Chapter-Four

BOMBAY AND ITS TRADE: PROSPECTS, PROBLEMS AND STRATEGIES (1661-1677)
BOMBAY AND ITS TRADE\textsuperscript{1}: PROSPECTS, PROBLEMS AND STRATEGIES (1661-1677)

Bombay was thought to be well fitted in the scheme of English who wanted the isolated place for security and to carry out their trade especially on the Konkan coast, as they had to face many difficulties in Surat and other places primarily from the Mughal governors and other European Companies.\textsuperscript{2} The Bombay records tells us that it was well situated for commerce that "whole trade in short time be drawne thither and bombaim become the scale of India; the bay and harbour being commodious and faire, that there is noe need of pilots, but ships of any burden may goe out and in midnight. Beside the country people, being soe slavishly used by the Portugalls upon civil treatment would resort thither, for they are much more affected to us then (to) their own masters."\textsuperscript{3}

Cooke too thought that the island is excellently well seated for trade, both for the South Seas, Red Seas, Gulf of Persia, Coast of Malabar, Coromandel, Bay of Bengal, Pegu, and other places. He believed that in a short time it may be as beneficial to them as Batavia was to the Dutch. However it will cost resources to fortify it which in a short time will be recovered through profitable trade.\textsuperscript{4}

Under these conditions in January 1666, the President and the Council at Surat recommended to the Court of Directors to solicit the King's permission to build the factory at Bombay, for which goods might be brought from the Deccan, Coromandel Coast and Malabar Coast and from Surat. It might become a depot of goods brought from both sides of Cape Comorin and for the ships arriving from Swally and other places.\textsuperscript{5}

However, explaining that this project would be unpractical unless a proper government procedure introduced on the island and qualified persons appointed to

\textsuperscript{1}During the Portuguese rule the trade of Bombay was mainly confined to the sale of dried fish and coconuts to the neighbouring coastal town. G.B.C.I, I, 404-5.
\textsuperscript{2} See details in the first chapter.
\textsuperscript{3} E.F.I, 1665-67, 43.
\textsuperscript{4} Ibid, 46.
\textsuperscript{5} Bruce Annals, II, 176.
administer. This becomes more evident from the letter of Lord Arlington dated 3rd March 1665 "...the general language is Portugueez; soe that it will bee necessary the statutes and laws should be translated in that language. The people most of them were poore. As yet wee have been here but a short time; I find occasion, (I) shall nominate what other officers shall be necessary. The island yieldth at present nothing but a greate quantity of coconuts and rice, and other necessary provisions..."7

Unfortunately between the date of cession of island to the England and its transfer to the Company from the Crown, the trade of the island was greatly hampered by the jealous restrictions of the Portuguese, lack of sufficient fund, feud with the Surat Council, piracy on the coast, interlopers and war on the coast among various coastal powers etc. Thus the initial decades after the English Company acquired the island from the Crown things did not turn up for the Company as they desired largely because of the above stated reasons.

FROM CROWN TO COMPANY: THE YEARS OF STRUGGLE
(1661 – 1668)

Bombay and Humphrey Cooke: The Initial Efforts and Problems

The Company’s exports in 1660’s were broad cloth, lead, iron, quick silver, vermilion and most important of all bullion.8 The Company’s records prove decisively that it used all means to increase the exports to India. The Directors wrote in March 1661: "It being our earnest desire that such commodities as we send from home may find a large consumption in all parts of India.’ They accordingly give permission to their factors to sell at cheap rates ‘what commodities you have remaining’."9

In spite of extreme attempts of the Company the export of broad cloth did not show any great increase. The following is a representative list (9th March, 1663) of the articles sent to Bombay.10

---

6 Bruce Annals, II, 176.
7 E.F.I, 1665-67, 45.
8 Khan, The East India Trade in XVII Century, 165.
9 Ibid.
10 Ibid, 166.
<table>
<thead>
<tr>
<th>Exports</th>
<th>Quantity</th>
<th>Prices</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>£</td>
</tr>
<tr>
<td>Broad cloths</td>
<td>105 bales of 315 cloths</td>
<td>4,162</td>
</tr>
<tr>
<td>Quick silver</td>
<td>105 bales of 315 cloths</td>
<td>1,736</td>
</tr>
<tr>
<td>Vermilion</td>
<td>105 bales of 315 cloths</td>
<td>4,99</td>
</tr>
<tr>
<td>Copper</td>
<td>105 bales of 315 cloths</td>
<td>3,561</td>
</tr>
<tr>
<td>Lead (350 pigs)</td>
<td>105 bales of 315 cloths</td>
<td>1,132</td>
</tr>
<tr>
<td>Coral</td>
<td>105 bales of 315 cloths</td>
<td>3,356</td>
</tr>
</tbody>
</table>

As no information at that time would have been received by the King about the measures taken to preserve the island in the preceding years, it appears that the Company relied on proving its efficiency. The Court therefore in this season consigned one vessel only to Surat with cargo estimated at £ 16,000 and ordered the investment to consist of saltpetre and remainder of the cargo to be filled up in indigo and different kinds of calicoes.\(^{11}\)

In 1665 the Broad cloth fell to 100 bales. It increased again in 1668, when the Company sent 230 bales to Bombay. The usual number of cloth bales on each ship to Bombay seems to have been about 190 bales. This must have been liable to considerable change.\(^{12}\)

In 1665, under the convention with the Viceroy of Goa Cooke took possession of the island of the Bombay without any of its dependencies.\(^{13}\) Instead of assisting the English in taking over Bombay, the Portuguese by imposed heavy customs on English boats passing through Karanja or Thana. The custom duty of ten to twelve percent on the merchandise and provisions which English brought from the continent which forced Cooke to put soldiers on boards of boats to resists the demand.\(^{14}\)

Cooke’s settlement and management of Bombay found little favour with the Council at Surat. Sir George Oxinden discovered that the Mughal government had become jealous of the possession of island and building a garrison on it in the immediate vicinity of Surat.\(^{15}\)

\(^{11}\) Letter from the Court of Directors and Council of Surat, 31\(^{st}\) August, 1666, 14\(^{th}\) September 1666, 5\(^{th}\) October, Bruce Annals, II, 187.

\(^{12}\) Khan, *The East India Trade in XVII Century*, 166.

\(^{13}\) For details see Chapter 1.

\(^{14}\) Campbell., I, 21-22.

\(^{15}\) Campbell., I, 22.
The jealousy of the Mughal Government was heightened by Cooke inviting native merchants to settle at Bombay under the protection of the English garrison. This measure convinced the Mughal governor of Surat that the whole scheme had its idea to remove the President and the Council to Bombay. Mughal governor considered it impossible that the officers, servants of the King and of Company of merchants who had professed trade to be their only object, were now furnishing provisions and aid to a garrison with which they pretended to have no common interest.\textsuperscript{16}

**HUMPHREY COOKE AND HENRY GARY: MEASURES TAKEN TO BRING TRADE TO THE ISLAND**

Though Cooke can not be absolved from the mistakes he did while taking possession of the island but one has to keep in mind the difficulties he has to encounter in taking possession of the island. Despite this he took certain measures for the development of the island. This becomes more clear from Cooke’s letter to the President and Council at Surat about the development of the island: he writes that “for the advancement of this port it will be necessary to procure from the Portuguese the privileges of navigating in their areas freely and with out any impediments for all boats and vessels that belongs to this island with merchandize belonging either to the English, Muslims, Persians or Bania merchants.” He further adds that, “they should also be allowed to navigate freely in the areas lying beyond Tannah and in Mughal dominions. They should buy the goods that grow at the Coasts of Coromandel, Deccan and Golconda as it will be cheaper by fifteen to twenty percent, from their goods should be carried to Surat. As these aforementioned places are quiet distant so these goods must be shipped off and pass down to Tannah. In all probability the Portugal ministers will take custom duties from them so they should talk to the Court of Portugal in his regard. Apart from this in order to make this port flourishing it is also necessary to built six galivats for keeping the coast free from Malabar pirates as they are a big threat to the trade of the island.”\textsuperscript{17}

In the latter letter of 15\textsuperscript{th} March Cooke informs that until he receives orders from his Majesty for the encouragement of the merchants to come and have commerce into this island port. He has imposed four and a half percent customs upon all merchandise to

\textsuperscript{16} Ibid.
\textsuperscript{17} E.F.I, 1665-67, 47.
be imported and exported. From this duty three and half percent will be added to the Majesty's cash and rest one and a half will be utilised towards defraying the charges of the custom house officers.\textsuperscript{18}

Cooke also invited the Armenian merchants to settle down at Bombay from Surat and promised them to build houses, warehouses and also the Church.\textsuperscript{19} In the meantime the Mughal forces forced Shivaji to surrender, this was seen by the Company officer as an opportunity for the trade over the island.\textsuperscript{20} It was the period when many Company servants on the island were seriously considering the plan to move factory to Bombay i.e., “… an humble offer of our opinions that it’d be best and safest to settle for you to settle, a small factory there first, continuing your head factory and cheife tytle to be in Suratt, whilst those there are subordinate; which will not so much to be taken notice of, and may endeavour to draw a trade downe out of Deccan, and soe be buying of what comes in, for the encouragement of merchants to frequent the port, which goods may be either brought up by your ships that goe to the southward for the pepper (which may be done with out any further charge)or, if not, one of the ships designed home, being dispended five or six days earlier than the other may call there and receive it in, and be in a readinesse to sayle the other ships, they calling upon her as they goe or otherwise meet at St. Hellena. Likewise that would (if it be accomplishment) procure an order from thence for a sufficient place of ground, to be allotted you in a convenient place, for the warehouses, storehouses, and dwelling house for your factors etc, conveniences; all which must be erected, they being nothing of that nature at present”\textsuperscript{21}

Despite all these requests and measures on the part of Cooke Bombay fail to attract merchants. This made Cooke to propose the Company’s factors to be forced from Surat to Bombay.\textsuperscript{22} “This island hitherto but a mere fishing place and as yet no merchant of quality nor any else is come to settle here, nor will while (ie, until) a trade begins; which must be done by his Majesty’s enordering all the company’s shippss to lade and unlade here, and factory of Suratt to be removed hither. They are

\textsuperscript{18} E.F.I, 1665-67, 49.  
\textsuperscript{19} Ibid, 63.  
\textsuperscript{20} Ibid.  
\textsuperscript{21} Ibid.  
\textsuperscript{22} E.F.I, 1665-67, 65.
very custome only will goe here to pay the garrison and great animating others to come to live here; and noe question in few yeares will reape a large benefitt for his Majesty. In the interim he can not expect but to bee at yearly charge by sending supply’s in regard the routs of this island are so small...” mentions the factory records.  

Cooke, who took the island without its dependencies, failed to prevent the Portuguese harassment. Gary’s letter to Lord Arlington on 22nd March also emphasized about the necessity of securing freedom from the Portuguese duties on goods passing between Bombay and inland ports and the disturbances on the coast because of Shivaji. He also talks about the depredation of Shivaji and the Mughal retaliation to it and the harm it caused to the trade of the Coast and over the island which still was in its early stage of development.

The letter reads as follows “but he is so greate a robber that it is to be doubted that merchants will scarce runn the hazard theyr goods, brought or carried through his country: tho some are of the opinion that giving his oath, hee will religiously keep it. The Greate Mogull, oranzzeb, hath sent a great army against him, consisting of above 100,000 horses. Yt hee prevaille and take his country from him, which lyeth between us and Chaul, it will bee very happy for this island; for then all manner of merchandise will be brought downe to us in great quantitys, and then nodoubt but this will be the most flourishing port of the orient..... I will know not how the Easte India Company will procede as to matter of theyr trade, now that his Majesty (much against they will) hath possession of this island. I have there of incase they should give over and his Majesty or his Royall highness (the Duke of York) should enteraine thoughts of persecuting the trade, drawne out a list of the several commodity’s that are proper for the Indian market.”  

In order to make this island as the hub of trade the Company planned several schemes. In their letter of 27th March 1668, received by the Constantinople Merchant, Company desired the best to make Bombay a port for the import and export of goods and persons to and from Persia, Mokha and other parts. The letter writes as “And for

---

23 Ibid, 66.
24 E.F.I, 1665-67, 52.
effecting this Company employ presently the Chestnut pink and will get some other vessel to be there that the merchants may be encouraged to come there. Further we advise them what shipping will be fitting for encouraging this affair, and they will send them to us. We deliberately consider thereon and do find many reasons which induce us to build shipping in this country as here timber, iron work, carpenters, and many other materials are very cheap, and the building are more substantial than in England, and are more proper for these parts, in regard they will require no sheathing, nor caulking more than the decks, and by the industry of these people from what they have learned from our nation, as handsomely built as on English vessels, and yet further for the drawing merchants to the port, who may be encouraged when they see us building shipping there and for the encouragement of the natives in setting them work, so that the money expended will remain in the island, and the people be the better enabled to pay those duties and rents annually received from them. These reasons we doubt not will be satisfactory to the Company, it tending wholly to the benefit and increase of made in that port and island. Wherefore we conclude to set two ships upon the stocks at their island of Bombay, one about 200 the other being 300 tons, and to write home to be sent us by the first shipping standing masts, yards, guns, pitch, tar, cordage, all other things being procurable.25

Apart from these the Henry Gary unfolded a plan for minting coins at Bombay.26 It was Cooke and Gary who with many difficulties tried to put the island on sound footing so that it can become one of the greatest ports on the western coast of India.

When the Company was thinking of making Bombay as a commercial centre their servants in India especially in Surat and Bombay were fighting among themselves on issuing passes to the native ships. Henry Gary, like Cooke and Lucas, asked the President of Surat once more to stop issuing passes to native ships and refer all applicants to Bombay for the purpose. The Surat council decisively informed Gary that unless the King or the Company ordered them, they would not give up this practice. In spite this Gary in order to display his authority wrote to Surat Council and merchants to take passes from him and said that he was sending out an armada to scour the coast from pirates.27

26 EFI, 1668-69, 62.
27 Consultation in Surat, 5th Sept 1667, F.H.S., I, 211,
The system of granting of passes to native ships, the private traders,\(^{28}\) and the hostilities with native powers, i.e., the Mughal government\(^{29}\) caused endless friction between the Surat factors and Kings' agents on island. The conflict eventually led to the transfer of Bombay from the Crown to Company under the royal charter dated 23\(^{rd}\) September 1668\(^{30}\) when it was handed over to the Company's commission.\(^{31}\)

Thus during the Crown period the island hardly had any trade largely because of the problems it encountered both externally and internally. External problems were mainly relating to its neighbours especially from Portuguese who left no stone unturned in disturbing the peace of island right from the period of cession of the island to the Crown. The trade also suffered from Shivaji's raids in Surat and other places on the coast, it provided Bombay an opportunity to develop as commercial center since many families moved from Surat and other such disturbed places. The other problem which island encountered was internal relating to its administration and its relation with Surat Council especially on the issue of passes to the native ships. This issue and other such issues thus strained the relation between the Surat council and the Bombay government which in long term marred the commercial prospects of the island.

**THE YEARS OF CONSOLIDATION 1668 - 1677: COMPANY IN SEARCH OF TRADE**

**GEORGE OXINDEN: TRADING PROBLEMS AND PROSPECTS**

George Oxinden, the President of Surat, became the first governor of Bombay\(^{32}\), under the regime of the East India Company. He endeavoured through his delegates to

---

\(^{28}\) It is said that the officers and men sent in those ships (of royal fleet) drove a private trade, which impaired that of company and their licentiousness often emerged three in hostilities with the natives, for which the Company was answerable to the powers of that country. These real evils, and the advantage to the reaped from the possession of the island made the Company desire it, they therefore requested the King readily granted them the absolute dominion. Samuel, Pachel, *Historical account of Bombay*, 1781, 5.

\(^{29}\) As merchants were not willing to go to Bombay for passes therefore the Mughal governor of Surat become apprehensive that the French and Dutch might also ask the native merchants to go else where for passes. Hence he called Oxinden and upbraided him and told that in any case of loss the company would be responsible. Apart from this Mughal authority's in Surat also became very inquisitive about Bombay's fortification. Further he threatened to inform the Mughal emperor about the matter. For detail see consultation in Surat 31\(^{st}\) July 1668, F.H.S., I, 215-16.

\(^{30}\) Bruce Annals, II, 239.

\(^{31}\) EFI, 1668-69, 45.

\(^{32}\) EFI, 1678-78, vii, viii, 50n.
carry out policy of Court of Directors, stated in 1668-69 to develop Bombay Island. 33

In 1667 the English under Sir George Oxinden obtained the *farman* (25th June 1667), from the Mughal Emperor Aurangzeb for the services they rendered in repelling the attack of Shivaji. This reduced the custom duties for the English, but it is important that the concession of exacting two instead of three rupees in the hundred placed the English in the same position as enjoyed by Dutch (Dutch did not help the Mughal’s in repelling the Shivaji’s attack). 34

With the object of improving the cultivation of Bombay (that the produce might be equal to the charges of the government), Sir George Oxinden was instructed to invite such natives as might choose to resort to and settle on the island. Encourage them by taking the most moderate profits on trade, and endeavour to open a commerce between Bombay, the Persian Gulf and the Red Sea. For each of which one small vessel laden with the Company’s goods was to be dispatched. To the Commanders powers to be given, to offer the natives at the ports at which they might touch a free passage to Bombay and full protection when they should arrive, to enable them to carry on their trade. 35

In 1668 the requisite appointments for the administration of Bombay were made, the Court framed the following general regulations with the view of making the island an English colony. The fort was to be enlarged and strengthened. Town was to be built on a regular plan and to be situated under the protection of the fort, inhabitants chiefly English were encouraged to settle in it. They were to be exempted for five years from the payments of customs: the following items were permanently exempted from payments of duties; calicoes manufactured in Bombay, raw wrought and thrown silk, cotton yarn, bullion (gold, silver) jewels, bezoar, musk, amber. The revenue of the island were to be improved with out imposing taxes, the protestant religion was to be favoured but no necessary restraints were to be imposed on the inhabitants who professing the different faith. Manufacturers of all sorts of cottons, silk were to be encouraged and looms provided for the settlers. A harbour with docks was to be

33 Bruce Annals, II, 242-244.
35 Letter from the Court to the President and the Council of Surat, 27th March 1668; Letters from the Court to Sir Lucas, governor of Bombay, 27th March 1668; Commission from the Court of Sir George Oxinden and Council of Surat, to receive possession of the island of Bombay, 30th March 1668. Cf. Bruce Annals, II, 199-200; E.F.I, 1668-69, 58-59.
constructed. A group of soldiers with their wives and families were annually come from England. An armed vessel of about 180 tons was to be stationed at Bombay for the protection of the island and its trade.\footnote{Letter from Court to the President and Council of Surat, 24\textsuperscript{th} August 1668, Bruce Annals, II, 226.}

In response of these demands the Court of Directors dispatched several soldiers and artificers to Bombay in 1668.\footnote{They also dispatched English women, to Bombay with a view to increase the English population referring to them in letter of August 24, 1668, “and for such single women or maids as shall come now in to you, we order that if they desire it and do not otherwise dispose of themselves by marriage to Englishmen that then for one year after their arrival they shall have virtual at our charge with one suit of wearing apparel. Such as shall be convenient according to the fashion of the country, during such time they are employed in planting; and we do not consent that the said English women or maids be permitted to marry any other people but those of our own nation or such others are protestant and upon their marriage to free” G.B.C.I., I, 59.} They also ordered the construction of custom house, warehouse, and dock and appointed a chaplain with an assistant who was also assigned to act as master of a free school on the island.\footnote{Letter dated 21\textsuperscript{st} Oct 1668, E.F.I, 1668-70, 72-73.}

On the trade of the island the Commissioners reported that above 5000 pieces of tafffeties were annually made at Chaul and Tannah and that they would use their endeavour to induce the weavers to settle down at Bombay. The mole and dry dock must be constructed. The island had been oppressed by the demand of the Portuguese at Thana and indeed by their opposition to every plan which would promote the establishment of the Company’s power and trade. The Commission recommended that the application to be made to the Crown of Portugal, for an order of the Viceroy to desist from such exactions. It’s certainly not the intention of the Crown to make access to the island difficult or supplies from the Portuguese settlements impractical.\footnote{Bruce Annals, II, 241. In 1668-69 the court also intimidated to the presidency of Surat that any application to the Crown of Portugal for redress would be hopeless, and therefore that the Deputy Governor and his Council must endeavour to strengthen the island so as to prevent the obstruction of the Portuguese from Thana and Karanja and to retaliate by exacting customs from the Portuguese till they could bring them to a reasonable accommodation of trade. Campbell., I, 36.}

To enable commissioners to act they requested to have the copy of the marriage treaty in order to decide any doubtful questions i.e. whether the possession of Bombay was ceded or Salsette and other Portuguese dependencies on it were comprehended in the treaty. With this information they hoped to counter balance circumstances that
allowed the restriction of the Portuguese. It also recommended that the timber should be obtained only from the Portuguese settlements.40

The Governor of Bombay continued to exert himself to draw “a confluence of the inhabitants, merchants and tradesmen” of Surat and other part of Gujarat to settle in Bombay under the English protection. The island was declared as an asylum to all merchants and manufacturers who disposed themselves under the English protection. But this protection was not provided to the weavers, who have come from Chaul to Bombay until homes could be erected to accommodate them. A street therefore was ordered to be built, stretching from the custom house to the forts, the rents of which it was expected would cover the expenses.41

To improve the coastal trade two ships were to be built on the island, one of about two hundred tons and other of three hundred tons.42 The Court also ordered for building vessels for the defence of the island, they appointed Warwick Petit for his knowledge of ship building was to construct two vessels for which equipment and stores came from England.43 A red lead house was also proposed to set up at Bombay since red lead was in great demand through out Deccan, and they had already made a contract with the party known to them to spare him 2,000 maunds of lead.44 They also sent to England a list of commodities wanted for sale in Bombay, which included broadcloth, lead, tin, copper, coral, canary wine and oil for use of the factory and supply of beer and mum for the factory as well as for sale.45

In 1668 the Company determined to develop the calico manufacture on a large scale at Bombay.46 In a dispatch of 27th March 1668, Directors speaking of Bombay say “encourage the natives and invite them to come thither. Invite them to bring pepper etc. we would also have you put the natives upon the making of such calicoes as they are capable of, although they shall be coarse at first, that in time they may attain to the

40 Bruce Annals, II, 241-42.
41 Ibid, 244.
42 F.H.S., I, 226.
43 Campbell., I,36.
44 E.F.I., 1668-69, 76.
45 E.F.I., 1668-69, 83. Mum was a special kind of beer brewed in Brunswick, a large stock of which used to send out by the Company. E.F.I., 1668-69, fn., 385.
46 Khan, The East India Trade in XVII Century, 162.
making of them better; and lest they want cotton for that purpose, we would have you procure the bringing of it out of the country, or the conveying of it to them by the sea. We would willingly have some manufacture under our own government, and the making of calicoes is that in which people of India are most apt, and a commodity which is most vendible in Europe.”

Another dispatch of 24th August again asked the factors to encourage trade and that especially they engage in making calicoes, although they be coarse. The number of calicoes required mounts up to 44,000 ‘pieces’. Another dispatch referred to the encouragement of calicoes, ‘it being a commodity of great request in England. Cotton yarn, cotton wools and looms should be provided for the making of calicoes.’ The manufacture of calicoes of the ‘right sort’ was not an easy task. ‘you must observe to make observe our calicoes18 or 19 yards long and to improve its manufacture in Bombay.’

In 1668, attempts were made to attract the weavers from Thana and Chaul which with Bhiwandi were then the centers of the weaving industry. The Deputy Governor Goodier proposed to send men to Chaul and Thana to enquire about the weaving industries, and persuade weavers to migrate to Bombay. The Governor of upper Chaul being interested in the Company’s trade wrote to Bombay suggesting the establishment of a factory there which would be advantageous to both parties. In 1668 Bombay sent a man named Girdhar to Thana and Nona Parsi to Bhiwandi and Kalyan to trade with the weavers at these places and acquire stuffs. Letter reads as follows:

“Wee were informed that at Buinde they can make 2 ½ and 3 corge in a day and at Cullian but 1 ½ or 2 corge. The latter place, though 3 miles distance, is reported to make better and cheaper cloth. Cotton yarn likewise may bee procured, both good and at reasonable price, about some 20 or 30 miles distance from Cullian, if wee had but 2 or 3 honest skillful men in weaving of cloth to goe upp and downe and instruct these

48 Ibid, 162.
49 E.F.I., 1668-69, 65.
50 Ibid, 74.
51 Ibid, 75.
weavours and to buy cotton yarne. The bearer, Nonna Parsi, wee recommend to your approbation, supposing him a sufficient man for one for his employment; who willbee better able to inform you of the want of several necessaries belonging to the looms then wee can, to whom please to bee referred; and with your assistance and leave wee seeke at Nunsaree for two other Parsi weavours to serve the Company at standing wages in these parts... ten or 12 cusions, with some large chicks\textsuperscript{52} for doors, willbee wanting when Your Honour comes hither.\textsuperscript{53}

In November 1669 there were sixty eight weavers and others to gum and dye cotton yarn and looms.\textsuperscript{54} The manufacture of piece-goods by weavers imported from 1669 continued. In 1669 further efforts were made to boost the export import trade. A custom house and warehouse to store goods were to be built, and a key crane at the place where goods were loaded or unloaded was to be provided. The custom house was to be used for the collection of customs only after the expiry of five years, as the Company in order to encourage trade, had exempted all persons from paying customs on all goods imported and exported for five years from the 1\textsuperscript{st} January 1670. Salt was an exemption to this rule.\textsuperscript{55}

AUNGIER: THE YEARS OF INITIAL FOUNDATION OF COMPANY'S TRADE

In 1670 the Court recommended again in order to encourage trade in all goods imported or exported to be exempted from customs for five years. It was, however, deemed advisable to levy one percent, on the exempted goods towards the charges of the two custom houses, and to retain the old duty 'with some abatement' in the case of coconut and coir, this being the natural produce of the island, as well as on wine, tobacco, and opium.\textsuperscript{56} Accordingly the making of calicoes was encouraged.\textsuperscript{57} Silk weavers from Chaul in 1670 came to Bombay.\textsuperscript{58} In 1670 the chief imports from

\textsuperscript{52} Bamboo blinds, E.F.I., 1668-69, Fn., 93.
\textsuperscript{53} Ibid, 92-93.
\textsuperscript{54} Ibid, 37.
\textsuperscript{55} E.F.I., 1668-69, 83.
\textsuperscript{56} Ibid, 238; 1670-77, 3-4.
\textsuperscript{57} E.F.I., 1670-77, 4.
\textsuperscript{58} Ibid.
England were cloth, copper, lead and silver.\textsuperscript{59} During this year Aungier was trying to induce Armenians to settle in Bombay.\textsuperscript{60}

Bombay produced the large quantity of good quality of coir which had earned reputation outside and was much in demand. Bombay therefore thought of bringing the sale of coir under the Company's monopoly, and proposed to build a warehouse to stock it. The manufacturers were encouraged to sell it to the Company at a rate that would not be disadvantageous to the poor.\textsuperscript{61} The next year Bombay asked permission from Surat to sell coir to the Portuguese in order to induce them to reciprocate in other ways. This seems to have had the desired effect for the Portuguese authorities at Bassein to give concessions to the English in connection with the trade at Thana. They expected further gain and as much privilege as possible at Kalyan.\textsuperscript{62}

In September Gary complains that the ten bales of cloth sent to him by the Company are unusable, not only because the colour was improper for this place, but also there is no sale for commodities during the war in this place as all passages are stopped by Shivaji.\textsuperscript{63} Similarly in their December letter to the Company, the Bombay Council says: "only that of large quantity of goods enordered for this island, wee tooke noe more ashore then what specified in the inclosed list, Bombay at present having not soe currant a trade as wee hope to expect hereafter: especially if ever the Portugalls are either perswaded or forced to take of (f) those great customs of Tanna (sic),\textsuperscript{64} which is a very great, nay almost the only, impediment of trade to this Island."\textsuperscript{65}

The company trade during this period was, therefore mainly confined to coconuts. In March Coates at Mahim sold 45,000 at 17 laris per hundred, the price prescribed during Aungier's visit. In April coir was sold to neighbouring chieftains and others. As it could be sold profitably at Surat, the Bombay Council was asked to send as much as it could spare. Accordingly 142 candies (as well as 27,000 coconuts) were

\textsuperscript{59} G.B.C.I,I, 404-5.  
\textsuperscript{60} E.F.I., 1670-77, 38.  
\textsuperscript{61} E.F.I., 1668-69, 238-39.  
\textsuperscript{62} Ibid, 101.  
\textsuperscript{63} E.F.I., 1670-77, 22.  
\textsuperscript{64} Thana was important for Bombay as it lies at the north east extremity of Bombay harbour and therefore commanded the ordinary line of communication with the mainland. The Portuguese by levying heavy customs at Thana were able to cripple the trade of Bombay. This forced the Company to sent most of the goods to the Surat for disposal which involves giving up money which otherwise would have utilised for the development of the island and thereby enhancing the financial stringency of the island.  
\textsuperscript{65} E.F.I., 1670-77, 22.
forwarded in October, and 20 candies and 202 bundles were forwarded in December. Aungier reported to the Company that they had made Rs.5,000 by sale at Surat, in addition to the profit at Bombay.\textsuperscript{66} As in 1670, a good stock of cairo (coir) was sent to Surat for sale. The advisability of maintaining the Company monopoly in its disposal was raised by the Aungier, but it was decided to make no change till the President came down.\textsuperscript{67}

Despite the efforts of Bombay government the trade condition in Bombay was extremely bad in 1670. Aungier sums up the estate of affairs: "Want of stock, and jealousys of our neighbours, and the war begann by Sevagy soe neare us, hath given some check to the increase of trade, which yet hath gained ground and will advance yearly. The cairo wee have rasyed to be profitable commodity to you..."\textsuperscript{68}

There was not much change in Trade conditions during 1671, except that there was not the same cause for the alarm. Giffard wrote in January that "they would do their best to promote trade in the island, but the inhabitants are generally very poor, and those that have money know not what belongs to trade, and so will hardly be persuaded to such hazards, but we hope some merchants from (the) Deccan may be easily persuaded to try. But in September he was less hopeful: 'the Maine', he says 'is in such an uncertain condition that no merchants will appear to trade for fear of having what little they have left forced (in these broils) from them."\textsuperscript{69}

In spite the difficulties that impeded trade, distinct progress was made in the weaving of cloth on the island. Aungier in January 1671 reported to the Company: "the manufacture of cloath goes on very hopefully. Last yeare there was some stopp for the want of tanna\textsuperscript{70} and looms, which since we have supplyed from hence and they have aliso procured from other places. The claoth is of very good sorte and the kindness wherewith wee use the weavers we doubt not will encourage others to come and settle with us."\textsuperscript{71}

\textsuperscript{66} Ibid, 23.  
\textsuperscript{67} Ibid, 37.  
\textsuperscript{68} Ibid, 22.  
\textsuperscript{69} E.F.I., 1670-77, 28.  
\textsuperscript{70} This is the Marathi tana, warp. E.F.I., 1670-77, fn. 23.  
\textsuperscript{71} E.F.I., 1670-77, 23.
In April Giffard reported that twenty more weavers had come. Aungier estimated their total immigration to 100. In November Giffard told the Company that 'the weaver's daily increase' and that he expected to send some very good samples of their cloth by the next shipping. Some cloth was also sent to Surat. The only impediment to its manufacture appears to have been the need for cotton yarn and warp and in May it was thought that twenty weavers would have to be got rid of temporarily on this account. 72 On one occasion the former had to be obtained from Kalyan Bhiwandi on account of the non arrival of the expected supply from Surat. 73

During 1672, the attempts were made to send banias to the Deccan so that they bring more merchants to settle at Bombay. The company also abolished its monopoly on coir. 74 To promote trade the maximum rate of interest on loans was limited to twelve percent a year. The supply of fish for the inhabitants was also encouraged by a loan of Rs. 350 to the fishermen. 75 The import of the competitive broadcloth by the merchants from Mokha, Basra, and other foreign countries was also prohibited. 76 The cloths that were difficult to sell were prescribed for the soldiers as a part of their uniform. For instance coats made up of red perpetuano cloth sent out by the Company were prescribed for the soldiers. 77 This helped the Company in utilizing some four hundred pieces of cloth. 78 Similar efforts were also made to resolve the duties on various commodities when banias complained against their increase. Their headmen were consulted and it was resolved to lay more moderate tax on commodities. The keeping of imports and exports was also instituted. 79

Later in 1672 Company disposed 600 pieces of broad cloths, 30000 maunds of lead, and all the serges and all the sword blades in Bombay. Aungier in a letter to the Company said that they were trying to open trade with 'Junnar, Aurangabad, Raigad, Hubli, Vizyapore; with Mocha, Persia, Bussora, Scindia, Patan, Maldives and Malabar Coast. 80

---

72 Ibid.
73 Ibid, 36-37.
74 Ibid, 44.
75 E.F.I., 1670-77, 48.
76 Ibid.
77 Ibid.
78 Ibid. fn., 48.
79 Ibid.
80 G.B.C.I, 1, 405-6.
In 1672 the demand for the Bombay products was as follows: 70,000 'Bastards' and 40,000 'pieces of chintzes.' However the main obstacle to the development of Indian manufactures was the neglect of the Company’s factors. The cloth manufactured for the Company was not as good as that brought home in the private trade. We hear of four ships, laden with various commodities sent from Bombay.\(^{81}\)

During this year Giffard reported there was no market for the European commodities.\(^{82}\) For instance in 1672-73 Europe imports, the broad cloths had sold, but with the small profits, the sales of the foreign merchandise had rather been attended with a loss. The album could not be sold and bought so for the present to be withdrawn from the Company’s assortments. The Copper and the quick silver being in demand had been sold with a considerable profit but the balance of gains from the whole sales would do little more than clear the debt of the interest and would not leave a fund for providing an investment for the subsequent years. The demand for the tin and copper was considerable, though the Dutch (with large quantities for finer spices) had sold copper at reduced rates, a large proportion of both articles ought to be sent on the next fleet however the toys and glass has little demand so it was difficult to sell it.\(^{83}\)

Giffard who already reported of no market of European commodity hoped that Aungier would be able to contrive a larger quantity, but pleaded that 'our merchant can’t dive into means of doing this, as times now stand, being all in such a distraction that merchants dare not buy or sell’. He even excused his ‘thin’ consultation book on the ground that there was clear need for Aungier’s presence in Bombay.\(^{84}\) However, the disturbances at Surat hindered the trade so much that it gave the Governor such a power of undue interference that it would be better to develop Bombay as the centre of trade.\(^{85}\) The Council’s profitable sale of coir at Surat had also reduced owing to severe competition by merchants who imported vast quantities from other places. This resulted in lowering of its market price that the monopoly of the disposal of this product was given up in June.\(^{86}\) Trade by sea and land is interrupted by the presence of the Mughal’s and Shivaji fleets.\(^{87}\)

---

\(^{81}\) Khan, *The East India Trade in XVII Century*, 162.
\(^{82}\) E.F.I., 1670-77, 42.
\(^{83}\) Bruce Annals, II, 316.
\(^{84}\) E.F.I., 1670-77, 42.
\(^{85}\) Ibid.
\(^{86}\) Ibid., 57.
\(^{87}\) G.B.C.I, I, 405-6
The year 1672 witnessed dull trade even in lead. On the 22nd October the Surat Council wrote to the Company: “All your lead lies dead. Lead is the King’s commodity, and he has such a great supplies of it that he wants it not. It was in the last month (September) they secure before we could procure any money from the government for the last year’s lead and for this Rs. 35,000 yet remain due. All our broadcloth and other woolen manufactures are not at all in request. No merchants adventure on them. Of the last remains here, up to Agra, and other places are sufficient to supply these countries this year. So much that finding to bear a price, so greatly to your loss by in sale in gross, we had concluded to keep your warehouses open and retail it. but since your Honours have sent out but little treasure this year, and your order will force us your reputation and honour to dispose of the woolens the best we are able, to clear as much of our debts as we can, to prevent the spreading of that cancer which insensibly eats out the profits of your stock. If we shall also add to these your losses the considerable sums which your island of Bombay has drawn from us and still draws, since the delivery and restoration of the lands, your Honours will conclude from such stocks as you send us we shall never be able to clear you from interest, bear the charges of your island and factories, and return your ship full laden with such commodities as you require. We are sensible of an insupportable burden, should any miscarriages happen which God divert. And in regard we are thus far engaged for your Honours interest, and know not what the war may produce when we have procured goods sufficient for lading home this year’s shipping, we shall advise with your president and put a stop to your investments until we shall hear further from you per via Aleppo.”

In spite of many problems it began to show the sign of improvement in the latter part of the year. The Portuguese opposition and the war with Holland of course discouraged it. But in December Aungier reported that though small it was rising from its stagnation in Giffard’s time. The number of weavers was also increasing but many of them ran away inn the panic at the end of December for on 5th January 1673 Ustick stated that the war had hampered weaving so that little could then be expected from them. Before that some forty two bales of Bombay baftas had been sent up to Surat for shipping to England and the Surat Council reported it to be equal in quality to the

88 Campbell., I, 50-51.
89 A kind of woven cloth, E.F.I., 1670-77, fn., 56.
corresponding cloth of Navsari, though not so cheap, in view of the expense of accommodating weavers at Bombay.\textsuperscript{90}

Apart from the above stated problem there were difficulties in its manufacture due to the constant need of cotton yarn and tanna (warp), which had to be imported, though some from Surat was found but they were too coarse that the weavers refused to work it. It is not surprising therefore that the Surat Council lent a favorable ear to the proposal made by several Parsi merchants to undertake a regular supply of cloth required, as cheaply as it made under the existing arrangements and with the advantage that this would save the Company the trouble of getting warp and yarn. The war however had interfered with this innovation.\textsuperscript{91}

In 1673, in order to make Bombay the seat of trade equal to Surat with out interfering with the purchase and sales at the Presidency. It was taken as the principle, that the branches of trade might be opened between Bombay, Persian Gulf and Arabia and between the ports of Shivaji and in Deccan.\textsuperscript{92} Aungier and the Surat Council also decided in this year to open trade with Rajapore.\textsuperscript{93} However this speculation affords only as the result of the comprehensive views of the President Aungier, as he might be taking the whole of the preceding details in to consideration. Despite this the prospect of an enlarged commerce from Bombay was precarious if not doubtful.\textsuperscript{94}

The weaving of Bombay cloth was much reduced by the war. Most of the weavers had fled 'at the noise of the Dutch fleet coming', and their return was discouraged by the rise in the cost of provisions due to continued warfare between Sidi and Shivaji and to want of accommodation for themselves and their families. The result was that only 6,000 pieces of cloth were produced during that year, in addition to a small quantity of cotton yarn, the local manufacture of which was started.\textsuperscript{95}

Aungier in his report of 1673 gave a comprehensive account of the existing trade of Bombay and his plans for improving it. These included the 'endeavoring all ways

\textsuperscript{90} E.F.I., 1670-77, 56.
\textsuperscript{91} Ibid.
\textsuperscript{92} Bruce Annals, II, 343-44.
\textsuperscript{93} E.F.I., 1670-77, 69.
\textsuperscript{94} Account of the island of Bombay, by President Aungier and the Council, 15\textsuperscript{th} December 1673, Letter from the Council of Bombay to the Court, 19\textsuperscript{th} January 1673-74, Bruce Annals, II, 343-44.
\textsuperscript{95} E.F.I., 1670-77, 79.
possible to open a secure way of trade to the island' from Deccan towns such as Junnar, Aurangabad, Hubli, Bijapur. For this purpose the Council in April deputed Niccolls to travel in the neighbouring country of Shivaji in the guise of a private merchant and to inquire and report as to the feasibility of this aim. In May he returned as the proximity of the two opposing armies made his journey too dangerous. Inquiries however by the broker Voggee (Valhi), who had been sent to Aurangabad and other places in the preceding year, had proved satisfactory. In August and December Aungier reported that on the account of the continued war between Mughal and Shivaji, his effort had not met with the success he desired. But this was he thought a temporary impediment and in his personal letter to the Company he pointed out with true prophetic instinct, the firmer foundation of justice and non aggression on which the Company’s trade rested, compared with that of any other European nation.96

By the beginning of the April Bombay Council began to think of trade again and a fleet of forty vessels was convoyed by the frigates Hunter and Revenge to ports on the mainland.97 The sale of the Company’s broadcloth however was encouraged by the reduction of price but most of the stock sent out on the Company’s ships was sent up to Surat. An ingenious effort to increase the sale of perpetuanoes and other English woollen manufactures was an order in September that all military officers and soldiers as well as the other company servants should take one sixth of their wages in this cloth.98 At the end of this year the trade and population seems to increase in spite of the war with the Dutch. Most of the merchants who ran away from the island because of the fear of war with the Dutch soon returned.99

In 1674 the sale of the broadcloth was disappointing and the demand fell off so badly at Surat and Bombay that Aungier advised the Company to send no more of the broadcloth.100 The local weaving of the cloth was also affected by its preference for broad baftas. Aungier explained that there might be difficulties about carrying out this order as most of the looms in use were for making narrow baftas and it was difficult

96 E.F.1., 1670-77, 78-79.
97 Ibid., 77.
98 Ibid. 79.
99 Ibid, 77.
100 Ibid, 109.
to alter this. However a remarkable offer was made by some Broach merchants to bring whitened cloth to Bombay at their own risk and supply it to the Company as cheap as, if not cheaper than, what was paid for it at Broach and of the same quality and dimensions as those of the cloth got there and elsewhere.\textsuperscript{101}

The Surat Council described the offer as a paradox that could only be true if its Broach brokers were knaves and its factors there were fools. It is also pointed out that a trial of this offer would entail unreasonable competition with the Broach factory. Aungier agreed that it was a strong proposition and used as a stimulus to put the broach factors ‘to blush that any person should pretend to buy goods cheaper for the Company than they’. At the same time he scouted their suggestion that, as most of the cotton yarn used came from Broach, the manufacture of cloth on the island should be discontinued. Bombay and the adjacent country were in fact, now supplying a good deal of yarn for the Company.\textsuperscript{102}

By 1674 Aungier was able to record the import from England of several kinds of cloths, serges, lead, copper, quicksilver, vermillion, red lead, cochineal, coral, iron, and ivory and the exports of Bombay were of cloths, baftas, dungarisis, parrocollos, pepper, drugs and calicoes.\textsuperscript{103} Aungier was fully convinced of Bombay’s potentialities for trade and in December 1673 pointed out to Court of Directors that an appreciable advance had been made.\textsuperscript{104} Before this time Aungier wrote that he Company trade was only in coconuts and coir. Now the country merchants drive a great trade with Surat, Broach, Cambay, Gogo, and also to Dabhol, Rajapore and Goa, and to Mocha, Persia, Sunda, Bussora in salt, coconuts, Coir, betelnuts, rice, elephant’s teeth (from Mozambique), broad cloths, lead, sword blades and some other Europe goods.\textsuperscript{105}

In 1674 the news of peace with Holland stimulated efforts to improve the trade at Bombay. The ketch and the \textit{Malabar Coaster} were sent to Rajapore and Cambay with the goods consigned by merchants. Aungier at one took steps to send them on freight voyages and towards the end of September they left laden with salt for Dabhol and Rajapore. On account of her larger draught, the \textit{Mayboom} was ordered to sail to

\textsuperscript{101} Ibid, 109-10.  
\textsuperscript{102} E.F.I., 1670-77, 110.  
\textsuperscript{103} Surat to Court, 15\textsuperscript{th} January 1674, G.B.C.I, I, 405.  
\textsuperscript{104} Aungier to Court, 15\textsuperscript{th} December 1673, Ibid, 406.  
\textsuperscript{105} Ibid, 405-6.
Trombay instead of taking her cargo to Seweri. The Portuguese chief official there refused to allow this and Aungier contemplated taking vigorous retaliatory measures. But on the withdrawal of objection she went direct to Rajapore where the *Revenge* and *Hunter* were to join her, after unloading their salt at Dabhol. This was to enable the *Falcon* to pick up the three vessels at Rajapore on her way to the Malabar coast so that they could help in bringing up pepper and etc., as it was realized that the other three ships sent out by the Company were so belated that they would not arrive in time to make voyage down the coast.\(^{106}\)

During this year the Portuguese obstructed the daily life of island such as the importation of adequate supplies was impeded by the Captain General of Bassein prohibiting the export of provisions from the Portuguese territory. In November grain could not be consequently could not be procured from Salsette, a boat had to be sent down to the Malabar Coast for rice.\(^{107}\) Pressure however was put on the traders of Bandra by an order prohibiting their taking coconuts and other produce from Bombay in foreign owned boats with the result that in return for its cancellation, they agreed to bring back vessels. But as the Portuguese charged ‘unreasonable rates when they spare us any provision’, it was decided to send two Englishmen to Nagotna, to live there and procure regular supplies of provisions, timber, and firewood for the island from tat part of Shivaji territory. Boats from Thana and the other neighbouring Portuguese places were also forbidden to fish any of the bays or creeks belonging to Bombay, under pain of forfeiture of the vessels and any fish caught. At the same time steps were taken to encourage the building of boats at Bombay for trade and passenger traffic were considered.\(^{108}\)

The other menace to the overall trade of the Company was the private traders and the interlopers therefore the proceedings of Court of Directors in the season 1674 - 75 were influenced by the indirect attacks of the private traders, or interlopers, by the political and commercial difficulties in the peninsula of India and by the military defence of Bombay on which the President Aungier had made his report.\(^{109}\)

\(^{106}\) E.F.I., 1670-77, 104.
\(^{107}\) Ibid, 107.
\(^{108}\) Ibid.,107-8.
\(^{109}\) Bruce Annals, II, 351.
From the period at which the Court of state (during the interregnum) had decided that the trade between England and the East Indies could only proceed on a joint stock with exclusive privileges and in a greater degree. From the restoration of the Company's Charter by the King Charles II, the interference of the private traders, or interlopers as individuals or associations had disappeared. The transfer of the island to the Company by the Crown had satisfied them that any direct attack on the Company's privileges would be discouraged. This impression, if checked had not been altogether extinguished their projects and they were also watching any incident which might again plausibly to their speculation.\textsuperscript{110}

It had been the practice to export annually under the license of the Crown, considerable quantities of bullion and foreign coins, as stock for purchasing investments. The interlopers represented to be prejudicial to the interest of the kingdom and injuries to the commercial credits. The Court was aware that their assertions might in the first instance, prejudice the public. Subsequently the government, against them the body of exclusive privileges and again brings up the question and opinion that might facilitate the projects of their domestic opponents. The Court adopted the decided measure of placing before the government, a statement of facts regarding their exports of bullion and foreign coins that they might prove by the large sums which the Company's trade paid as the revenue and the outlet it affords to the staples and merchandise of the kingdom. It instead of being prejudicial to the general commerce to the kingdom or in any degree detrimental to the commercial credits, it had eminently contributed to the support.\textsuperscript{111}

The following statement of the Company's affairs at this juncture provides an interesting insight on the value of the East India trade on the joint stock, to the navigation and commerce of the kingdom. A particular of all bullion (gold, silver and pieces of eight) ship out by the Company since the year 1667 - 68 to the present year 1674.

\textsuperscript{110} Bruce Annals, II, 351.
\textsuperscript{111} Ibid, 352.
To further enhance the trade in Bullions the Company has taken following steps:

- There has been built and are now building twenty four sail of ships, from three hundred and fifty to six hundred tons burden. They have also paid for the freight and wages yearly to the amount of £ 1000,000 per annum.
- They have furnished his Majesty’s kingdom of Scotland, Ireland with all sorts of East Indian commodities excepting cinnamon, cloves, nuts and mace which would have cost the kingdom for greater rates if have been supplied from other nations.
- Apart from this there is an export of East Indian goods to the other countries (by moderate estimate), which is double the rate of what have been exported in bullion. This indeed had led to great increase in the stock of this kingdom. The proceeds of these in greater part are also returned in bullions especially gold and silver.

In 1675, Bombay had the large stock of broadcloth on hand but the neighbouring markets were so glutted with it that there was a reduction in its prices at Bombay i.e. three percent cheaper than at Surat had a little effect. Aungier did his best to search for new markets and encouraged Bombay merchants to begin trade with adjacent ports and Mokha (Mocha) in small vessels laden with broadcloth, lead, red lead, iron guns, ivory, coconuts, coir and rice. For this purpose he lent them money of his own on bottomry bonds – following (he says) the example of ‘the late Duke of Florence in settlement of the trade of Leghorn’ – but was himself concerned in some of the ventures, advising the return cargoes to be made in aloes, coffee, olibanum, oil, corn, and other provisions necessary for the island. On the European goods there was, he says, little or no profit, ‘yet the adventure in the main made an honest advance,
considering the shortness of the voyage’. It also resulted in merchants of Surat and elsewhere trading with and visiting Bombay.112

This year the five years exemption from customs granted in 1670 also expired on 23rd March, Aungier therefore consulted the Surat Council on this account. He asked two questions (a) to what rate between three and five percent the existing rare of two percent (including one percent donative towards the cost of fortification) should be raised and (b) whether the levy of customs should be kept in the Company’s hand or be framed. However he received no reply from the Surat council and on the advice of the principal merchants on the island decided the general rate should be fixed at three and half percent voluntary contribution, and that the balance of advantage lay in farming the customs, as had been during the previous two years. The farm was sold to Joseph Burgess for Xs. 31,050 a year despite Surat council in favour of the levy to be kept in the hands of the Company.113

Joseph Burgess after few months petitioned to be released from the contract on the ground that the increase of one and half percent would produce so small that he would be at great loss. Accordingly in consultation with the Surat Council the collections of customs were kept in the hands of the Company, Day and Oxinden were respectively put in charge of the Bombay and Mahim custom houses. Detailed rules for their regulations, the customs to be levied, the rebates or exemptions to be allowed and the powers and duties of the customs officers etc., were drawn up. These showed a higher rate than three and half percent which was payable in respect of certain commodities viz. nine percent (including the one percent for fortification) on Indian tobacco or iron imported, and on the produce of the island (coconut, salt, fish and etc.) exported.114

Thus the trade was assisted by customs regulations and enabling Bombay owned boats to touch at the island without paying customs on goods designed for foreign ports and prohibiting the export of coconuts and coir except on vessels belonging to the island. Boat building was further encouraged by a Portuguese order forbidding their merchants to let out vessels to any one belonging to Bombay.115

112 E.F.I., 1670-77, 131-32.
113 E.F.I., 1670-77, 119.
114 Ibid.
115 Ibid., 132.
However a letter to the Company explains that the “native commodities etc….are still continued at nine percent as before”\textsuperscript{116}; and it was probably with a view to discourage these particulars imports and exports that such a high rate was imposed. The tobacco monopoly at Bombay had to be protected; so had iron the Company imported from Europe, which could not compete with Indian iron;\textsuperscript{117} and the great scarcity of provision in Bombay was an obvious reason for putting an almost prohibitive duty on their export.”\textsuperscript{118}

It was during this year Aungier planed schemes for opening the trade to the Deccan by way of Junnar. Aungier also thought of settling a factory at Junnar. Dr. Fryer who was at Bombay at this time talked to the Mukhlis Khan\textsuperscript{119} regarding this. The interview however did not apparently helped much but one broker Runchund is mentioned as having opened up some trade in this direction. An exchange of perpetuanos and other European commodities for rice was also arranged with the Subhedar of Kalyan Bhiwandi.\textsuperscript{120}

This year local industries too received attention. Cloth weaving of course continued but unfortunately had a set back on account of the scarcity and dearness of cotton and cotton yarn. Fishing was assisted by loans for repairing and getting boats and prevention of Portuguese trespassing in Bombay waters.\textsuperscript{121} Soap was being made not only for local consumption, but also for export. Bakers were requisitioned from Surat to make biscuits for the garrison. Steps were taken to prevent goldsmiths and silversmiths from abashing their work by regulations framed on the model of those of the corresponding guilds in London. All gold or silver plate had to be specified degree of fineness. The makers had to put their own mark on each article, which had to be inspected by a Christian goldsmith, who was appointed Warden for the purpose. If it is found to be of standard he was to put the company’s mark – a ship – upon it. The quality of coir locally manufactured was standardized by rules as the length of skeins

\textsuperscript{116}Previous to 1670 the export duty on the produce of the island was six and half percent. This was retained when five years exemption was introduced. The one percent ‘donative’ raised to seven and half percent which becomes nine percent with the extra one and half percent now imposed. E.F.I., 1670-77, fn., 120.

\textsuperscript{117}Aungier also hoped of extracting iron ore from the soil of Bombay. Ibid., fn., 120.

\textsuperscript{118}Ibid., 120.

\textsuperscript{119}Mukhlis khan meaning ‘loyal lord’ was a title given to the Governor by Aurangzeb. Ibid., fn., 131.

\textsuperscript{120}Ibid, 131.

\textsuperscript{121}Ibid, 124.
and their immersion in salt water. Cajans (palm leaves used for building sheds and etc.) were scarce so their export was prohibited except under a license.

The manufacture of good quality pepper was an industry that might have been advantageous. In March Aungier said it was so scarce that they were forced to write all ordinary business on banian paper. There was a similar scarcity in most of the factories and Surat had to get its supply from the French at excessive rates. On the other hand, wafers, which had superseded sealing wax in Europe, were made at Mazgaon.

Aungier in order to increase the revenue of the island proposed to monopolize the sale of certain commodities though it was opposed by the people and other representatives, the Bombay government ordered oil, mhowra, bhang, and opium to be monopolized and the right to sell them under restrictions to be put up in auction.

In June 1675, the Surat Council wanted 10,000 baftas and 100 bales of cotton yarn to be provided. The actual supply however fell far short of this. Weaving was hampered by scarcity of cotton yarn and its consequent high prices. The continuance of the monsoon beyond the usual period was also a hindrance. In November, as directed by the Surat Council the Company’s broker was ordered to enlarge the investment to as much as possible. But he could managed only 2,000 baftas and 80 bales of cotton yarn. The goods that were ready were sent to Surat on a Shibar in Company with the Hunter on 31st December. But the consignment was much less than had been expected. Another disturbing element was the complaint in the Company’s dispatch of 5th March that the calicoes from Bombay were much worse and dearer than those from other places.

---

122 E.F.I., 1670-77, 132.
123 Ibid, 133.
124 Banian paper means the inferior sort of paper made in the east and used by the Indian merchant. Ibid, fn., 133.
125 Ibid, 133.
126 Mhowra (mahuda) is a distilled sprit. Ibid, fn., 142.
127 Bhang is an intoxicating drug. Ibid.
128 Ibid, 142.
129 Ibid, 143.
130 E.F.I., 1670-77, 144. The Company had contemplated (in their instructions to start the making of calicoes in Bombay) that they might be coarse (E.F.I., 1668-69, 236), E.F.I., 1670-77, fn., 144.
The usual difficulty this year about the sale of broadcloth sent out by the Company continued. Giffard said he and his colleagues would put themselves ‘into the livery’ of the coloured cloth received by the ships for the sake of examples, but evidently did not feel confident it would be followed. He told the Company that they turned out stuffs like it at Thana, so cheap that people would be more inclined to wear it than the imported cloth. However, he sold some of it and other European commodities ‘at prices current at Surat’ – a form of contract that was naturally disapproved by the Surat Council as likely to lead to disputes.131

Portuguese like other years continued hindering the trade and well being of Bombay. In letters sent home in January Aungier makes this quite plain. He sums up the situation by saying “we enjoy here a happy quiet and a fair correspondence with all our neighbours; only the malevolent Portuguese ......do frequently disturbe us by hindering provisions etc.”132 An instance of the Viceroy’s intervention was his prohibiting dealers at Goa from dispatching or selling any diamonds to the English, and he had stopped some money that the President had some investment in them. Aungier added, however, that the diamond dealers offered to bring annually to Bombay the quantity required by the English to settle on the island, as soon as they were eased of the Viceroy’s bad government ‘soe that wee need little concern ourselves for the Portuguese impertinent spleen against us, seeing we find the blessing of good fame does attend your Honours in all parts of India, even amongst who wish you not well’.133

The dispute with the Portuguese about the claims of inhabitants of Thana, Bandra, and etc., to fishing rights in waters appurtenant to the island was in a fair way to settlement, as a result of seizure of some of the trespassing boats and their crews who were released on their promise to keep in future to their own limits. As to the dispute about the levy of exorbitant customs at Thana, Aungier considered not worth while pursuing the Company’s objections, so long as the war between Aurangzeb and Shivaji continued to hamper the trade between Bombay and the mainland.134

---

131 Ibid, 144.
132 Ibid, 117.
133 Ibid, 117.
134 E.F.I., 1670-77, 124.
Other menace to the trade of Bombay during this period was the threat of the pirates to an extent that the merchant of Bombay would hardly venture to send a boat to sea, unless two or three soldiers were sent from the garrison to protect it.\textsuperscript{135} The Portuguese on the other hand continued to hamper the trade of the island as much as possible. Their frigates stopped boats of the island, though flying with English colours, and if they had no Portuguese passes, money was forced from them or their goods were seized.\textsuperscript{136}

Bombay trade this time though suffering from various menace as stated above also had to face the commercial pressure at Surat, it became more than formerly expedient to raise the revenue of the island of Bombay, to an amount which would defray the charges. The court therefore approved the regulations for levying three and a half percent custom on imports and exports with the exception of raw materials for the manufacturers which ought to be subject to little or no duty. Though the Court sanctioned the duty of eight and one percent for the fortification on the general produce of the island exported, they referred to the consideration of the President Aungier and Council at Surat to report (as this duty might press on trade). Whether it might not be favourable to levy a moderate tax on provisions of all kinds, the Court before coming to any positive resolution on this subject desired that a report might be sent on the method by which the Dutch levied the duties of customs at Batavia as it have been productive and equal to the maintenance of that great establishment.\textsuperscript{137} On the hand trade of Surat suffered because of the opposition of Dutch and wars of Shivaji.\textsuperscript{138}

These problems, other uncertainties and the unsettled conditions from last three years forced the President Aungier to take measures for enhancing trade and to bring regularity into administration in Bombay and return to Bombay and reside there. The President after his arrival on the island suppressed the mutiny\textsuperscript{139} and introduced regularity into administration. Next he took a view of the object of the Company or rendering Bombay an emporium of trade and recommended that the regulation which

\textsuperscript{135} Ibid, 123.
\textsuperscript{136} Ibid, 124.
\textsuperscript{137} Letters from the Court to the President and Council at Surat, 12\textsuperscript{th} July 1675 and 8\textsuperscript{th} March 1675-76, Bruce Annals, II, 376-77.
\textsuperscript{138} Ibid, 381-83.
\textsuperscript{139} See details in the earlier chapters.
had been established for the garrison and for the English settlers should be the general rule of the government. With the object of encouraging the trade of the island he also recommended that the forbearance and moderation should be observed in levying the duties of customs, rents, licenses etc., and calculated that the revenue would amount to 107,000 xeraphins per annum. He also recommended that while most firm conduct was required in resisting the obstructions of the Portuguese at Tannah and Caranjah and in keeping at a distance the fleets of the Sidi and of Shivaji.140

The result of the Company’s economical measures became soon visible in the growth of the revenue and population and improved appearance of the island. The annual revenue that Aungier calculated amounted to £ 9,254 this was higher than the period of Lucas and Gary.141 With in few years population had increased from ten to sixty thousands. The trade was rapidly becoming superior to that of factory at Surat and the Court resolved that one half of all their shipping which left the port of London should load for Bombay direct, and not drop anchor first as before in Swally roads. Of course they were aware that the governor of Surat would be annoyed by the diminution of trade at the place and the consequent loss of his dues. But they merely instructed their servants to say in case the Governor should raise objections that if he would return some of the money which he had extorted from them and discountenance pestilent interlopers, they might consider the question whether they should again resort only to Surat 142

In 1676, again in order to increase the revenue of the island Aungier in February forwarded the retrenchment policy of garrison and the merchants to pay for the protection of their trade at sea from the pirates and others. This was greatly objected by Giffard and his colleagues as a startling proposal. They felt that if this practice is followed the trade of the port would inevitably suffer and nor could the merchants be

140 Bruce Annals, II, 385-86.
141 The revenue has slightly increased under the administration of Sir Gervase Lucas. They had been slightly at only £ 2,823 per annum, when the English got the possession but Gary showed that in his day they had risen to £6,490, Anderson, English in Western India, 66. In 1678 the Court was informed by Henery Oxinden that the customs had risen to thirty thousand and the duty on tobacco to twenty thousand xeraphins. About the same time also the customs were farmed at £2,284 annually (letter from the Deputy Governor, dated 24th January 1676-77). With these figures the present values may be compared. Customs yield upward of £275,000; land revenue £8,000; Abkari or tax on such palm trees on yield toddy £9,000; tax on tobacco consumed on the island £8,000. Besides these the Municipal fund receives from fees for liquor shops £2,500. Assessment on the house and grounds £20,000, wheel tax £8,000, shop and stall tax £7,000. There are some miscellaneous duties such as stamps etc. Anderson, English in Western India, Fn., 67. 142 Anderson, English in Western India, 67.
legitimately called on to bear the cost of such protection, for it would 'eat out so much profit as to make them desist from trade'.

Aungier and his Council early in the year decided that in order to reduce expenditure the customs should no longer be managed by the Company, but should be put to auction with the other farms. The Council's other main source of revenue was its stock of the European goods, but this yielded little till towards the end of the year. During this year certain measures for the relief of the customs also came up for the consideration. Bombay government also tried to attract fresh trade to Bassein by abating half the ordinary customs for vessels using that port. Giffard wanted to protest but Aungier pointed out that this was quite legitimate and invited Bombay Council to consider whether it would not be advantageous for it make a similar abatement for vessels calling at Bombay without discharging any cargo.

One of the complaints made by the Portuguese in March was against the levy of the anchorage dues on their vessels. Aungier called for the report about this and was of the opinion that it was not in the Company interest to levy them. Petit proposed that the payment of double customs on goods in transit by a levy at their export, as well as import— which was a great grievance to merchants— should be abolished and a small duty (say half percent) should be substituted for the outward customs. This was under the consideration of the Surat Council at the close of the year.

The Company in the dispatch of 8th March proposed that the raw material imported for the manufacture on the island should pay little or no customs, and that goods of the growth or produce of the island and such as had paid customs inward, should be exported free: also a moderate tax should be put on food and drink at Bombay in lieu of the nine percent customs charged on all native commodities. Aungier pointed out that such a tax was already imposed to a certain extent and said that they would levy no customs on goods imported for manufacture on the island if it was found that this would encourage such manufacture. Meanwhile the Surat and Bombay Councils

---

143 E.F.I., 1670-77, 154.
144 Ibid, 160.
145 Ibid, 159.
146 Ibid, 147.
147 E.F.I., 1670-77, 159-160.
agreed that from the next farming of the customs, none should be levied on imported cotton yarn and raw silk.\textsuperscript{148}

When the Bombay government was trying to solve the custom problems, Portuguese were busy with their ‘unjust exaction’ at Thana and Karanja and their embargo on the export of provisions to Bombay. The Company petitioned to King Charles in February 1676 to move the Prince Regent of Portugal to pass orders for the removal of these exactions and other obstructions to freedom of the trade. Petit also made representation to the Viceroy of Goa in relation to this. The representation was led by Niccolls and the Viceroy was Dom Pedro de Almeida.\textsuperscript{149} Despite all these efforts the restrictions on the importation of provisions continued to raise prices.\textsuperscript{150}

Bombay trade again suffered from the hands of Portuguese as they in October 1676 set up four new custom houses at Bandra, Trombay, and over against Sion, where they levied such heavy rates that the people were frightened from importing any provisions. They also prohibited the transport of corn or other provisions from Salsette to the island.

There were also difficulties about getting weavers to settle at Bombay. The policy of encouraging them was well established and reiterated by the Company and Aungier during the year. Petit pointed out that this involved the expense of building houses for them, as weaving now afforded them only a bare livelihood and everything was dearer at Bombay than in Shivaji’s inland towns. For these reasons he had been unable to induce a ‘good parcel of’ weavers living in the Coorlas, some 20 miles away, to migrate to Bombay. Aungier authorized him to promise such immigrants total exemption from militia work and any other exemptions from public duties that could reasonably be allowed. It was also hoped that the removal of customs on the importation of cotton yarn and raw silk would encourage them to settle.\textsuperscript{151}

During this year it was discovered that the broker, Girdhar, had deceived the Council by passing off cloth from Broach, Cambay, and elsewhere as cloth of Bombay

\textsuperscript{148} Ibid.
\textsuperscript{149} Ibid, 179.
\textsuperscript{150} Ibid.
\textsuperscript{151} E.F.I., 1670-77, 165.
manufacture. He thus was strictly prohibited from including such outside material in the investment for the homewards ships. The Council was also told not to buy any more cotton yarn and to dispose of what it had to the best advantage. For the use in the year's investment suitable Rajapore cotton yarn was promised. But though some patterns were sent in June, the actual yarn (154 bales, worth Rs. 4,203) did not arrived before the mid November and could be distributed among the weavers for the next year's investment.\textsuperscript{152}

In July 1676, the Council had about 150 corge of broad and narrow baftas ready and expected to double that quantity by the end of the November. In December, it was sent up 24 bales of cloth representing above 2,000 pieces of baftas, all woven on the island. Its cost was enhanced by the high price of cotton and the cost of keeping the weavers at Bombay, which Petit estimated at five percent of the whole. He proposed to cheapen the cost by having the factor to supervise the weavers, weigh out the yarn, and see that the cloth handed in approximately corresponded.\textsuperscript{153}

In the year 1676, the only sales of the cloth reported prior to November were the small quantity of 150 pieces, till then iron and lead lay dead on the Council's hands, and over 150 bales of cloth and 90 tons of iron were sent up to Surat as unsaleable. The cloth sent was reportedly unsuitable for sale to Indians. The iron could only be sold at about its prime cost, and almost as cheaply as country iron, while the lead was sold at the same price that it fetched at Surat.\textsuperscript{154}

In 1676, the manufacture of soaps still continued. In January, the soap that the Unicorn had not been able to take\textsuperscript{155} was sent to Surat and in February this article was declared to be the Company's commodity, and a duty of nine percent was imposed soap to discourage merchants from buying it. It was hoped this would go to meet the expense of the house that had been built for its manufacture and of family employed in making it.\textsuperscript{156}

\textsuperscript{152} Ibid, 165-66.  
\textsuperscript{153} Ibid, 166.  
\textsuperscript{154} E.F.I., 1670-77, 160.  
\textsuperscript{155} It was to be taken to Bantam, Ibid., 143.  
\textsuperscript{156} E.F.I., 1670-77,166. The Company disapproved the soap house as an unnecessary expense. E.F.I., 1670-77, fn., 166.
Bombay during this year though suffered from various problems both internal and external trade, but, does not appear to have been appreciably affected. At any rate, no mention is made of trade diminishing, though Petit expatiated on the obstructions to its increase due to war between the Mughal and Shivaji and to the Portuguese, ‘ever exquisite seekers of all ways imaginable to doe us mischiefe, enving as we suppose the sudden prosperity this place is rose to’.157 Besides establishing new custom houses near Bombay,158 they had increased the Thana customs from three percent to ten percent, thus practically putting a stop to the passage of goods to Bombay by that route.159

An Arab fleet from Musket attacked the Portuguese territory and they plundered and burnt Diu. This resulted in several eminent merchants of the town, both Hindu and Muslims, wanting to settle in Bombay, for which they were given ‘all fair encouragement’. On the other hand some diamond merchants from Golconda and Goa, whom Aungier had induced to keep correspondents at Bombay, were discouraged at his departure to Surat and had withdrawn them.160

Though the Bombay government was facing many difficulties both internally and externally yet it did not fail to take the measures regarding the administration of Bombay which in long terms helped the island to become the commercial emporium. These measures were: the duties had been framed, as the most profitable expedient, and the excise taxes on the provisions had been established on the principles as practiced by the Dutch in Batavia. By this the amount of revenue had been increased and this system was to be followed as far as the circumstances of the island would permit.161 The King’s authority was also granted to the Company by the letter of 5th October 1676 to establish a mint at Bombay. They were also empowered to coin “rupee, piece and budgrooks” which were to pass not only in Bombay but also in all dependencies of the Company in the East Indies.162

157 Ibid, 158.
158 Ibid, 151.
159 Ibid, 158.
160 E.F.I., 1670-77, 165.
161 Letters from the Presidency of Surat to the Court, 22nd and 23rd January 1676-77, Bruce Annals, II, 400-401.
162 Ibid, 392.
In January 1677, Petit renewed the proposal that the double duty on the same goods at import and the export should be abolished. This he said made the goods so dear that it discouraged the trade. The island was so small that goods generally had to be transported from it and commerce with the neighbouring countries was so obstructed by the Portuguese and Shivaji that ‘all ways of inviting merchants and getting trade must be sought’. He was in favour of following the practice of other countries in allowing a rebate of half the customs paid on import, on the owner exporting the goods either to the southward of Chaul or northward of Bassein. This however was not approved by the Surat Council on the ground that it would prejudice the revenue and cause continual disputes. Instead they sanctioned an alternative suggestion by Petit that (subject to the usual exemption in favour of the Company’s goods and the recent one for the free importation of cotton yarn and raw silk) all goods should pay the prescribed duty of three and half percent at importation, but no outward duty however often on the sold goods. They also agreed to his proposal that the anchorage duty of one rupee a ton on boats driven into the harbour by stress of weather should be abolished.  

Petit in January again reported that the raising of the customs from two to three and half percent had not increased the revenue of the island in the same proportion which tended to show that under the existing rules, the trade was decreasing. The Company dispatch of 5th March raised the question regarding the duty of six percent on the value of vessels built on the island. The dispatch agreed with the Company that this duty of six percent was calculated to hinder the trade and discourage such building and it promised to consider its annulment when the customs were next farmed.

When the Bombay Council on one hand were discussing the relevance of double custom duties on export and import of goods the Council on the other hand only managed twenty five bales of baftas towards the lading of the ships and failed in their effort to get cloth woven out of Bombay. The Surat council in its disappointments said that the Company would find little encouragement in so small an increase of local

---

163 E.F.I., 1670-77, 169.
164 Ibid, 170.
165 Ibid, 170.
manufacturers. The Company at the same time was complaining of the dearness of Bombay calicoes which the broker Girdhar attributed to the high cost of the cotton yarn supplied to the weavers. 166

However, with the approval of the Surat Council, 93 bales of broadcloth were taken off the Company ships in September. Of these 68 were of a shade known as 'aurora', and the Council (which included Child) accepted the offer of Surat merchant to buy 40 bales of it at Rs. 3½ a yard, to be paid in six months time. As Petit and Child were nonresident members of the Surat Council that the prior consent of James and Chamberlain to this transaction might be dispensed with. They approved of it, but objected to not having been consulted before the contract was finally settled. They also wanted the price to be paid at once at Surat under discount, to help towards reducing the debt at interest, but the purchaser refused to do this, saying his contract was to pay at Bombay. The Council derived another bit of income from iron and copper brought out by the ships, a large quantity of which was sold in October. 167

In February 1677, about ten silk weavers promised to come and settle at Bombay on the condition that the English should built houses for them and purchase all their silk produce for three years. It was not considered disadvantageous to accept those conditions, but to make up what they spent on the silk weavers. It was proposed to levy a duty of ½ xeraphins on each piece. The Company explained about the costliness of the Bombay clot and said that unless better and cheaper cloth was made they would run into losses. They also wanted their baftas to be made of twenty and half covits long. In reply to this the broker pointed out that the highest cost was due to the dearness of the cotton yarn obtained from Patan and Rajapore. Bombay promised twenty and half covits length. 168

But the prospect of the island to become the seat of the trade was remote: the opposite coast's as being exposed to the armies of Shivaji and the Mughal armies which are being employed in the Patan wars and those in the Deccan. Portuguese at Tannah and Caranjah (Karanja) continued to obstruct the entrance of provisions and created every

166 Ibid, 182.
167 E.F.I., 1670-77, 182-83.
168 Campbell., II, 133 – 134.
obstacle to the trade of the island. The political and commercial importance of Bombay therefore was distant and difficulties of bringing it beyond its present narrow influence were daily increasing. The progress of Shivaji in the areas immediately connected with it and his alliance with Bijapur and Golconda had enabled him to almost command the Deccan towards the Carnatic and all the countries between it and Surat. His success connected with the revolt of Aurangzeb’s sons and relatives was calculated as on the one hand it prevented the Mughal from making good privileges of trade which they had given to the Company on the other hand grants from Shivaji himself for the liberty of trade on the Malabar coast from which the greatest part of the Company’s assortments had been furnished were precarious and uncertain.\footnote{Letters from the Deputy Governor and Council of Bombay to Court, 15th January 1677-78, Bruce Annals, II, 416-17.}

With all difficulties to encounter this year Bombay trade thus showed no increase, nor could it be expected to do so, so long as the opposite main continued in the possession of ‘so grand a destroyer of commerce’ as Shivaji. Malabar piracy also contributed to its destruction and was particularly insolent during this year. It was perhaps on this account that soldiers were still employed as guards on merchant vessels, in spite of Aungier’s orders to the contrary.\footnote{E.F.I., 1670-77, 183. In spite of its advance under Governor Aungier many hindrances the development of Bombay remained. On the 24th January 1677 the Deputy Governor and Council of Bombay wrote to the directors: our rents were not much increased last year. Our chief rent, the custom, is farmed for Rs. 27,000. We speak it to our great grief that whilst, we are so encompassed with the Portuguese and Shivaji on all sides, we can not expect our trade to increase. The reason of the flourishing trade of Surat and other sea ports is this: merchants bring goods from other countries in shipping, land them and transport them up to the country for sale or sell them to other merchants who do the same. Again merchants buy inland goods without molestation, any custom, or much charges and bring them freely down to the port where is always shipping ready for merchants up to the country from Bombay is totally obstructed. The Portuguese islands of Karanja, and Salsette almost surrounded us and they ever exquisite seekers of all ways imaginable to do us mischief envying us as we suppose the sudden prosperity this place is rising to. The cheapest nearest and the best pass up to the country is Thana where formerly they took three percent of all goods when passed by. Now for the sake of only Bombay they have raised to ten percent which is equivalent to a forbidding of all goods to pass. Like wise all timber for shipping and houses of durance, which we may call the oak of India, grows up to Kalyan and Bhiwandi and must necessary pass by Thana where they take thirty three percent customs. They have this year forbidden all rice to be transported to Bombay, and do often put excessive excise upon even herbs and fruits and hens which poor people bring over at Bandra. In this and most other things their malice shoots much short of their intention, for, thanks to be God, we have always provisions in abundance, our island being commonly rather a granary of com than otherwise, from whence it is transported to Rajapori Goa and other places, and it shall be our care never to see the island unprovided of provisions. We could find other ways to pass up the country with little trouble were there peace between Mughal and Shivaji, or that the Mughal would all this country about us. For about two days journey up the hill between the Mughal and Shivaji dominions lies a perpetual seal of war. No merchants can pass without apparent hazard of being plundered, so that we can not expect merchants should land their goods here without knowing where or how to dispose of them. We often}
During the period of the Aungier the Bombay government took several measures which helped the island to overcome its various obstructions and to bring the island to life which was hampered by both internal and external problems. Of the various measures adopted by Aungier two deserves especial mention that went far ahead to make this island the commercial centre in the years to come. The first measure was to allow the Gujarat banias to come and settle in Bombay. In 1671 the Mahajan or the committee of the Surat Bania community desired the assurances of certain privileges before risking settling in Bombay. The Company compiled with Mahajan’s request. 171

In the year 1677, family of Nima Parekh, the merchant of Diu settled on the island city after both side agreed to the articles. 172 The other merchant who was treated with civility was the Armenians, who in 1676 in an affair relating to the ship San Francisco were afforded all the assistance they could desire. 173 The early Armenians mentioned in the early records were Khoja Karajus, Minaz and Khoja Delaune, aned their numbered increased considerably with in the short time. They reside mostly within the fort enclosure, where they have left their legacy of their name to the Armenian lane. 174

The period which followed the Aungier’s death not only changed the Company policy in the subcontinent especially after the Bantam episode but also changed the character wonder how so considerable a customs could be annually raised, as we can attribute it to nothing but the justice freedom and security people enjoy here above other places. Many families of Brahmans are daily leaving the Portuguese territory, freighted by the Padres, who upon the death of any person forced all his children to be Christians. Even some of the chief who still live at Bassein and others build them houses here, therein placing their wives and children against a time of danger. We have hopes time will settle these parts in peace, that merchants may be induced to bring down their rich goods from the country the customs of one of which ships would amount to what is received here in half year. For in respect of situation and convenience this port has the advantage of Surat Goa and all the ports on the whole coast. Goa lies so far down below the great places Gujarat, Dilli (Dehli), Burhanpur and Aurangabad where the great glut of goods which supplies Europe and all India is made that it is very chargeable bringing down goods thither. Then Surat is one of the worst roads in India and extremely dangerous in the freshes and by the distance the transport of goods up the river to Surat is very chargeable. Whereas Bombay lies in an excellent latitude for the whole trade of India and is a most excellent harbour, winter and summer, which is a great inviter of merchants, and for a small charge we will run up a stone causeway from the fort almost to the mint without, in which ships may at any time lie ashore, careen and mend or lie there the whole year with as much safety as in a dock. Upon the country being in peace and our landing our Europe goods here, merchants would easier be persuaded to transport them from hence than from Surat, and though the same custom was taken at landing them on the main as at Surat, yet all that was transported in shipping to foreign parts could be so much custom gained to your Honours. Campbell., I, 59-61.

171 Ibid, 74 -76.
172 For details of the article see Campbell., I, 75-76.
174 Da Cunha, origin of Bombay, 294.
of relation of Company with their neighbours on the coast and at other places on the
subcontinent. The period that followed these crises was also of disturbances especially
the conflict between the new and the old Company. All these events and others not
only hampered the English trade but also showed the futility of their policy. The
details of these events which spoiled the commercial aspects of the island are
described in the following chapter.