

A P P E N D I X.

America, or on others, that you seize the offenders, and put them in irons, and send them to the agents in China, in order that they may be brought to condign punishment; we are here necessitated to dwell on this subject, from the strong reports of such atrocious acts being committed, which are at once not only destructive of the commerce, but of every sentiment of humanity; we recommend a steady pursuance of a mild conduct, as the only means to cultivate the good-will of the natives, and draw them within the verges of civilized life.

We recommend to you, if possible, to form a treaty with the various chiefs, particularly near Nootka. If you happily accomplish this, you at once become possessed of the furs of a great district with honour and credit, and without incurring a stigma; and, if there is a possibility of conquering our competitors, we beg it may be in a mode honourable to ourselves, and conducted with as much generosity and humanity as a strict attention to our business will admit.

On the strength of a treaty we form considerable hopes; for, although at the moment it may not be productive, yet in time it will be found the most stable way of accomplishing our wishes, and gaining the confidence of the chiefs, who are known to manage the commerce of their subjects: for this purpose we have supplied you abundantly with every article known to be had in estimation among them; and so anxious are we to have a good understanding, and the perfecting a treaty, that we authorize you to take under your protection all our allies, and protect them from insult from all persons whatever. Our sentiments on this head you will make known to all persons whom it may concern, in order that they may govern themselves accordingly.

You will keep a diary of your proceedings, in which every minute occurrence is to be recorded; and you will forward this account of your proceedings, from time to time, by all opportunities.

In planning a factory on the coast of America, we look to a solid establishment, and not one that is to be abandoned at pleasure. We authorize you to fix it at the most convenient station, only to place your colony in peace and security, and fully protected from the fear of the smallest sinister accident. The object of a port of this kind, is to draw the Indians to it, to lay up the small vessels in the winter season, to build, and for other commercial purposes. When this point is effected, different trading houses will be established at stations, that your knowledge of the coast and its commerce point out to be the most advantageous.

In the course of the summer we recommend your leaving single persons to reside with some of your friends, the chiefs of the Charlotte Isles, in order to collect the furs; the natives, in full persuasion of your returning to them, would keep back from our competitors; and here at once you will perceive the advantages to be derived from conciliating their confidence and good-will. To such people who are prone to serve their employers, rewards should be given, which should be agreeable to their success.

You are so well acquainted with the American commerce, that it would be needless to dwell on the necessity of husbanding your articles of trade, of guarding against the