

## CHAPTER TWO

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The European merchants started opening new centres for commerce in India in medieval times. With the advent of the Portuguese at the end of the fifteenth century in India, they began to acquire important position in the trade of Europe with Asia. The Portuguese succeeded in establishing an independent colony at Goa in the sixteenth century. They were soon followed by other European powers in India for the commercial purpose. The Dutch of Holland and the English began to send the merchant ships to India at the end of the 16th century. India was a promising land for commerce and it was soon realized by these people. In 1599 an influential body of London merchants made a plan for the formation of a Company to monopolise the Eastern trade. From Queen Elizabeth, the Company received the rights of trading with India and other eastern countries and this right was granted for the period of fifteen years. After receiving the grant from the Queen, the English East India Company began sending its ships to India. The English merchants had to encounter many problems in the beginning, on account of the Portuguese rivalry. Captain William Hawkins visited the Mughal Court in 1608, but failed to get permission to erect a factory at Surat. In 1611 Captain Middleton visited the place named Swally near Surat, though the Portuguese opposed the entry of the English merchants. He got the permission from the Mughal Governor to trade at the place. The English Captain Thomas Best achieved a victory against the Portuguese in the Surat roadstead and thus broke the tradition of Portuguese naval supremacy. The English factory was permanently established at Surat.

From this place the English extended their trading operations in land and soon built subordinate factories in the Mughal Empire. Afterwards Sir Thomas Roe, the royal ambassador, succeeded in getting Farmans from Mughal Emperor Jahangir in 1618,<sup>1</sup> and commercial activities increased on a large scale in North India.

While the English were establishing themselves at Surat on the Western side of India, they made many futile attempts to establish a settlement on the coast of Coromandel. The trade on the Coromandel Coast was profitable because the natives of this area had brought the art of painting or dyeing calicoes to the highest pitch of perfection. The calicoes of the Coromandel coast were in great demand in Europe. Above all they had great demand in the other eastern countries such as Burma, Siam and Indian Archipelagoes especially known as the spice Islands.<sup>2</sup> In 1611, Captain Hippon and Peter Floris who were the servants of the English East India Company, made an attempt to land at Pulicat Port. Peter Floris was a Dutchman and he was in the Dutch East India Company before he joined the English East India Company. Naturally, he had good knowledge of the Indian trade. Captain Hippon decided to participate in the port to port trade where the calicoes of the Coromandel coast were bartered for the spices of the Eastern Archipelago. However, the Dutch who had already built a fort at Pulicat opposed the entry of the new-comers at that place. The queen of the place also denied to see the English Captain, on the pretext that she had already given grant to the Dutch merchants for conducting trade at Pulicat. But Hippon was not dismayed. He sailed further up the coast and landed at Petapoli, at the mouth of a southern channel of the Krishna delta,

36 miles southwards of Masulipatnam. There he landed on August 18, 1611 and he was well received by the local Governor. He left his two merchants to establish first shore settlement of the English on the Bay of Bengal.<sup>3</sup> After a short halt at Petapoli, he sailed northward to Masulipatnam. On August 31, 1611 Captain Hippon and his Dutch lieutenant Peter Floris anchored at Masulipatnam. They loaded up the ship "The Globe" with the local calicoes and sailed eastwards to exchange them for spices at Bantam and the rich products of Siam. They left behind a few Englishmen to collect some white calicoes. From that year onwards the English merchants carried on trade on the Coromandel Coast. In the beginning trade went on between Masulipatnam and Sumatra or Java only but later on they established other factories on the Coromandel coast and developed commercial relations with Surat as well as with England.

Masulipatnam was the chief seaport of Golconda Kingdom. It was the outlet for the Golconda diamonds, rubies and the fine white calicoes produced by the local textile industries. The profits from their barter for the gold, camphor, benzoine and spices of Eastern Archipelago were immense. In the beginning, the English merchants had to face many difficulties, in settling their business on Coromandel Coast because of the opposition of the Dutch merchants. From Masulipatnam the English merchants traded with West and the Far Eastern countries and this trade was no less profitable than the trade on the Malabar coast.<sup>4</sup> But since their arrival at Masulipatnam the English merchants had to struggle with the Dutch at that place and the disputes between the English and the Dutch continued for a long period.<sup>5</sup> The court of Golconda kingdom thought it advantageous to open the port to all the foreigners and it seems that

the English merchants had better understanding of the politics of Indian rulers than their Dutch rivals. In 1613, the English obtained a grant for a fortified factory, written on a leaf of gold called "Cowle" from Hindu Governor at Masulipatnam.<sup>6</sup> They maintained friendly relations with this local Governor and sometimes gave him money on credit. Soon afterwards the Hindu Governor was dismissed by the Sultan of Golconda. However, the English obtained permission to trade at Masulipatnam as freely as the Dutch.<sup>7</sup>

In 1614, another Captain of the English Company landed at Pulicat. The Dutch head of all the factories upon that coast and his lieutenant welcomed the visitors in their fort, but firmly refused to let them trade.<sup>8</sup> But the Anglo-Dutch treaty of 1619 gave the English right of free trade at Pulicat on condition to pay half the charges for maintaining garrison.<sup>9</sup>

The English trading company had not much trade with the Coromandel Coast until the year 1618 A.D. and all the commercial activities were directed from Bantam, where the Company had chief trading centre. The heads of the trading centres on the Coast were called as the Agents. Adam Denton was the chief at Masulipatnam factory from whom William Methwold took the charge of the factory in September, 1618. The factory of Petaoli was in charge of Frances Futter and Mathew Dukes. In this period they maintained friendly relations with local rulers of this coast and these rulers allowed them to settle factories in their area, promising all freedom.<sup>10</sup> Some factors or Company's servants were kept in factories to sell the commodities and to collect the goods

from Komatties, the middlemen, who made contracts with English factory's servants for the supply of calicoes and received the customary advances for the distribution among the weavers.<sup>11</sup>

The English East India Company made attempts to trade in the Qutubshahi kingdom since the year 1611. After a lot of efforts the English merchants could establish their trading stations on the Coromandel Coast. The Anglo-Dutch Treaty of 1619 paved the way for expansion of the trade of the English company on the Coromandel. This treaty also freed the English in far East from active hostilities with the Dutch and granted them a right to have shelter in the Dutch fortresses and share in the trade.<sup>12</sup> A band of English factors landed at Pulicat in 1620. The two English factors Mill and Millward were sent to Pulicat for conducting trade there. From Masulipatnam, Petapoli and Pulicat the English merchants operated trading activities in Coastal region of Golconda kingdom. They established their trading stations at Narapallie,<sup>13</sup> Tegenapatnarr, Cuddalore, Gingelly Coast,<sup>14</sup> Doolapoole (Dhulia-paulla in Krishna district about 70 miles W.N.W. of Masulipatnam)<sup>15</sup> and Naraspurpeta.<sup>16</sup> Due to natural obstacles and little trade, the factory at Petapoli was dissolved temporarily in 1621. Because of the Dutch opposition the position of the English at Pulicat became untenable and on April 1, 1623 the English merchants had to dissolve the factory at Pulicat.<sup>17</sup>

The factory at Masulipatnam and other centres on Coromandel coast were warehouses for storing the European merchandise

for sale and to store the collected goods from the native mart towns. Some factors or the Company's servants were kept there to sell the commodities in the coastal and adjoining areas and to collect the goods from the mart towns. Here in the hinterland, we come across a peculiar practice that factory had commercial relations with some particular mart town, with which the servants of the factory carried on commercial activities. The English merchants purchased various commodities from this area such as various types of calicoes, silk, indigo, saltpetre, diamonds, bezoarstones etc. Letters of William Methwold, the Agent at Masulipatnam, to Company and to Surat dated August 15, 1618 and August 21, 1621 respectively mention various types of cloths such as white moris, white percalles, white salempores, white and red beteles, dragons, malaia, dragons salasa, fine gobare serasses, fine tappy serasses, fine and coarse Japan tappes, tape chindees, tape anacke, etc. and others such as Red parcalles, chowters Bengalla, dungries, red-dragons elaus, dragon malies, Peta fragies, black dragons, selwas, canigoalones, serrasses, wooven tapes, tape fines, ancke dragons.<sup>18</sup>

The English merchants not only bought the native products but sold the European commodities too. The commodities brought for sale in Coromandel were pigs of lead, coral, bullion like silver and gold, porcelain, quicksilver, vermilion etc.

In 1624, the English East India Company made an attempt to open trade in Tanjore kingdom and landed at port of Karikal on May 23, 1624. They were well received by the Governor, but this attempt to open trade in Tanjore failed due to Nayak's greedy demand

of money.<sup>19</sup> The position of the English factors at Masulipatnam also had been untenable due to wicked devices of Governor and disagreement between the English and the Dutch.<sup>20</sup> Early in 1626 the English East India Company had an excellent opportunity to expand its trade on the Coromandel Coast. On an invitation of the Nayak of Venkatagiri (Nellore district), the English factors at Masulipatnam landed at Armagon and were well received by the inhabitants and the Nayak (12 Feb., 1626).<sup>21</sup> They succeeded in winning his favour and obtaining a grant of trade in all the parts of his dominions. According to the provisions of the grant, the English were to be given liberty to sell, buy, transport or carry goods throughout the dominion of the Nayak and customs duties were to be fixed at one per cent on imports and three per cent on the exports and the Dutch were to be prohibited to trade in the dominion of the Nayak.<sup>22</sup> The Nayak gave them a piece of land, 150 yards long and about 100 yards broad<sup>23</sup> and permitted them to stamp pagodas and fanams after paying one and a half per cent charges.<sup>24</sup> Thomas Johnson was placed in charge of Armagon Factory, with two assistants. He built a fort there. By this grant the Dutch were denied the opportunities of participating trade in the Nayak's dominions and at the port of Cottepatnam, chief port of Nellore district.<sup>25</sup> In this way the English sought a permanent settlement at Coromandel coast. The position of the English factors at Masulipatnam deteriorated on account of the Dutch rivalry and the unsympathetic attitude of the Governor towards them. Consequently the English resolved in 1628 to abandon their factory at Masulipatnam.<sup>26</sup> At the beginning of 1630, the only English settlement on the Coromandel Coast was at Armagon; because Masulipatnam factory had been abandoned in the autumn of 1628.



Though the English merchants had discontinued trading at Masulipatnam, it was the desire of the native merchants that they should return to the place. The English also were equally interested in continuing their commerce at Masulipatnam, because their commerce at Armagon was not sufficient and much profitable. In April, 1630 two vessels were sent to Armagon under the command of Henry Sill, who had been appointed "Agent of the Coast" in order to re-open trade at Masulipatnam and accordingly commerce was resumed there on old lines.<sup>27</sup>

During 1630 India suffered from a severe famine, which extended over whole country with the exception of northern river basins. The resultant loss of life was terrible and among other effects was general cessation of cultivation and manufacture, causing the sharp fall in the export trade. The poor weavers, washers, dyers etc. abandoned their habitations in multitudes and because of want of foodgrains to sustain them.<sup>28</sup> Many of the habitants fled into the northern part of India, which had escaped the famine. From Gujarath to Golconda Coast the land became one vast Charnelhouse. In the words of Abdul Hamid Lahori, the author of Badshahnama,

Life was offered for loaf but none would buy;  
rank was sold for a cake but none cared for it;  
the ever-bounteous hand was now stretched out  
to beg for food; and the feet which had always  
trodden the way of contentment walked about only  
in search for sustenance. For long time dogs' flesh  
was sold for goats flesh and the pounded bones  
of the dead were mixed with flour and sold. When  
this was discovered, the sellers were brought to  
justice. Destitution at length reached such a pitch

that men began to devour each other and the flesh of a son was preferred to his love. The number of the dying caused obstructions in the roads and every man whose dire sufferings did not terminate in death and who retained the power to move wandered off to the towns and villages of other countries. Those lands which had been famous for their fertility and plenty now retained no trace of productiveness.<sup>29</sup>

The Coromandel Coast too was oppressed with famine, the living eating up the dead and people dared not to travel in the country for fear that they would be killed and eaten.<sup>30</sup> On this background the English returned to Masulipatnam and with characteristic energy they turned their attention to the development of fresh sources of profit. They obtained two years later, the long coveted permission from the Sultan of Golconda, "the Golden Farman", which opened an era of prosperity.<sup>31</sup>

After 1630, East India Company extended its activities over large area, roughly from Masulipatnam to Armagon. In 1633, the English again settled at Petapoli and this factory continued its trade upto 1687 when it was finally closed down on the orders from home.<sup>32</sup>

Many English factors were appointed at various weaving towns and centres to collect the calicoes. Mr Henley was placed at Peddapalli - a village three miles to the north of Nizamapatnam and 36 miles w.s.w. of Masulipatnam, Ralph Cartwright at Mountepuly - about 20 miles w.s.w. of Nizamapatnam, Benjamin Owen at Viravasram - eight miles north of Narasapur and forty miles northeast of Masulipatnam.<sup>33</sup> The other servants

of the East India Company were also appointed at such places as Pallivull,<sup>34</sup> in Aramapuram taluka of Godavari district, Baputla, about thirteen miles west of Petapoli, Nynapooly - a village near Ventapalemu; Ventapooly (Ventapalemu) - 10 miles southwest of Baputla,<sup>35</sup> Perala, a village 5 miles northeast of Ventapalemu<sup>36</sup> etc.

After obtaining the Golden Farman from Golconda Sultan, the merchants of Masulipatnam factory were encouraged to develop their business in North Coromandel and with this intention they sent some people to north for establishing factories in Orissa and Bengal.<sup>37</sup>

In April, 1633 Thomas Joyce was sent from Surat to Masulipatam as Agent. He was specially appointed for the important task of making an adjustment with the king of Golkonda for all tolls and customs levied on their goods throughout his kingdom, both inland and at port towns. In the beginning of 1634 Joyce with his some fellow-men set out his mission to Golconda court. By offering a "peshkash" and after discussions with the king Joyce succeeded in getting an ample farman for quiet trade in all parts of his kingdom without paying any duties whatsoever.<sup>38</sup> The grant thus obtained, which was dated February 26, 1634, was known as "The Golden Farman" - the King's great seal impressed upon a leaf of gold. The following is the translation of the contemporary version made in 1676.

A Cael phirmaund (i.e., a grant with a command).  
Sultan Obdula Cuttop Shaw (Sultan Abdullah Qutbshah)  
king. A Caul Phirmaund, never to be altered of  
my great love to the valiant and honourable Captain  
Joyce and all the English, I do freely give this,

that under the shadow of me, the king, they shall set down at rest and in safety. For as much as the English have declared that when they shall set down quietly under my shadow and their business shall pass free and well that then they will serve the King; that in Metchlepatam, Nizampatam, Izapatam, Bimlapatam and all other his seaports towns they will bring horses from Persia and other places and all other goods of the best sort and of what they bring, paying for them, shall have what they please; it is agreed that...

1                   English shall be free from the Banksall customs and all other duties. Neither the Governor nor any of the servants of Qutbshahi Kingdom shall check the English goods at market. They shall not trouble them and their business. English would sell their goods to whom they please.

2                   If King shall send his persons with an order, for any English goods, the English should deliver the goods to whom King has deputed.

3                   The King orders the Governors of Masulipatnam and Petapoli and officers of all other places, that they should not impose jucan (custom duties) or other duties on English goods that come in Golconda region.

4                   When the English shall bring the horses and good things or valuable articles, they shall send a list of it. The King may like any of them, English should deliver it to a

person whom King deposes and King shall pay full value of the articles according to market price and King's people will not force <sup>the</sup> English regarding the prices. If King has no interest in English goods or liking in English goods, English shall sell it to anybody. But if the English goods are required for the use of his court, then English should not sell it to others.

5                    Whatever presents the English wish to give the King, they should write a letter and send their present directly to the King.

6                    If any other people would rise up against the Qutbshahi Governor, then the English must help the Governor.

7                    The English should not carry on other foreigner's goods along with them. If that was found, the Governor will take the customs duties from these goods.

8                    Under this Golden Farman the English were to carry on trade within the Qutbshahi dominions duty free on payment of an annual lump sum of 800 pagodas, which was equivalent to the amount allowed as compensation to the farmers of the tolls of Masulipatam; in case, the duties chargeable to the English goods exceeded the amount, they were to pay extra.<sup>39</sup>

From the above "Golden Farman", we find that the English were from the beginning trying to secure a strong foothold at Coromandel Coast and in Qutbshahi region. From the beginning they were in search of such concessions for their trade at Coromandel

Cost. The English were shrewd enough to take the advantage of the situation. By offering a huge present valued at over 6,000 pagodas to Qutbshaha, they succeeded to obtain the commercial concessions from him. By this grant the English obtained duty-free trade all over the Qutbshahi dominions. By these concessions the English secured a strong foothold at Masulipatnam and they could compete with the Dutch in the trade at Masulipatnam and other parts of the Qutbshahi dominions. The insecure position at Masulipatnam came to an end and the English started their trade vigorously. They sent their factors and servants at many places to collect the piece-goods and provided advances to various local merchants. They installed a permanent factor at Golconda and sold their imported articles competently at Golconda, Masulipatnam and in other parts. On the basis of this golden farman, they could enjoy the same concessions in Madras region when this region was occupied by Golconda Sultan.

This grant of concessions greatly encouraged Joyce and his companions, who at once planned the establishment of factories at various inland centres. In Golconda itself one factory was established permanently. By buying the goods in the country instead of at Masulipatnam and that transit duties were exempted, they expected to make great savings. It was now possible for the English factors to open trade with Persia and they could also send the Coromandel goods directly to England. By this time Masulipatnam became an important port town and the English factors extended their trade activities upto Pondichery and Porto Novo in southern parts of the Coromandel Coast.<sup>40</sup>

From 1632 to 1641 Masulipatnam was the chief centre of the East India Company on Coromandel Coast under the control of the President and Council at Bantam. Masulipatnam had grown in this period as a major export and import centre of North Coromandel.<sup>41</sup>

Masulipatnam mainly traded with Bantam, England and Persia. There were regular sailings from Masulipatnam to southern Coromandel Coast, Malabar and West Coast of India. Masulipatnam was also the chief centre of the Coromandel trade Westward to Persian Gulf and Arabian ports. The Shia kingdom of Golconda had close political, diplomatic and military ties with Iran which strengthened the existing commercial relations.

The King, the Nawab who governed the lowlands and the Goverenor of the port of Masulipatnam were particularly interested in this trade.<sup>42</sup>

But the English East India Complanys trade in the Coromandel in this period (1632-1641) was sporadic and inconsistent, because until 1630s the English East India Company mainly traded with Surat and with Gujarat Coast, both for European markets and inter-Asian trade,<sup>43</sup> and also because of irregular supply of money from England to Masulipatnam.<sup>44</sup>

The letters written to the Company and to Bantam President depict the gloomy situation at Masulipatnam. The factors were in debt to the tune of over 20,000 pagodas.<sup>45</sup>

In 1639, Francis Day, a member of Masuliptam Council and chief of Armagon, proposed to get free of the struggle with the Dutch by founding a factory to the south of their Pulicat settlement. (A coastline extending from Pulicat to San Thome). The local Hindu Chief Damarla Venkatadra or Damarla Venkatappa welcomed the English and obtained for them, from his inland Raja of Chandragiri,

the descendent of the great dynasty of Vijaynagar, a grant for piece of land on the shore and the right to build a fort at Madraspatam. Without waiting for permission from Company's authorities in England, Francis Day built a factory and named it Fort St. George.<sup>46</sup> The attitude of the directors in this matter was very discouraging. The English merchants at Surat and Bantam, however, realised the advantages of Madras, as a half way house for trade with the Archipelago.<sup>47</sup> In September, 1641, the Company's headquarters in the Coromandel transferred from Masulipatnam to Fort St. George.<sup>48</sup>

Although the headquarters on Coromandel was shifted from Masulipatnam to Madras, it seems that Masulipatnam remained a major trading centre of the East India Company upto the beginning of the 18th century. Masulipatnam was a major port for a very extensive hinterland upto Hyderabad and even northwards to Indore and Burhanpur. It was linked by roads with fertile and populated Krishna-Godavari delta, well settled belt of Deccan and the royal capital of Golconda-Hyderabad. Royalty and nobility in and around the capital, Telugu Rajas, Zamindars and warlords of Vishakhapatam, Rajamundry and Telengana generated a great demand in luxury consumer goods and imported goods. The handicraft industries in this area and the agriculturists demanded certain types of goods useful for their activities. The cheap and secure transportation facilitated the import trade through Musulipatnam.<sup>49</sup> Dr. John Fryer, who visited it in 1670, described Masulipatnam, "as being famous all along the coast of Coromandel and as resembling Babel in the variety of tongues and the differences of garbs and costumes".<sup>50</sup> In latter half of the 17th



century some important changes took place in the North Coromandel region. The textile producing and exporting region suffered by the Mughal conquest of Golconda in 1686-87. The depression in trade following the Mughal wars, the insane, unwise and highhanded attitude of native officials at Masulipatnam and shifting of trade to Bengal led to the decline of Masulipatnam. The imposition of Mughal administrative machinery and financial control over the region seems to have upset existing relationship, which the port and its prominent merchants had built up with the hinterland and with the previous Golconda state. Ultimately this resulted in the decline of Masulipatnam trade.<sup>51</sup>

In 1686, the Dutch became the masters of Masulipatnam and ordered the English not to trade outside the town. The English warned the Dutch not to interfere in their trade. In 1690, the Madras Government obtained a farman from the Mughal emperor, authorising them to reopen their factories along the coast. However, the English trade at Masulipatnam appears to have been on a very small scale.<sup>52</sup>

The English East India Company started its trading activities on the Coromandel Coast after 1611. However, it was not the only European Company to conduct trade with Golconda kingdom and other local Hindu Rajas along the Coast. But it had to compete with some other European trading companies in this region just like in other parts of India. The main competitors of the English East India Company in this region were the Dutch and the merchants of the French Company. The Dutch had secured a footing at Masulipatnam from the beginning of the 17th century. A junior merchant resided there in 1605, but the formal establish-

ment of factories started from 1606 when agreement was concluded with the King of Golconda and them. The Dutch merchants set to work at Masulipatnam itself and at the neighbouring town of Nizampatnam also known as Petapoli.<sup>53</sup>

The Dutch built a fortified castle at Pulicat in 1612 which became the residence of the chief Governor and the controlling post over their Coromandel trade. The declining Vijayanagar's emperor had given the Dutch permission to settle and built a fort at Pulicat in 1612. He had also given concessions on tariffs and other privileges.<sup>54</sup> When Captain Hippon and Peter Floris attempted a landing at Pulicat the Dutch opposed them. In 1614, another Captain of the English East Indian Company tried to anchor at Pulicat. The Dutch welcomed the visitors but firmly refused to let them trade. The Anglo-Dutch Treaty of 1619 gave the English the right to trade at Pulicat on condition that the English should pay half charges of garrison. Accordingly the English landed at Pulicat in 1620 and started their trade. But the Dutch opposition which was to culminate in the tragedy of Amboyna, soon rendered the English position untenable at Pulicat and in 1623, shortly after that tragedy the English abandoned Pulicat.<sup>55</sup> When Golconda rulers annexed the territories of the Vijayanagar empire and became the masters of Pulicat, Masulipatnam and Madras (1642), the concession given by the Vijayanagar rulers and their subordinates to foreigners had to be negotiated. At Masulipatnam the King of Golconda gave the Dutch exemptions in various duties like embarkation, disembarkation, weighing duty, transit duties etc.<sup>56</sup> [During this period the Dutch had gained the predominant position in naval and commercial affairs. Naturally, the Dutch competition was very unpalatable to the English factors

in India.<sup>57</sup> In January, 1647, Mir Jumla, the Qutbshahi Commander of the Eastern Karnataka, granted a caul to the Dutch which was given on behalf of the Sultan of Golconda. By this caul, they were given exemption from embarkation and disembarkation duty on their goods in the port of Pulicat.<sup>58</sup> On goods imported and sold in the port and goods brought in the port from the inland for export, the usual duty was to be shared between the King and the Dutch. The Dutch obtained right of minting pagodas at Pulicat and the grant of neighbouring villages dependent on Pulicat was also conferred upon them. In 1653, they were allowed to build a factory at a more favourable site in Masulipatnam. In 1658, they were explicitly exempted from the embarkation and disembarkation duty of two and a half per cent which was being paid at Masulipatnam. They also obtained permission from Mir Jumla to coin rupees in Pulicat mint. This rupees had wide currency and yielded a high profit of three and a half per cent at Masulipatnam. Due to these concessions and grants the Dutch had acquired a predominant position in commercial activities on the Coromandel Coast. Their factory at Masulipatnam had Dutch personnel of upto eightyfive men who were comfortably installed in quarters built within the wall compounds of the factory. The Dutch complex was located near the seafront which was most convenient for trade. In one of the suburban villages of Masulipatnam the Dutch had a plot of land given to them by rulers where they built residence to which officials retired for amusements and recreations. There were also storehouses here for textiles and facilities for washing finished goods.<sup>59</sup>

The Dutch made settlements at other places along the

Coast and in the interior parts where they secured rights from the lords of the land. At the weaving villages like Palakollu, Drakshavaram the Dutch had settled factories, and from these factories textiles and other produce were sent by roads and waterways in Masulipatnam. The Dutch had another two factories in the interior parts of the country, one at Nagalvancha and other at capital city of Golconda. The Factors of this factory bought calicoes and diamonds from Golconda and sold variety of imported goods such as spices, copper, tin and silver.<sup>60</sup> Thus the strong position of the Dutch on Coromandel coast had the advantage over their competitors in the important export trade. The English merchants had to face many difficulties at Masulipatnam and Pulicat due to the Dutch opposition which created hindrance in their trade on Coromandel coast.

The other competitors of the English East India Company on Coromandel coast were the Danes and the French merchants. The Danes had been able to found a fortified settlement in Coromandel in 1620, in the kingdom of Tanjore. But the intermittent nature of their activities and the discontinuous nature of support from Europe did not contribute to the growth of their trade. When they were able to carry on trade the Danes established factories in ports like Masulipatnam and Porto Novo. However, their trade from Masulipatnam was very meagre and their relations with the English were amicable.<sup>61</sup> The French made their entry in Coromandel trade in last quarter of the 17th century. The Bijapur general Sherkhan Lodi, Governor of Eastern province of Valikondapuram granted for the French a site for a settlement in the old port of Pondichery<sup>62</sup> In 1674, Francois Martin arrived there to manage the affairs of the French.

From Pondichery Martin directed trade at Masulipatnam. When Shivaji conquered Jinji from Bijapur, Martin established relations with him and secured a farman from Shivaji. By this farman Pondichery was put under the French jurisdiction and they were given administrative and judicial rights and custom concessions.<sup>63</sup>

### **Volume of Trade**

From 1613 onwards the English East India Company started its trade from Masulipatnam. But from 1613 to 1618 their trade at Masulipatnam was very meagre, on account of the Dutch opposition and local situation was not so favourable to the English. In the beginning they tried to purchase calicoes and other articles from local merchants in exchange of their imported goods. But in this transaction they had to face the Dutch competition, because the Dutch merchants could sell their imported articles especially spices, at lower rates as they had monopoly in those articles. So, in the exchange of imported goods, the English merchants had to buy the Coromandel goods at higher rates than the Dutch merchants. So the profit level from this trade was low. Further the English merchants had to pay presents to the local officers for favourable trade in that area.

The English trade of Coromandel was bilateral. They sold their imported goods and purchased the calicoes, indigo and saltpetre. Most of the purchased goods were sent to Bantam, Surat and England. But in these exported articles the Coromandel calicoes occupied the significant place. Most of the calicoes were sent abroad, because the demand

for Coromandel calicoes was more than that for the calicoes of other parts of India. Especially in South-eastern countries and Middle East countries Masulipatnam chintz had great demand.

From 1618, onwards the English merchants could maintain good relations with the local merchants and tried to purchase various types of commodities from Masulipatnam and other adjoining areas. But it is difficult to decide the volume of trade of the English East India Company at Masulipatnam, because the statistical information of all years is not available. Whatever information is available is sporadic. The difficulty is, in the most of records sometimes quantities of articles are given and sometimes the total value of goods is mentioned in various currencies. So it is difficult to infer the volume of trade of Masulipatnam, in our period of study. W.W. Moreland remarks that "It is by no means easy to arrive at an accurate idea of the volume of export trade to Western Europe. There are occasional uncertainties regarding the extent of the English share".<sup>64</sup>

From the year 1618 to 1622, the English factor at Masulipatnam sent the goods valued to 14,847 pagodas, 9,458 pagodas, 3,285 pagodas, 11,198 pagodas and 20,924 pagodas respectively.<sup>65</sup> For the next six years from 1623 to 1628, we find only the figures of investments at Masulipatnam and these were 1,714 pagodas, 11,419 pagodas, 19,619 pagodas, 33,143 pagodas and 4,223 pagodas respectively.<sup>66</sup>

From these ten years' figures it seems that the volume of trade at Masulipatnam was considerably small while comparing with the

trade on west coast or in other parts of India. In this early period the English merchants at Masulipatnam had to face financial difficulties and the financial supply from Surat, Bantam was irregular. In the year 1622, the principal factor at Pulicat wrote that, "the Dutch in their glory laugh in their sleeves at our present miseries and much disparaged the efficiency of Mr Duke, which is table talk amongst them and our small means at present in Masulipatnam, as also in this place, which is very true and not in a tenth part comparable to theirs; which is much noted among these people."<sup>67</sup>

During the period from 1628 to 1630 the English factory at Masulipatnam was temporarily closed due to unsympathetic attitude of local governor. But in April, 1630 the English again opened their trade at Masulipatnam. After 1630 the commercial position of the English at Masulipatnam seems to be improving. A letter from the Company to Masulipatnam factory reveals this and shows that from 1631 to 1635, Masulipatnam factors received an amount for the investment of 98, 318 ~~£~~ 15 s. 2 d. In addition to this they had received other amounts from Bantam and so in these years the investment of the English Company at Masulipatnam exceeded over 108,000 ~~£~~.<sup>68</sup>

In 1632, Masulipatnam factors sent the calicoes and other goods valued to 30,600 pagodas to Bantam and in 1633 Masulipatnam goods worth of 10,286 pagodas were sent to Isphan.<sup>69</sup> From 1632 to 1637 Masulipatnam factory exported goods valued to 10,286 pagodas (9,000 ~~£~~) to England only.<sup>70</sup> Beside this, in the end of 1637 Masulipatnam

factors sent 300 bales of cloth, 40 chests of saltpetre and 30 bales of cotton yarn, all amounting to 30,000 pagodas to Bantam.<sup>71</sup> In 1638 the English factors at Masulipatnam sent calicoes, saltpetre, indigo, gumlac and sugar amounting to nearly 48,500 pagodas to Surat. In 1639 piece-goods valued at 13,375 pagodas were sent to Persia.<sup>72</sup>

The above mentioned figures show that there was increase in the export trade of Masulipatnam. In this export trade along with calicoes the other commodities like saltpetre, indigo were export articles. The growth in the export trade of Masulipatnam was due to the sudden fall in Surat trade because of famine and political disturbances in Gujarat.<sup>73</sup> From 1639, the demand for Masulipatnam calicoes in London rose up due to its cheapness and quality.<sup>74</sup> From 1640's it seems that there was growth in the export trade of Masulipatnam. The following figures show the export trade of Masulipatnam, after 1640's. In 1642 a cargo despatched from Masulipatnam for Batavia consisted of 597 bales of cotton goods, 297 bales of indigo, 498 bales of crude and 538 sacks of refined saltpetre, which were intended for England.<sup>75</sup>

The English export from Masulipatnam to Europe became more important from the year, 1649. The total value of the export for the year 1649-50 and the following seasons were as follows:<sup>76</sup>

1649-50	-	Rs.	50,000	or	14,248	pagodas
1650-51	-	Rs.	96,000	or	27,429	pagodas
1951-52	-	Rs.	85,000	or	24,286	pagodas
1652-53	-	Rs.	1,30,000	or	37,143	pagodas

From 1653 onwards the volume of trade of Masulipatnam



decreased. In 1653 Madras rose to the position of Presidency and Masulipatnam came under the control of Madras presidency. From 1653 onwards, the information regarding the trade at Masulipatnam is not sufficient. Again after 1653, the English merchants at Madras established various other factories in the area, south of Madras, which provided substantial quantities of calicoes. Hence while comparing with the trade of Fort St. George factory, the trade of Masulipatnam seems to be secondary one.

In the last quarter of the 17th century, the volume of trade at Masulipatnam seems to be increased. This was due to the growth in the total import trade of England from Coromandel coast. The investments for Masulipatnam calicoes in the years from 1678 to 1681 shows growth in the trade volume at Masulipatnam.<sup>76</sup>

<u>Year</u>	<u>Investment</u>	<u>Total goods sent</u>
1678	1,40,321 pagodas	
1679	1,00,000 pagodas	1,30,754 pagodas
1680	1,10,000 pagodas	
1681	40,000 pagodas	79,215 pagodas

Masulipatnam was, thus an important trading centre of the English East India Company on the Coromandel Coast in the 17th century. Even before Madras rose to prominence, Masulipatnam had acquired commercial significance and it continued to be a major commercial centre until the end of the 17th century. It was very convenient place to collect the piecegoods produced in the hinterland of North Coromandel. The Masuliptnam factory contributed considerably to the trade of the English East India Company on the Coromandel coast in the 17th century.

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