Madame Tussaud, 227</td>
<td></td>
</tr>
<tr>
<td>Liang Jabin, 7</td>
<td></td>
</tr>
<tr>
<td>Lin Zexu, 125</td>
<td></td>
</tr>
<tr>
<td>Lingnan yishu, 172, 173</td>
<td></td>
</tr>
<tr>
<td>fifth installment, 174</td>
<td></td>
</tr>
<tr>
<td>first installment, 172, 174</td>
<td></td>
</tr>
<tr>
<td>fourth installment, 174</td>
<td></td>
</tr>
<tr>
<td>last installment, 174</td>
<td></td>
</tr>
<tr>
<td>second installment, 173</td>
<td></td>
</tr>
<tr>
<td>third installment, 173</td>
<td></td>
</tr>
<tr>
<td>Liu, Lydia, 199</td>
<td></td>
</tr>
<tr>
<td>Low family of New York, the, 121</td>
<td></td>
</tr>
<tr>
<td>Macao, 25, 37, 109</td>
<td></td>
</tr>
<tr>
<td>Macartney Embassy, 28, 213</td>
<td></td>
</tr>
<tr>
<td>Madame Tussaud, 222, 224, 227, 228</td>
<td></td>
</tr>
<tr>
<td>Madame Tussaud and Sons. See Madame Tussaud</td>
<td></td>
</tr>
<tr>
<td>Magniac, Charles, 164, 165, 166, 167, 168</td>
<td></td>
</tr>
<tr>
<td>Magniac, Hollingworth, 166, 167, 168</td>
<td></td>
</tr>
<tr>
<td>Manchu administration, 21</td>
<td></td>
</tr>
<tr>
<td>Manchu conquest, 3, 18</td>
<td></td>
</tr>
<tr>
<td>Manchu court, 3</td>
<td></td>
</tr>
<tr>
<td>Matheson, Alexander, 165, 166, 167, 168</td>
<td></td>
</tr>
<tr>
<td>Mediterranean traders, 105</td>
<td></td>
</tr>
<tr>
<td>Messrs James &amp; Thos H. Perkins, 95</td>
<td></td>
</tr>
<tr>
<td>Messrs P. Armidon &amp; Co., 98</td>
<td></td>
</tr>
<tr>
<td>Messrs. J. M. Forbes &amp; Co., 199</td>
<td></td>
</tr>
<tr>
<td>Ming dynasty, 5, 26, 173</td>
<td></td>
</tr>
<tr>
<td>Morning Post, The, 113</td>
<td></td>
</tr>
<tr>
<td>Mountain of the Flying Goose, 18</td>
<td></td>
</tr>
<tr>
<td>Mouqua, 49, 171</td>
<td></td>
</tr>
<tr>
<td>American business, 74</td>
<td></td>
</tr>
<tr>
<td>as head Hong merchant, 62</td>
<td></td>
</tr>
<tr>
<td>death, 62</td>
<td></td>
</tr>
<tr>
<td>retirement, 57, 58, 59, 68</td>
<td></td>
</tr>
<tr>
<td>Munqua, 40, 47, 50</td>
<td></td>
</tr>
<tr>
<td>Munro, Snow &amp; Munro, 95, 96</td>
<td></td>
</tr>
<tr>
<td>Museum of Fine Arts (Boston), 121</td>
<td></td>
</tr>
<tr>
<td>Nanyang, 5, 221</td>
<td></td>
</tr>
<tr>
<td>see also South China Sea</td>
<td></td>
</tr>
<tr>
<td>Nanzhou, See Wu Bingzhen</td>
<td></td>
</tr>
<tr>
<td>Napoleon, 3, 4, 5, 37</td>
<td></td>
</tr>
<tr>
<td>Ng Shing Fai, 199</td>
<td></td>
</tr>
<tr>
<td>see also Houqua's sons, Chonghui</td>
<td></td>
</tr>
<tr>
<td>Ng Shing Yow. See Wu Chongyao</td>
<td></td>
</tr>
<tr>
<td>North Yarmouth, 29</td>
<td></td>
</tr>
<tr>
<td>opium trade, 87, 88, 214, 215</td>
<td></td>
</tr>
<tr>
<td>Opium War, 1, 2, 5, 7, 125, 127, 131, 134, 135, 136, 147, 148, 155, 166, 169, 172, 174, 175, 176, 177, 193, 206, 210, 218, 219</td>
<td></td>
</tr>
<tr>
<td>Otis, Harrison G., 96</td>
<td></td>
</tr>
<tr>
<td>Pan Youdu, Puankhequa's son, 49, 55</td>
<td></td>
</tr>
<tr>
<td>Pan Zhencheng. See Puankhequa</td>
<td></td>
</tr>
<tr>
<td>Patterson, 95, 96</td>
<td></td>
</tr>
<tr>
<td>Paul Jones, 135, 152, 155</td>
<td></td>
</tr>
<tr>
<td>Peabody Essex Museum, 114, 116, 121</td>
<td></td>
</tr>
<tr>
<td>Pearl River Delta, 109, 172</td>
<td></td>
</tr>
<tr>
<td>Perkins &amp; Co., 74, 83, 84, 85, 92, 93, 97, 98, 99, 102</td>
<td></td>
</tr>
<tr>
<td>Perkins, Thomas Handsasyd, 85</td>
<td></td>
</tr>
<tr>
<td>Pidding, John Rhodes, 223, 225, 226</td>
<td></td>
</tr>
<tr>
<td>pidgin English, 75, 150, 151, 152, 200</td>
<td></td>
</tr>
<tr>
<td>Pinghu. See Houqua</td>
<td></td>
</tr>
<tr>
<td>portraits</td>
<td></td>
</tr>
<tr>
<td>Houqua’s portrait by Sartain, 114</td>
<td></td>
</tr>
<tr>
<td>Houqua’s portraits by Chinese artists, 116, 118, 124</td>
<td></td>
</tr>
<tr>
<td>Houqua’s portraits by Chinnery, 109, 111, 112, 114, 135</td>
<td></td>
</tr>
<tr>
<td>Houqua's portraits by Lamqua, 119, 222</td>
<td></td>
</tr>
<tr>
<td>Houqua's portraits by Chinnery, 114</td>
<td></td>
</tr>
<tr>
<td>Powqua, 171</td>
<td></td>
</tr>
<tr>
<td>property rights, in China, 11</td>
<td></td>
</tr>
<tr>
<td>Puankhequa, 43, 48, 49, 77</td>
<td></td>
</tr>
<tr>
<td>family origin, 56</td>
<td></td>
</tr>
<tr>
<td>relationship with EIC, 37, 38</td>
<td></td>
</tr>
<tr>
<td>retirement, 55, 56, 57, 62, 68</td>
<td></td>
</tr>
<tr>
<td>ties to ancestral home, 56</td>
<td></td>
</tr>
<tr>
<td>Puiqua, 42, 43, 137</td>
<td></td>
</tr>
<tr>
<td>business with EIC, 46, 47, 48</td>
<td></td>
</tr>
<tr>
<td>death, 48, 49, 50, 142</td>
<td></td>
</tr>
</tbody>
</table>
Index

Qing court, 1, 11, 12, 21, 25, 181, 188
ban on maritime activities, 21, 22
coastal evacuation order, 22
coastal relocation policy, 20
customs quotas, 25
resolution with the British, 130
trade with the West, 30

Qing dynasty
Daoguang, 145, 167
Jiaqing, 142
Qianlong, 3, 44, 141, 213

Qing Empire, 22, 113, 118, 135, 154, 169, 176
Qing government, 23, 26, 28, 32, 45, 53, 72, 125, 166, 188, 217
Queen Victoria’s mother sculpture at Madame Tussaud, 226

Rapid, 98
Register of Pennsylvania, The, 72
Revolt of the Three Feudatories, the, 22
Rhodes, John, 223
Rijn Yuanguan, 167
Rosenthal, Jean-Laurent, 124
Rothschilds, 4, 11
Royal Academy exhibition, 113
Russell & Company, 87, 107, 116, 121, 126, 127, 128, 129, 130, 133, 147, 148, 149, 151, 152, 155, 161, 162, 175, 179, 180, 181, 182, 183, 184, 188, 199, 207
collapse, 200, 201, 202
role of Houqua’s funds, 201
Russell, Samuel, 87

Sally, 98
San José Almas, 83
Sartain, John, 114
Second Opium War, the, 181
Senior Hong Merchant, 54, 55
Shakespeare
sculpture at Madame Tussaud, 222, 228
Shouchang. See Houqua’s sons, Yuanhua
Shy Kinqua, 50
silver flows, 9, 12
Sino-British conflict, 125, 135
Sino-British Treaty, 1842, 166
Sino-centric culture, 15, 20, 30, 160, 172, 175, 176
Sino-Western trade, 3, 24, 66
Souse Meirkey. See South America
South America, 151
South China Sea, 13, 20, 22, 25, 31
specie, 2

American exports, 90
as a commodity, 12, 91
Old Heads, 2, 90, 91
Spooner, Daniel Nicholson, 121
Spooner family, the, 121
Stanton, George, 28, 29
Sturgis, R. S., 163
Sullivan, George, 96
Sun Yat-sen sculpture at Madame Tussaud, 227
Supreme Court in Hong Kong, 163, 165, 167
“Swiss Accounts”, 204
Taiiping Rebellion, 181, 188, 190, 219
Tan Ying, 172, 173, 174
publications sponsored by Young Houqua, 173
Tea Plant, 82
the chop of Yi. See Jardine Matheson, Chinese names
The Surviving Works in the Region South of the Passes. See Lingnan yishu
Thompson, Thomas, 76, 95, 96
Thomson, Edward, 100
Tingley, H., 98
Tomes, Charles Alexander, 200, 201
Treaty of Nanjing, 148, 175
Treaty Port system, 2, 160, 220, 221
Trident, 78, 81
“truck” system, 38, 40
U.S. Consulate in Canton, 199
U.S. government, 1, 190
Van Dyke, Paul A., 7, 11, 24, 32, 38, 45, 47, 48, 50, 53, 56, 77
Vice Chancellor’s Court, 223
Voltaire sculpture at Madame Tussaud, 222, 228
Wakefield, David, 145, 146
Wang Gungwu, 22
Washington, George sculpture at Madame Tussaud, 226, 228
Waterloo, Battle of, 4
Wellington, 3, 4, 5
Whampoa, 26
Wheaton, Henry, 200
Wilcock, Benjamin Chew, 114
Wolcott, Oliver, 78, 81, 82, 83, 95
Wong, R. Bin, 124
Woo Tsung yau. See Wu Chongyao
Wu Bingjian. See Houqua
Wu Bingyong. See Dongping
Wu Chaofeng. See Houqua, ancestry
Wu Chongyao, 159, 160
reliance on Russell & Company, 160
successor of Houqua’s business, 158, 163, 198
see also Young Houqua
Wu Dunyuan. See Houqua
Wu Guoying. See Houqua, father
Wu Guozhao. See Geouqua
Wu Zhongchong. See Puiqua
Yang-hao-guan. See Wu Chongyao
Yanqua, 55
Yihe, 170
see Jardine Matheson, Chinese names
Yihe Company, 41, 48, 137, 140, 141, 142, 144, 145, 146
opening, 142
Young Houqua, 159, 160, 162, 163, 165, 166, 167, 172, 180, 181, 182, 183, 185, 219
American Stock Investments, 183
attitude to foreigners in Canton, 174
death, 174, 187, 193
involvement in diplomatic negotiations, 174
legal proceeding in Hong Kong, 163, 164, 165, 166, 167, 168, 169, 170, 171
loans to Russell & Company, 181, 184
loss of family’s business name, 170, 171
relationship with American partners, 176
reliance on American partners, 219
retreat from global business, 172
sponsorship of local scholarship, 172, 173, 174, 219
withdrawals of funds, 183
Young Houqua. See Young Houqua
Zelin, Madeleine, 11
Zhadian. See Jardine Matheson
Zheng Chenggong, also Koeninga, 21