

ABSTRACTS

**Cai and Qiu Enterprises:
Merchants of Canton (1730-
1784)**

The partnership between the Cai and Qiu families was a foundational pillar of the trade in Canton for half a century, but very little has been known about it. Previous studies of Hong merchants have not brought out its importance because there has been much misunderstanding and confusion about the Cai members, and no one has been able to identify the Qiu merchants. As a result, a central part of the trade has been almost entirely missing from the historical discourse. New data in recently discovered documents now enable us to restructure the Cai-Qiu activities and show the balancing role they played in ensuring that the Pan family did not dominate the commerce. The alliances that the Cai and Qiu partners formed with the Yan and Chen families in 1758 led to the Pan merchants forming a counter alliance with other smaller houses and to the establishment of the Co-hong in 1760. The competition that prevailed between these two consortiums in the mid-eighteenth century worked to keep prices of commodities competitive which encouraged growth. But in the end, Cai-Qiu and their partners were plagued with heavy debts, increased competition, and poor management, which led to their demise. This history, thus, helps to fill in an important component in our understanding of the trade and reveals the complexities at work shaping the commerce.

[Author: Paul A. Van Dyke, pp. 60-101]

The Decline of the *Estado da Índia* and Macao's Situation as Reflected in the Writings of "Arbitristas" Duarte Gomes Solis and Jorge Pinto de Azevedo

In the first half of the 17th century, Portugal's *Estado da Índia* experienced significant disruption leading to generalised decline. Structural problems within the imperial order, combined with economic and social constraints, poor military and naval policies and the arrival

of strong European competitors such as the Dutch and the English, led to a decline in the Portuguese maritime dominance in the East, with disastrous commercial and territorial consequences. This situation must also be seen in the light of the political circumstances within Portugal, given its subjugation to Spanish rule following the 1581 union of the crowns. This context formed the backdrop to the emergence of "*arbitristas*", the term adopted by a socially and professionally diverse group of people in Portugal and Spain whose concern with national issues was reflected in their written proposals advancing solutions to the problems or "*arbitrios*" that they had identified. Despite the shortcomings of some of these texts, for instance the superficial handling of some State issues, or their defence of personal or business interests, some of them were of sufficiently high quality and substance to be examined and adopted by their governments Duarte Gomes Solis and Jorge Pinto de Azevedo, two of those "*arbitristas*", were deeply involved in trading on the seas of Asia, both in the service of the State and in pursuing their own business interests. Given their experience, they were able to produce excellent texts highlighting problems and suggesting solutions. As a result, they contain important data on the *Estado da Índia* in general, and on Macao in particular.

[Author: Eduardo Frutuoso, pp. 102-122]

The 1622 Dutch Attempt to Conquer Macao, in the International Context of Early Seventeenth-Century East Asia

The Dutch attack on Macao in 1622 represented the turning point in the international balance in the East Asian seas at the time. Although the Portuguese succeeded in defending their base at Macao, the establishment of the Dutch East India Company (VOC) in the Far East, led to the decline of Portuguese supremacy, and the gradual defeat of the

Iberian alliance which was gradually losing control of the key bases along the eastern sea routes. The winning strategy of the Dutch East India Company was the result of various factors directly connected to the complex historical events that occurred in those years both in China and in Japan. In analysing the Dutch attempt to conquer Macao, the author takes into consideration the entire international panorama within East Asia in the first decades of the seventeenth century, in order to clarify the historical context that gave rise to a new balance of power in the eastern seas.

The paper deals first with Japan's maritime policy vis-à-vis China, focusing in particular on the role overseas Chinese in the archipelago played as intermediaries. During those years, both Chinese and Japanese maritime activities experienced a kind of centralisation, spontaneous in the case of the Chinese, with Zheng's organisation, and imposed by the Tokugawa authorities in the case of the Japanese. Japan's political stance toward international relations in the Far East are essential to understanding the complex maritime context in the region. The analysis considers the aggressive Dutch expansionist policy and the conflicting interactions between Dutch and Portuguese that were the prelude to the Dutch attack on Macao in 1622. In this respect, the paper also looks at Portuguese policy toward China seeking the protection of the Ming.

In the Ming-Qing transition, the Portuguese sided the Ming and sent cannons and soldiers against the Manchu. Nevertheless, the overthrow of the Ming dynasty, Japan's *sakoku* policy, and the rise Zheng, combined with the strong military, economic and political opposition of the well-structured VOC, led to Portugal and Spain's eventual decline in their respective bases of Macao and Manila. The paper ends, therefore, with the new international setting that emerged in the mid-seventeenth century.

[Author: Patrizia Carioti, pp. 123-137]

RESUMOS

Portuguese Shipping and Asian Trading in Macao According to Francisco Inocêncio de Sousa Coutinho

This article examines the references to China and Macao in a 1779 codex written by Dom Francisco Inocêncio de Sousa Coutinho: "Relação do commercio em os diferentes portos da Azia" – "Breve e util ideia de commercio, navegação e conquista d'Ásia e d'África" [Report on the commerce in various ports in the Far East – Brief and useful scheme for commerce, navigation and the conquest of Asia and of Africa], along with a profile of the author. The codex furnishes us with a meticulous description of the routes and main ports-of-call for Portuguese shipping in the Indian Ocean, over a wide geographical area, from the west coast of Africa, with Mozambique as its strategic centre, to Macao in the Far East.

The coastal cities and trading ports where the Portuguese had economic interests are identified and presented within the context of each route. The complex financial system is also described, with the exact value of the coins in circulation, their correspondence to other local or foreign currencies and exchange rates, as well as an appeal for the use of bills of exchange. Similarly, the different systems of weights and measures and their correspondences in the main Asian markets are presented, especially in relation to China.

In addition to the instruments and systems used in Macao and China to support trade, there is detailed description of the profitability of capital invested in a certain territory and its rewards in Lisbon at the end of the trip, and returns on different goods. The explicit intention of the codex—to enable Portuguese state and private merchants to reap the greatest profits possible—explains its highly detailed approach. It concludes with the geo-strategic and mercantile vision of Dom Francisco Inocêncio de Souza Coutinho: the constitution of a Lisbon-based company established to trade with the East, with China forming a third pole

to compensate for the fragility and limitations of the Portuguese trading system in the East.

[Author: Rui D'Ávila Lourido, pp. 138-179]

On the Portuguese Trade in China, 1513-1520

The Portuguese made four expeditions to China between 1515 and 1521 with sizable gains, but with the outbreak of the Battle of Tunmen in 1521 and the Battle of Xicaowan in 1522, the Portuguese were expelled from China. Thus ended the first stage of Sino-Portuguese relations.

A great deal of research has been done, by scholars both in China and abroad, on this stage of sino-portuguese relations. However, the research has usually been focused on the ambassador Tomé Pires, and on identifying the exact location of Tamão; it seems that there has been no systematic research on Portuguese commercial dealings in China in this period, especially in terms of assessing the nature of these dealings which merits a closer look. Given that information on this issue in the Portuguese sources is no more detailed than that which is available in Chinese documents, the present research has been conducted primarily among Portuguese sources, and confirmed by Chinese sources.

[Author: Zhang Tingmao, pp. 180-188]