

## <資料紹介>

# コーンズ商会 (Cornes & Co.) 関係文書について

鈴木 芳 徳

## 1

コーンズ商会 (Cornes & Co.) とここで呼ぶのは、1861年(万延2年2月19日改元して文久元年となる)4月1日に横浜で、アスピノール (William Gregson Aspinall, 1822-1879) とコーンズ (Frederick Cornes, 1837-1927) の両名によって、アスピノール・コーンズ商会 (Aspinall, Cornes & Co.) として創立され、1873年、アスピノールの引退に伴い、社名変更して、コーンズ商会 (Cornes & Co.) となった貿易商社のことである。<sup>(1)</sup> 同社は、今日も、東京に、コーンズ・アンド・カンパニー・リミテッド (Cornes & Co. Ltd.) として発展している。<sup>(2)</sup> わが国の明治初期における外国商社の研究としては、例えば、石井寛治氏によるジャーデン・マセソン商会についての研究<sup>(3)</sup>、杉山伸也氏によるグラバー商会についての研究<sup>(4)</sup>、などが本格的なものとして知られているが、しかし、全体としてみて、その後の研究が進展し得ない理由のひとつは一次資料が乏しい点にある。わが国の場合、関東大震災と第二次大戦のため、日本国内には一次資料は皆無といってよく、日本の横浜・神戸・長崎で活躍していた商社であるにもかかわらず、日本国内では原資料を見出しがたい。今回の一次資料は、たまたまイギリスで、フレデリック・コーンズの末裔の手によって保管されていたからこそ、今日まで残ったのである。横浜の開港は安政6年(1859年)であるが、今回の資料は、1867年4月に始まる貴重なものであって、研究の進展にとってこの上ない朗報であることは疑いない。

今回、発見された資料は、大きくわけて、2種類のものがある。

第一のものは、COPYBOOK であって、これは恐らく、創業者のひとりフレデリック・コーンズが口述したものを秘書が清書したものかと思われる、比較的読みやすいものである。毎週のコレスポネンスであって、コーンズからアスピノール宛て、また若干はテイラー宛てになっている。ここには、生糸と茶を日本から輸出し、イギリスから木綿、羊毛製品を輸入していた代理商としての活動が示されている。期間は、1867年から1910年に及んでいる。

第二のものは、PRIVATE LETTER BOOK であって、これは判読が必ずしも容易ではない。顧客および仕入れ先への日々の手紙であって、送り状 (invoice) も含まれている。期間は、1865年から1889年にわたっている。

小稿の末尾に掲げたのは、前者すなわち COPYBOOK の比較的最初の部分の typescript であって、現在、英国リヴァプール大学の Peter Davies 先生のもとで整理・刊行が計画されつつある。

## 2

そこで、まず、コーンズ商会の略年表を掲げておくことが便利であろう。これまでに分かったかぎりの事柄を年表風に記載してみると次の通りである。

1937. 9 .21 Frederick Cornes, 絹織物工場主の子として、マクルスフィールド (Macclesfield) に生まれる。父は, John Cornes.

1857 F. Cornes 上海に行き, Hollyday, Wise & Co. で働く。

1861. 4 . 1 横浜で W. G. Aspinall と F. Cornes の両名, Aspinall, Cornes & Co. を設立。資本金は, 100 ポンド。

- 1863 Peninsula & Orient の代理店となる。
- 1865 F. Cornes 帰英。(あるいは 1866 か。)
- 1868 Lloyd's の代理店となる。(神戸支店は 1905 年)
- 1870 William Taylor がパートナーに加わる。
- 1871 Frederick Cornes ロンドンから帰日。
- 1873 W. G. Aspinall 引退。  
4 月 1 日より, Cornes & Co. に社名変更。
- 1879.10.3 W. G. Aspinall, 横浜で没。(横浜山手外人墓地第 9 区  
に墓碑) 57 歳。
- 1881 資本金, 200 ポンド。
- 1888 Ben Line の代理店となる。
- 1911.1.31 F. Cornes 帰英。
- 1927.8.27 F. Cornes 没。90 歳。
- 1929 Extracts from Letters of Frederick Cornes, 1871-  
1876. (for private circulation)
- 1946 Julian と A. J. Cornes が, Cornes & Co. を Wheel-  
ock Marden & Co. に売却。
- 1964 A. J. Cornes が日本再訪。91 歳。
- 1985 Hongkong and Kowloon Warf Company (Chair-  
man: Y. K. Pao) の傘下にはいる。

## 3

コーンズ商会の創設期の状況を追ってみよう。コーンズ商会はさきにも記したように, 1861 年 4 月 1 日に横浜で創設された。同年 5 月 1 日には, 長崎でグラバーが独立している。(杉山伸也『明治維新とイギリス商人』, 岩波新書, 1993 年, 53 頁)

創業の社告が, 当時の North-China Herald (Shanghai, May 18, 1861) に掲載されている。これによると,

Mr. FRED. CORNES is this day admitted a Partner in my

firm, and the business hitherto conducted in my name will on and or after this date be carried on under the style of Aspinall, Cornes & Co. as public Silk and Tea Inspectors and General Commission Agents.

W. G. ASPINALL

Yokohama, 1st April, 1861

となっているが、アスピノールとコーンズの両者は、全くのイクオール・パートナーの形をとっていたようである。今回の資料によれば、両者は、以後3年毎の契約更新を続けている。アスピノールは、上海の tea merchant で、1822年にリヴァプールに生まれ、1879年に横浜で没している。

フレデリック・コーンズは、1837年、イギリスのマクルスフィールドに生まれた。マクルスフィールドは、チェシャーの町で、“Capital of British Silk Trade” と呼ばれるように、イギリス絹織物産業の中心都市であり、チャールス・ロウ (Charles Roe, 1717-1784, 1747-48の間、市長) が、絹のより糸工業 (silk throwing industry) を創始して以来、絹織物の町として栄えたところである。(Cf. Frank Warner, The Silk Industry, 出版年不詳, London) フレデリック・コーンズの父、ジョン・コーンズ (John

Cornes, 1805-1855) は、チェシャーのハズリントン (Haslington) の生まれで、マクルスフィールドで没している。フレデリック・コーンズは、父ジョンの絹織物工場で働いた後、1858年、上海の義記 (Nie-Ke) にあった

<b>NOTICE.</b>	
<b>I</b>	have established myself at this Port from this date as a <i>General Commission Agent</i> .
<b>THOMAS B. GLOVER.</b>	
Nagasaki, 1st May, 1861.	
<b>NOTICE.</b>	
<b>M</b>	<b>R. FRED. CORNS</b> is this day admitted a Partner in my firm, and the business hitherto conducted in my name will on or after this date be carried on under the style of <i>Aspinall, Cornes &amp; Co.</i> as public <i>Silk and Tea Inspectors and General Commission Agents.</i>
<b>W. G. ASPINALL.</b>	
10am	Yokohama, 1st April, 1861.

The North-China Herald, May 18, 1861.

ホリデイ・ワイズ・アンド・カンパニー (Holliday, Wise & Co.) という絹織物工場で働いた。そこから来日して、1861年にアスピノール・コーンズ・アンド・カンパニーを創設するのである。

いま、1861年の China Directory によると、フレデリック・コーンズは、ホリデイ・ワイズ・アンド・カンパニー (manager: James Whitlow) の clerk ないしは、assistant となっており、また、アスピノールは、agent, Kanagawa と記されている。だから、アスピノールの方が、一足先に横浜に来ていたのかもしれない。1862年以降の China Directory および Chronicle and Directory for China, Japan & Phillipines では、アスピノールもコーンズも partner, Aspinall, Cornes & Co., merchant, Yokohama と記載されている。

アスピノールは茶をてがけ、コーンズは生糸を扱ったといわれている。アスピノールは、「各商会のための茶仕入を手数料を受取って行っていた」ことがすでに知られている。(石井寛治『近代日本とイギリス資本』, 1984年, 81頁) アスピノールは、1873年に引退して、いったん帰英したようであるが、1879年に横浜で没した。山手の外人墓地の墓石は、その人と知られることもなく、荒れている。墓碑には次のように記されている。

William Gregson Aspinall

Died at Yokohama

october 3 1879

Aged 57

Fallen Asleep

さて、創業者であるフレデリック・コーンズには、妻アリス (Alice, 1847-1928) との間に6人の子があった。上から順に Herbert Frederick (1871-1945), Archibald John (1873-1963), Julian (1874-1953), Ewart (1878-1895), Hugh (1879-1958), Alice Beatrice (1884-1970) である。こ

れらのうち、初めの3人は、ロンドンないし横浜で、コーンズ商会のために働いた。ハーバート・フレデリックは、1889年、ロンドン支配人となり、1891年-1899年の間、神戸に在住した。アーチボールド・ジョンは、1873年2月11日、ロンドン郊外の Teddington に生まれ、のち Oxford に学び、1899年に solicitor となり、ロンドンに勤務したのち1910年に来日し、第二次世界大戦勃発まで神戸のコーンズ商会に勤務した。1948年に引退、エセックス (Essex) のチェルムスフォード (Chelmsford) に住んだ。1964年1月、91歳のとき、日本を再訪し、1968年、96歳で没している。

なお、初期のパートナーのリストを示せば、次のとおりである。

William Gregson Aspinall	1861-73
William Henry Taylor	1870-89
Arthur Winstanley	1873-93
W. W. Till	1890-1900
A. G. M. Weale	1896-1910
Archibald John Cornes	1900-49

#### 4

アーネスト・サトウの『一外交官の見た明治維新』（岩波文庫）には、「イギリスの一流商社たるアスピナル・コーンズ会社」などが、当時の横浜に支店を有したと記されている。（上巻、26頁）また、藤本実也『開港と生糸貿易』（昭和14年）は、「コーンズ商会は、日本における外国商館中その起源古くして以て今日に至りて現存する珍しき存在といわねばならない。」と記している。（中巻、299頁）

そこで、コーンズ商会の業務展開について、若干をみておくことにしよう。

コーンズ商会は、生糸、茶、羽二重の輸出、ロンドンから木綿、金属、

石炭などの輸入に携わったといわれているが、その実態についてはいまだ確認されていない。とはいえ、次にしめす当時の英字新聞の広告欄は、その事業展開の一部を生き生きと伝えている。ここでは、とりあえず Directory 関係の資料から見て行くことにしよう。

やや時代は下るが、1887年(明治20年)の Japan Directory によれば、横浜 50 番のところに Cornes & Co. が記されており、次のように紹介されている。

横浜 50 番    Cornes & Co.  
Agents for Lloyds ; Assicurazioni Generali in Trieste ;  
Mannheimer Versicherungs Gesellschaft ; Lancashire Insurance  
Company (Fire), Royal Exchange Assurance (Marine) ;  
Underwriting Agency Association of Lloyds (Marine) ;  
Norwich Union Fire Insurance Society.

また、その経営者としては、次のように記されている。

Frederick Cornes, London  
William Henry Taylor, absent  
    B. A. Wylie  
    J. B. Maxwell  
    A. G. M. Weale  
    J. L. Ruyter

次に、神戸支店についてみると、記載はつぎの通りである。

神戸 7 番    Cornes & Co.  
Agents for Chartered Mercantile Bank of India, London  
and China ; Lancashire Insurance Co. (Fire) ; Royal Exchange  
Assurance Corporation (Marine)

[No. 82 SEPTEMBER 19TH. 1863



**The Peninsular and Oriental Steam Navigation Company**

Will, until further notice, despatch STEAMERS from Yokohama to Shanghai direct in connexion with the Company's Mail Service to India, Australia and Europe.

The Steamers will leave Shanghai 24 hours after the arrival of the English Mails, and will be despatched from Yokohama in due time for the departure of the same.

Passengers and Cargo will be booked to the various ports touched at by the Company's Steamers, and the attention of Shippers and Passengers is therefore respectfully requested to the subjoined tariffs.

ASPINALL, CORNS & Co.

Yokohama, 4th September, 1863.

**RATES OF PASSAGE MONEY AND FREIGHT  
BY THE PENINSULAR AND ORIENTAL STEAM NAVIGATION  
COMPANY'S STEAMERS  
FROM YOKOHAMA.  
RATES OF PASSAGE MONEY.**

	Shanghai	Hongkong	Southampton
Single passage -- 1st Class	\$ 180	\$ 90	\$ 800
" " 2nd	" 60	" 30	" 260
" " Servant	" 30	" 15	" 130

Remarks -- First Class Passengers are allowed 336 lbs of personal baggage, and Second Class Passengers half that quantity. The charges for additional baggage are arranged on a scale proportionate to the distance.

The fares to Ports beyond Suez do not include the Transit Administration charge for our voyages through Egypt, but the Company issues separate tickets for that portion of the journey at the option of Passengers for the sum of \$30 for First Class, and \$15 for Second Class Passengers.

RETURN TICKETS to the various Ports in China, available for a period of Four Months, will be granted at the rate of a fare and a half.

**RATES OF FREIGHT.**

	Shanghai	Hongkong	Marseilles and Southampton
Raw Cotton	\$ 8 30 per bale	\$ 7 00 per bale	\$ 120 per ton
Measurement goods per ton of 40 feet	\$ 6 00	\$ 15 00	\$ 120
Treasure	1 1/2 per cent	1 1/2 per cent	2 1/2 per cent

Dead weight and rough cargo taken by special agreement.

**RATES OF GUARANTEE FREIGHT.**

The Company accept all the Risks of Marine Insurance as well as the other risks of Carriage and Shipment by their Steamers under their Bill of Lading, which are issued at the following rates in addition to the above stated ordinary freight.

	Shanghai	Hongkong	Marseilles and Southampton
Treasure & goods	1 1/2 per cent	1 1/2 per cent	2 1/2 per cent
Free of particular average	1 per cent	1 per cent	2 1/2 per cent
General merchandise	1 per cent	1 1/2 per cent	2 1/2 per cent

**RATES OF FREIGHT ON PARCELS  
TO MARSEILLES, SOUTHAMPTON AND LONDON.**

Parcels Measuring	Rate	Notes
3 inches	\$ 2 00	Parcels measuring less than 3 inches will be charged at the discretion of the Company's Agent.
4 "	3 75	
5 "	4 00	
6 "	4 25	Parcels in excess of one foot measurement will be charged at the rate of \$5 75 per foot.
7 "	4 50	
8 "	4 75	
9 "	5 00	The Company accepts all the risks, insurable and otherwise, in the conveyance of Parcels to Europe, for a Guarantee Freight of 2 1/2 per cent, in addition to the ordinary rates.
10 "	5 25	
11 "	5 50	
12 "	5 75	

Remarks -- The Rates of Freight include the transit through Egypt on Goods for Ports beyond Suez.

The Rates on Weight are on the gross weight, which in all cases, but especially for Suez, must be carefully filled into the Bills of Lading. The Value of all Cargo for transit through Egypt, must also be stated in the Bills of Lading.

The Company will not receive on board their Steamers any goods of a dangerous or damaging nature. If any such goods are shipped without notice, the Shippers will not only be liable for all the penalties imposed by Statute, but also for all damages sustained in consequence of such shipment.

Particulars of the Rates of Freight and Passage money to intermediate Ports, &c., may be ascertained on application to the Agents.

ASPINALL, CORNS & Co.

Yokohama, 4th September, 1863.

The Japan Herald, 1863年9月19日

**NEW ADVERTISEMENTS.**

**FOR SALE,  
COALS,  
Ex "UNDINE."**

**100 Tons WEST HARTLEY,  
100 Tons WELSH.**

Apply to

CORNES & CO.

Yokohama, Dec. 28, 1878.

1w

The Japan Daily Herald, 1878年  
12月28日

**LLOYDS' AGENCY.**

**APPLICATION for SURVEYS on  
DAMAGED GOODS should be made  
direct to the undersigned.**

CORNES & CO.,

Lloyds' Agents.

Yokohama, Aug. 16, 1877.

1w

The Japan Daily Herald, 1877年  
8月16日

**FOR SALE,**

Ex "Ceylon," 80 Tons

**ANTHRACITE COAL.**

Apply to

CORNES & CO.

Yokohama, Dec. 17, 1877.

1f

The Japan Daily Herald, 1878年  
1月3日

また、神戸支店の経営者としては、

Cornes, F. London

Taylor, W. H.

Winstanley, A. Yokohama

Goodison, F. S.

Eudicott, S.

Nicholas, E. T.

と記載されている。

次に、1890年のJapan Directoryの記載はつぎの通りである。

横浜 50 番 Cornes & Co.

Agents for Lloyds; Mannheimer Versicherungs Gesellschaft;

Lancashire Insurance Company(Fire); Underwriting Agency

Association of Lloyds(Marine); Norwich Union Fire

Insurance Society; "Ben" Line of Steamers

また、その経営者としては、次の名があげられている。

Frederick Cornes, London

William Henry Taylor

Arthur Winstanley, absent

J. B. Maxwell

W. W. Till

J. F. Cruickshank

W. G. Telford

さらに、242番、246番、248番、250番の項には、Cornes & Co.'s Tea Firing Godowns と記されている。茶を乾燥させる倉庫であったのであ

<b>Total Shipments of the Silk Season of 1867-8.</b>			
<i>From July 1, 1867 to June 30, 1868.</i>			
Adamson & Co. ... ..	...	...	87
Andreis, J. J. ... ..	...	...	7
Aspinall, Cornes & Co. ... ..	...	...	769
Aymonin, & Co. ... ..	...	...	425
Barnard, A. (Sassoons) ... ..	...	...	57
Barnet, Geo. & Co. ... ..	...	...	11
Bavier & Co. ... ..	...	...	973
Bernard Eceard & Raud ... ..	...	...	504
Bol neida G ... ..	...	...	6
Comi, Vincent ... ..	...	...	868
De Coningh, Vernede & Co. ... ..	...	...	15
Davies, G. R. ... ..	...	...	28
Findlay Richardson & Co. ... ..	...	...	125
Fraser, J. C. & Co. ... ..	...	...	8
Gilman & Co. ... ..	...	...	525
Gütachow & Co. ... ..	...	...	66
Heard, A. & Co. ... ..	...	...	214
Hecht Lilienthal & Co. ... ..	...	...	617
Hooper Bros ... ..	...	...	48
Hudson Malcolm & Stitt ... ..	...	...	25
Jaquemot, J. M. ... ..	...	...	284
Jurdine Matheson & Co. ... ..	...	...	165
Kniffer & Co. ... ..	...	...	237
Macpherson & Marshall ... ..	...	...	123
Marietti Prato & Co. ... ..	...	...	33
Marf & Co. ... ..	...	...	93
Petrocochino & Co. ... ..	...	...	303
Ravel Blanc & Co. ... ..	...	...	164
Reiss & Co. ... ..	...	...	192
Ross, Barber & Co. ... ..	...	...	170
Scotland, R. B. ... ..	...	...	211
Seyd & Co. ... ..	...	...	26
Shaw, Winstanley & Co. ... ..	...	...	150
Siber & Brennwald ... ..	...	...	391
Sitwell, J. A. ... ..	...	...	40
Sitwell & Schoyer ... ..	...	...	25
Strachan & Thomas ... ..	...	...	889
Textor & Co. ... ..	...	...	769
Thorel C., & Co. ... ..	...	...	74
Valmale, Schoene & Milsom ... ..	...	...	1,380
Van der Tak (N. T. Co.) ... ..	...	...	449
Walsh, Hall & Co. ... ..	...	...	236
Wilkin & Robison ... ..	...	...	544
<b>Total ... ..</b>	...	...	<b>12,306</b>

The Japan Times' Overland Mail, 1868年7月25日.

**TABLE OF EXPORT OF SILK FOR THE  
SEASON 1868-69.**

The following is a list of the silk shippers and table of total export for the past season. It will be seen to be satisfactory, the total export exceeding those of the three previous years.

Allmand & Co. ... ..	17	Ba.
Aspinall, Cornes & Co. ... ..	1,123	"
Aymonin & Co. ... ..	1,071	"
Bernard Eccard & Raud now		
Eccard & Raud ... ..	439	"
Bavier & Co. ... ..	691	"
Vincent Comi ... ..	428	"
James Davison now Davison		
Davies & Co. ... ..	92	"
Flindlay Richardson & Co. ... ..	170	"
Favre Brandt & Co. ... ..	6	"
Gilman & Co. ... ..	1,314	"
Gutschow & Co. ... ..	150	"
A. Heard & Co. ... ..	211	"
Hecht, Lilienthal & Co. ... ..	861	"
John Hughes ... ..	93	"
J. M. Jaquemot ... ..	76	"
Jardine, Matheson & Co. ... ..	472	"
Kniffler & Co. ... ..	305	"
Macpherson & Marshall	426	"
Morf H. C. & Co. ... ..	125	"
Petrocochino & Co. ... ..	101	"
Ravel Blanc & Co. ... ..	846	"
Reiss & Co. ... ..	380	"
Ross Barber & Co. ... ..	134	"
Scotland R. B. ... ..	159	"
J. A. Sitwell ... ..	100	"
Schultze, Reis & Co. ... ..	99	"
Shaw Winstanley & Co. ... ..	243	"
Siber & Bronnwald ... ..	319	"
Smith Archer & Co. ... ..	159	"
Strachan & Thomas ... ..	493	"
A. Barnard, Sassoon Sons & Co. ... ..	305	"
Textor & Co. ... ..	1,110	"
Tak Van der W. M. ... ..	234	"
Valmale Schöene & Milsom ... ..	347	"
Wilkin & Robison ... ..	644	"
E. Seyd & Co. ... ..	57	"
Walsh, Hall & Co. ... ..	123	"
Hudson Malcolm & Stitt now		
Hudson Malcolm & Co. ... ..	228	"
De Coningh Vernede & Co. ... ..	36	"
Hooper Bros. ... ..	215	"
F. W. White ... ..	37	"
N. P. Kingdon ... ..	49	"
Smith Baker & Co. ... ..	120	"
Leggatt & Co. ... ..	116	"
Ziegler & Co. ... ..	195	"
Stephenson Dallas & Co. ... ..	8	"
Sundries ... ..	57	"

Total ... .. 14,984 bales.

The Japan Times' Overland Mail, 1869年7月12日.

**LIST OF SILK SHIPPERS FROM THE PORT OF  
YOKOHAMA, JAPAN.**

<i>To 22nd January, 1870.</i>	<i>Season 1869-70.</i>
Aspinall, Cornes and Co ... ..	564
Aymonin and Co ... ..	892
Bavier and Co ... ..	286
Comi, V. ... ..	250
Davison, James ... ..	181
Eocard and Raud ... ..	187
Fraser, J. O., and Co ... ..	84
Gilman and Co ... ..	202
Grosser and Co ... ..	18
Gutschow and Co ... ..	871
Heard, A., and Co ... ..	120
Hecht, Lilienthal and Co ... ..	152
Hooper Bros. ... ..	182
Hudson Malcolm and Co ... ..	104
Jacquemot, J. M., ... ..	8
Jardine, Matheson and Co ... ..	15
Kingdon, N. P. ... ..	84
Kniffler, L., and Co ... ..	58
Leggatt, C., E., and Co ... ..	109
Macpherson and Marshall ... ..	221
Morf H. O. and Co ... ..	48
Netherlands Trading Co ... ..	84
Petroochino P. E. and Co ... ..	48
Prato and Co ... ..	92
Ravel Blanc and Co ... ..	506
Ross Barber and Co ... ..	250
Reiss and Co ... ..	221
Sitwell J. A. ... ..	42
Schultz Reis and Co ... ..	221
Shaw Winstanley and Co ... ..	188
Seyd E. and Co ... ..	80
Siber & Brennwald ... ..	168
Smith Baker and Co ... ..	78
Stephenson Dallas and Co ... ..	18
Strachan & Thomas ... ..	762
Textor and Co ... ..	247
Thorel and Co ... ..	74
Valmale Schoene & Milsom ... ..	274
Wilkin & Robison ... ..	494
Walsh Hall and Co ... ..	39
Ziegler and Co ... ..	51
Sundries ... ..	167
R. Goddard ... ..	97
A. Devèze ... ..	22
	<b>7812</b>
Shipment to England, ... ..	5215
"    France ... ..	2478
"    America ... ..	106
"    Italy ... ..	13
	<b>7812</b>
Shipped per P. & O. Co. ... ..	5552
"    M. I. Company ... ..	2057
"    P. M. S. S. Co. ... ..	106
"    Crown (s'ling vessel) ... ..	96
	<b>7812</b>

ろう。

また、神戸支店についてみると次のように記されている。

神戸 7 番    Cornes & Co.  
Agents for Chartered Mercantile Bank of India, London and  
China; Lancashire Insurance Co. (Fire); Royal Exchange  
Assurance Corporation (Marine); "Ben" Line of Steamers.

その経営者としては次のように記載されている。

Cornes, F. London  
Taylor, W. H. Yokohama  
Winstanley, A. absent  
    Goodison, F. S. absent  
    Endicott, S.  
    Gibson, J. R.  
    Head, R. T.  
    Marshall, H. J.

ところで、コーンズ商会の生糸輸出にかんする計数の調査についてはすでに、斎藤多喜夫「外商側から見た明治前期の横浜生糸貿易」(『横浜開港資料館紀要』第6号, 昭和63年3月)に詳しい。いま、次に示すものは、1867/68, 1868/69, 1869/70年における横浜からの生糸輸出の商社別リストであって、これによると、当時のコーンズ商会の仕事量がいかに大きなものであったかが知られる。また、1869/70についていうと、ここに示される輸出総量のうちの67%はイギリス向け輸出である。また、同じく輸出総量のうちの71%はP. & O.によって運ばれている。

次に、前記の斎藤氏の調査によりつつ、コーンズ商会の生糸輸出状況を、現在入手可能なデータの範囲で整理したものが次表である。これら

## コーンズ商会の生糸輸出状況 (1967-1985)

(1) 生糸年度	(2) コーンズ商会 輸出高 (Bale)	(3) 全商社輸出 高合計 (Bale)	(4) (2)÷(3) %	(5) 順位 (位)	(6) 出所
67/68	769	12,306	6.2	6	A
68/69	1123	14,984	7.4	2	B
69/70	564	7,812	7.2	2	Z
70/71	NA	NA			
71/72	NA	NA			
72/73	NA	NA			
73/74	726	14,545	4.9	6	C
74/75	NA	NA			
75/76	NA	NA			
76/77	NA	NA			
77/78	444	22,128	2.0	14	D
78/79	540	19,256	2.8	13	E
79/80	398	17,875	2.2	18	F
80/81	255	22,344	1.1	21	G
81/82	25	21,774	0.1	36	G
82/83	245	28,716	0.8	22	H
83/84	NA	NA			
84/85	0	25,402	0	—	I

本表は、本文中に記した斎藤多喜夫氏の調査をもとに計数を並べかえてコーンズ商会の生糸輸出高を示したものである。(1)の生糸年度 (Silk Season) は、7月1日から6月30日までである。(2)のコーンズ輸出高とあるのは、初めの3つ、すなわち67/68, 68/69, 69/70は、Aspinall, Cornes & Co.の社名、それ以降は、Cornes & Co.の社名である。(6)の出所については、別記の通りである。これらの計数のうち、筆者が加えたのはZのみであって、それ以外はすべて斎藤氏の調査によっている。出所は以下のとおり。

A	The Japan Times' Overland Mail	1868.7.25
B	同	1869.7.12
Z	The Japan Weekly Mail	1870.1.29
	(これはただし1870.1.22までの数字である。)	
C	The Japan Gazette	1874.7.9
D	L'Echo du Japon	1878.8.29
E	同	1879.7.1
F	同	1880.7.22
G	The Japan Gazette	1882.7.24
H	同	1883.7.19
I	L'Echo du Japon	1885.7.3

によって、明治初期におけるコーンズ商会の生糸輸出における位置のおおよそを知ることができよう。

## 5

次に、神戸支店の開設前後の事情について整理しておきたい。

神戸支店の開設は、1868年（慶応4年9月8日改元して明治元年）12月4日のことである。1869年1月30日付けのThe Hiogo & Osaka Heraldに掲載された、神戸支店の開設社告によると、神戸支店長は、Paul Heinemannであった。次のような社告である。

### NOTICE

We have this day opened a branch of our House at Hiogo-Osaka, and Mr. Paul Heinemann is duly authorised to sign our firm by procuration.

ASPINALL, CORNES & Co.

Yokohama, 4th Dec., 1868.

パウル・ハイネマンは、当時、居留地会議のメンバーとなっている。（神木哲男・崎山昌広編著『神戸居留地の3/4世紀』、1993年、神戸新聞出版センター、37頁）

この神戸支店の土地入手にかんする資料は、『神戸開港三十年史』上巻（明治31年）が詳しく記録している。（333頁以下）すなわち、居留地1番、521坪を、明治元年7月24日に、1693円25銭で、英アスピナルコロネスが、入手している。同書は、兵庫港神戸外国人居留地地券状を次ページのように写している。これは、明治2年2月1日に発行された居留地の地券状で、第一番のアスピノール・コーンズ商会に宛てたものである。

## 兵庫港神戸外國人居留地地券狀

一金千六百九拾參兩壹步

請 取

地代金拂方此書附を以て證據と爲すべし

日本政府代人伊藤俊介より「アスピナルコロチス」商會又は相續の子孫或他の譲受人等在神戸外國人居留地の公けの繪圖面上に第一番並縦横坪數五百二十一坪と悉敷書載たる地面を貸渡候節地面に付ての規則左の通

第一 右「アスピナルコロチス」商會又は相續の子孫或は他の譲受人等前金にて七月十日毎年其國岡士支配人へ一坪に付金壹歩の割合を以て爲地稅五百二十一鎊千八百六十八年八月七日日本政府と各國公使と直に取極たる約定の第五箇條の通可相拂事

第二 右「アスピナルコロチス」商會又は相續の子孫或は他の譲受人年々右約定の第八ヶ條に隨て神戸外國人居留地に於て見回り番の人の給料手當等爲取立年々岡士支配人へ地面一坪に付金壹歩の三分一或は其以下右番人入用の爲税金可相拂事

第三 右一番の地面皆坪又は切坪にても日本國と條約有之各國人民へは讓引可致條約無之國の人民へは賣渡不相成事又地面轉賣の節毎々取扱方は岡士支配人にて可取扱事右規則に不相隨「アスピナルコロチス」商會又は相續の子孫或は他の譲受人於有之は其國の岡士役所へ可届出事右規則書一通相認め一通は地主へ相渡し一通は日本役所へ控置可し

地 所 掛 印

伊 藤 俊 介 (縣印)

## 6

アスピノールは、1873年(明治6年)に引退して、歸英したと伝えられる。これにより、社名を Cornes & Co. と改め、1873年3月31日付で、それまでの Aspinall, Cornes & Co. は閉鎖、清算には、Arthur Winstanley が当たった。同年4月1日付で、Cornes & Co. が設立された。同社は、Frederick Cornes, William Henry Taylor, Arthur Winstanley の

3名によるものであった。この改組についての2枚の正式文書が、現在のコーンズ・アンド・カンパニー・リミテッド本社に所蔵されている。また、ロンドンでは、1890年10月1日に設立されている。

#### 注

- (1) 創業の時期を、ここでは The North-China Herald, May 18, 1861 の社告欄, NOTICE OF FIRMS の記事によっている。なお、天野健次「神戸居留地と在留外国人」(『歴史と神戸』第22巻2号, 1983年4月)は、1861年2月11日としている。
- (2) 同社の東京本社は、〒101千代田区東神田2丁目5の12 TEL03-5821-1661であって、現在、資本金250万香港ドルの貿易商社(渡伸一郎社長)である。航空機、宇宙関連機器、エレクトロニクス機器、自動車、化学品、農業機器などを取り扱っている。同社には、周辺の資料若干が残されており、今回、所蔵資料を見せていただく機会を得た。感謝申し上げる次第である。
- (3) 石井寛治『近代日本とイギリス資本』(東大出版会, 1984年)
- (4) 杉山伸也『明治維新とイギリス商人』(岩波新書, 1993年)を参照されたい。  
なお、最近についてのサーヴェイとして、同「イギリス商社研究史の動向と課題」(横浜居留地研究会編集『横浜居留地の諸相』横浜開港資料館発行, 1989年)

- 〔付記〕1. 本研究には、横浜市地域研究費(平成4年度)ならびに本学経済学部研究補助金(平成5年度)のご援助を賜った。とくに記して厚く御礼申し上げます。
2. 以下の typescript は、厳密には、さらに原本との照合・校訂を必要とするものである。

BOOK 1

Letters April 1867 to 26th September 1867

(Please note that the first page of this book is missing - hence the beginning of the letter is not available)

a fresh supply of these books has just reached me from London, so I will continue my letter on this paper - I omitted to mention whilst on the subject of Osaka, that I spoke to Sutherland before he left about giving us the P.& O. agency in case is opened, & he told me there would be no doubt about it - I think he will make a considerable stay in Yokohama, as they have no idea of being outwitted by that fellow Coulet - In my last I wrote to say that I thought of sending out the balce (balance in Dewhurst hands in a Bk (Bank) Post Bill - I should have carried out this idea, but I found it involved too much trouble & expense I was compelled to give it up - I required £500 to pay Robertson's claim for loss on "Simon Hobley" charter, rect (receipt) for which I requested them to acknowledge to you -there is a small balce (balance which I have yet to settle with them when I return to London - After deducting this payment to Robertson, Dewhurst held about £1900 of ours, so I wrote to them to buy Shirtings with it and ship them off to you at once - The documents of this shipment will be the same as a remit (remittance in case you are wanting money -

All cotton goods are steadily declining, & as supplies of raw cotton continue to arrive freely from all parts of the world, lower prices are generally anticipated for both Shirtings & Yarn - I can buy Shirtings cheaper now than I could have a fortnight ago, so it is just as well I have done nothing except the small amount above mentioned - I am anxious however to have more stuff going forward, & therefore shall make a beginning at some price or other before long - suppliesge (supplied) to you - there is a small balce (balance which I have yet to settle with them when I return to London - After deducting this payment to Robertson, Dewhurst held about £1900 of ours, so I wrote to them to buy Shirtings with it and ship them off to you at once - The documents of this shipment will be the same as a remit (remittance

in case you are wanting money -

All cotton goods are steadily declining, & as supplies of raw cotton continue to arrive freely from all parts of the world, lower prices are generally anticipated for both Shirtings & Yarn - I can buy Shirtings cheaper now than I could have a fortnight ago, so it is just as well I have done nothing except the small amount above mentioned - I am anxious however to have more stuff going forward, & therefore shall make a beginning at some price or other before long - supplies on route to China are very considerable, & I believe stocks held out there are also large, so that I see little prospect of receiving better quotations from your side for some time to come -

About Silk you will probably hear more from Broughall than I can tell you - I can tell you, I am writing every day to keep on selling, but this Luxemburg question has created great want of confidence lately & kept buyers out of the market - I don't believe we shall see war this year, & therefore I shall be glad to find you have gone on buying both under credit & as returns - When I get fairly settled in London I shall be able to look more after sales myself, & I will take care to make a move at some price - Broughall sent me a lot of valuations down this morning, & as you get a day's later news from town than here, perhaps you may receive advice of the lot being quitted - I sent a telegram to catch the "Colorado" from California with latest information & I trust it may prove serviceable & lead to business - Broughall will not agree to pay ½ share of telegrams as he argues they are of service to our other constituents - but he recommends in order that the account may not be a losing one that we open a telegram account in our books, & in any sale or purchase that we consider has benefitted by receipt of despatch to make a special charge for same in Invoice or Account sales, & he thinks the same should be done to our other friends - I don't want too large a charge, as we must expect to bear some portion of the cost ourselves for the information & increased business it should bring us -

Broughall, Carter & myself have conjointly taken a suite of offices in Cornhill - I can't tell you the number but you will hear this from Broughall - we have the whole of one floor, but each establishment is perfectly distinct from the other - I think B & Co pay about £300, Carter £100 and mine is £75 - It is so near him, & enabled him to keep the whole floor private - I might have got a place a little cheaper but it was no use to displease our old friend B. for the sake of a few pounds - Coles doesn't know yet that I have taken it - he will look upon me as a perfect lunatic, & won't get over it for some time -

I have received a letter from some people named Dobson asking my address in town as they wish to see me about some jewellery they sent you perhaps you may have heard from them -

Your brother Richard and I have been a trip to Wales together & I received wonderful kindness from your dear old sister - We left London on the Friday arriving at Overton in time for dinner - Your brother returned to Birmingham on Saturday & I intended to go on to Manchester on Monday morning, but as I was packing I was taken with a severe attack of neuralgia & Perkins would not allow me to be removed until Wednesday afternoon - I got to Manchester but was so unwell I had to go on at once to Stoke & have remained here since - I have a varied complication of ailments & shall not be able to get out of this for some time - Your sister nursed me just as if she had been my own mother, & I shall never forget her kindness - Your two girls are coming on extremely well under Miss Thompson - I had capital fun with this latter party, & I did not find it the height of misery being an invalid there - There was no help for it but to see your wife at Ashgroves, she knew I was in the house & would insist upon seeing me - She is in much better health than when I last saw her -

Mrs. Harris is much grieved that you have not written lately, so I would advise you to do so by return mail & make amends at once - Perkin's third daughter has a lovely face, I was quite delighted with her - I must defer writing more now, as it is time to send off letters - I

would have sent Le Marc a share but am quite done up - With kindest remembrances to all

Believe me, dear Aspinall

Yours faithfully

Fredk (Frederick) Cornes

Stoke, 25th April 1867

My dear Aspinall,

I have nothing from you to reply to & consequently very little to add to what I wrote per French mail - All the news is bad news, so I shall make it brief as possible - We can't sell any Silk, as this Luxemburg affair has completely shut up the market & until it is settled one way or other no business will be done - It is well I induced Broughall to make the sales we did, or we should have been caught with a large stock - If I hadn't come home, I don't believe we should have had a bale sold to this moment - Before receiving this you will of course know by telegram whether all these negotiations between France & Prussia have resulted in war or otherwise - am still of opinion that peace will be maintained, though if one is to judge from newspaper articles there appears little probability of the correspondence terminating so desirably - I am not sorry to see all this hubbub, as I believe we shall make money by it - I expect to hear from your side that prices have fallen very considerably, & that you have been enabled to get in for cheap silk - The French & German houses are sure to have stopped buying & that is why I think we shall get a chance - In the event of war, I don't think it can possibly continue for any length of time - You will hear from Booker that Broughall has gone over to Paris, as it would be madness to attempt for force sales in London whilst this affair is pending - I am sorry now that I did not wait another week before buying Cotton goods - You would probably receive by last mail advice direct from Dewhurst of the goods they had bought on our a/c (account), say 100 BIs (Bales) 28/32 Yarn @ 18 d. & 2500 ps. 6½ Eagle @ 12/- they were then thought cheap but today I could get the Shirtings @ 6 d. better - I should have waited a little longer, but I was anxious to have something going forward - I have not accepted the bill yet for these goods, nor heard anything beyond mere advice of purchase - Being Easter week, almost everything has been

at a standstill in Manchester - I think of going on as far there & Bradford on the 28th & then about the 30th I shall see what is doing in London - I am in first rate trim now, & feeling lively

again -

Spence is visiting in Wales, but I have arranged with him to come on here tomorrow, & make some settlement as to his future - In my letter to him, I mentioned that I did not see any object gained by his leaving this earlier than the autumn -

I have been pitching into C B & Co. on business matters generally, & I told them plainly that I consider the way we are doing business now, can only lead to loss - They refuse to buy goods now whilst they are cheap because they have a big stock in Japan, but I want them to agree to have this dear stuff sold & done with & make a fresh start - I have arranged to have this question out with them next week when I go to town - I want them to keep currently in the market now prices are so low, as I think there is money to be made - Broughall is already so largely interested in woollen goods that I don't expect he will do anything more, but I think he will be induced to go in for Cotton goods as soon as he returns to business - We have come to no decision yet about financing - I don't believe he will be inclined to give us any more interest in outward shipments without we can find some portion of the capital - In the way our money is now locked up, I don't see how we are to do this without obtaining advances from the Banks, & I would rather have no goods at all than have to resort to that - We get commission on those we sell for Broughall & that is better than nothing - If I could get C B & Co. to send a fair quantity of Woollens forward, I would not care so much about not being interested in those coming from B & Co. - In order to induce some business I have had to promise Coysh that we will find 10% margin on T/ac (T/account) silk shipments - It does not take so much capital as would appear at first sight, so I trust you will arrange to find it - In our silk invoices with them we include full com:

(commission) & chas. (charges, so that when you deduct these, it is in reality only 6% we have to find - I don't presume Coysh will go in very heavily for Cash purchases, but suppose he should do \$100,000, which I expect would be the outside, that only leaves us \$6,000 to find, & if he should be bartering any of his goods, I don't suppose he would then do for Cash - What I should prefer would be to see him getting rid of some of those Camlets against silk - We must endeavour to avoid these accumulations of stock in future, & I trust now that we are sending out no fancy goods we shall be able to do so - I intend keeping you well supplied from Dewhurst & shall have more going on in a month or six weeks - If you will only go on selling you need not fear being short of stock whilst I am at home -

Robertson & C. will inform you that I have closed up with them the balce (balance) of "Simon Hobley" charter - I will send next mail particulars of these amts. (amounts) I have paid -

The new offices Broughall, Carter & I have taken are being put in order, but it will be a month yet before they are fully completed -

With very kindest remembrances

Believe me, dear Aspinall

Yours faithfully

Fredk (Frederick) Cornes

London, 10th May 1867

My dear Aspinall,

I have now to thank you for yours of 28th Feby. (February & 15th March - & am sorry to find you are unwell & taking such a very gloomy view of things generally - I consider the worst is now well past & that the position of A C & Co. are first rate, looking at the trials we have had to pull through the last few years - We have had some unpleasant escapes, but we are now as well out of the wood as we can be - All our silk promises fairly, we have none of this bad Tea like other people, & our risk in outward shipments afloat is reduced to a minimum - We have no interest in doubtful bills of any kind, are on excellent terms with our friends & constituents, so that altogether I don't think we could be much better off - I am sure you will take this view of our affairs as soon as you get over this temporary fit of the blues from which you appear to be now suffering - Coysh has gone by the mail & will relieve you of all responsibility with respect to goods J/a (Joint account) C B & Co. I hope you won't have made any more with them prior to his arrival, & then they will have nothing to growl at - You may probably have had a chance of bartering some of them against Silk during the Luxemburg panic, & if you have, it will have been a happy venture - Coysh looks to have quarters with A B & Co. so I hope you will be in a house of your own. He will of course inform you of his engagement to Miss Radcliffe - They are to be married directly he returns -

I have been extremely unwell again this last week & laid up in bed in great pain, but I am now pretty nearly all right again & out of the doctor's hands - I went to M/chester (Manchester) & saw Dewhurst & Henderson, & have also seen all friends & constituents since arriving in town - The sales made a/c (account) B & Co. & purchases of silk advised give satisfaction - I am glad to hear you are going on buying for Heinemann - It is a paying

give a little more discretion - All the telegraphic news you will be receiving from this side at the beginning of the season will tend to high prices, & if so I can't see that profit will be made - I believe the silks that will pay will be those bought by you in March, April, May & beginning June - I don't like to write discouragingly at the beginning of a season but I would warn against operations at extravagant prices, simply as operations where you are bartering bad stock of goods is a different matter -

I fancy we shall see an active demand for silk spring up in a few days, now that Luxemburg & reform questions are in fair way of settlement -

Before coming to town I went to Manchester - I had a long talk with Dewhurst & Henderson. Broughall has been fighting Dewhurst for months back about commissions & charges without coming to any trms (terms) so that their business was at a standstill between them - Broughall asked me to negotiate the matter & try if I could not induce Dewhurst to give in & I am glad to say I succeeded in doing so & he has now agreed to do business for Broughall on same terms as Henderson or anyone else - Cottons are dearer again this last 10 days & there is nothing doing for China - In Manchester they expect we shall see lower prices for Cottons shortly in which case I expect Broughall will operate - I have not yet recd. (received) the documents for our purchases made so long ago - Cabinets continue declining in price, & we are well out of any the last few months - C B & Co. bought a 1000 pair the other day a 60/- for Scarlit - They have not decided yet whether to send them to China or Japan, but in any case I anticipate they will go forward on their own account - If it had not been for the big fire, I believe you would have seen them down to \$ 15 - We were very fortunate in quitting so much of our stock at the time we did - It is well B & Co. stopped shirting shipments & that we had no one at home to go on from Dewhurst - They must be all dropping money heavily - I shall be glad when all our stock of dear goods is brought to an end - You would be relieved to find we had no interest in that last contract of Broughalls

at 72/- Carter is buying nothing but a few Black Lustres & odd fancy things for Shanghai - I don't think MacP. is doing business - He has been in to see me several times this week, & leaves tonight for Scotland, where he talks of remaining the next 6 weeks - Tomorrow being Saturday I think I shall go down to your brother Richard's & remain until Monday - The weather is glorious & I hope soon to be able to get about a good deal & enjoy it - Mrs. Black & a cousin of hers are coming to do a quick tiffin, so that if I don't write Le Marc this afternoon he will know the reason why - With very kindest remembrances to all & trusting you may be in better health -

Believe me, dear Aspinall

Yours faithfully

Fredk (Frederick) Cornes

London, 17th May 1867

My dear Aspinall,

I don't think I shall find very much to write you about by this mail - I recd. (received)

Le Marc's No.12 the day after the last mail went out, but it only contained one day's news after your previous correspondence - A telegram has reached the City reporting typhoid fever in Yokohama & that Willgoss was dead - It appears to be received as true, though I have not heard to whom the message came - It will be a terrible blow to his poor wife & family - I hope these diseases are not becoming prevalent in Yokohama, or the place will be unbearable what with one thing or another -

I recd. (received) a note from Payson who is in Paris handing enclosed duplicate to be forwarded to A C & Co. - He talks of being in London about the 20th inst. so I hope I see him then - I suppose he is coming over for the Derby -

You will be disappointed to find no Silk sold again this mail - Broughall & I have been doing all we could but it has been impossible to quit stock with forcing - Chinas go constantly enough & B & Co. are selling them, but somehow or other they don't seem to want Japan's just now, I have no fear for them & believe in a few days we shall get fair prices for the whole lot - I have been very anxious to make a move with them as you will not care to be buying more whilst we are holding a large stock - Everything looks well for a better Silk market here except the stock which of Japans I must say is rather large now & promises to be increased at the rate shipments are coming forward, whilst that of Chinas is daily diminishing - Every article in the world is just now in such a sensitive state, that the slightest unfavourable circumstances tells with great force - A report of a large crop on the continent or a heavy supply of new Silk from China would shut up this market completely

& we should be unable to do anything except at a large decline - It is only the actually sound position in which the Silk market is that keeps it up to its present level - The panic & want of confidence amongst business men has created a general depreciation in stocks of goods all over the world, almost every article is reduced in value except Silk & a very little pressure would have made that go - You will see therefore that great caution will be necessary this coming season - If telegrams report an actual short crop on the continent & you are likely to have small supplies from China & Japan you will be able to pay decent prices for fine Silks, but a large supply from China or Japan side will cause a great drop in medium & low classes, particularly any that are at all foul, such as the Acchyin kinds - Fine Silk can't go very low & at Broughall's limits must surely be safe, & I wouldn't mind risking beyond that if all circumstances look favourable to you - You cannot imagine how great the want of confidence is here now & it has its effect upon all articles of produce - You will scarcely believe there is difficulty in getting an advance in London on a Silk warrant, but it is nevertheless true & neither Durant or Eaton whom they buy Silk from will guarantee to discount prompts - They talk about money being easy, but business men say it never was so scarce & the very name of the China trade is shrinking in the city - Dents & Lyall Shill's have both turned out so shamefully & I expect Smith Kennedy's will be quite as bad - I heard the latter firm had a meeting of their creditors here yesterday, but I don't know with what result - The worst of it is these fellows turn round & laugh at it & don't care a damn as they have provided for themselves by large settlements on their wives - I am told the Black tea market is still as bad as ever, & heavy losses still the order of the day - Japan teas will never do here, neither from your port nor from Nagasaki - I think we shall see a better general state of affairs before long, & if we do, I should be prepared if I were you to go into operations with more heart than under present aspect of affairs - Broughall has returned from Paris in a decidedly low key, & is evidently funk'd by these emposis (exploits) of Denk &

others - He has quite made up his mind to no joint a/c (account) business in manufactures either with us or Carter without the other party to the transaction finding their share of capital - He says if we are to do joint account business with him, we must be prepared to remit for our  $\frac{1}{2}$  share in time to meet his acceptance at 6 months & that this is the only basis on which he will do a joint account business - In case of accident such as stoppage of trade or anything of that sort he would excuse us, but the other system must be the rule & that would be the exception - If we are not prepared to do this we must sell his goods on commission, & be content with what we can get from Dewhurst for ourselves - The above decision of Broughall's refers to shipments of Shirtings as well as woollen goods - To carry out Broughall's idea nothing less than £20,000 would be of use, & it would be money on one side specially to meet these engagements - A business in that way would no doubt be done well & cheaply as we should be able to buy on good terms, much better than under present system, but then there are two questions follow - Can you dispose of the property to this extent? & Is it worth our while to dispose of the property for the ends of doing an import business on this basis? These are the things we have to consider - Our present position is that of a commission house as far as shipments outwards from B & Co. & C B & Co. are concerned & paying through the nose for shipments we get from Dewhursts - mind you they don't do business for use on the same terms they would for Broughall or other houses of high standing - I make the differ. (difference) 3% which are shipments of Shirtings or Yarn is enormous - To begin with they charge  $2\frac{1}{2}\%$  buying - Broughall they would charge 1% &  $1\frac{1}{2}\%$  if the bill was renewed for 3 mos. (months) - That is a difference of 1%, then again they would squeeze us in the rate of interest which you will find is put at 5%, ought to be about 3%, a differ. (difference) of 2% then - Dewhurst says he can't negotiate these bills now-a-days, has to keep them himself & can't afford to do it under 5% - I must say I don't consider our present position so far as Imports are concerned at all a happy one, or one

likely to lead to brilliant results - This year has been most fortunate that we have been unable to take any interest in goods, for I believe they will all lose enormously, but by & by circumstances may change & we may wish to be interested & then we shall not look on so pleasantly - The object must be with us to try and better this position - I think if I could induce Dewhurst to give us easier terms for cotton goods I would not mind about the Woollens & as soon sell them on commission for they never seem to do very much good - I shall be glad of your ideas in reply to above question, now that I have laid the thing clearly before you - If we could get rid of our property at fair prices without forcing, I should like to do business in the manner Broughall proposes as there is everything to recommend it - It is safe, cheap & independent - I don't think Broughall would insist upon this were it not for the silk coming forward under documents, & which locks up his capital - He is too proud to have his silk entered by the Banks & prefers taking up all his documents at once, & there again I fancy he has a heavy stock of goods with Carter in Shanghai -

The Shirting market is stronger again, Eagles worth 12/6 - Shipments of shirtings show a large falling off, & I think there is a fair prospect for goods of their description - In saying that shipments are falling, I mean to China & Japan inclusive - The same remarks also apply to Yarn - In Yokohama I notice the exports of everything are very heavy particularly of Woollens & Woollen mixtures - This week I have been going through the manifests of ships that have left during the last 6 months, & it appears to me you will be completely deluged with Bradford goods of every description - I shall be glad to find the Camlets in which we are interested disposed of - Wool is said to be very plentiful this year & I should not be surprised to hear they can be bought at 60/- - At 65/- I believe Dufore would contract to day - From the manifests I see Macpherson has been shipping some goods, & there are also a lot for Elias & Hughes Willgoss - All back shipments must drop money - I have accepted Dewhursts bill against the 100 Bales Yarn shipped per "Tyburnia" but have not

heard from them yet about the Shirtings - I saw Whittaker y'day (yesterday) in the city, looking very glum - His people are in with J K & O -

My sister, Mrs. Forbes is in town, staying here at the Bath Hotel - She is very seriously ill, something wrong with her lungs, but she is under a first rate fellow & I trust will get better - Your brother Richard's wife sat with her all y'day (yesterday) -

I don't remember anything more to write you by this mail -

Give my kindest remembrances to all friends & trusting you are in good health & spirits

Believe me, dear Aspinall

Yours faithfully

Fredk. (Frederick) Cornes

W. G. Aspinall, Esq.

Yokohama