

It matters but little about sending us Salt, it is an article that can only be sold in Nov. Dec. & January, & if it comes well, if not there will not be a great deal lost in the way of profit.

We have paid the duty on Mr. Thomson's Service \$150⁶⁸/₁₀₀, which amount we charge to your account: his sales here did not exceed \$150 payment specie. He could not here effect the sale of entire packages or cases even at small advances — he will do best to land his goods at Palmas and sell at retail.

We shall be able to sell the Crochery by reducing prices — The Pts will cause us trouble. The Roads have been sent to Cape Palmas, the only place where they sell. Our last letters from Rock are dated 24th ulto. he writes "the credit system of foreigners to this port, diminishes cash business. I have the same articles that are offered for sale by foreigners, and hold them at the same prices, and offer as much for produce, yet the foreigner has the preference because they are new men and give a credit of three or four months; how are we to sustain this competition, to make it profitable? Purchasers however are not prompt in payment, when due, and have to endure being "dunned perpetually" — they are however becoming accustomed to this and give themselves neither trouble or concern, even Royce has been hit by them, and the D. Eagle has to run to Monrovia and back, taking her departure from here in consequence of delinquents." The folks at Palmas begin to equal those at Bassa for their indifference to their obligations.

The "Youngus" are continues decidedly flat, so flat that we shall never be able to sell a second lot of it in either large or small quantity to any customer. The "Bass" all is best for us, the first shipment did not deteriorate by keeping.

The Goods promised by the "Benson" is an excellent assortment. Nothing has been said about the samples, nor do I know much about them — except the Tumbus, all were handed over to Meias to dispose of on his last trip to Windward — a portion of them have been sold. We shall account for all in our present sales, — to our enquiry of Meias about ordering more he replied "No." — stick to such articles as we know will sell. Would it not be well to offer some pieces to articles sent us as sample, instead of lumping?

The landing certificates will be attended to, we shall scarcely effect the landing of all the debenture goods earlier than June. We have had the Store Caskets of Crochery in the Colonial warehouse, now Pts at Colon Warrings — we are in our stores full.

Maryland Historical Society

The Maryland State Colonization Society Papers

II. Correspondence Received
A. Letter Books

14. November 1857—November 1863

1860