

The History of Antony and Dorothea Gibbs & of the early years of Antony Gibbs and Sons

By John Arthur Gibbs - 1922

CHAPTER X 1808–12 (Part I)

ANTONY GIBBS & SON'S FIRST FOUR YEARS OF BUSINESS

At this point it will be of advantage to review Antony's mercantile career and to show briefly how it had been an education for and led up to his London business.

Apprenticed for at least 4 years to a Spanish merchant in Exeter, he was for the 11 succeeding years a merchant there on his own account, trading in woollen cloth with Spain and other countries, and part of the time as well a manufacturer of cloth at Exwick. After his failure in 1789 he worked as travelling agent in Spain and Portugal for English and other textile manufacturers, with Madrid as his headquarters, and came to have personal acquaintance with the buyers throughout the Peninsula, while during his visits home he travelled all over England to see the manufacturers, and to get orders for produce to be shipped from Malaga by the firm which he and J. Pomar formed for the purpose. Thus he obtained a good knowledge of both classes of trade (import and export) as well at their sources as at their destinations. During this period he also imported goods into Spain on his own account to a limited extent and received small consignments from abroad for sale there. When presently he was excluded from Spain by war and established temporarily with an office at Lisbon (1798-1801) the selling to Spain of consignments from his English manufacturing friends became his chief business, and the amount of consignments increased largely after he had transferred his office to Cadiz in 1801. Finally he became at Cadiz a holder of large stocks on his own account. So flourishing did he appear to be in this his restored status as a merchant in a fixed domicile that he contemplated retiring altogether to the neighbourhood of Exeter to direct his Cadiz House thence and to keep it as an establishment for his sons, but the renewal of the war at the beginning of 1805, which forced him to leave Cadiz and to break up his organisation there, and the epidemics and famine in Andalusia, drove him to the conclusion that neither for himself nor his sons could he in Spain alone look for the permanent establishment which was his aim. Finding that his Andalusian friends were very willing to support him with consignments of produce and orders for goods if he would open in London, and having an opportunity to study the question on the spot when business took him there at the end of 1805, he finally decided on London, influenced chiefly by the above consideration, but also by the expectation that the ship licensed to take away to Lima the greater part of his goods in Cadiz would return to London with a cargo of Peruvian produce of which he would have the sale there, and to some extent by the hope of benefit from Sir Vicary's influence. The return cargo did not come to London, but the Portuguese

Commissionership supervened to enforce the complete break with Exeter by making him give up Cowley Cottage, and then at last (1808) came the reopening of Andalusia to trade and the founding of Antony Gibbs & Son.

With his own intimate knowledge of Spanish business, with two able sons, both well versed in bookkeeping (which he was not), keenly interested, and brought up by himself to his Spanish trade, and one of them of an age to take up the foreign work, not to mention his Cadiz partner Branscombe whom he had also trained; with his credit standing well in Spain, and his character for honourable dealing amply proved among his business friends in England, his equipment for starting in London as a Spanish merchant was about as good as could be that of any man with so little capital of his own as he had. It will suffice to recall the interruptions in his business caused by his accident in 1793, by the Anglo-Spanish wars of 1796-1801, and 1805-8, and the loss in the winding up of his Cadiz business in the last mentioned war to see how, even apart from his debts of honour contracted at the time of his failure, accumulation of capital had been impossible for him in spite of his extreme diligence and the large amount of business which he carried through.

The further prejudice to his business caused by the French siege of Cadiz from 1810 to 1812 is referred to below. It is a coincidence worth mentioning that he died in 1815, the very year when the European wars, of which his London House of business was a product and in which England had been involved since 1793, came to an end.

For the records of the history of the business during the period covered by this chapter we have not only the firm's ledger, and the family letters, but also Antony Gibbs' business letter book of 1807-9, in which are copied, besides his own letters, the private letters of the firm to the Cadiz House and others.

Immediately on the revolt of the Spanish against the French Antony had begun (July 1808) to write to his manufacturing friends about new business, and to friends in Spain soliciting from them orders and consignments for his London House. In early August other people had begun to ship goods out from England to Cadiz, but Antony determined to be very cautious himself and advised his manufacturing friends who wished to consign goods to Andalusia to be so too, till it could be seen what steps Napoleon would take to quell the Spanish patriots. At the end of August a shipload of Newfoundland fish and other provisions was sent from Plymouth to the consignment of his Cadiz House by the influence of Samuel Banfill. In the same month Antony was shipping to Cadiz some goods which he had bought in 1804 but which could not then be sent off owing to the opening of the Spanish war. In September Granger & Banfill sent goods of their own to the Cadiz House, and Antony received the second order for textile goods from Lonergan of Cadiz mentioned in the last chapter. A little later the Cadiz House received another ship from Plymouth with a cargo of glass and coal. Napoleon was collecting enormous reinforcements in the North of Spain, but forward movements were delayed, and by November Antony had come to the conclusion that the South of Spain would be safe, at least till the spring, so that he accepted some consignments for quick sale in Cadiz and himself bought textile goods to send there. We see him sometimes himself superintending the dyeing and finishing of such goods sent to London for that purpose, and he had them stamped with the initials of A. Gibbs & Son.

Napoleon, who had now himself taken command in Spain, entered Madrid on 4 December, and on the 7th Henry Gibbs wrote from Cadiz that all the French prisoners in Andalusia were to be taken there and put in ships, that everyone from 15 to 60 years old was ordered to Seville with what arms were procurable, and that the English Admiral had asked for reinforcements. The eventual complete conquest of Spain by the French seemed inevitable; and Antony Gibbs instructed Henry on 8 December that when the French entered Cadiz he and Branscombe must embark to England; but "though they take all Spain, Spanish America will never be under their yoke and in some port or other there Branscombe can be put in an advantageous position to conduct business thence with the London House. Antony at the same time asked Antonio Vallarino to recommend him to Spanish Americans who in the event of the French reaching Cadiz might then wish to ship direct to England. The probable falling away from Cadiz of the Colonial trade was an additional reason for caution in speculative buying for that city.

It was a tribute to the good credit which the young firm enjoyed that a firm called Miguel Lopez & Co. of Cadiz, fearing the advent of the French, sent them in December £5,500 to keep on deposit for them.

When Antony Gibbs & Son opened their first ledger on 1 January 1809 they took over from Antony's books (not preserved) the balances of his accounts in connection with business that had been begun for the firm before that date, which was as follows: Adventures in textile goods to Cadiz costing £940, the order from Lonergan of Cadiz for textiles costing £682, an order for insurance (premium £136) of wool to be consigned by a Seville firm, and for insurance of 55 tons of Barrilla to be consigned by the Cadiz House on joint account with the firm Viuda de R. Boom é Hijos of Cadiz, a consignment of tobacco on the same account against which £740 had been drawn in Cadiz, and an order from Manuel Baños Gonzalez of Seville for goods to pay for which £370 had been remitted. The insurances were all done through Henry Hinckley Willis & Wilkinson, insurance brokers of London. The textiles bought were from Collins Tothill & Co., John Creswell & Co., and James Creswell & Co., all of Exeter. In January 1809 the firm bought £1,100 more of textile goods to send to Cadiz.

The wool was from a firm called Alex. Tixe, Vallarino, é Hijo of Seville and was sent by the influence of Antonio Vallarino, who seems to have made some endeavour to give business to A. Gibbs & Son as a means of paying what he still owed to Antony in connection with the *Hermosa Mexicana*.

The balances of those accounts in Antony's books which the firm did not take over were transferred to Antony's account in their ledger, and the result was that his account in the firm's ledger began with an apparent credit balance of £250. But for his loss by the failure of Kiddell it would have been about £4,000. The want of capital was of course a serious disadvantage to the firm, and all goods had to be bought on credit of 4 to 8 months to allow time for the returns to come from Spain.

A curious incident which occurred in January 1809 was that Antony received notice that a ship had arrived at Plymouth and another at Portsmouth both consigned to him from Malta by his cousin Abraham Gibbs of Palermo, the head of the House of Gibbs & Co. of that city, which proved to be a mistake. The result was the opening of correspondence between the cousins "after 35 years silence," and an attempt to trade together, but very little business came of it and that not till 1813.

In spite of the English war with France the time was propitious for the new firm so long as the South of Spain should remain open to British trade. The prices in England of foreign produce had been forced up (and in many articles culminated in 1809) partly owing to the actual difficulty of importing from the Continent under Napoleon's Continental system, partly to the fear of an actual dearth of the supply. As illustrations of the high prices, the wool sent to the firm from Seville, invoiced at £1,600, produced £4,600 net. "Vigonia " wool sent to them from Cadiz was worth 21s. per lb. in January, and Spanish (Caceres) wool 12s. Barrilla was sold at a profit of 100 per cent. Besides this a wave of general mercantile speculation had arisen in England fostered partly by the above causes, partly by the actual opening of Brazil, and afterwards to be further encouraged by the virtual opening (owing to the French domination in Spain) of Spanish America to British trade. It only needed an active demand for English goods to arise in Cadiz, and when in March it was clear that it existed the conditions were all present for enabling the firm to speculate in export and import merchandise to and from the South of Spain with good prospects of profit and to obtain the cooperation of others in their adventures.

By February 1809 it had become apparent that the South of Spain would enjoy a longer respite from the French than had been expected, for Sir John Moore's intervention threatening their communications had drawn the attention of the French northwards, thus preventing for the present their invasion of the South, while Napoleon himself had left Spain to attend to the threatened war with Austria. Now therefore the firm, in the middle of March, chartered the *Sylph* for a mission from London to Cadiz and back, and Antony wrote to all his friends in Andalusia to ask them to send consignments back in her. She was of 170 tons and carried 4 guns and a crew of 10 or 12. A license was obtained for her and she was consigned to the Cadiz House. The insurance of her cargo out was done at 4 guineas per cent., and home at 5 without or 2½ per cent. with convoy; but the Captain had instructions not to wait for convoy either going or coming, the essential point being to get produce to London with the least possible delay while the present enormous prices lasted. If he should be warned from entering Cadiz Harbour by one of the British warships he was to proceed to Gibraltar instead, and address himself to Josias Weeks there, informing the Cadiz House through Lieutenant Lamb of the *Leviathan*, or through some other of His Majesty's ships. If after arriving at Cadiz he should be compelled to leave before the ship was loaded he must proceed to Gibraltar, taking the members of the Cadiz House as passengers if so required. The outward cargo consisted of linens on Joint Account with the London and Cadiz Houses and others, bought on 8 months credit, and woollens and cottons on Joint Account between the London House and others; all for sale by the Cadiz House; altogether £9,400 worth, of which the London House's share was £2,760 and that of the Cadiz House £1,180. There were also goods on board on freight for other Houses. The *Sylph* was to have sailed 26 March, but the Captain, disregarding the terms of his charter, waited for convoy, and contrary winds did not allow him to sail till 21 April. She arrived safely at Cadiz about 10 May, and the House sold her cargo quickly and well. She returned loaded by them with Spanish produce (partly on their own account, partly on account of others) consisting of wool, olive oil, cork, cochineal (£3,000 worth), wine, saffron, etc., but she put into Ireland in distress, and did not arrive in London till 15 August. The wine proved to be a source of trouble, as the London Docks were full of it and 31 ships from Spain were waiting to discharge wine before her, so that heavy demurrage had to be paid to the ship. The existing letters on the subject end in

September while the cargo was being sold, but it proved to have been bought too dear, as prices in England (except for the cork) had all fallen.

Meanwhile the political situation had become still better, the safety of Andalusia being assured for some time to come by the diversion caused by the activity of the English forces under Sir Arthur Wellesley in Portugal. In May the London House sent on freight 300 pieces of flannel to Cadiz on Joint Account with the Cadiz House, and other fannels jointly with Collins Tothill & Co. of Exeter in the *Fame*, which sailed without convoy, and, like the *Sylph*, had orders to go to Gibraltar if Cadiz could not be entered. These goods were insured at 3 guineas per cent., and cost £3,700, of which the London House's share was £2,000 and that of the Cadiz House £1,450.

In June the Firm chartered the *Sarah* (over 100 tons) on Joint Account with Joseph Echalaz, paying £840 for her for the voyage out and home. Her outward cargo cost £23,700, nearly all linens, on Joint Account between Antony Gibbs & Son, Echalaz, Samuel Banfill, and one or two more. The London House did not feel themselves justified in retaining for themselves an interest of more than £4,500, nor in asking Cadiz to share even in this, but the Cadiz House had the consignment of the ship and the sale of all the cargo. "The labour of examining, purchasing, and preparing the cargo was immense," so much so that Antony arranged for Echalaz to attend to the despatch of the ship and to give instructions to Cadiz as to her management. The cargo was bought with the greatest care, whereas in the case of the *Sylph* it had been considered necessary to hurry without attending too much to qualities. The *Sarah* arrived at Cadiz 25 July. The credit obtained from manufacturers on some of her goods having been rather short, Antony warned the Cadiz House that in consequence of her late sailing they must be specially prompt in remitting home the proceeds of their sale. By the middle of September the London House heard that the homeward cargo of the *Sarah* had been satisfactorily arranged for. It had been insured in July at 3 guineas per cent. against all risks, ios. per cent. to be returned on her safe arrival. In June 1809 Antony was taken very ill, and his correspondence fell to his son William to conduct. The latter wrote: "During the last 4 months he has paid more attention to business than his health will allow, the great labour was in selecting the assortments for the *Sarah*." His work was made specially heavy by the necessity that William was under of superintending at the Portuguese Commission's office. Frequently both Antony and his son had to sleep the first at his office and the latter in a room nearby in order to get through the work. Though Antony was better at the end of July, "he does not expect ever to do again as he has done"; but in the middle of August he reported himself to be quite recovered.

It may be noted that on 15 September 1809 William Gibbs signed a letter " p.p. (per procuration] A. Gibbs & Son," and it is to be presumed that his right to sign in this fashion for the firm continued from this time till he became a partner in 1813.

After the despatch of the *Sarah* in July A. Gibbs & Son sent in the same month in another ship £4,200 more goods to Cadiz, in which they and the Cadiz House had an interest of £1,300. In August they sent £7,700 and in September £4,600 worth, in which their own interest was £5,300 and £2,600 respectively. Most of these goods were shipped from London, but a few went from Liverpool, where his friend Charles Lyne's branch firm, Lyne Hathorne Roberts & Co., were employed to ship them.

Early in July the political position had much improved for business with Spain, "especially since the destruction of the French Squadron," but the defeats of the Austrians by Napoleon made it almost certain in Antony's mind that by the next spring all Spain would be overrun by the French, and he wrote strongly to the Cadiz House that all their affairs must be wound up in readiness. The approach of Wellesley's and the Spanish armies to Madrid gave him some encouragement; but on 3 August he heard of the armistice (of Zmair) signed between France and Austria (which soon ripened into a peace), and this fact, coupled with the retirement of the British forces back to Portugal after their victory at Talavera (27 July) owing to the failure of the Spaniards to support them, and the waste of British troops in the expedition to Walcheren, deprived him of all hope, so that he stated his intention to send no more goods to Spain except those already ordered. In accordance with this resolve the Ledger shows that in October the firm only shipped £500 of goods (in which they took a half share). But in November they sent £3,900, in December £5,800 and in January 1810 £2,900 worth on Joint Account with others, in which together their share was £7,500. The reason for this renewal of shipments does not appear, but can only have been that the invasion of Andalusia was not after all expected to be quite immediate, not that there was any chance that it would not take place. Antony afterwards repented that he had "departed from his own plan."

Besides all these shipments on their own or on joint account with others the London firm had also received during the year some orders for goods on account of several Cadiz and Seville clients. They likewise received considerable orders from Antonio Vallarino and other clients in Spain to effect insurances for sundry voyages, such as on 10,000 hard dollars from Vera Cruz to Cadiz, 50,000 for the same voyage, £4,000 of goods Cadiz to Vera Cruz; also on goods Cadiz to Havana and Cartagena, and Lima to Cadiz; but the largest order for insurance was one from one Juan Lobato of Cadiz for £42,000 from Monte Video, which they did in November at 6 guineas per cent. With these orders, and with the insurances of the goods which they shipped from England, and of the produce which they received from Spain, all of which had to be insured in London, A. Gibbs & Son had a considerable business in marine insurance which earned for them in commissions up to the end of November about £500.

As to import business from Spain, shipments in the early part of the year and the cargoes of the *Sylph* and *Sarah* have been mentioned. Some other shipments of wool were also sent to the London House, who sold it through C. & J. D. Jacomb, wool brokers. In September the London House authorised that of Cadiz to buy wool, which had gone down in price, to be consigned to George Gibbs & Son, Bristol being the best market for wool, or to London, which was the next best, or in small quantities to Liverpool to Gibbs Thompson & Co., though the market there was of much less importance. (Previously the Cadiz House had also sent wool to Exeter, but the market there had become too much restricted, Granger and Banfill being about the only buyers left there.) In February 1810 £5,000 of wool shipped in consequence by the Cadiz House on account of A. Gibbs & Son was received by George Gibbs & Son for sale, but the sale of it was not completed till July 1811 and it then left a loss of nearly £1,400.

The Cadiz House lamented that they had not more capital at their disposal, and on 13 September Antony Gibbs & Son wrote to them:

We have thought it much more to your interest instead of sending you funds to Cadiz for us to lay out those funds here in such a way as to leave you a great profit to be converted into funds and leave us a great profit too. You may believe us when we assure you that the thing has been well contrived for both Houses. It would have been better still if we could have supplied you with funds in both ways but this was not in our power.

The delay of the Government in paying Antony for his work as commissioner for the Portuguese property was very inconvenient to the firm. In a previous letter the London House wrote to Cadiz: "In nothing which we think involves the risk of loss shall we ever propose to you any concern at all till you have realised sufficient capital to justify greater risks." Cadiz had strict instructions always to sell goods sent them at once and to remit the proceeds without waiting for a higher exchange.

In May 1809 Antony wrote to a friend: "My establishment here goes on much beyond my expectations as well as that in Cadiz," and in August following he still had the same tale to tell.

In November 1809 took place the disastrous defeat of the Spaniards at Ocaña. The French crossed the Sierra Morena in January 1810, and in February, after plundering Seville to the extent of £6,000,000, were in possession of the whole of Andalusia except Cadiz. Then began their siege of Cadiz, which lasted uninterruptedly till August 1812. The English having the command of the sea and Gibraltar and Lisbon as bases were always able to keep a strong force in Cadiz, and held the place for the Spaniards, who could do little for themselves. Though cut off from the interior, Cadiz still retained a limited oversea trade.

Henry arrived home from Cadiz in March 1810. Before leaving he was able to say that Cadiz could hold out for a long time, and that he had so far wound up the current business there that there could not be much loss on what remained. He had been expected in the previous August, but he found that though Branscombe "is a treasure to us," he could not be left alone while the press of business lasted owing to his unsystematic nature. Branscombe himself went home in the latter half of 1810 and seems not to have returned to Cadiz for over a year. Probably the affairs of the House were meanwhile put into the hands of the firm of Boom which I have already mentioned.

Up to the end of January 1810 A. Gibbs & Son had sent out for sale by their Cadiz House goods costing nearly £70,000 (of which about £30,000 was on their own account or that of the Cadiz House and the rest on account of sundry coadventurers). In the same period they had sent goods ordered by Spanish clients of the value of over £15,000. In consequence of the French invasion of Andalusia they shipped no more till towards the end of 1810, when they sent £1,100 worth on their own account and £4,000 ordered by clients. No doubt it then became pretty clear that Cadiz was not likely to fall. In 1811 they sent adventures (of their own, and of others, but mostly of their own and of the Cadiz House) costing over £17,000, and about the same in 1812, while goods ordered by Spanish clients came to £10,000 in 1811 and £16,000 in 1812.

It is to be noted that all the shipments referred to are only those recorded in A. Gibbs & Son's ledger. There were probably others sent by commercial friends direct to the Cadiz House the records of which are not available as none of the Cadiz books are extant.

The balance sheets of A. Gibbs & Son on 31 July 1810, and 31 December of 1811 and 1812, show that on those dates the London House had unsold stocks on their own account (mostly in Cadiz) which had cost them £13,500, £14,500 and £18,000 respectively.

Of Spanish produce, and S. American produce which came from Spain, including a little from S. America direct, the London House sold about £8,000 worth in 1809, £39,000 in 1810, but only £3,300 in 1811, and £7,200 in 1812. More than half of the total produce which they received for sale in these years belonged to foreign friends; the rest was imported from Spain on their own or on joint account with others.

The ledger of the London House was first balanced on 31 July 1810, and the profit and loss account showed that the House had made from their adventures in round figures £2,000, from commissions £1,700, and from sundry sources £400. Against these gains the expenses of the business and charges on it came to only £500, so that the net result was a profit of £3,600. Of this, £600 was put by as a provision, and £1,000 went to Antony "for a certain object agreed on between us," probably, as is traditionally believed, for the purpose of settling some of his old obligations of honour. The rest was divided according to the partnership term - viz. three-quarters (£1,500) to Antony, and one quarter (£500) to Henry.

The Cadiz House first balanced its books on 30 September 1809, returning a profit to the partners of over £3,600. Its next balance, 24 August 1810, showed a further profit of £5,800. Antony's share of these gains was one-half and Henry's one-sixth (roundly £4,700 and £1,600), Branscombe receiving the remaining one-third.

It will be seen therefore that before the end of 1810 Antony's profits from the London and Cadiz Houses had been £7,200 and Henry's £2,100. This result must have been the more gratifying as time went on and the leanness of the two next years became apparent, for, though at the ends of 1811 and 1812 (when the London and Cadiz books were next balanced) there was no loss, neither was there any profit which could prudently be distributed. The London profit and loss account to 31 December 1811 showed that commissions (including nearly £700 reserved in the previous balance) had been £4,000 and expenses £1,000, so that if it had not been for adventures showing a loss of £3,000 and bad debts £700, there would have been a profit of £3,000. The loss made in adventures was due to two causes, first that the firm had been carried away by their initial success in 1809 to ship some kinds of textiles of which they had not had enough experience and to ship so much of all kinds that when the siege of Cadiz began they were caught with a large stock there, secondly that they had failed to realise to what an extent the Spanish colonies had taken advantage of French rule in Spain to cast themselves off from the commercial bondage imposed by the Kings of Spain, the consequence of which was that the demand in Cadiz (hitherto the chief emporium for the Colonial trade) for goods for S. America had become very small, and, the inland markets being cut off, trade in Cadiz was at a very low ebb and the firm's stocks unsaleable.

Towards the end of 1811 a suggestion was made that William should go to Malta to try to open business there while the French remained in Spain, but commercial affairs in England were at that time in a very bad state, and the counsel of George Gibbs prevailed against the plan, the wiser course being found to be to cut down both private and business expenses as much as possible and to wait patiently till the firm could move off their stocks at Cadiz and resume active business in Spain.

The full effect of the curtailment of trade caused by the siege of Cadiz is shown still better in the London firm's profit and loss account for 1812, for under £700 appears in it as earned that year in commissions. Expenses were £500. In adventures, though the firm's stock in Cadiz had become still greater, there was only a small loss. The siege of Cadiz was raised on 12 August, and the strong demand for goods in Spain which the firm anticipated doubtless justified them in treating their stocks as likely to be sold without loss.

It has already been mentioned that the firm's capital on 1 January 1809 was only the credit balance of £250 shown by Antony's own unliquidated concerns. At the end of 1812 the capital of the London partners (Antony and Henry) in the London and Cadiz books together still did not exceed £1,250 (but Branscombe's capital in the Cadiz House must have been about £2,000). The London partners' large gains of 1809-10 had thus disappeared except for £1,000, primarily of course owing to the ordinary expenses of Antony and his family in the 4 years, and probably, as we have seen, to the payment of some of Antony's old debts of honour. But the 4 years had seen the final liquidation in Antony's account of his previous business, and this may have left him a loss although he received in 1811 his fee of £2,500 for his Portuguese commission work.

In this review of the firm's trading from 1808 to 1812 little has been said about their direct dealings with South America. They were not many, but they have a special interest as leading up to the establishment which the firm formed for themselves in that country later on.

From early in 1809 we find that Antony and Henry had in mind to enter into relations with Spanish America or the Brazils of such a character that if the war made business with Spain impossible they might have something else to fall back upon, but their Spanish affairs were at first too engrossing to let them do more in this way than to open correspondence with those countries. However in each of the two years 1811 and 1812 A. Gibbs & Son sent £5,000 worth of goods to Rio de Janeiro and to Buenos Ayres on joint account with a Buenos Ayres firm, and with John Edwards & Sons, textile manufacturers of Halifax (with which latter firm from 1809 and for many years afterwards they had important dealings). Correspondence was also opened with Vera Cruz. Of more note historically was the fact that in 1811 Antonio Baras, Antony's former Lima correspondent, who sold the cargo of the *Hermosa Mexicana* in 1808, began to give the firm some business, shipping produce direct to them and ordering goods from them in return. There are several letters of 1812 which witness to the importance which Antony and his sons attached to the future possibilities of the Lima trade.

I will close this chapter with Henry's description of the landing of the Marquess Wellesley 4 at Cadiz on 27 August 1809 as our Minister to the Spanish Government in succession to John Hooker Frere.