

# **FROM TEA TO SHINING SEA:**

**A Primary-Document Based Unit  
On the Boston Tea Party  
For  
A.P. Economics**

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## OVERVIEW

**GOAL:** Students in my AP Economics class are often so busy studying theory and models that they do not have the opportunity to apply these models to American History. Many of these students elect to take Economics because of their interest in history and government. While I provide students with some current examples of how models do and do not fit into the real world, this unit provides another way students can view an historical event by applying economic analysis. It should be a good review and test of their newly acquired skills. Although many of them become reasonably proficient at graphing clear directions (such as demonstrating a shift in the demand) by the end of Microeconomics, many students still have difficulty applying their tools to more intricate situations. I intend to use this unit as a culminating activity for microeconomics and in a way as a general introduction to some of the macroeconomic principles (fiscal policy, for example).

### PROCESS

1. Setting the Stage: I have created a **power point presentation** that reviews the major events leading up to the Boston Tea Party. It has a heavy emphasis on the economics of the time. Some of the presentation is intended more for my U.S. History class – but teachers could use it in a variety of ways.
2. The Document “groups” are split into five sections:
  - i. *To Tax or not to Tax* – students will examine whether Parliamentary policy to raise revenue through taxes was an economically sound one.
  - ii. *The Demand Curve for Tea* – illustrating the concept of shifting demand through substitution.
  - iii. *Non-Importation and the Boston Merchant Crisis* – students will apply their knowledge of Game Theory to ascertain whether economic boycotts are viable political tools or not.
  - iv. *The East India Company: When Monopoly is not just a Game* –students will assess the health of this company and determine whether fear of monopoly or competition was the real issue.
  - v. *The Profits of Patriotism* – which group, the Patriots or the Loyalists had more opportunity costs and why?

### ASSESSMENT:

1. Each group of documents has an accompanying lesson to help generate interest, discussion and purpose. There is pre-reading work, reading work, and assessment for each lesson.
2. There will be a task for small groups of students to complete. Exercises are worth 15 points each for a total of 75 points. Students will earn another 25 points based on their group discussions, answering appropriate questions, and work ethic in class.

## Document Section 1

### ***To Tax or not to Tax, that is the Question: Tax incidence and all that jazz.***

**BACKGROUND:** Students should have previously studied demand and supply analysis along with tax and subsidies.

**GOAL:** Students will apply their lessons on tax and tax incidence to the events leading up to the Boston Tea Party. They will determine whether or not taxing was good economic policy in the 1700s.

#### **CONCEPT REVIEW:**

1. Define tax incidence and graph it. Show how tax incidence directly influences the demand and supply of a firm.
2. How does demand and supply elasticity influence the effect of tax on the consumer? On the producer? Again, graph it.
3. Do you think raising the sales tax in Massachusetts would be the best way to generate more income for the state? Why or why not?
4. For a related source, see Table I: “English Exports of Tea to America, 1750-1774” Table III: “The East India Company’s Tea Trade, 1763-1774”, and Table IV: “East India Company’s Shipment of Tea to America, 1773: in Benjamin Labaree, *The Boston Tea Party* (New York, 1964).

#### **DOCUMENT ANALYSIS**

Read over the following documents pertaining to the controversy over taxing of the American colonies.

1. On a separate piece of paper answer the “Consider” question that corresponds with each document.
2. Discuss your answers with your group and come to some consensus over the meaning of the documents.

**TASK:** Using your best graphs and presentation skills, argue in front of the British Parliament (that will be your class), whether it is wise to place a tax on trade. Make certain to address demand and supply elasticity (which you can surmise from the documents). Be sure to address the tax incidence.

## *To Tax or Not to Tax: Documents*

### **Document #1**

***Boston Gazette* article, 14 May 1764**

*CONSIDER* –The following newspaper article was signed “Nov ANGLICANUS.” It was written by one of the Patriots of the time – but most Patriots used code names (even though most knew the code names). What is the thesis of this writer? In his view, what role do taxes have in trade? Do you see this as an argument for free trade or something else? What is the connection between political representation and trade that the writer makes at the end of this excerpt?

WE have seen the report of the committee of the whole house of Commons, to whom it was refer'd to consider of ways and means for raising a supply granted to his Majesty; which is propos'd to be done by some pretty *extraordinary* taxes upon the trade of the colonies – I am my self remote from trade; but we all ought to consider that trade has its share of merit in enriching a people and making it happy, as well as the cultivation of its lands: they are the two grand springs of the industry and wealth of a community – *both* ought therefore to be nourish'd and protected by *all* – they have a mutual dependence upon each other, and one can not long subsist alone—their connection is so strong that whoever injures one, injures both; whoever is an enemy to one is an enemy to both – the man who uses his *interest* or *power* to destroy one, as effectually uses it to destroy both; and if he succeeds with regard to one, he must with regard to the other, and may justly be deem'd the enemy and destroyer of his country. I would just hint here, how very impolitick it is in some of our country towns, to return gentlemen to represent them in the general assembly who are *profess'd* enemies to trade – some such towns there have been and I fear still are in the province; I intreat them to consider, that whatever fulsome pretensions of friendship their representatives may make in order to gain their election, they are in *reality* enemies to their true interest – but my principal design is to awaken in my country men an important consideration, that whatever tends to curtail the just rights and immunities of trade, *immediately* becomes and object of their most serious attention; but more especially if the methods propos'd tend to deprive us of that civil liberty wherewith God and the King hath made us free.[...]

Nov Anglicanus, “We have seen the report. . .” *Boston Gazette*, 14 May 1764.

**Document #2****Richard Frothingham, "Tea Party Anniversary," 1873**

*CONSIDER* – In a paper presented at the Tea Party Anniversary at the Massachusetts Historical Society in 1873, Richard Frothingham helps explain the role of the Tea Act in Revolutionary War history. What do you think the English Government thought about the Tea Act? Do you think it seems like a violation of rights to Americans? Why or why not? What economic theories were the English maintaining?

I cheerfully accept the part assigned to me in this commemoration, that of contributing a paper on the destruction of the tea in Boston on the 16th of December, 1773. In chapter ninth of the "Life and Times of Joseph Warren," I endeavored to give at considerable length the details of that important event; and in chapter eighth of the "Rise of the Republic of the United States," to assign the place which "The Tea Act," as a proximate cause, occupies in the formative process of the country. I purpose to present a commentary on salient points of this transaction. It will show from contemporary materials the light in which Loyalists and Whigs regarded it.

Successive British administrations, during the whole period of the colonies that became the United States, regarded their local institutions as a development of republicanism. The ministry of the Earl of Bute adopted a policy designed to check this development.

Massachusetts, when called upon to resist this policy, was giving such proofs of loyalty as to elicit from the royal governor in 1762 a memorable recognition. "Whatever," he said, "may be the event of the war, it must be no small satisfaction to us that this province hath contributed its full share to the support of it. Every thing that has been required of it hath been most readily complied with; and the execution of the powers committed to me, for raising the provincial troops, hath been as full and complete as the grant of them was. Never before were the regiments so easily levied, so well composed, and so early in the field, as they been this year. The common people seemed to be animated with the spirit of the General Court, and to vie with them in their readiness to serve their king." (Journals of the House of Representatives, 1762; Message of Francis Bernard.)

The new policy included the taxation of the colonies, and an alteration of their governments. The right to tax was asserted in the Stamp Act of 1765, and the right to govern in the famous Declaratory Act of 1766. Both were embodied in the Act of 1767, imposing duties on paper, painters' colors, glass, and tea. These duties were imposed not on the ground of regulating trade, but with the view of supporting local government. Lord North, on proposing, March 5, 1770, a partial repeal of the Act of 1767, frankly said that he could not recommend a repeal of the whole act without giving up that just right which he should ever wish the mother country to possess, the right of taxing the Americans. "I am," his words were, "for the retaining our right of taxing America."

The colonists resisted this policy in a spirit of loyalty to the king. Their weapon was the non-importation scheme. This occasioned a great falling off in the trade from England. Large quantities of teas were received from Holland. The embarrassments of the East India Company were attributed to the loss of the American market. On the 2d of March,

1773, this company petitioned Parliament for a loan; also, for permission to export teas to British America free of duty. The latter request was looked upon as a wise suggestion. It was not, however, accepted. Lord North again declared that the existing tax on tea imported into America must be retained, in order to maintain the right.

On the 27<sup>th</sup> of April he submitted two resolutions in the House of Commons, proposing to allow the East India Company to export teas to the American colonies free of duty in England, but subject to the existing tax in America. These resolutions were agreed to. A bill embodying this measure received the royal assent on the 10<sup>th</sup> of May. This was the Tea Act. It was termed “an Act to allow a drawback of the duties of customs on the exportation of tea to any of His Majesty’s colonies or plantations in America; to increase the deposit on Bohea tea to be sold at the East India Company’s sales; and to empower the commissioners of the Treasury to grant licenses to the East India Company to export tea, duty free.” \*\*

This act “appears to have passed without opposition, nay, almost without remark.” (Lord Mahon, *Hist. Eng.*, v. 319.) It elicited little, if any, conversation in England, until measures under it were adopted to export the teas. Franklin, in a letter, dated June 4, 1773, addressed to Thomas Cushing, says: “It was thought at the beginning of the session that the American duty on tea would be taken off. But now the wise scheme is, to take off so much duty here, as will make tea cheaper in America than foreigners can supply us, and to confine the duty there to keep up the exercise of the right.” On the 12<sup>th</sup> of September Franklin advised Cushing that the East India Company had taken out licenses to export teas to America. Arthur Lee, in a postscript to a letter addressed to Samuel Adams, dated Oct. 13, 1773, says: “I had forgot to mention the scheme which is carrying into execution of insidiously obtaining from us the duty on tea, by the company, under an act of the last session.... Success may lead to a thousand other artful ways of enslaving us, by what alone can effect it, our own acquiescence. The introduction of the tea ought, I think, therefore to be opposed.” (*Life of Arthur Lee*, i. 237)

The Boston journals of the 19<sup>th</sup> of July contained the intelligence that the act received the royal assent. Little, however, was said of this scheme in the American press—in such files of newspapers as I have examined—for several weeks. The notices of it during August are confined to reports which came in letters from England, that the East India Company were preparing to export teas under the act. One of the letters was printed in a Philadelphia paper of the 12<sup>th</sup>, in which it is stated that perhaps in a month “a cargo would be sent to Boston (subject to a duty payable in America), to be sold in that place on their account.”

The Committee of Correspondence, chosen by the Town of Boston in 1772, was preparing matter for the press, distributing pamphlets, and corresponding with similar committees. On the 21<sup>st</sup> of September, 1773, it sent out the following circular, printed on a broadside. It is here printed from a copy in the Society’s archives:

Boston, September 21, 1773.

GENTLEMEN,—The State of publick Affairs undoubtedly still demands the greatest Wisdom, Vigilance, and Fortitude. Our Enemies, who are alarmed at the Union which they see is already established in this Province, and the Confederacy into which they expect the whole Continent of America will soon be drawn, for the Recovery of their violated Rights, are now aiming to perswade us of their earnest Desire that our Grievances should be redress'd, and are insinuating that, if we will waive our Claim of Rights, Relief will be readily granted to us.

We well remember how greatly the British Ministry were alarmed at the Combination of the Americans against the Importation of British Manufactures. Their Artifice was then to pretend to meet us half Way, and by this Shew of Candor and Integrity to spread Divisions among us. Upon this principle, the Duties on Painter's Colors, Oil, and Glass, were repealed. The Merchants were thereby disunited in Sentiments, the Councils of the Americans confused, and the Non-Importation Agreement (which, had it been a little longer continued, wou'd have brought our Oppressors to Terms of Reason) was entirely broken up. The Moment this was known, the Necessity of attending to our Complaints vanished.

When it is considered how much that rich and powerful Body, the East-India Company, resent the Act that was passed in the last Session of Parliament, by which their sacred Charter Rights were arbitrarily taken from them; and how much the City of London and other great Corporations are alarmed thereby, it would not seem strange if Administration should at this Time be desirous of silencing every Opposition to their Measures in general; and especially such an Opposition as this extensive Continent, when united, is able to make.

Ought we not, also, to bear in our Minds that the Time for a new Election of the House of Commons in Great Britain is drawing near? And will it not be highly pleasing to our Enemies if, by a strange Kind of Policy, recommended by some, we should lead our Friends in England to think that we are at Length brought to place a Confidence in the good Intentions of Administration, although the most [ominous] Measures are still continued against repeated Petitions, and thereby should become ourselves instrumental in giving them the Aid of our Friends, for the obtaining an Election of such Members as will be agreeable to their Wishes? And if, which Heaven avert! a House of Commons determined to subvert the Liberties of America should be elected, what Oppressions may we not expect in another seven years, if through a weak Credulity, while the most arbitrary Measures still persisted in, we should be prevail'd upon to submit our Rights, as the patriotic Farmer expresses it, "to the tender mercies of the Ministry."

We mean not to agitate the Minds of our Brethren with groundless Apprehensions, but to excite in them that Watchfulness which alone will be a Guard against a false Security, forever dangerous to our Rights and Liberties; and to entreat that the Eye of Jealousy may be still attentively fixed on the Movements of our Enemies, in Britain and America. We trust you will always communicate to us any Discoveries or just Suspicions of their sinister Designs ; and, also, that you will never be wanting in encouraging that Unity and

Harmony in Councils, so essentially necessary to the obtaining the great End we have in View, *the Salvation of Ourselves and Posterity from Tyranny & Bondage.*

And we have still an animating Confidence in the Supreme Disposer of Events, that he will never suffer a sensible, brave, and virtuous People to be enslaved.

We are

Your Friends and humble Servants.

Signed by the Direction of the Committee of Correspondence, for the Town of Boston.

WILLIAM COOPER, *Clerk.*

To the Committee of Correspondence for the Town of \_\_\_\_\_

The following is in the handwriting of William Cooper: –

Sr. — There being no Committee of Correspondence in the Town of Barnstable, I am directed to transmit the foregoing to you, to be communicated to such of your Friends as you shall think proper.

Your humble Servant,

WILLIAM COOPER, *Clerk.*

\*\*Note located at the bottom of page 157:

Report submitted to the House of Lords, April 20, 1774, by a committee appointed “to inquire into the several proceedings in the colony of the Massachusetts Bay, in opposition to the sovereignty of His Majesty, in his Parliament of Great Britain, over that Province.” (Journals of the House of Lords.) This report is in Force’s American Archives. The Tea Act is in the “Boston Evening Post” of Oct. 25, 1773, and fills about two columns.

Richard Frothingham, “Tea-Party Anniversary,” *Proceedings of the Massachusetts Historical Society* 13 (Boston, Dec.1873),156-158.

### Document #3

#### Letter from Samuel Adams to the editors of the *Boston Gazette*, 1772

*CONSIDER* – One of the most contested aspects of the Tea Act of 1773 centered on the paying of salaries for government officials in the colonies with the taxes from tea and other goods. No taxation without representation may have been part of the problem, but consider the problems or issues that arose when the Crown determined the salaries of officials. Who or what until this time determined these salaries? How does this change impact the colonists?

[The following is a letter from Samuel Adams, using the pseudonym “Candidus,” published in the *Boston Gazette* on 20 January 1772. It was addressed to the editors of the *Gazette*, Edes & Gill. “Chronus” is a pseudonym for the defender of Parliament’s actions.]

Messieurs Edes and Gill,

In the Massachusetts-Gazette of the 9<sup>th</sup> instant, Chronus attempts to prove that “the Parliament’s laying duties upon trade, *for the express purpose of raising a revenue*, is not repugnant to and subversive of our constitution.” In defence of this proposition, he proceeds to consider the nation as *commercial*, and from thence to show the necessity of laws for the *regulation of trade*. --- In the nation he includes Great-Britain and all the Colonies, and infers that these acts for the *regulation of trade*, “should extend to all the British dominions, to prevent one part of the *national body* from injuring another.” And, says he, “If laws for the *regulation of trade* are necessary, who so proper to enact them, &c. as the British parliament, or to dispose of the fines & forfeitures arising from the breach of such acts?” And then he tells us, that as a number of preventive officers will hereupon become necessary, the parliament have thought proper to assign to his Majesty’s revenue “the profits arising on the duties of importation for the payment of those officers” This is *Chronus’s* “method of reasoning”, to prove that because it is necessary that the parliament should enact laws for the regulation of trade, about which there has as yet been no dispute that I know of, and because it is proper that such preventive officers as shall be found needful to carry those laws into execution, should be paid out of the fines and forfeitures arising from the breach of them, *Therefore*, the parliament hath a right to make laws imposing duties or taxes, *for the express purpose of raising a revenue* in the colonies without their consent; and that this is not (as is allged’d by our “Patriots”) “repugnant to, or subversive of our constitution.” Every one may easily see how *Chronus* evades the matter in dispute, and aims at amusing his readers according to his usual manner, by endeavouring, and that without a shadow of argument, to prove one point, instead of another which is quite *distinct* from it, and which he ought to prove, but cannot. He is indeed sensible that his artifice is seen though; that it will be urged that “he has evaded the chief difficulties,” and that “the objection doth not lie against the regulation of trade, but against the imposing duties for the express purpose of raising a revenue.” And he is full ready to remove this objection. But how? Why, by asking a question, which he often substitutes in the room of argument. Are we not, says he, “fellow-subjects with our brethren at home, and consequently bound to bear a part according to our ability, in supporting the honor & dignity of the crown?” It is allow’d that we are the *subjects of the same prince* with our brethren at home, and are in duty bound, as far as we are able, to support the honor and dignity of our Sovereign, while he

affords us his protection. But does *Chronus* from thence infer an obligation on us to yield obedience *to the acts of the British parliament* imposing taxes upon us with the express intention of raising a revenue, to be appropriated for such purposes as that legislative thinks proper, without our consent? O, says he, “there is good reason for this.” What is the good reason? Why “if we will not consent to do anything ourselves,” “our money will be taken from us *without our consent*.” This is conclusive argument indeed. And then he, as it were, imperceptibly glides into that which has ever appeared to be his *favorite topick*, however impertinent to the present point, viz. an independent support for the governor. He boldly affirms, what is a notorious untruth, that “we are unwilling to pay his Majesty’s substitute in such a manner as should leave him that freedom and independency which is necessary to his station, and with which he is vested by the constitution”: And therefore the parliament hath a right to enable his Majesty to pay his substitute, out of a revenue *extorted* from us against our consent. If his premises were well grounded, his conclusion would not follow: And the question would still remain, to which *Chronus* has not attempted to give any rational answer, namely, By what authority doth the parliament these things, and who gave them this authority? Thus we still continue to dispute the authority of the parliament to lay duties and taxes upon us, with the express purpose of raising a revenue, as “repugnant to, and subversive of our constitution”; and for a reason which I dare say *Chronus* will never get over, namely, because as he himself allows, “*we are not represented in it*.” –

The English constitution, says Baron *Montesquieu*, has Liberty for its direct object: And the constitution of this province, as our own historian, informs us, is an epitome of the British constitution; and it undoubtedly has the same end for its object: Whatever laws therefore are made for our government, either in a manner, or for purposes subversive of Liberty, must be subversive of the end of the constitution, and consequently of the constitution itself. – No *free* people, as the Pennsylvania Farmer has observed, ever existed, or ever can exist without, to use a common but strong expression, keeping the *purse-strings* in their hands: But the parliament’s laying taxes on the Colonies for the express purpose of raising a revenue, takes the purse strings out of their hands, and consequently it is “repugnant to, and subversive of (the end of) our constitution” – Liberty. Mr. *Locke* says, that the security of property is the end for which men enter into society; and I believe *Chronus* will not deny it: Whatever laws therefore are made in any society, tending to render property *insecure*, must be subversive of the end for which men prefer society to the state of nature; and consequently must be subversive of society itself: But the parliament in which the Colonies have no voice, taking as much of their money as it pleases, and appropriating it to such purposes as it pleases, even against their consent, and as they think repugnant to their safety, renders *all their property* precarious, and therefore it is subversive of the end for which men enter into society and repugnant to every free constitution. --- Mr. *Hooker* in his ecclesiastical polity, as quoted by Mr. *Locke*, affirms that “Laws they are not, which the *public approbation* hath not made so.” This seems to be the language of nature and common sense; for if the public are bound to yield obedience to the laws, to which they cannot give *their* approbation, they are slaves to those who make such laws and enforce them: But the acts of parliament imposing duties, with the express purpose of raising a revenue in the colonies, have received every mark of the public *disapprobation* in every colony; and yet they are enforced in all, and in some with the utmost rigour. The British

constitution having liberty for its object, is so framed, as that every man who is to be bound by any law about to be made, may be present by his representative in parliament, who may employ the whole force of his objections against it, if he cannot approve of it: If after fair debate, it is approv'd of by the *majority* of the whole representative body of the nation, the *minority*, by a rule essential in society, and without which it could not subsist, is bound to submit to it: But the colonies had *no voice* in parliament when the revenue acts were made; nay, though they had no representatives there, their petitions were rejected, because they were against duties to be *laid on*; and they have been called factious, for the objections they made, not only their being taxed *without their consent*, which was a sufficient objection, but against the appropriation of the money when rais'd to purposes which as the Farmer has made to appear, will supersede the authority in our respective assemblies, which is *most essential to liberty*. Representation and Legislation, as well as taxation, are inseparable, according to the *spirit* of our constitution; and of all others that are free. Human foresight is incapable of providing against every *accident*. A small part of the nation may be "at sea, as *Chronus* tells us, when writs are issued out for the election of members of parliament"; and to admit that they, after their return "should be exempt from any acts of parliament, the members of which were chosen in their absence", would be attended with greater evil to the community, the safety and welfare of which is *the end* of all legislation, than the misfortune of their *voluntary* absence, if it should prove one, could be to them. I say, if it should prove a misfortune to them; for those acts being made by the consent of representatives chosen by *all* the rest of the nation, it is presum'd they are calculated for the good of *the whole*, of which they, as *a part*, must necessarily partake: But the *supposed* case of these persons is far different from that of the colonists; who are, not by a voluntary choice of their own, but through *necessity*, not by mere accident, but by means of the local distance of their *constant* residence, excluded from being present by representation in the British legislature. *Chronus* allows that by means of their distance, "they are become incapable of exercising their *original right* of choosing representatives for the British parliament." If so, they cannot without subversion of the end of the British constitution, be bound to obedience, against their own consent, to such laws as are there made; especially such laws as tend to render precarious *their property*, the security of which is *the end* of men's entering into society. If they are thus bound, they are *slaves* and not *free men*: But slavery must certainly be "repugnant to the constitution" which has liberty for its direct object. If the supreme legislative of Great Britain, cannot consistently with the British constitution or the *essential liberty* of the colonies, make laws binding upon them, and *Chronus* for ought I can see, has not attempted to make it rationally appear that it can, it is dangerous for the colonies to admit any of its laws. For however upright some may think the present parliament to be, in intention, they may ruin us through mistake arising from an incurable ignorance of our circumstances; and though *Chronus* may be so singular as to judge the present revenue acts of parliament binding upon the colonies, to be salutary, the time may perhaps come, when even he may be convinced, that future ones may be oppressive and tyrannical, not only in their execution, but in the very intention of those that may make them. [...]

**Document Section 2*****The Demand Curve in the Boston Tea Party: When all else fails, shift the Demand, ye Patriots.***

**BACKGROUND:** Students should have prior knowledge of the economic models describing supply and demand. Students should have working knowledge of shifting and movement along the demand and supply curves. Knowledge of marginal utility analysis is also assumed. Application of the theory of indifference curves in the creation of the demand curve could be helpful but not necessary for this exercise.

**GOAL:** Students will apply their knowledge of supply and demand analysis to the events leading up to the Boston Tea Party. They will evaluate the effectiveness of their models in describing the consumer behavior of tea.

**CONCEPT REVIEW:** Using regular demand/supply analysis, describe

1. What factors cause a shift in demand?
2. What factors cause a movement along the demand curve?

**DOCUMENT ANALYSIS:** Read the following set of documents pertaining to the background of the Boston Tea Party.

1. On a separate piece of paper answer the “Consider” question that corresponds with each document.
2. Discuss your answers with your group and come to some consensus over the meaning of the documents.
3. GRAPH—Using your best demand/supply analysis, show how the Patriots were shaping and influencing the market for tea in the years leading up to the Boston Tea Party.

**TASK:** Based on the documents and your knowledge of 18<sup>th</sup> century American history, do you think the Patriots were able to change demand for tea? Why or why not? Would you recommend it as sound policy to continue to try to change demand? If so, how would you go about it? If not, what might you do instead to keep up with the demand? Be able to provide a coherent explanation to your fellow Patriots.

## ***The Demand Curve: Documents***

### **Document #1**

**“Address to the Ladies” *Boston Post-Boy*, 16 November 1767.**

View a digital image of this document at: [http://www.masshist.org/database/onview\\_full.cfm?queryID=413](http://www.masshist.org/database/onview_full.cfm?queryID=413)

*CONSIDER:* As you read the following document, consider the audience of this message. How does this “audience” correspond to the Tea Market? What tactics are used to try to change demand? How effective do you think they might be?

### **Address to the LADIES**

Young ladies in town, and those that live round,  
 Let a friend at this season advise you:  
 Since money’s so scarce, and times growing worse  
 Strange things may soon hap and surprize you:  
 First then, throw aside your high top knots of pride  
 Wear none but your own country linnen;  
 Of Economy boast, let your pride be the most  
 To show cloaths of your own make and spinning.  
 What, if homespun they say is not quite so gay  
 As brocades, yet be not in a passion,  
 For when once it is known this is much wore in town,  
 One and all will cry out, ’tis the fashion!  
 And as one, all agree that you’ll not married be  
 To such as will wear London Fact’ry  
 But at first sight refuse, tell ’em such you do chuse  
 As encourage our own Manufact’ry.  
 No more Ribbons wear, nor in rich dress appear,  
 Love your country much better than fine things,  
 Begin without passion, ’twill soon be the fashion  
 To grace your smooth locks with a twine string.  
 Throw aside your Bohea, and your Green Hyson Tea,<sup>1</sup>  
 And all things with a new fashion duty;  
 Procure a good store of the choice Labradore,<sup>2</sup>  
 For there’ll soon be enough here to suit ye:  
 These do without fear and to all you’ll appear  
 Fair, charming, true, lovely and cleaver;  
 Tho’ the times remain darkish, young men may be sparkish.  
 And love you much stronger than ever.

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<sup>1</sup> Bohea was one of the most popular teas among American tea drinkers. Bostonians imported most of this tea via England. (Benjamin Woods Labaree, *The Boston Tea Party*, New York, 1964: 8).

<sup>2</sup> Labradore tea was gathered from the banks of New England’s rivers. Labaree claims that its taste was very questionable. (Labaree, 27).

**Document #2****Letter from Robert Harris to Caleb Davis, August 1768**

*CONSIDER* – The Non-Importation agreements are signed in August 1768 to stop the import of certain English goods – like tea. Do you think Bostonians are willing to give up their favorite drink so easily? Are Merchants willing to give up a source of revenue? Why or why not?

Sr,

I don't know but I shall tire yr. patience  
 but I intend to make you easy as soon as I can  
 leave home. But must ask the [favor] of yr send[ing]  
 me 1 [barrel] best & 1 [barrel] midling sugar & 2 case  
 raisons and make up the rest of their loads in  
 Rock Salt. I have sent down 2 load cyder you  
 may have if you please at the comm. price. If I  
 cant gett 3 [barrels] for it, beg you'd store it for me.  
 Desire to know the extent of price for flax seed and  
 the lowest I can have tea by the chest and you'll  
 oblige yr. obliged Friend and Humble Servant,  
 Rob.t Harris

Robert Harris to Caleb Davis, August 1768, Caleb Davis Papers, Massachusetts Historical Society.

**Document #3**  
**Receipts and Accounts of Tea Purchases, 1768**

Receipts and accounts of tea purchases, 1768, Caleb Davis Papers, Massachusetts Historical Society.

**Document #4**  
**John Adams, Autobiography [excerpt]**

The Physicians told me that close Application to a School and to Studies by night and by Day had [thickened?] and corrupted the whole Mass of my blood and juices, and that I must have recourse to a Milk Diet according to the Theory and Practice of Dr. Cheyne, at that time the height of the Fassion in Medicine. I had read the Writings of Dr. Cheyne and now read them again, renounced all Meat and Spirits and lived upon Bread and milk, Vegetables and Water. I found my head more at Ease and thought I pursued my Studies to more Advantage: but was tormented with a heart burn every afternoon, which nothing but large potions of Tea at Evening could extinguish. I pursued this course for Eighteen months, six or seven of which passed at my fathers house, with the Advice of Dr. Savil and Dr. Hearsey [Hersey], who were both unqualified Admirers of Cheyne's in Theory, though not in their own practice. My excellent Father at last by his tender Advice at sometimes and a little good humoured ridicule at others converted me again to the Use of a little meat and more comforting Drink, but in both of these I was extreamly sparing for many Years after, and indeed untill I became a Member of Congress and a Traveller, when long journeys and Voyages made a more generous Regimen essential to my being[...]

John Adams, autobiography, part 1, "John Adams," through 1776, sheet 5 of 53 [electronic edition]. *Adams Family Papers: An Electronic Archive*, Massachusetts Historical Society, <http://www.masshist.org/digitaladams>

**Document #5**  
**John Adams, Diary, 29 June 1770**

**JUNE 29. 1770. FRYDAY.**

~~Sat out on~~ Began my journey to Falmouth in Casco Bay. Baited my Horse at Martins in Lynn, where I saw T. Fletcher and his Wife, Mr. French &c. Dined at Goodhues in Salem, where I fell in Company with a Stranger, his Name I know not. He made a Genteell Appearance, was in a Chair himself with a Negro Servant. Seemed to have a general Knowledge of American Affairs, said he had been a Merchant in London, had been at Maryland, Phyladelphia, New York &c. One Year more he said would make Americans as quiet as Lambs. They could not do without Great Britain, they could not conquer their Luxury &c.

Oated my Horse and drank baume Tea at Treadwells in Ipswich, where I found Brother Porter and chatted with him 1/2 Hour, then rode to Rowley and lodged at Captn. Jewitts. -- Jewitt had rather the House should sit all the Year round, than give up an Atom of Right or Priviledge. -- The Governor cant frighten the People, with &c.

John Adams, Diary, 29 June 1770 [electronic edition], *Adams Family Papers: An Electronic Archive*, Massachusetts Historical Society, <http://www.masshist.org/digitaladams/>

**Document #6****Letter from Thomas Hutchinson to William Palmer, 28 April 1768**

*CONSIDER* – Thomas Hutchinson, acting governor of Massachusetts from 1769-1774, writes to William Palmer about his business order. What role do you think tea has for him and his family? What sense of value of tea do you get from this document?

To: Palmer

Boston, 28 April 1768

Sir

I shall inclose Captain Bretts receipt for 350 Ounces Bullion and 2[ ] half Joannes which you will dispose of at the best prices and carry the proceeds to my Credit also Frances Lecams draft on Richard Forman for 13£ sterling. I am going out of Town and expect to be absent three or four weeks shall desire my sons to ship more by Scott unless they can procure bills. I design before the Fall to make 1500 £ more over and above the 1000£ last winter so that when Tea is at the lowest you will secure to the amount of 3000£ more on the joint account to be shipped between this and winter more or less on every Vessel. The profits of these adventures will depend on your buying on the best terms for then they will have a quick sale and you will have a quick return. About a third part of the smooth Tea if not inferior to what you have now shipped may go off, but the best customers know the difference. The half Chests if they are not dearer it will be well to have a few of. I am

Sir Your very humble Servant

Thomas Hutchinson to William Palmer, 28 April 1768, Thomas Hutchinson Letterbooks, Massachusetts Historical Society.

**Document #7**  
**Bromfield Family accounts, undated**

*CONSIDER* – What role did tea play in the family budget? What in the budget would be considered “complements” to tea? What bearing would the price of tea have on the complements?

What are the expences of an ordinary family composed of six persons by the year?

	£	S	D
House rent	20	0	0
25 Cords of Wood at 12s a Cord	15	0	0
Six Barrells of Cyder at 10s	3	0	0
Seven Barrells of Flower at 3 1s	10	17	0
Three Bushells of Malt at 6s	0	13	6
Twelve Gallons of Molasses at 2s 6d	1	10	0
Ten Gallons of Spirit at 46	2	5	0
Ten Gallons of Wine at 6s 8d	3	6	8
25 lbs. Loaf Sugar 1s 6d	1	17	6
150 lbs. Brown Sugar	4	10	0
Half a hundred of Rice at 1s 6d	0	12	6
1 lb. Green Tea	0	12	0
4 lb. of sochong at 5s	1	0	0
6 lbs. of Chocolat	0	16	0
15 lbs. of Coffee at	0	18	0
50 lbs. of Candles at 8d per lb.	1	13	4
Ten Gallons of Vinigar at 1/	0	10	0
Two bushells of Salt	0	6	0
1 lb. pound of Pepper	0	3	9
Spices at 9/	0	9	0
12 bushells of sand at	0	6	0
Brooms brushes and mats at 12/	0	12	0
Repair of furniture	20	0	0
For cow and horse keeping	10	0	0
For Fruit	1	10	0
4 lbs. of Honey at 9d	0	3	0
150 lbs. of Butter 8d	5	0	0
50 lbs. of Cheese 2s	1	1	0
110 hundred lbs. of meat	15	12	0
Vegitables	1	10	0
Maids wages	6	10	0
A Mans [ditto]	6	0	0
Medicine and attendance	3	0	0
Travelling expeditures	6	0	0

### Document Section 3

## ***Non-Importation and the Boston Merchant Crisis***

**BACKGROUND:** In class we will have already studied game theory as part of our unit on oligopolies. This lesson draws from students' understanding of economic models.

**GOAL:** Students will apply their understanding of game theory to a real historic event: The Non-Importation Acts of 1768-1770 and the Boston Tea Party. By using **economic** models, students will discover how models can help describe economic behaviors.

### **CONCEPT REVIEW:**

1. Give an example of an economic boycott with which you are familiar (Cuba, South Africa in the 1980s, etc).
2. What are the advantages and disadvantages of economic boycotts? (T chart)  
Do you think they work? Why or why not?
3. Show what happens to the market of a highly demanded good (Cuban cigars?) when it is no longer allowed in the country. Use a graph to show the rise in a black market, and where supply is essentially vertical and price has gone up.
4. Remind students of the background of the Non-Importation agreement of summer of 1768 (see Power Point notes – starts in March, but formally agreed upon in August.) There are a few documents in the packet that deal with the Tea Crisis in 1773, such as John Greenough's letters. Make certain students understand the conflict between the smugglers and the smaller importers of London goods. Also, review the concept of "consignee."
5. You may want to show part of the power point that deals with Non-Importation at this juncture if you have not already.

### **DOCUMENT ANALYSIS:**

1. Distribute documents to students, and place students in document groups.
2. For time-management, it may make sense to allow students within one group to divide the documents (or, alternatively, assign reading at home, which is difficult to do in an AP Econ class).
3. Students will answer the "Consider" questions that appear before several of the documents (some documents share one "consider question").
4. After discussion, students will complete the TASK (see below).

**TASK:** You are a famous economist and you have just gone back in time to help the merchants decide whether or not they should engage in a boycott of tea. Using your best economics, advise them on whether this decision would be a wise one or not.

## ***Non-Importation/Game Theory Documents***

### **Document #1**

#### **John Rowe, Diary, 1768 [excerpt]**

*CONSIDER --John Rowe was a prominent Boston merchant. He participated early on in the patriotic effort of non-importation. How does his recounting of the Non-Importation Agreement of 1768 in March compare with John Mein's recounting of it in August? Are there any differences?*

Mar. 4. [...] The Committee of Merchants appointed at their meeting March 1<sup>st</sup> 1768, having duly considered what they had in charge, do Report the following Resolutions viz

In consideration of the Great Scarcity of money which for several years has been so Sensibly felt among us & now must be Rendered much Greater not only by the immense Sums absorbed in the Collection of the Duties lately Imposed but by the great checks given thereby to Branches of Trades which yeilded us the most of our money & means of Remittance, \_\_\_\_\_ In consideration also of the great Debt now standing against us, which if we go on Increasing by the excessive Import we have been accustomed to while our Scources [sic] of Remittance are daily drying up, must terminate not only in Our Own & Our Country's Ruin but that of many of our Creditors on the other side of the Water--

In consideration farther of the Danger from some Late Measures of our losing many Inestimable Blessings & advantages of the British Constitution which Constitution we have ever Rever'd as the Basis & Security of all we enjoy in this Life, therefore Voted

1<sup>st</sup> That we will not for one Year send for any European Commodities excepting Salt, Coals, Fishing Lines, Fish Hooks, Hemp, Duck, Bar Lead, Shot, Wool Cards & Card Wire &c & that the trading towns in the province & other provinces in New England together with those in New York, New Jersey & Pennsylvania be Invited to accede hereto –

2<sup>nd</sup> That we will encourage the Produce & manufactures of these colonies by the use of them in Preference to all other manufactures --

3<sup>rd</sup> That in the Purchase of Such Articles as we shall stand in need of, we will give a Constant Preference to such Persons as shall subscribe to these Resolutions –

4<sup>th</sup> That we will in our Separate Capacities inform our several Correspondents of the Reasons & point out to them the necessity of withholding our usual Orders for their Manufactures – the said Impediment may be removed & Trade & Commerce may again flourish –

5<sup>th</sup> That these Votes or Resolutions be Obligatory or binding on us from & after the time that these or other Singular or tending to the same Salutary Purpose be adopted by most of the Trading Towns in this & the neighboring Colonies--

6<sup>th</sup> That a Committee be appointed to Correspond with merchants in the before mentioned Towns & Provinces & forward to them the foregoing Votes, & that s'd Committee be Impowered to call a meeting of the merchants when they think necessary – (153-155)

Oct. 16. This morning I waited on Colo. Robertson who came with Gen. Gage. He received me very Politely. I had a full hour's discourse with him abo the troops. I find him to be a Gentleman of Great Abilities & very cool & dispassionate. I took a walk & met Gen. Gage & Colo. Dalrymple. Gen. Gage engaged me to wait on him tomorrow morning.

Oct. 22. Waited on Colo. Maitland Adj't General to provide a Division for the King's Gunpowder in the Magazine. This forenoon was held a Gen. Court Martial on a soldier of the 14<sup>th</sup> who deserted. Colo. Dalrymple sat a President. I also attended Gen. Gage & Colo. Roberston. (177-178.)

Ann Rowe Cunningham, ed., *Letters and Diary of John Rowe: Boston Merchant, 1759-1762, 1764-1779*, (Boston, 1903), 153-155, 177-178.

**Document #2**  
**John Mein, *Boston Chronicle*, August 1769**

*John Mein, a bookstore owner whose shop Adams frequented, defends himself against the merchants' accusations that he has imported banned items. John Mein was also the publisher of the Boston Chronicle. Mein is often considered a Loyalist or Tory; however, the political content of his newspaper was very similar to other newspapers of the time. He printed letters and opinions from Whigs such as John Dickinson. John Mein, however, did have an increasingly hostile relationship with the Boston Gazette's patriotic publishers Benjamin Edes and John Gill. The Gazette's publishers refused to reveal the author of an article criticizing the Chronicle. In August 1768, merchants and traders entered into an agreement to ban imports of certain English goods that would last from 1 January 1769 to 1 January 1770. On 11 August 1769, John Mein was added to the list of importers who had broken the agreement. Here is Mein's defense of his own actions and accusations of the Patriots.*

**CONSIDER** – What is Mein trying to prove? What evidence does he give to show that the patriots are hypocritical? Do you see any problems or shortcomings of his evidence?

***Boston Chronicle*, 17-21 August 1769**

View a digital image of this document at <http://www.masshist.org/database/onview.cfm?queryID=396>

Copy of the Articles of Agreement concerning Non Importation, entered into and signed August 1768.

**First.** That we will not send for or import from Great Britain, either upon our own account, or upon commission, this fall, any other goods than what are already ordered for the fall supply.  
**Secondly,** That we will not send for or import any kind of goods or merchandize from Great Britain, either on our own account, or on commissions, or any otherwise, from the 1<sup>st</sup> of January 1769 to the first of January 1770. EXCEPT

Salt,  
 Coals,  
 Fish-Hooks,  
 Lines,  
 Hemp,  
 Duck,  
 Bar-Lead,  
 Shot,  
 Wool Cards,  
 and Card-Wire.<sup>3</sup>

---

<sup>3</sup>4. According to John Tyler “The patriots, on the other hand, who were eager to bring as many participants into the agreement as possible, were prepared to overlook small quantities of contraband goods. Likewise, they intended the burden of the boycott to fall on British-made textiles and the particular goods chosen for the new Townshend duties. They were ready, then, to tolerate importations of some types of hardware, without which they found it hard to live. The patriots also condoned a third category of items, such as medicines and gunpowder, that were clear necessities and that had been omitted from the hurried framing of the original agreement. Mein, however, recognized none of these distinctions, portraying all violations of the agreement as equally serious” (John W. Tyler, *Smugglers and Patriots: Boston Merchants and the Advent of the American Revolution* (Boston, 1986), 123)

**Thirdly**, That we will not purchase of any factor, or others, any kinds of goods imported from Great Britain, from Jan. 1769, to Jan. 1770.

**Fourthly**, That we will not import, on our own account, or on commission, or purchase of any who shall import from any other Colony in America, from January 1769, to Jan. 1770, any Tea, Glass, Paper, or other goods commonly imported from Gr. Britain.

**Fifthly**, That we will not, from and after the 1st of January 1769, import into this province any Tea, Paper, Glass, or Painters colours until the act imposing duties on those articles shall be repealed.

To the PUBLIC. August 21th , 1769

HAVING learnt, the day after my last Publication, for the first time, that the Chairman of the Merchants, really imported goods from England, preceding the year 1761, I, with the utmost readiness, admit, during the period of his Importations, he ought to be considered as a Merchant; but being now occupied in a business so very different and having ceased Importation entirely for many years - however honourable he may be by station, or however respectable in his business, -- as a Distiller, he can, at present, have no title, even to the name of Merchant.

THE PUBLIC, will no doubt perceive, that the cargoes of the vessels, are given without regard to what was excluded from or included in the Non-Importation agreement; a regard to justice inducing me to lay the whole before them --- and as the penetration of the candid readers must, often naturally, lead them to recur to the articles, agreed upon August 1768, they are, for that purpose, inserted anew in this paper.

That the "*Well Disposed Merchants*" who took the Lead at the different Meetings, have displayed ill grounded and pointed antipathy, in my case, must appear evident, as well as great partialities to others, when they allowed so many respectable and so many large Importers, as were mentioned in our last and in this Paper, to pass unnoticed. - A charge, which tho' sufficiently obvious already, shall be more fully demonstrated in the course of this laborious, yet necessary Undertaking.

Indeed these *Few "Well Disposed" Leaders*, not only, acted unjustly, with regard to me, who never was nor considered myself in the light of a Merchant; but they have also imposed upon the *really* well disposed part of the Gentlemen present at these Meetings (who implicitly trusted to their information and report), by exhibiting a partial list of the Importers, and have since, by their Advertisement, attempted to impose on the Public in general.

The Manifests of the three following Vessels will contribute to place this in a proper point of view.

(View an image of the manifest at <http://www.masshist.org/database/onview.cfm?queryID=396>)

"Copy of the Articles of Agreement. . .," *Boston Chronicle*, Number 120, 17-21 August 1769.

***Boston Chronicle, 21-24 August 1769***

*[Although other papers are quoted within this article, all were reprinted in the Boston Chronicle.]  
John Mein reprints the non-importation agreement (as in August 17<sup>th</sup>) and then he adds:*

The following Advertisement was omitted in the *Boston Chronicle*, August 17, 1769, and is now Published, to shew that I am heartily willing to lay before the Public, all the transactions of the “Well Disposed Leaders.”

Boston, May 1<sup>st</sup>, 1769

THE Merchants of this town met according to adjournment on Thursday last, when the committee appointed to make enquiry relative to the importation of goods by the vessels lately arrived from Great-Britain, reported, that five or six persons, who were signers to the late agreement, had received a few articles (the remains of former orders) and were ready to deliver them up to the care of the committee; and that some who were not signers had imported some goods prohibited by the late agreement, which as to quality and quantity were very small.--- The Merchants then appointed a committee to confer with the persons last mentioned, and to consider what measures might be proper to take to prevent any further importation, and then adjourned their meeting to Tuesday next, (to morrow) at four o’clock, P.M. to be held at Faneuil-hall, at which time and place a general attendance of the Merchants is desired, and those who have imported in the late vessels are particularly requested to be present.

*Anonymous Advertisements published in the Boston Evening Post, and Boston Gazette of Monday August 21, 1769*

Mr. John Mein, Printer and Book seller from Scotland, having in his *Chronicle* of the 17<sup>th</sup> instant undertaken to vindicate his importing Goods contrary to the Agreement of the Merchants, and also furnished a partial Schedule of the Importations which have taken place from February to June last, declaring his intention to render the same compleat from the Custom-House Entries, in the course of his Papers, the Public are desired to suspend their judgment upon this Affair, as we learn the Committee of Merchants have it in their power to satisfy the most prejudiced that the account Mr. Mein has given cannot in the least invalidate the declarations that have been made from time to time on that subject, but choose to wait till Mr. Mein has finished his work, when they will doubtless undertake to undeceive them and prevent the mischief designed by his very impertinent and unjust representations of the affair. In the mean time, it may not be improper to remark, that his attempt to make the Public believe that the declarations of the Merchants in April last are untrue, because some Importations were made six weeks after that time, is very extraordinary, and discovers that he has a peculiar knack at reasoning.

From Draper's *Massa. Gazette*, April 17, 1769<sup>4</sup>

The Committee of Inspection are not ready to make Report who are Importers in Capt. *Scott* from *London*, but are in expectation of having it ready by Monday, when the Public will have a true account of them and their Goods; as also of the Importers by Capt. *Smith*, as soon as possible.

BOSTON, August 21, 1769

According to a few lines inserted in Mr. Draper's paper of the 17<sup>th</sup> inst. that the Committee were in hopes they should be ready against Monday to give the Public an account of Capt. *Scott's* cargo, (which being the more immediately under their inspection) which is agreeable to their own determination, and not from any thing Mr. *Mein* was pleased to publish, as to goods imported conformable to the agreement of the Merchants, and those goods that are delivered up to the Committee, we shall save the Public the trouble of going over, as well as the Printers of their labour, and hope the Public will receive it with candor and truth, notwithstanding it may be Mr. *Mein* will give it another gloss: But we defy him to detect any material error, which, if any, when thoroughly examined by that critic, may be magnified a Mole-Hill to a Mountain; but, if when this comes in course with him, and there appears any thing worthy of notice, or that may not be satisfactory to the Public we shall endeavour to explain it to their satisfaction, confining ourselves to this Town, as to detecting any Importers contrary to agreement and giving account of those persons who persist in importing, and will not join with the Merchants in the agreement they have entered into for the good of their country. – They now give the Public an account of the goods imported in said Ship, for persons of this and other Towns, expecting their Committees take care of their own transgressors. -- They also insert the goods for other governments.

S. Johnson; 2 Cases, 1 Trunk, for S. Johnson of Connecticut.

T. Crowfoot R 4 Casks for Marblehead, for T. Roble.

NS 2 Cases and 1 Trunk for N. Sparhawk, Esq., Kittery, directed to the Care of John Leverett, Esq., who says they are only sundry Articles from Mr. Sparhawk's Son in London, as presents to sundry of the Family, and not for Sale.

IP 5 Bales, 1 Box, 4 Cases, 5 Trunks, 35 Chests, 43 Casks, 3 Bundles, 2 Bags, 10 Barrels Gun Powder, for Mr. Pollock of Newport.

A Diamond with a cypher in it, 3 Bales, 3 Cases, 5 Trunk, 3 Chests, 6 Casks, 1 Bag, 16 Barrells Gun Powder, for -----Newport.

NA 1 Bale, 2 Casks, N. Allen, at Shrewsbury.

LA 3 Cases shipt by a Gentleman not in Trade, to his Friend in the Country, likewise not in Trade, and supposed to be for his Family Use.

H Crowfoot W. 16 Chests Tea, for T. and E. Hutchinson.

<sup>4</sup> This excerpt is part of *Mein's* article in the *Boston Chronicle*.

To the PUBLIC [*John Mein again*]

I present my compliments to the Authors of the above Advertisements: I am really sorry they neglected to sign their names to their publications; charity herself must only impute it to forgetfulness, and far be it from me to hint that it was either owing to shame or timidity. ---- On the contrary, with real good will, I beg of the Authors to remedy this omission in their next pieces; for such naked Advertisements cannot gain any degree of credit with impartial readers.

I shall make but few strictures on these two Publications, it being beneath any man to contend with opponents sheltered under a mask: I shall however, condescend for once, and I intreat the Public carefully to read the last sentence of the first Anonymous Advertisement, and then to consult the Boston Chronicle of last Monday, in which, the manifests of two vessels, belonging to Mr. Hancock, are given; one of which vessels arrived April 10<sup>th</sup>, the other on the 18<sup>th</sup> of the said month: and also to compare the following cargo, (brought in the London Packet, Capt. Cales, which vessel was entered at the Custom House here April 19<sup>th</sup> 1769,) with the reports of the few "*Well Disposed Leaders*" which were printed May 1<sup>st</sup> and 4<sup>th</sup>, 1769. But this, as I have already declared, shall be more fully demonstrated in the course of this undertaking.

On reading the "*True Account*" given of Capt. Scott's cargo by the "*Well Disposed*" committee, I felt sentiments arise in my mind which would be painful to me to rehearse – I therefore, merely out of pity and compassion, most earnestly beg of them, for their own sake, to take their "*True Account*" again into their serious consideration, and not again present it to the public, till they have made the necessary amendments – Wishing they may adopt this advice, I shall for the present draw a veil over that Publication.

As Carriages generally take precedence in every procession, I have followed the common practice, in placing foremost the Chaise consigned to a worthy Gentleman of this Town; begging of him at the same time to account to the Public, how such a Vehicle happened to be imported amidst our resolutions of economy: I do not say it was for his own use, but why did he become a channel of conveyance for such an article of Luxury? – This really ought to be explained. – If age or infirmity render a carriage necessary, it is both just and reasonable, that our own Artists have the preference: and I can point out to the Importer, a Gentleman, in that branch of business in this Town, equal to any Artist in Great-Britain.

JOHN MEIN

"The following advertisement. . . ," *Boston Chronicle*, Number 121, 21-24 August 1769.

**Document #3****Article from the *Boston Post Boy*, 6-13 December 1773**

View a digital image of this document at <http://www.masshist.org/database/onview.cfm?queryID=456>

*CONSIDER* –How does this article show the Patriots’ (in Philadelphia) willingness to place their pecuniary interests second to their patriotic ones?

Philadelphia –Nov. 22

A correspondent observes, that at a time when almost every American pen seems to be drawn in defense of our violated rights, he is amazed that the judicious advocates for liberty should omit to give us their sage advice and opinion on the fatal consequences that must result from our large importations from Great-Britain, and our almost total neglect of our own manufactures, the most durable source of wealth and independence. He further observes, that the immense importation of London porter and English beer at this perilous crisis, is a glaring instance of the impolicy of his countrymen, who prodigally lavish their money for the emolument of a Country, at 3000 miles distance, a country that is now abridging us of our liberties, when they might have a variety of excellent beer, even porter itself, made in this city, that would not disgrace the celebrated Ben Kenten’s cellar. This he thinks an ungenerous return to the public spirit of our brewers, who have not only risked large sums for rendering their business of utility to their country as well as themselves, but have on a trying occasion, sacrificed their pecuniary interest to promote public welfare.\*

--He concludes by advising his countrymen not only to oppose the ministry of Great-Britain and their auxiliaries, the East-India slave-makers, with regard to the article of tea—but also to forbear all unnecessary importations – for by saving our money we may preserve the remains of our Liberty – If not regain those that are last.

\*At the time of the non-importation agreement, a vessel arrived here from England loaded with malt, and although the article was at that time very much wanted, the brewers met, and in a most spirited manner resolved not to purchase any part of the cargo.

“A correspondent observes. . .,” *Boston Post Boy*, Number 851, 6-13 December 1773

**Documents #4a-d****Letters of John Greenough relating to the Boston Tea Party, 1774**

*CONSIDER* –John Greenough was a merchant and Justice of the Peace in Wellfleet, Massachusetts. When the Clarkes' ship of tea, the William, was "shipwrecked" off Provincetown on 10 December 1773, Jonathan Clarke enlisted Greenough's aid to save the tea. Samuel Adams and the other patriots were furious with John Greenough. The following is a transcription of letters between John Greenough and his family about the fateful tea occurrence. What would you have done if you were John Greenough? Would you have saved the tea or dumped it? Why?

**Letter from David Stoddard Greenough to John Greenough, 4 January 1774**

Dear Brother,

The Report that was brought here to day by some credible Men from Truro has very much surprised me as well as all other of your Friends. That is, that you was agoing to bring one or Two Chests of that Cursed Tea to Wellfleet to sell which is the cause of my hureing Gershorn Rider to Cary this Letter to the cape to be left there for you, Earnestly to beseech of you as a Friend & brother as you Value your own Interest, Credit & the Credit of our Family not to concern yourself any ways with the Tea. If you have bought any I'de advise you Rather to sink in the sea than to bring any of it here. for my part I cant hardly believe that so good a friend to your Country as you have always porfested to be would shift sides so quick at the prospect of a Little proffitt. I had Rather give you as much as you could Reasonable suppose the profits of one or Two Chest of Tea would bee (If I am worth it) than have it said that a Brother of mine a son of our Honourable Father wer[e] bought or Sold any of the detestable Stuff or ever consern'd with it. I'de scorn to buy any of it if I might have it for 6d. a pound. We have had a Training here to day when I had an opportunity of hearing people speak their minds about it people here are universally sett against it all our principal men seem to be in a Rage about it. I have been cautious of telling your wife the Threats I have heard many of them utter against you if you brought any of the Tea into this place, but this you may depend upon that If you should be so imprudent, that you will highly displease all your Friends here and the Tea will certainly be destroyed & it is the opinion of some of your best Friends Capt. Doane for me that not only the Tea but your House & other effects will be distroyd with it & no body to pity you. — Clark' (that Tea Devil) Lodg'd at your House sunday night on his Return to Boston he told your wife of it which caus'd here great uneasiness she Desires of you not to bring one ounce here. she desired me to write to you about it I told here I would. If I had an opportunity, but seeing it has got to such a pitch I thought it my duty to hire somebody to go to lett you know the danger you will bring your self into by bringing any Tea here Mr. N. Holbrook Advised me Repeatedly to go my self or send somebody some time ago to advise you not to meddle with any Tea upon no consideration at all but I had too good an Esteem of your Virtue to believe you would concern with it till since I heard their Storery., which I pray aint be true, there is scarcely one here but what blames you for ever concerning with any of the goods much more Tea. In haste I must Conclude

Your Loveing Brother (If you don't consern with any Tea) David. Stodd. Greenough.

P.S. Your Family is all well

David Stoddard Greenough to John Greenough, 4 January 1774, John Greenough Papers, Massachusetts Historical Society [transcribed by Peter Klarnet, Alexander Autographs.]

**Letter from Col. Williard Knowles to John Greenough, 1 March 1774**

Sir

I Desier[sic]. that you would be So good as to Come and advise with me about matters that we may Set our Characters[sic] in a true Light the town of Eastham has passed a number of Scandales[sic] Resolution upon me I shall be much oblige to you if you will come and goe to harwich with me next thursday — I shall git E[?] Doane to go with us and hold a Conference with our good friends — I will Settasye[sic] you for your good Service — from your good friend and humble Sevt...

Col. Williard Knowles to John Greenough, 1 March 1774, John Greenough Papers, Massachusetts Historical Society [transcribed by Peter Klarnet, Alexander Autographs.]

**Letter from John Greenough to Thomas Greenough, 1 March 1774 [excerpt]**

[I] am sorry you should think me so abandon'd as to sell the Libertys of my Country for any Gain whatever – were it in my Power to do it – indeed I never tho't that so weighty Matters were ever committed to the Disposal of Men of my Station in Life & I apprehend that they are secur'd by Power lodg'd in Persons of higher Rank sufficient to preserve them from Destruction. I mean the Legislative & executive Courts of the Nation or if you please of this Country- and if our Liberties are sold it must be thor' their Corruption, or if destroy'd it must be by an undue Opposition to and Suppression of the Power and Authority with which they ought to be invested in Order to their defending the same Rights of every subject – I am sorry Sir that instead of the Legislative Courts of the Province, private Persons and Societys[sic] have taken upon them to say and give out what is lawfull prudent just and right for a Man to say and do and what is not – and that instead of the Executive Courts of Justice that is a Court of Indians set up to execute what Penalty they Please on the Offenders against what such private Persons & Societies...give out to be Lawful And I think their Authority is not call'd much in Question at Boston. but you all submit to be guided Rul'd & directed by them weither[sic] thro' Fear or voluntarily have forsaken the ancient Laws of our Land which our father's established and were order'd and govern'd by in their Days; and which they left...us as the foundations for the Securing of our Liberties & Properties – Thus is our Liberties destroy'd , so far as such Men who have no lawfull Power and Right, do govern and controul[sic] our private lawful Actions or the Publick Acts of Government and our Properties are become precarious and uncertain being at the disposal of these Indian Liberty Sons—can we imagine a more absolute State of Tyranny and outrageous Cruelty than when every private gang of Plunderers & Assassins may wreak[sic] their Vengeance against any Person or their Property unpunish'd; nay what greater Curse can befall us! – and yet some Persons and not a few in Boston protect and encourage such Violations of the Laws of God and this Country blasphemously & say us to as said God's People of old hese be thy Gods 0 Israel – my Importance in Life is but of little weight to the Correcting the Madness of the Times or Supporting the decay'd State of Government in this County yet I thank God who

hath endow'd me with a Power of Discerning these things and could I think I should be of any Service I would readily lend my Assistance to reform them; I would seriously ask you Sir what right power or Authority according to the Laws of God or of this Land your Indians have to abuse my Person or destroy my Property for vending any Tea (especially if it hath never paid any Duty) and if they derive that such Power & Authority from the Laws of God now of the Land Whether their usurping the same is not a greater Infringement of our Rights and Liberties and more dangerous than nay Act of the British Parliament If so might not every honest man lend his Assent & lawful Aid if need be to punish these [?] of by the Laws of his Country... if so what Law of God or this Province forbids or any way militates with the selling drinking or using Tea which any Person is justly and lawfully posse'd off[sic] doing what is lawfull and right might not every honest Man to support and Comfort such an one and his friends and hold the others in Contempt and endeavor to have them lawfully punish'd for their Contumelious Behaviour? Is Tea the Cause of the Dispute between this and the Mother State or the Duty on Tea? if not Tea consider'd in itself why ought we now to curse or call that detestable, that, on which we have so often ask'd the Divine Blessing – I doubt not Sir on Considering of these Question you will be with me in Opinion that I have acted in Conformity with Laws of God and my Country in the purchasing with my Labour two Chests of damag'd Tea which never paid any Duty and I have transgress'd no Law in endeavoring to sell them again – and whose Person were very weak or ill minded who would withdraw their Affections from me on this Account. neither ought I to humble myself before them to be reinstated in their favour or affection, for this would be supporting what I think is criminal & unjust – I am oblig'd to you Sir for your Cautioning me not to come to Boston as you look upon it unsafe for me to come nor do you desire to see me untill these Things blow over. I have no Disposition to purt it in the Power of any to treat me with Contempt when I can as well avoid it– a Friend of mine the other Day was saying he would go to Boston but as they had so many new Fashion'd Laws & Punishments in force there, he did not know[?] but he might offend against some of these Laws especially as it is now out of Fashion to print and publish them as formerly – which he thot[sic] a disadvantage to those of us how live at a Distance from Boston – and believed it would confine the Trade of that Town to itself where their Laws are only fully known – on the whole I think it a dark and melancholy Day with us in this Land and your Eyes ought to be lifted upwards with our Harts to him -- him who is able to keep us from eternal Misery and Destruction if Christ shall make us free then shall we be free indeed – and this Liberty is and can only be the portion of such as believe on him and walk in Obedience to his Rules & Precepts & imitate his Life & Character. I have this moment recd. your favour of Mr. Eldridge and perceive you are not fully inform'd of the Affairs that have been transacted in this Place I would refer you to Mr. Cooper the clerk of the important Committee at Boston who hath all the Papers in his Care excepting what I deliver'd at Our first Meeting on this Affair of Tea Copy of what I then delivered I now inclose for you for your purposes[?] this was taken by the Incendiaries here as something aim'd against them and therefore follow'd the Example of their Leaders in Boston to Stick to Nothing to reproach and wound vilify the Frame and Character all those who did not think and act just as they would have then[?] I am now fully determin'd not to remove from this Place. I had thots[sic] of it some time past – a short time I hope will bring about a more regular Government than we have at present – as to the present state of Affairs here the People have nary got over the first heat of their Passion and some of our principle Persons are arming themselves against the Force of lawfull Authority by revolve to stand by

one another with their Lives & fortunes and to let no civil Officer take them for their riotous proceedings & roberys[sic] on the high Way, which you have been made acquainted with by the News Papers. at Eastham they have Association Meetings warn 'd by private Persons - & Advertisements set up for persons to meet and declare whether they are Whig for Tories. and if a stranger should come into a Tavern there he would think by the Notif[?] that one Party would speedily declare War against the other – these are the Effects of Boston Peoples putting the Defence of their Liberties & Properties in to the Hand of Mobile vulgars – and many others I could mention but I forbare I would add this one Thing further. that if something to prevent further Tumults is not soon effected I fear there will be open Murders committed by some in this part of the Province..."

John Greenough to Thomas Greenough, 1 March 1774, John Greenough Papers, Massachusetts Historical Society [transcribed by Peter Klarnet, Alexander Autographs.]

### **Letter from John Greenough to Thomas Greenough, 22 March 1774 [excerpt]**

I hope you did not take any thing I wrote in my last Letter you as [?] as I wrote with that Freedom which you have indulged me with in Conversation my Design was to shew[sic] you my real Sentiments of the Savage Behaviour of all Mankind when retrained neither by the Laws of the Community or Nation they live under nor by the Law of God, and to them our present unhappy State being over or controul'd from doing what is in Conformity to both, by private persons or Societies thus behaving among us in the close of my last Letter I said that if something to prevent further Tumults was not Speedily effected I fear'd there would be open Murders committed by some in this part of the Province. I have now to inform you that at Eastham they had a Body Meeting as it was call'd on the 28th Feby when among other resolves it was propos'd in that Meeting that it was not proper for the Town Stock of Ammunition to be lodge'd at Colo. Knowles's house how bring an Enemy to his Country by selling & buying part of Chest of damag'd Tea — the Selectmen tho't themselves not oblig'd to obey this Resolution so far as to remove the Ammunition from the Custody of the chief Officer of the Regiment and not do it forth with divers menaces were made to awe them into the violation of their lawfull trust & Duty and on the 4th of March a Number of Persons trim'd in the modish or most devilish hew & Dress of barbarians with black faces & blacker Hearts went to the House of Mr. Smith one of the Select men in the Night Time and demanded of his Wife where he was and being told he was at neighbours House they Way laid an took him on his return home. and he not complying with their Demand, to assist in removing the Stores from the Care of Colo. Knowles and to place them in the Hands of one of the highest Incendiaries there – they were about to strip him naked and to Tarr and Feather him but on his knowing some of them by their Voice he call'd them by Name and told them that their stripping him in that cold Night would probably be his Death he being a very weakly tender Constitution, they proceeded no further than tarring his Hands & Face and then compelled him to Swear not to discover who they were that had thus inhumanely treated him — this open 'd the Eyes of many who before saw not the ill Effects of your Indians (I call them your because you do in your Letter to me) being allow'd and countenanced in lawless & outrageous Behaviour at Boston and on the 7th. of March there being a Design by the Incin[diary] Sons of Liberty to execute by further Violence in the Night what they had before in vain attempted in the 4th. instant that is to compel the Select men to go with them and

wrest the Towns Ammunition out of the Hands of Col. Knowles — about 80 or so of the principle Persons for Sobriety Virtue & of Estate in the Town assembled being headed by the Principal Military Officers in the Town and Magistrate being present they desired a Deputy Sherriff to use his Endeavours to surpress[sic] the intended Riot and they would give him all the Aid the Law directs good Subjects to afford in such Cases as being loth to shed Blood which might be the case if the Rioters proceeded to Mob Col. Knowles & beset his House, the chose a three or four Persons to wait on the Ringleaders of the Faction and to disswade[sic] them from their Purpose. they return'd but received no Satisfactory Answer — the [?] of these persons who were under Arms being to prevent the intended Riot. they waited untill late in the Night and the Rioters finding they should be defeated in the Execution of the Wicked Designs dispersed & they were who assembled to oppose them dismissed by their Officers, and to appear at the same Place the next Afternoon, when there were about 200 Persons of the Militia belonging to that Town that appear'd under their Military Officers to assist the Peace Officers in preventing further Riots — several Persons Suppos'd to be concern 'd in the Mob on the 4th inst. and in the intended one the last Evening were persuwaded[sic] that Day and did come to the Deputy Sheriffs House where the Inhabitants were drawn up to assist him in his Duty — and they declaring they would surcease all further Mobbish & Riotous & tumultuous behaviour and promising to endeavour to prevent it in others — the Inhabitants then retired peaceably to their Several Houses, and thus hath ended the Authority of Indians in making & executing their Laws at Eastham, and there hath since been the most quiet Annual Meeting there that was were known, and things go on in the proper Course being guided by lawfull Authority how soon the Example of the virtuous Behaviour of the Inhabitants of Eastham may be followed by other Towns where the Indian Constitution hath been set up. I am not able to say but this I know that if your People at Boston could be made sensible of the amazing alteration there is from Rioting & Tumult to Peace and good Order in that Town they would at once snatch from the Hands of those Savage Barbarians in the Power they have taken from the Peace Officers and restore it to them again and destroy the Authority & Government they have treasonably usurped & now exercise over the Inhabitants of Boston & other Places — if any thing I have said Seems to you treating Some of the Inhabitants of Boston injuriously I would only say that their Conduct in these Affairs deserved to be in a proper Light to be viewed by the Glasses of the Law of God and the Laws of Our Community. and if they will not bare examination let those step forth whose Business it is and ought to be to amend such Things and let every good Subject aid them therein — then may I and thousands of others who are menaced and kept from carrying on our lawfull Business be in safety when we are transacting the same at Boston — and the Trade of the Town would proportionally increase with good Order & a peaceable Government as established by Law — and then would every Person see the banefull Effects of such Measures as do destroy the very Essence of all our Liberties and vainly striving there by to free ourselves from paying Duties impos'd by the British Parliament[. . .]

**Document #5****Letter from Thomas Hutchinson to William Penn, 26 May 1770 [excerpt]**

*CONSIDER -- Thomas Hutchinson served as the royal governor of Massachusetts from 1769 until the Revolution. His sons were merchants who were very much involved in the tea trade. His letter books (copies of letters sent and received) are filled with his opinions on the merchants during the time. The following letter is addressed to Governor Penn of Pennsylvania about the merchant agreements in Philadelphia. How seriously did the governor take the colonial threats of non-importation?*

Boston 26 May 1770

Sir,

The persons who under the name of Merchants have carried on a Correspondence with such as call themselves a Committee of Merchants in Philadelphia are now divided and the real Merchants who in the heighth of their zeal called in the populace to their aid are now restrained by the populace from acting according to their Sentiments. Near 50 Merchants on Tuesday last met in the morning and agreed to a free Importation of all goods except Teas but through timidity made some sort of condition that the Trade in general approved of it. In the afternoon there was a Meeting of the Inhabitants in general and they disagreed to it but it seems to be beyond doubt that by far the majority of the Merchants who were present at this meeting were in favour of it but were over ruled by persons not in Trade and many of them without Property. The Letter from the Merchants in Philadelphia is kept private. Letters which encourage opposition to Parliamentary Authority are immediately published.

I suspect the Merchants in Philadelphia will be deceived by the accounts/transmitted from hence and made to believe that the major part of the Merchants are still in favour of non Importation. There are 3 or 4 principal houses which I know to be for importation but have not courage to appear. If your Merchants will not suffer themselves to be imposed upon but will adhere to the Sentiments which they have expressed these principal houses will I think take courage and it may break up the Confederacy [. . .]

Thomas Hutchinson to William Penn, 26 May 1770, *Thomas Hutchinson Letterbooks*. Vol. 26: 494-495, [transcriptions only], Massachusetts Historical Society.

**Document #6****Letter from Thomas Hutchinson to Cadwallader Colden, 2 June 1770**

Boston 2 June 1770

Sir

The Combinations in the several Colonies against the Importation of Goods from Great Britain must appear to all unprejudiced persons to be unwarrantable and subversive of Government. In this Province they have been the source of most of our disorders. I can have no aid from any part of the authority established by the Constitution in suppressing them. I now despair of any thing from Parliament the present Session. So wild a Scheme has brought great distress up on the labouring people as well as the Traders in this town and I am well informed that the major part of the Merchants wish to see the Trade free from restraint but having in the heighth of their zeal called in the populace as their servants are forced now to submit to them as Masters. By a vote of the populace last week near 50 merchants who had agreed to a general importation in the Fall were compelled to desist from any steps to carry their agreement into execution and about 30 more who are of the same sentiments with the 50 are deterred from making them publick. Six or eight persons who have the command of the populace and who are not Merchants nor persons of property take upon themselves to publish to the World in print and to convey by Letters to their Correspondents in the other Colonies from time to time very false accounts of the state of Affairs in this Colony. I have no doubt that they receive and publish here as false accounts from the other Governments. They have sometimes from some of the Colonies and they had particularly last week from Philadelphia such accounts from Merchants there, as do not tend to promote their plan. These they suppress. I wrote to Governor Penn and gave him a just account of our Affairs in hopes some use might be made of it to undeceive the people there. It is with the same view with respect to New York that I give you this trouble.

The Merchants at Newport are much offended with the people of this Town and Governor Wanton writes favorably of the prospect of a total breach.

There is a greater appearance of jealousies of each other in the combind parties in the several Colonies than I have known since they began. If any thing occurs to you which can be done by the servants of the Crown to dissolve these Confederacies I shall be extremely obliged to you to communicate it. The continuance of them must be of most fatal consequence. In the present State of Affairs the less such a Correspondence is known the more success will probably attend it. I am very respectfully

Sir Your most obedient humble servant

## Document Section 4

### ***The East India Company: When Monopoly is not just a game . . .***

**BACKGROUND:** Students will have studied the economic models for monopoly that would include marginal revenue analysis, profit making and price discrimination. We also would have studied the effect of taxes and subsidies on average costs curves and profits.

#### **CONCEPT REVIEW:**

1. Define a monopoly. What constitutes a monopoly and what differentiates it from other markets?
2. Draw a groovy graph to show a monopoly. Include all the necessary features (ATC, AVC, MC, MR, D, etc)
3. Draw a graph of perfect competition. Show a comparison of the allocative efficiency for the competitive market and the monopoly.

#### **FOCUS:**

1. Ask students – Should the government intervene when a big company like an airline or computer company (give some real examples) is having financial difficulty? When if ever would it be appropriate?
2. Have students discuss this question and then present to them the economic woes of the East India Company by 1772. The East India Company was losing money and was asking for a loan from the British government. The government insisted that the company do some internal changes with their dividend structure. Many members of Parliament were very upset with Prime Minister North for trying to tinker with the charter of a private company. Review the Tea Act (most of this background is on the power point presentation).

**DOCUMENT ANALYSIS:** Read the following documents pertaining to the controversy about the East India Company and the Tea Act of 1773.

1. On a separate piece of paper answer the “Consider” question that corresponds with each document.
2. Discuss your answers with your group and come to some consensus over the meaning of the documents.
3. GRAPH IT – Make two graphs. First draw a graph that shows how the Patriots view the market for tea in Boston and then draw a graph that shows the market for tea from the East India Company’s point of view.

**TASK.** You are now advisors to the East India Company. Split into two groups, and use graphs, proof from the documents, and your understanding of economics to sell your point.

**Group A** – You need to show the East India Company that it would not be wise to sell tea to the Americans.

**Group B** – You need to encourage the East India Company to sell tea.

## ***Monopoly: Documents***

### **PART I: GOVERNMENT INTERVENTION? (Documents #1 and #2)**

**CONSIDER:** *Is Government intervention warranted here? What do you think would be the “modern” approach to the East India Company’s troubles? Can you think of current situations where our government has rushed to the aid of ailing companies – why do we do it? When? What importance did the East India Company have to Great Britain in the 18<sup>th</sup> Century?*

#### **Document #1**

**Article from the *Boston Post Boy*, 12 April 1773 [excerpt]**

BOSTON April 12

[ . . . ] The Public Prints contain very long Debates in Parliament relative to the East-India Affairs, and the Expedition to St. Vincent’s which had undergone a Parliamentary enquiry, but was not finished the 20<sup>th</sup> of February; the Expedition was greatly disapproved of by many of the Members of that august Assembly – The East-India Affairs was not finish’d in Parliament the 20<sup>th</sup> February, but it is pretty certain it will be in the following Manner, viz. That Government will lend the Company one Million five Hundred Thousand Pounds Sterling at 4 per Cent. that two Fifths of the Duty on Tea exported to America, be taken off; and that the Company will be permitted to send Annually two Ships directly from China to America, laden with Teas, clear of all Duties.  
[ . . . ]

“Capt. Cales sail’d from the Downs . . .” *Boston Post Boy*, 12 April 1773.

**Document #2****Article from the *Boston Gazette*, 23 August 1773 [excerpt]**

August 23, 1773

Parliamentary Proceedings: Speech by Lord North

[...] “He said, that, as to the India company, every one must know, that a petition was preparing to be presented, to say that they would not at any rate receive the loan of 1,400,000£ but he looked upon it the interest of parliament to secure that company in case the loan should be refused. He then stated the debts which they owed, which he made to amount, with interest as due to the public, to 954,000£ that he should be sorry and loth for the public to proceed by Exchequer process to pay themselves, but that they could not wait for their money; and if necessity demanded it, they must do it; that they owed a very capital sum to the bank of 500,000£ which they could not stay for; and though they wished to give every assistance to their sister company, yet it could not be expected that they would wait any longer with patience, and injure themselves. He then stated the bills of exchange due from them, amounting to 600,000£ and observed, that the situation of the public and bank was dreadful; for as they must have their money, the only effectual means to prevent the process against the company, would be for the house to proceed with the loan bill of 1,400,000£ to be lent on the India company security, and pay themselves with part of the money, even without the consent of the company.— Proposed borrowing on Exchequer bills to be issued out upon next year’s aid 1,400,000£ chargeable upon the produce of the India company, and the aids of 1779; that this year there might be a surplus of 254,000£ which he wished to keep as a reserve, least any alteration should happen from the present general tranquility; not that there was any likelihood of the late troubles being revived. [...]

“Parliamentary Proceedings: Speech by Lord North,” *Boston Gazette*, 23 August 1773.

## Part II: THE EAST INDIA COMPANY (Documents #3a-d)

**CONSIDER** – How does the Dutch market for tea compare with East India market? Which market has greater costs? Which market has greater profit margins according to these documents? What is the East India Company's and the British government's tactics to make the East India Company more competitive? Does this make sense to you as an economist? Why or why not?

### Documents #3a-d

#### Letters and Documents Relating to the Shipment of Tea to the American Colonies, 1773

*Extract from a Letter from Boston, dated 29<sup>th</sup> April, 1771, in Answer to a Consignment made in February, 1771, at 3s. Id., with the whole drawback of 23£ 18s. 7 1/2d., percent<sup>5</sup>*

Were it not for the Holland tea, the vent of English would have answered your expectation here, but the profit is immense upon the Holland tea, which some say cost but 18d., and the 3d. duty here is saved. Many hundred chests have been imported. What is shipped may go off in time, without loss, for there must be buyers of English tea; the transportation of the Dutch by water being attended with much trouble and risk. (191)

*Extract of a Letter from Boston, dated 11<sup>th</sup> September., 1772*

We have delayed answering your last enquiries relative to the tea concern, in hopes of being able to form a better judgment, but to no great purpose; the great importation from Holland, principally through New York and Philadelphia, keeps down the price here, and consequently the sale of teas from England. We have set ours so low we shall have no profit from this years adventure, yet there are 50 chests still on hand. You ask our opinion whether the difference between English and Dutch teas, if it did not exceed the 3d. duty and 9 pr. cent., would be sufficient encouragement to the illicit trader? If the difference was not greater we think some of the smugglers would be discouraged, but the greater part would not. Nothing will be effectual short of reducing the price in England equal to the price in Holland. If no other burden than the 3d. duty in the Colonies, to save that alone would not be sufficient profit, and the New Yorkers, &c., would soon break thro' their solemn engagements not to import from England. (193)

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<sup>5</sup> Drawback: refunds of duties paid in England on foreign goods imported there and thence exported to the colonies -- s=shilling d=pence £ = pound.

*Extract from a Letter from Boston, dated 25<sup>th</sup> Feb., 1773, in Answer to a calculation sent of the supposed price at which the illicit trader can now import tea into America from Holland:*

In your calculation of the profits on Dutch teas, 12 percent is too much to deduct for the risque of illicit trade. We are confident not one chest in five hundred has been seized in this Province for two or three years past, and the custom house officers seem unwilling to run any risk to make a seizure. At New York, we are told it is carted about at noon day. There is some expense in landing, which we believe the importers would give five percent to be freed from. (194)

*SOME THOUGHTS UPON THE EAST INDIA COMPANY'S SENDING OUT TEAS TO AMERICA: Submitted to the consideration of Henry Crabb Boulton, Esq., Chariman of the East India Company.*

The usual exports to America, consisting of calicoes, muslins, and other produce of India, (tea excepted,) have been seldom less than £600,000 pr. an., as such the consequence of that trade, and the interest of the merchants concerned therein, ought to be well considered before this measure of sending out teas to America should be adopted, lest it might defeat the one and prejudice the other.

The merchants are much alarmed at this step of the Company, fearing it will prevent, in a great degree, the remittances from their correspondents by so much or near it as the sales of the teas amount to; for it is beyond a doubt, that the people in America, if they admit the teas, (which I much doubt,) will be tempted to purchase them with the very money arising from the sales of muslins, calicoes, Persians, &c., bought of the Company instead of sending it to the merchants in England, and thereby tend to encrease the distress which is already too severely felt, for want of remittances. And I should not be surprised at the merchants forming a resolution similar to that of the dealers, viz., not to purchase anything from a Company who are interfering so essentially with their trade, and striking at the root of their interests. I am of opinion, if a proper application was made to the ministry, aided by a petition from the American merchants, it might produce a relaxation of that disagreeable and fatal duty of 3d.pr. lb., and in case of success I could almost promise that in the course of six months there would be exported not less than one million of pounds of tea, and further, that the usual annual export would be upon an average four millions of pounds of teas. This mode would relieve the Company from its present load, and place the correspondence and connection in its usual and natural channel. But admitting that the ministry would not comply with such a request, is it not too hasty a resolution before answers are come from America if they will receive the teas through the channel of the merchants, and particularly when they see the drawback is encreased from 14 to 24 pr.cent ad valorem, and thereby they are enabled to introduce that article cheaper from hence than from Holland.

It is well known to every gentleman conversant in trade, that on account of some disagreeable Acts of Parliament passed here, the people of America formed a resolution, which was too generally adhered to, not to import any goods from hence. This resolution continued for two years. However, the merchants of New York, (who are men of understanding and liberal principles,) foreseeing the fatal consequences that attend England & the Provinces by a continuance of dis-union with the mother-country, summoned a meeting of the principal inhabitants of the town, and then came to a compromise with the people, that in case they would agree to admit all other goods, they promised not to import any teas from England, under very severe penalties, until the Act imposing a duty of 3d. pr. lb. was repealed, and the several captains of ships in the trade were enjoined upon pain of forfeiting the good esteem of the inhabitants to comply therewith. The like resolutions were agreed to in Philadelphia & South Carolina.

There is another difficulty which occurs to me in this business, and that is, there is not so much specie in the country as would pay for the quantity said is intended to be exported. The Company should be very cautious who they appointed to receive the produce of the sales, for should the contractor for money have that power, who are the general drawers of bills, it would enable them to make a monopoly of the ready specie, and to make exchange advance 25 pr. ct., to the loss of the remitter.

Thus have I stated the principal objections to the measure, and in compliance with my promise, I shall give you my opinion relative to its introduction, & the proper modes of sale, admitting the Company persevere in their resolutions of exporting the teas on their own account [. . .] (218-220)

Francis S. Drake, *Tea Leaves: Being a Collection of Letters and Documents Relating to the Shipment of Tea to the American colonies in the Year 1773, by the East India Tea Company* (Boston, 1884), 191-194, 218-220.

### **PART III: A CONSPIRACY? (Documents #4 and #5)**

*CONSIDER –How do the Patriots see the East India Company? Why do you think this view is so harsh? Do you think it is accurate?*

#### **Document #4**

#### **Article from the *Massachusetts Spy*, 26 November 1773**

*[The following appeared in the newspaper as one article, including the letter extract.]*

WEDNESDAY November 24 BOSTON

A letter from London of a late date, advises a gentleman here, not to purchase any of the tea now coming, as immense quantities lye rotting in the East-India Company's warehouse, which they will crowd in by ship loads in case this is taken off.

Another letter says, twelve million weight of tea, has been for seven years in the India Company's warehouses rotting, which on our receiving what is coming, will be also sent.

Americans! Defeat this last effort of a most pernicious, expiring faction, and you may sit down under your own vines and fig trees, and none shall hereafter DARE TO MAKE YOU AFRAID [. . .]

Extract of a letter from New-York, dated November 3, 1773

“I have this day been informed by good authority, that the East-India company, suspecting that the words in the act – *discharged them from the payment of any customs or duties whatever* – would extend to exempting their tea, in such cases, from the American duty, have taken the opinion of the Attorney and Solicitor-General, &c. and find, that the American duty being only chargeable on tea when imported into America, was by no means included in the duties, with which it is charged, when exported from England, or sold at their ware houses in London. This was a great disappointment to their hopes, as they suspected that the Americans would not buy it, even though they sent it to their very doors, on such terms. It is therefore affirmed, in several letters from gentlemen of credit in London, that Lord North has offered a gilding for the pill, by which we shall certainly find it very palatable, viz. He proposes that the company shall send their tea to America giving security for the payment of the duties, and that the teas are to be landed here, and the proper officers to return certificates of the quantity, &c. to England; on which the duties are to be paid there by the company, into the treasury, whence it is to be remitted, by an easy rotation, to the commissioners at Boston, to be paid out to their creatures, who are to suck the blood of the people, who are to drink this same undutied and yet dutied tea. It seems that the duty, in North-Carolina, has been paid, for some years past, in this very manner nearly, viz. by draughts attending proper certificates sent to England, because it was found that cash was not to be obtained in that province, to pay the duties there. –Thus the duty is absolutely to be paid in America, for the purpose of raising a revenue, to support improper officers in America, only the method of negotiating this business is a little different, from the usual one. Are the Americans such

blockheads as to care whether it be a hot red poker, or a red hot poker which they are to swallow, provided Lord North forces them to swallow one of the two. If the matter be duly explained, surely the people will unanimously agree to send the tea to the place from whence it came, or to a worse place.

"A letter from London. . . .," *Massachusetts Spy*, 26 November 1773.

**Document #5****Article from the *Boston Post-Boy* [excerpt], 13-20 December 1773**

The following is Part of a Hand-Bill, lately distributed through this City.

The East-India Company, if once they get footing in this (once) happy country, will leave no stone unturned to become your masters. They are an opulent body, and money or credit is not wanting amongst them. They have a designing, depraved, and despotic ministry to assist and support them. They themselves are well versed in tyranny, plunder, oppression, and bloodshed. Whole provinces, labouring under the distresses of oppression, slavery, famine, and the sword, are familiar to them. Thus they have enriched themselves, -- thus they are become the most powerful trading company in the universe. Be, therefore, my dear fellow-tradesmen, prudent, -- be watchful, -- be determined to let no motive induce you to favour the accursed scheme. Reject every proposal, but a repealing act. Let not their baneful commodity enter your city. Treat every aider or abettor with ignominy, contempt, &c. and let your whole deportment prove to the world, "that we will be free indeed." [. . .]

Portsmouth, December 15, 1773

[. . .] United we Stand, but divided we fall.

*Cari sunt nobis Parentes, Propinqui, Familiares et Amici, sed omnes omnium Caritates Patria und est complexa, pro qua Quis Binus dubitet Mortem oppetere, si ei sit profuturus, et Res ita requiret? CICERO*

THE foregoing Adage needs no comment, as union is the only cement of society, so a state divided against itself cannot stand: This union is now wanted to withstand the most daring insults and attacks that were ever offered to a civilized people; without this, the American trade will absolutely become a monopoly, and our merchants will too late feel the fatal effects thereof.

The East-India Company (a Company the most destructive that was ever instituted in any nation; consisting of a large number of rich men, who are either themselves members of the British Parliament, or by their pestilential influence, have a great sway in that Senate) have procured an act to ship their rotten and infected teas to America, which liberty they never could obtain before as a Company, nor would they now have done it, if it had not been by that means to support the British act of taxing America, which has been denied in the most solemn manner, by the united suffrages of every provincial Assembly on this GREAT CONTINENT. What avails such solemn determinations, if they are to have no other effect, than to remain on record, which are as easily to be erased by a ministerial mandate, as the records of the city of London has been lately [*illegible*] and the Mayor confined in the Tower, only for supporting the rights of the subject? Under the function of this act, that Company has shipped more than 2000 chests of teas, for the different colonies, most part of which is now arrived; but by a most noble stand, the American merchants have refused it admittance into their stores, or even to suffer it to be landed; but have insisted on its being returned back to that Company, to convince them and those in power, that when Americans unite, all the powers on earth cannot subdue them, or dare to make them afraid: If they no succeed where will they end? Will they not engross and monopolize every other article? And will the Ministry

stop their hand in taxing those articles, and that without our having a representation in such taxation? It is as evident, as that the sun shines in a clear day, that the American contest with Britain is now come to a crisis; we must openly and resolutely oppose this daring violation of our rights, which are invaded by a powerful, pernicious Company; who in concert with a designing Ministry will more effectually, though gradually, compleat our destruction, than the united powers of Europe could do: This last effort of administration to enslave us, if now prevented in its execution, will conduce more to establish the American glory, than all we have hitherto done. They will find that the virtue of these colonies, cannot be bought but with the price of blood; and will ever after treat us with that respect which is due to the brave and ALL WORTHY PEOPLE that inhabit them: -- Let us now unite with our brethren of the other provinces, and espouse the cause of all America; Let us glory in our constitution, and while we are ready to offer our lives and fortunes in defense of his sacred Majesty GEORGE our King, let us also, with the same firmness support the constitutional laws of the land we live in, which have obtained his solemn sanction, by which will be secured to his Majesty, and his posterity, the affections of several millions of brave subjects, who will ever protect him from the insults of his common enemies.

Vox Populi, Vox Dei

"The following is part of hand-bill. . ." *Boston Post-Boy*, 13-20 December 1773.

## PART IV – WHAT MAKES THE EAST INDIA COMPANY A MONOPOLY?

**CONSIDER** –*The East India Company does not seem like a monopoly at first – the Dutch smuggling routes certainly offered quite a bit of competition. However, the British government not only made the East India Company more competitive by reducing duties on the tea, but it also set up a system to make smuggling more difficult (thus creating a legal barrier to competition). What really made the East India Company so objectionable, however, was that it granted monopolies to certain merchants. Only a select few merchants who were termed “consignees” could sell East India Tea in the colonies. The following is a letter from Jonathan Clarke, who wanted to secure the right to sell the coveted royal tea for profit. Show how Clarke’s firm would change if it got the rights to sell tea.*

### Document #6

#### Letter from Jonathan Clarke, 1 July 1773

London, 1<sup>st</sup> July, 1773

Gentlemen:

I intended to have made a purchase of teas at your present sale to have exported to America, but the candid intimation given by you of an intention to export them to the Colonies on account of the Company, renders it disadvantageous for a single house to engage in that article.

I now beg leave, gentlemen, to make a tender to you of the services of a house in which I am a partner, Richard Clarke and Sons, of Boston, New England, to conduct the sale of such teas as you may send to that part of America, in conjunction with any other houses you may think proper to entrust with this concern; altho’ I have not the honor of being personally known to many of you, I flatter myself our house is known to the principal merchants who deal to our Province, and are known to have always fulfilled our engagements with punctuality & honor, and trust I shall procure you ample security for our conducting this business, agreeable to the direction, we may from time to time receive from you.

In soliciting this favor, I beg leave to avail myself further of the circumstance of our having for a long time been concerned in the tea trade, and to greater extent than any house in our Province, with one exception. Of the disappointment I have met with in my intended adventure, by which we are deprived of a very valuable branch of our business, and on my being on the spot to take such instructions from you as may be requisite in disposing of what you may send. And give me leave to add my assurances that the interest of the East India Company will always be attended to by the house of Richard Clarke & Sons, if you think fit to repose this confidence in them.

I am, very respectfully, gentlemen,  
Your most obed’t & humble servant,  
Jonathan Clarke.

## Document Section 5

***The Profits of Patriotism: What are the opportunity costs of being a Patriot or a Loyalist? Who would you rather be?***

**BACKGROUND:** Students will have studied opportunity costs at the beginning of economics. This mini unit will afford students a chance to predict certain outcomes based on opportunity cost analysis.

**GOAL:** Students will apply their understanding of opportunity costs to the events leading up to the Boston Tea Party.

**FOCUS:**

1. Define “opportunity costs.”
  
2. Imagine you are Richard Clarke of Clarke & Sons, a very notable merchant company. You have the opportunity to be a consignee for the East India Company. The East India Company allowed only a select few colonists to have rights to sell its tea in the colonies. You have been granted that privilege. However, you did not expect the intense negative reaction to the Tea Act of 1773, and now the Boston Patriots are talking about sending the tea back to England. They want you to resign as a consignee. Make a decision matrix that illustrates your choices and the effects that each choice will have on your business and personal life.

Resign as Consignee	----->----->----->
Stay as Consignee	----->----->----->

**What do you think the Clarke family should have done? What do you think they did?**

**DOCUMENT ANALYSIS:**

Read the following documents pertaining to the controversy over the East India Company and the Tea Act of 1773.

1. On a separate piece of paper answer the “Consider” question that corresponds with each document.
2. Discuss your answers with your group and come to some consensus over the meaning of the documents.

**TASK:** Split your group in half:

- a. Calculate the estimated opportunity costs for the Clarke family. You can list what the costs would entail (I do not expect you to know the actual cost – however, be prepared to explain the intrinsic value of that cost).
- b. Calculate the estimated opportunity costs for the Patriots. Follow the same directions as above.

Present your findings to the class.

## ***The Profits of Patriotism: Documents***

### **Part I: THE PATRIOTS**

#### **Document #1**

#### **John Adams, Diary, 26 June 1770**

*CONSIDER* –John Adams was not a merchant, but did he feel any of the pain of the merchants? Why or why not? What do you think he thought about the merchants and their cause?

JUNE 26.

Last of Service; very little Business this Court. The Bar and the Clerks universally complain of the Scarcity of Business. So little was perhaps never known, at July Term. The Cause must be the Non Importation agreement, and the Declension of Trade. So that the Lawyers loose as much by this Patriotic Measure as the Merchants, and Tradesmen. Stephens the Connecticut Hemp Man was at my Office, with Mr. Counsellor Powell and Mr. Kent. Stephens says that the whole Colony of Connecticut has given more implicit Observance to a Letter from the Select Men of Boston than to their Bibles for some Years. And that in Consequence of it, the Country is vastly happier, than it was, for every Family has become a little manufactory House, and they raise and make within themselves, many Things, for which they used to run in debt to the Merchants and Traders. So that No Body is hurt but Boston, and the Maritime Towns. -- I wish there was a Tax of 5s. st. on every Button, from England. It would be vastly for the good of this Country, &c. As to all the Bustle and Bombast about Tea, it has been begun by about 1/2 doz. Hollands Tea Smugglers, who could not find so much Profit in their Trade, since the Nine Pence was taken off in England. -- Thus He. Some Sense and some Nonsense!

John Adams diary 15, 30 January 1768, 10 August 1769 - 22 August 1770 [electronic edition], *Adams Family Papers: An Electronic Archive*, Massachusetts Historical Society.  
<http://www.masshist.org/digitaladams/>

**Document #2****John Adams, Diary, 2 June 1771**

1771. Sunday June 2D

[. . .]Drank Tea at Mr. Putnams with Mr. Paine, Mrs. Paine, Dr. Holyokes Lady and Dr. Billy Paine. The Dr. is a very civil, agreable and sensible young Gentleman.

Went in the Evening over to G. Chandlers and chatted with him an Hour. He is very bitter vs. the Town of Boston. I hate 'em from my Soul says he. -- Great Patriots -- were for Non Importation, while their old Rags lasted, and as soon as they were sold at enormous Prices, they were for importing -- no more to be heard about Manufactures -- and now, there is a greater Flood of Goods than ever were known -- and as to Tea, those who were most strenuous against it are the only Persons who have any to sell.

Jno. Chandler Esqr. of Petersham came into P.s in the Evening from Boston Yesterday, and gave us an Account of Mr. Otis's Conversion to Toryism. -- Adams was going on, in the old Road, and Otis started up and said they had gone far enough in that Way, the Governor had an undoubted Right to carry the Court where he pleased, and moved for a Committee to represent the Inconveniences of sitting there, and moved for an Address to the Governor. He was a good Man -- the Ministers said so -- the justices said so and it must be so -- and moved to go on with Business, and the House voted every Thing he moved for. -- Boston People say he is distracted. &c.

John Adams diary 17, 16 April - 14 June 1771 [electronic edition]. *Adams Family Papers: An Electronic Archive*,. Massachusetts Historical Society, <http://www.masshist.org/digitaladams/>

**Document #3****Article from the *Boston Post-Boy*, 6-13 December 1773**

**CONSIDER** – *What were these merchants from Philadelphia willing to forgo? Do you think sacrificing one’s “pecuniary interests” have rewards in the end? What are the **opportunity costs** of political activism in this case? What do you think are the opportunity costs of political inaction?*

Philadelphia –Nov. 22

A correspondent observes, that at a time when almost every American pen seems to be drawn in defence of our violated rights, he is amazed that the judicious advocates for liberty should omit to give us their sage advice and opinion on the fatal consequences that must result from our large importations from Great-Britain, and our almost total neglect of our own manufactures, the most durable source of wealth and independence. He further observes, that the immense importation of London porter and English beer at this perilous crisis, is a glaring instance of the impolicy of his countrymen, who prodigally lavish their money for the emolument of a Country, at 3000 miles distance, a country that is now abridging us of our liberties, when they might have a variety of excellent beer, even porter itself, made in this city, that would not disgrace the celebrated Ben Kenten’s cellar. This he thinks an ungenerous return to the public spirit of our brewers, who have not only risked large sums for rendering their business of utility to their country as well as themselves, but have on a trying occasion sacrificed their pecuniary interest to promote public welfare.\*

--He concludes by advising his countrymen not only to oppose the ministry of Great Britain and their auxillaries, the East-India slave-makers, with regard to the article of tea—but also to forbear all unnecessary importations – for by saving our money we may preserve the remains of our Liberty – If not regain those that are last.

*\*At the time of the non-importation agreement, a vessel arrived here from England loaded with malt, and although the article was at that time very much wanted, the brewers met, and in a most spirited manner resolved not to purchase any part of the cargo.*

“A correspondent observes. . .,” *Boston Post-Boy*, 6-13 December 1773.

**Document #4****Article from the *Boston Gazette*, 29 November 1773 [excerpt]**

*CONSIDER* – In the days leading up to the Boston Tea Party, patriotic newspapers like the Boston Gazette became a battleground of resolutions not only submitted by Bostonians but by neighboring towns. What do you think it would have been like to be a consignee during the time? Would you want to change your decision that you made in the pre-reading exercise? Why or why not?

VOTED, That it is the Sense of this Body that Captain Bruce shall on his Arrival strictly conform to the Votes passed respecting Captain Hall's Vessel, as tho' they had been all passed in Reference to Capt. Bruce's Ship.<sup>6</sup>

Mr. Timmins appeared and informed that Capt. Coffin's Brig expected with Tea was owned in Nantucket, he gave his Word of Honor that no Tea should be landed while she was under his Care, nor touched by any one untill the Owner's Arrival.

It was then Voted, That what Mr. Rowe and Mr. Timmins had offered was satisfactory to the Body.

Mr. Copley returned and acquainted the Body, that as he had been obliged to go to *the Castle*, he hoped that if he had exceeded the Time allowed him they would consider the Difficulty of a Passage by Water at this Season as his Apology: He then further acquainted the Body, that he had seen all the Consignees, and tho' he had convinced them that they might attend this Meeting with safety, and had used his utmost Endeavours to prevail upon them to give Satisfaction to the Body; they acquainted him, that believing nothing would be satisfactory short of re-shipping the Tea, which was out of their Power, they thought it best not to appear, but would renew their Proposal of storing the Tea, and submitting the same to the Inspection of a Committee, and that they could go no further, without incurring their own Ruin; the Tea, they should do nothing to obstruct the People in their Procedure with the same.<sup>7</sup>

It was then moved, and the Question put, Whether the return made by Mr. Copley from the Consignees be in the least Degree satisfactory to this Body; passed in the negative. Nem. Con.

*Whereas a Number of Merchants in this Province have inadvertently imported Tea from Great Britain, while it is subject to the Payment of a Duty imposed upon it by an Act of the British Parliament for the Purpose of raising a Revenue in America, and appropriating the same without the Consent of those who are required to pay it:*

*RESOLVED*, That in thus importing said Tea, they have justly incur'd the Displeasure of our Brethren in the other Colonies.

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<sup>6</sup> Captain Bruce, Coffin and Hall were all British officers. The correspondence of Henry Broomfield (a Boston merchant) correspondence with Coffin and Hall is found in Henry Broomfield's letter book.

<sup>7</sup> John Singleton Copley married Susan Clarke, daughter of Richard Clarke, one of the consignees of the tea. The East India Company granted only a few consignees in each colony. In Boston the Clarkes, Hutchinsons and Mr. Fanueil were granted what was first thought to be a privilege. The Patriots claimed it was nothing more than a monopoly and wanted the consignees to agree to refuse to take the tea. In Philadelphia and eventually in New York, the consignees agreed to send the tea back. In Boston, however, the Patriots could not persuade them – thus leading to more difficulty.

*And Resolved further*, That if any Person or Persons shall hereafter import Tea from Great-Britain, or if any Master or Masters of any Vessel or Vessels in Great-Britain shall take the same on Board to be imported to this Place, until the said unrighteous Act shall be repeal'd, he or they shall be deem'd by this Body, an Enemy to his Country; and we will prevent the Landing and Sale of the same, and the Payment of any Duty thereon. And we will effect the Return thereof to the Place from whence it shall come.

RESOLVED, That the foregoing Vote be printed and sent to England, and all the Sea Ports in the Province.

Upon a Motion made, Voted, That fair Copies be taken of the whole Proceedings of this Meeting, and transmitted to New York & Philadelphia,

And that

Mr. SAMUEL ADAMS,  
Hon. JOHN HANCOCK, ESQ  
WILLIAM PHILLIPS, ESQ  
JOHN ROWE, ESQ  
JONATHAN WILLIAMS, ESQ

Be A Committee to transmit the same [ . . . ]

At a Meeting of the Inhabitants of the Town of Brooklyn, legally assembled on Friday, the 26<sup>th</sup> Day of November, A.D. 1773, and by Adjournment to Wednesday the 1<sup>st</sup> of December following.

To consider what was proper for this town to do relative to the large quantities of tea belonging to the India Company arriv'd and expected to arrive in this province, subject to an American duty; the town came unanimously into the following Resolves, viz.

1. That the act of the British parliament imposing a duty on tea, payable in America, for the express purpose of raising a revenue, is unconstitutional, has a direct tendency to bring the Americans into Slavery, and is therefore an intolerable Grievance.
2. That this Grievance, which has been so justly complained of by the Americans, so far from being redressed, is greatly aggravated by another act passed in the last sessions of parliament for the benefit and relief of the India Company, permitting them to export their Teas to America, or foreign parts, free of all customs and duties usually paid in Great-Britain, but subject to the duty payable in America: Thus have the parliament discovered the most glaring partiality in making one and the same act to operate for the ease and convenience of a Few of the most opulent subjects in Britain on the one hand, and for the oppression of MILLIONS of Freeborn and most loyal inhabitants of America on the other.
3. That the last mentioned act can be considered no otherwise than as a subtle plan of the Ministry to ensnare and enslave the Americans, and that whoever shall be instrumental in carrying the same into execution, is in the judgment of this town, an inveterate enemy to his country.
4. That *Richard Clarke and Son*, and *Thomas and Elisha Hutchinson*, of Boston, (who brought themselves into contempt by their conduct in the non-importation time) and the other persons appointed Consignees of the India company's Teas in Boston, have, by their repeated refusal to resign their appointment, and send back the said Teas, manifested to the full conviction of

this town, their utter disregard to the interest and welfare of this their native country, to which such unfeeling wretches are a disgrace, and have discovered the most sordid attachment to their private interest, and have incurred the highest displeasure of the good people of this province in general, and of the inhabitants of this town in particular, who are determined to afford them not the least favor or protection, now that they are become Fugitives from the just resentment of their affronted townsmen.

5. That we fully approve of the proceedings and resolutions of the town of Boston, on this alarming occasion, and while we see them earnestly contending for the general liberty of America, should we fold our arms and calmly look on, we should be justly chargeable with the most shameful supineness, and criminal neglect. Therefore,
6. Resolved, That this town are ready to afford all the assistance in our power to the town of Boston, and will heartily unite with them and the other towns in this province, to oppose and frustrate this most detestable and dangerous tea scheme, and every other that shall appear to us to be subversive of the rights and liberties of America, and consequently dishonourary to the crown and dignity of our sovereign Lord the King.
7. That whoever shall hereafter presume to import any teas into this province, while subject to the odious duty, shall be considered and treated by this town as an enemy to this Country.

A true Copy, Attest,

*Isaac Gardner*, Town-Clerk.

"Voted, that it is the sense of this body. . .," *Boston Gazette*, 29 November 1773.

**Part II: LOYALIST PERSPECTIVE**

**Document #5**

**Letter from Richard Clarke and Sons to the Gentlemen of the Merchants  
Committee of Boston, 11 August 1769**

Boston Aug 11: 1769

Gentlemen,

We consent that the Teas that are come to our House in Capt: Scott and any other goods that we may receive from Great Britain this Summer or Fall may be shut up in an apartment in our Warehouse under Lock & Key. & that the Key may be kept by the Committee untill the first of Jan[uary]: next (at which time your agreement expires) if they shall judge it reasonable or for the public benefit to detain our goods till that time – And we will in addition to what we have already wrote further write our Friends in Great Britain not to send us any Goods till they receive orders from us dated after [Jan]:1<sup>st</sup> & if they send us any contrary to such advice we will not expose them to sale – We hope these concessions will be satisfactory as they are the utmost we can submit to consistently with Justice to our Friend & Honor to ourselves – We are

Gentlemen  
Your most humble servant:  
Richard Clarke & Sons

To  
The Gentlemen of the  
Merchant Committee

Richard Clarke and Sons to the Gentlemen of the Merchants Committee of Boston, 11 August 1769,  
Bromfield and Clarke Family Papers, Massachusetts Historical Society.

**Document #6****Letter from Andrew Oliver to his son, 18 January 1769**

My sufferings are sufficiently known: they were unavoidable; but I have not till of late thought myself at liberty to make my case known in all its circumstances. When I was first attacked on the 14 June 1765 I stood alone, a single man against a whole people for 36 hours: I would have resisted when my house was first beset: my friends dissuaded me; they knew I could not oppose the Mob to effect; by their advice I retired. On the 15<sup>th</sup> the people were still up the whole day, and towards Evening began to make their signals for a second attack, which it was thought might have proved fatal: the Government did nothing for my support. I was then advised to resign. I did not however choose to make an absolute resignation; but allowed it to be given out, that I would not exercise the Functions of my Office till I had represented the matter home and could receive further Orders. On this the people dispersed. But what I principally intend by this recital is to acquaint you that on the 5<sup>th</sup> of November following, when the Pope and the Devil were exhibited as usual on the Stage, there were some other Figures with them, dangling on Giblets, and an inscription referring to one of these Figures to this purpose – the Devil take him who takes his Commission – This shew rested on the parade under the Windows of the Council of Chambers, the General Court then sitting. I thought that Government was by this insulted, & myself in particular. I was at that time of the Council, and applied myself to the Board, & told them that I thought it unbecoming the dignity of Government to see itself, and one of its Members that insulted. I saw no disposition to resent it, and inform'd them that I could not with honour sit there any longer, and withdrew. I called upon the Governor as I went home & told him what I had done; his Excellency was good enough to go to the Council Chamber to see if he could do anything in the case. He soon after sent a Messenger to me desiring I would attend in Council. I obeyed and went. The Governor then desired me to take my Seat at the Board, I told him I could not in honour do it, while such an Insult was suffered, and sat me down in a Window. His Excellency told me that he had been conferring with the Council on this matter, who were all of opinion that I had by my withdraw exposed myself to the Resentment of the Mob and had therefore agreed among themselves not to mention it abroad: that it was uncertain, whether the Figure & Inscription referred to me or not, and that if they did; the time were such that I must put up with it. I knew if they did not refer to Me, they referred to a Man of more importance, and hesitated; but at length finding that I could have no Support, I yielded & resumed my place [. . .]

**Document #7**  
**Letter from the *Boston Gazette*, 22 November 1773**

Letter written to the Editors, Edes and Gill

There are various opinions concerning the real or principal design of the Governor of this Province in giving discretionary orders to Col. Hancock to be in readiness to aid the civil magistrate when and where he should think proper. If the governor thought there was reason to apprehend a tumult among the people, he could not be at a loss for the grounds of such an apprehension. He certainly knows that Messieurs. Clarkes, Mr. Faneuil, and his own two children, are the appointed instruments to prevent the good effects of the non-importation agreement, which his Excellency had endeavored to nip in the bud, and to put into execution the detested revenue act. The American merchants had so generally stopped the importation of English Tea in consequence of that agreement, as greatly to alarm the East India Company, and put them upon solliciting a repeal of the duty: The ministry, resolved against the repeal, have procured an act of parliament whereby that company is allowed to send their tea to America. Thus the company is eased, their teas are to be imported and sold, the duty consequently paid and the salutary resolution of the merchants frustrated. Mr. Clarke, and others before-mentioned, are the chosen men to receive and sell the tea, and pay the tribute. The people therefore look upon them to be as truly the men pitched up on to execute the revenue acts, as Mr. Oliver and others were to execute a former revenue –act, under the title of the Stamp-act, and the tea is considered as detestable as were the stamp- papers. Hence an equal necessity of preventing the scattering the dutied tea through the province, as there was of preventing that of the stamped papers. In short, the ministry appear to be playing the old game again, tho' with more art and subtlety, and the people see through it, and seem determined, as before, to put them to their trumps. To speak plainly, the people think this tea is as much the offspring of the ministry as the stamped papers were; and that as much is expected from the care and assiduity of Messrs. Clarkes and others, under the patronage and direction of Mr. Hutchinson, in nursing this second child and ushering it into life, as was expected before from Mr. Oliver and others, under the like patronage and direction of Mr. Bernard, in cherishing the first born, and fitting that for eminent service. Persons of all ranks are as much exasperated at this ministerial maneuver, as ever they were against the Stamp act; they detest the tea commissioners as thoro'ly as they did the stamp-officers [ . . . ]

“Letter written to the Editors. . .,” *Boston Gazette* 22 November 1773.

**Document #8****Letter from Captain Coffin to Messrs. Hughes & Whitelock, 27 January 1774**

27 January 1774

Gentlemen:

My last was from Captain Scott --- I have not received anything of Doctor Cobb for the goods sold him, but if I do not hear from him soon I shall oblige him to pay his ballance. He lives a considerable distance from here which makes it difficult to come at him – I shall compell Mr. Kast to settle his account shortly – Mr. Jonathan Clarke has taken Passage in Capt. Coffin for London and will Sail in a few days. In the Evening of the day on which he arriv'd his Fathers' House was attack'd by a mob and he with his Father and Brother have since been oblig'd to betake themselves to the Castle where they still remain. The People threaten all the Consignees with the loss of their ears if ever they are catch'd in Town again. These gentlemen have been cruelly treated & it grieves me to the Heart to think that so old a Gentlemen as Mr. Clarke, who has always born a respectable Character & been much esteem'd should at his time of life be oblig'd to quit his Family & Friends. Indeed I am fearful whether he will not be oblig'd to leave his native Country entirely. I dread the consequence of the present Dispute between Great Britain & the Colonies & what it will end in God only knows. The Spirit that now prevails farr exceeds what appear'd in the time of the Stamp Act.

I am Gentlemen, your etc.

Captain Coffin

Captain Coffin to Messrs. Hughes & Whitelock, 27 January 1774, Bromfield and Clarke Family Papers, Massachusetts Historical Society.

**Document #9****Letter from Jonathan Clarke to Edward Wheler, 17 November 1773**

Boston, New England 17<sup>th</sup> November, 1773

Sir:

After a long detention in the English channel, and a pretty long passage, I arrived here this morning from England, and there being a vessel to sail for London within a few hours, gives me an opportunity of writing you a few lines on the subject of the consignment of tea, made to our house by the Honorable East India Company, in which I had your friendly assistance, and of which I shall always retain a grateful sense.

I find that this measure is an unpopular one, and before my arrival some measures have been taken to oblige my friends to make a resignation of the trust, which they have not thought fit to comply with. They have wrote to our friend, Mr. Abraham Dupuis, very particularly, respecting the measures that have been adopted, and to that account I must beg leave to refer you, as I have not time to repeat it by this opportunity, but I shall keep the Company fully advised in future.

I fully see that we shall meet with difficulty in executing this trust, but our utmost endeavors shall be exerted to fulfill the orders we may receive from the Company.

I am, very respectfully sir, your most obliged humble servant  
Jonathan Clarke.

Edward Wheler, Esquire

Received from the Deputy Chairman, 5<sup>th</sup> January 1774

*Francis S. Drake, Tea Leaves: Being a Collection of Letters and Documents Relating to the Shipment of Tea to the American colonies in the Year 1773, by the East India Tea Company (Boston, 1884), 278.*

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