# THE EMPRESS OF CHINA HIELE

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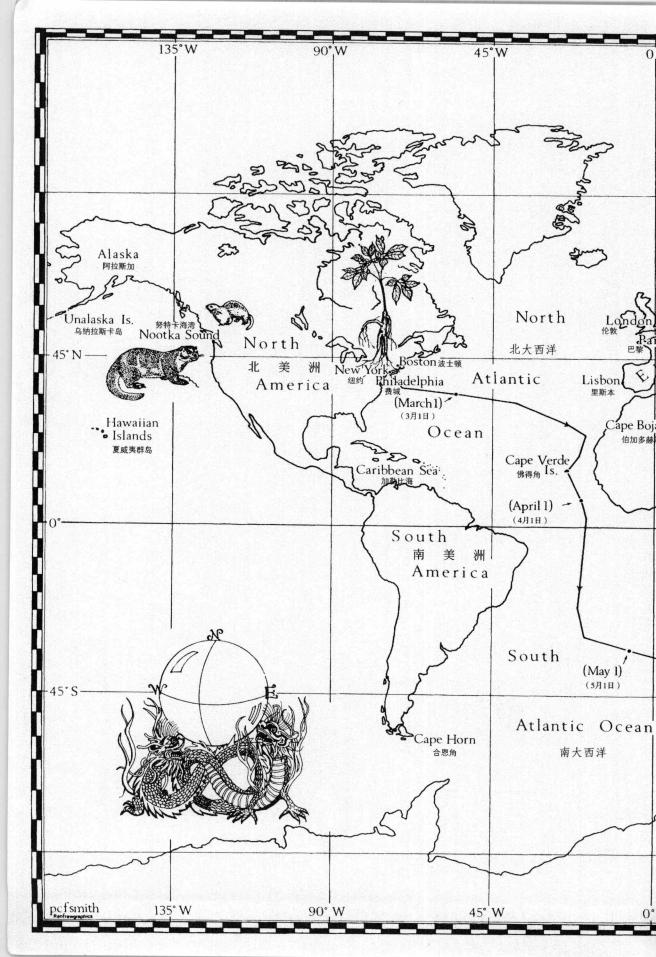
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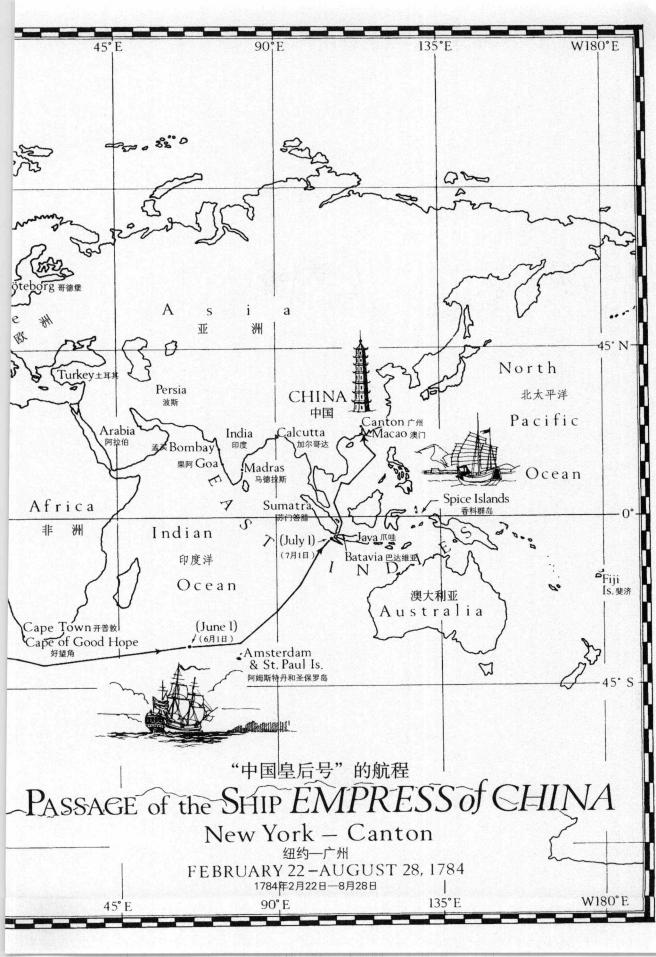
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September 28, 2005

Lu Shunjing
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CHINA

Dear Mr. Lu Shunjing

This letter will serve as permission to the Guangzhou Daily Press Group to reprint *The Empress of China* by Philip Chadwick Foster Smith in the <u>Chinese language only.</u>

Thank you for your interest in this publication.

Sincerely,

The Var

John Carter

President

JC:cab

这封信将作为我们同意广州日报报业集团<u>仅以中文版的方式</u> 出版由菲利普·查德威克·福斯特·史密斯撰写的《中国皇后号》 一书的许可。同时感谢你们对这一出版物的兴趣。

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### 18 世纪的广州见证中美友好交往的序幕

——《中国皇后号》中文版序言

净鱼等

2006年4月20日,在春光明媚的时节,国家主席胡锦涛出席了美国总统布什在白宫举行的欢迎仪式并致辞。胡锦涛主席在致辞一开始就提到了"中国皇后号",他说:"中国人民对美国人民一向怀有深厚友情。1784年,美国商船'中国皇后号'跨洋过海,首航中国,揭开了两国人民友好交往的序幕。"5个月后,2006年9月20日,中国和美国在北京发表《中美关于启动两国战略经济对话机制的共同声明》,以落实胡锦涛主席和布什总统就此达成的重要共识。曾担任过全球著名投资银行高盛集团董事长的保尔森,2006年7月上任美国财长不久,就发表了一次有关中国经济的讲话,他说,"美国很需要一个繁荣稳定的中国,一个可以作为全球经济领袖的中国",美国需要用"世世代代"的战略眼光看待美中关系。在新的时代背景下,由广州日报报业集团策划、翻译和出版的《中国皇后号》中文版确实是一件很有意义的事。

#### 一、《中国皇后号》首航广州的主要情况

1784年,美国正式脱离英国独立的第二年,距2006年已经有222年,在222年前的2月22日,这一天是星期日,也正好是美国首任总统华盛顿52岁的生日。美国商船"中国皇后号"从纽约起航,渡过大西洋,3月下旬为修船、补给经停佛得角群岛,绕过好望角,跨过印度洋,7月22日在爪哇岛与法国商船"海神号"相遇,结伴进入太平洋和南中国海,前往广州,8月22日到达珠江口的海面,在澳门领取了一张盖有官印的通行证后,

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8月28日,"中国皇后号"终于抵达广州黄埔古港码头,整个航程13000 多英里,一路抢风赶流,仅耗时6个月零6天。这次具有历史意义的成功 首航,打开了太平洋两岸"最古老的与最年轻的"两个国家的通途,开创 了中美两国直接的经贸文化关系新纪元,把中国开创的海上丝绸之路作了 新的延伸,实现了中美两国民间和官方的直接对话,也由此揭开了两国人 民友好交往的序幕。

"中国皇后号"的投资者有 4 人,都是当时美国商界或政界的头面人物。最主要的人物是费城富商罗伯特·莫里斯,他不仅是出席大陆会议的代表并参与签署了《独立宣言》,而且还担任了联邦政府的第一届财政部长,正是像莫里斯这样在政界和商界上都有影响的人,使他在考虑年轻国家的对外贸易时,不仅视野开阔、站得高看得远,而且有能力把梦想变成现实。于是,船东们购置了一艘战时私掠船型的木制帆船,在波士顿改装成远洋货船,并命名为"中国皇后号"。建成于 1788 年 11 月的"中国皇后号"总长为 35 米,宽 10 米,吃水深 5 米,可装载重量 360 吨,木船船身外壳包裹铜皮,在抗风浪能力、快速性和结构坚固性方面都是较优秀的。当时的建造成本、新配的装备、货物及出海开支等共计 12 万美元。

"中国皇后号"首航广州的人员共有43人,船长是约翰·格林,管货和负责进出口货物和处理商务的大班是山茂召,二班是兰德尔,还有副船长、大副、二副、事务长、文书、医生和30多名普通水手。当时纽约州的州长还为"中国皇后号"发了出入港许可证和航海护照,美国国会也为该船发了盖有美利坚合众国国印的航海证书。为了应对远航中可能出现的各种情况,船上还储备了5个月的淡水和14个月的粮食,并装备了10门9磅火炮、4门6磅加农炮及少量轻武器。看来,正是由于船东们精心挑选的人员和各方面的充分准备,才终于使这次富有冒险精神的首航获得成功。

222年前,当时正是清朝乾隆四十九年,"中国皇后号"在广州的商业活动有3个多月的时间,根据马士著的《东印度公司对华贸易编年史1635-



1834》中对1784年贸易季度的记录,"中国皇后号"在广州商人的帮助下, 顺利地售出了西洋参、毛皮、胡椒、棉花、纱、铅等货物,同时又满意地 采购了茶叶、瓷器、丝织品、南京布、肉桂等。如当时在美国"西北海岸" 6便士能买到的毛皮,在广州却能卖上了100美元的好价钱。这一年的12 月28日,"中国皇后号"从广州启程返回,在与荷兰商船同驶了一段航程 后,1785年3月9日经停开普敦,于1785年5月11日回到纽约,全部往 返历时15个月。"中国皇后号"远航中国广州的贸易获得纯利3万多美元, 约占总投资额的1/4强。主管来华贸易的山茂召是参加过独立战争数次战 役的青年少校军官,他先任货物管理员,后被船长和水手们推举为大班。 山茂召来到广州后,一边与商人进行交易,又一边了解民俗风情,他在航 海日记中写道:"虽然这是第一艘到中国的美国船,但中国人对我们却非 常宽厚。最初他们不能分辨我们与英国人的区别,视我们为'新人'。当 我们将美国地图向他们展示时,他们对我国拥有如此大的可供他们帝国销 售的市场,感到十分高兴。"山茂召回国后,把自己的所见所闻和在广州 的通商情况,特别是把在遥远东方受到的礼遇和尊重,写了一份详细的报 告, 递交给了当时的国务卿约翰逊。为了促进当时美国对华的"和平通商" 和表彰山茂召对中美贸易的贡献,在约翰逊的极力推荐下,1786年1月, 华盛顿总统任命山茂召为首任美国驻广州领事。

"中国皇后号"首航广州的成功,等于告诉美国商人们中美直接贸易是有利可图的。于是,在优厚利润的吸引下,加上美国政府给对华贸易的商人以税则上的保护和优惠的津贴,几十吨、几百吨的木制商船,纷纷扬帆远航,在通往广州的航线上络绎于途。以此为开端,18世纪90年代以后,美国对华贸易已赶上荷兰、丹麦、法国、葡萄牙等老牌开发东方贸易国家而跃居第2位,仅次于对华贸易有100多年历史的英国。据统计,"中国皇后号"不仅于1786-1787年二度往返于纽约与广州,而且从1786年到1833年的48年间,历经乾隆、嘉庆、道光等三代,美国来华的船只就有1104艘,几乎达到英国来华总船数的44%,而超过其他欧洲国家来华

船只总数的4倍,其进口货值或出口货值都远远超过其他欧洲国家对华贸易的总和。

#### 二、《中国皇后号》首航广州的历史意义

纽约与广州首航成功,在美国社会引起了轰动效应和强烈反响。美国报纸不仅纷纷报道这一历史性创举,纽约报纸对此的长篇报道还被其他许多商业城市加以转载,而且还发表了许多赞扬的评论,如《独立报》的评论说:"中国皇后号"的成功是"十分明智的,非常显著的,甚为吉利的收获"。《纽约邮报》认为,像这样一次远航归来,理应全城的教堂圣钟齐鸣,而且全城应当进行一次"谢恩祭"。这应该成为"美国商业史上的第一个里程碑"。与"中国皇后号"在广州的平淡贸易形成强烈反差,在纽约的街头贴着大型推销中国货的广告,一时间,中国货成了美国市场的紧俏商品。特别值得一提的是,华盛顿总统是中国货的热心买家。他在1785年8月17日写信给蒂尔曼,请他代购一批中国货,并随信开列了一份清单,这份清单已经成为中美两国早期贸易史上珍贵的文物。有意思的是,华盛顿还告诉蒂尔曼,如果商品便宜就按清单买,否则就只买中国的大瓷盘、蓝白色小碗、薄棉布、丝手帕、南京本色布。他还特地说,华盛顿夫人想要好看的白色薄棉布。这些都是美国历史上第一次"中国热"的生动写照,其历史意义非常深远。

1. 重温222年前中美贸易的历史源头, 我们可以更好理解中国在世界和平与发展中的有着重要地位和深远影响。

当美国人为了打破英国人的经济封锁,不远万里来到广州口岸时,中国人热情地接待了这批富有冒险精神的美国人。我们可以透过200多年前两国商人的一次次平等互利的贸易活动,更加清晰地看到中国的发展是和平的发展,中国的强大是和平的强大,更加清晰地看到中国在世界历史上有着悠久的酷爱和平、睦邻友好的和平交往的形象。这正如英国科学史家李约瑟说的:"东方的中国航海家从容温顺,不记前仇,慷慨大方,从不



威胁他人的生存;他们全副武装,却从不征服异族,也不建立要塞。"也正如俄罗斯文学家托尔斯泰所说,中华民族是"最古老的民族,最大的民族","世界上最酷爱和平的民族"。意味着改革开放、和平发展既是中华民族的传统美德,更已深深扎根在当代中国人的文化生活和经济贸易中,中国和平崛起的新道路是不可逆转的,与中国的贸易交往,不仅会带来无尽的财富,而且还会带来和平、文明的价值观。

2. 重温222年前中美贸易的历史源头, 我们可以对今后中美关系的健康发展增加登高望远的积极影响和对话分量。

美国驻广州第一任领事山茂召在他从事广州口岸商务活动中的日记中 对广州商人的宽厚、礼遇充满了感激之情。美国联邦政府外交部长约翰· 杰伊给山茂召的信写道:"议会对于美国公民与中国建立直接贸易关系的 首次努力感到特别满意,这一成功对此次首航的参加者和指挥者来说也是 极大的荣誉。"现在中美贸易规模已空前扩大,经常发生摩擦已经不足为 奇,一方面我们要继续学会以平常心对待这种司空见惯的贸易纠纷,双方 应该采取理性的态度来对待和处理这些贸易摩擦; 另一方面我们可以以史 为鉴,双方都应该重温中美贸易的历史源头和历史缩影,增加双方互相尊 重和互相信任的分量,不要忘记在美国受到外国封锁限制,经济还有困难 的时候,是中国人平等友好相待帮助了美国人,如当时鉴于美国商人资金 不足,广州商人总是破例地把大批茶叶和其他物品赊给美国商人。他们之 间的交易,"既无收据,也无支票",即使大笔交易,也"只在一张小小的 纸片上签署该行号的大写字母"。美国人认为,广州"行商在所有交易中, 是笃守信用、忠实可靠的,他们遵守合约,慷慨大方"。这些历史记忆,不 仅反映中国历史上实行有限开放时期对外贸易的传统,而且可以对当前处 理中美贸易关系有着温故知新的启示作用,而且可以对今后中美关系的健 康发展产生登高望远的积极影响。

3. 重温222年前中美贸易的历史源头, 我们可以让世界更好地了解中国广州并让中国广州更好地走向世界。

就早期的中美贸易而言,是美国人表现出其对华贸易的主动性,因为 这个时候的中国还处在历史上的"康乾盛世"。据有关研究统计,1750年 (乾隆十五年),中国工业的总产量占世界工业总产量的32%,而当时整个 欧洲的工业产量仅占23%, 直到1820年(嘉庆二十五年), 中国的GDP 仍占世界经济总量的32.4%, 甚至超过了美国现在所占世界经济的比重, 而且当时的封建农业经济,不要求主动地对外贸易。所以18世纪的广州 是中国唯一的对外通商口岸, 粤海关是当时中国唯一管理对外贸易的机 构,"广州是18世纪贸易全球化的中心市场",当时全球贸易赖以运转的 中国丝绸、瓷器、茶叶等数十种商品, 主要都是从广州发端的。现有记载 是大量外国船舶远航来华,鲜有中国船舶外运,也是当时进出口贸易的一 个特征。当第一批美国人来到广州口岸时,广州呈现出一片繁荣的贸易景 象,美国虽然是姗姗来迟的客人,但却由此获得了后发优势,所以说,18 世纪的广州是拉开中美友好交往序幕的重要历史见证地,广州作为我国古 代海上丝绸之路的发祥地是当之无愧的。所以,这就有了"广州富庶天下 间"、"银钱堆满十三行"、"金山珠海,天子南库"之说。当时美国费城有 一份杂志在介绍成功引进中国的稻米、高粱和豌豆后预言:"美国终将有 一天会成为像中国那样人口兴旺的感觉。"在"中国皇后号"成功首航中 国广州222周年的时候,又恰逢中国出口商品交易会在广州举办第100届。 第100届"广交会"预示着广州在世界经济贸易的舞台上将扮演更重要的 角色, 第100届"广交会"预示着中国经济和美国经济的关系在博弈中将 得到更健康、更平和的发展。

2006年12月



## 18th Century Guangzhou – a witness to the prelude to the friendly exchanges between China and the United States

Prologue to Empress of China (Chinese version)

#### Chen Jianhua

On April 20, 2006, Chinese President Hu Jintao attended a White House welcoming ceremony held by his U.S. counterpart George W. Bush. President Hu delivered a speech and mentioned Empress of China at the very beginning: "The Chinese people have always cherished goodwill towards the American people. In 1784, U.S. merchant ship, Empress of China, sailed to China, opening the friendly exchanges between our two peoples". Five months later, China and the U.S. governments announced in Beijing on September 20, 2006 the establishment of a China-US economic strategic dialogue mechanism. The dialogue mechanism was established according to a consensus between the U.S. President George W. Bush and Chinese President Hu Jintao. Henry M. Paulson Jr., former CEO of the world's leading investment bank Goldman Sachs Group Inc., was nominated as United States Secretary of Treasury in July 2006. Soon after taking office, he delivered a major speech on U.S.-China economic links, outlining a fresh

new perspective by saying that the United States has a huge stake in a prosperous and stable China - a China able and willing to play its part as a global economic leader. The United States needs to realize that the U.S.-China relationship is truly generational and requires long-term strategic economic engagement on common issues. Under this new background, it is significant for Guangzhou Daily Group to plan, translate and publish the Chinese version of Empress of China.

## I. The Fact of the Empress of China's First Voyage to China

It all happened 222 years ago, in 1784, the 2nd year after the U.S. won its independence from the UK. It was Sunday, February 22, 1784: George Washington's 52nd birthday. American trading ship Empress of China departed from the harbor of New York and began her voyage to China. She sailed across the Atlantic Ocean, passed by the Cape

Verde Island and the Cape of Good Hope. While sailing southeastward into the Indian Ocean, Empress of China encountered French merchant ship Triton near Java. On July 22, Empress of China came to sail in company with the French ship and reached the Pearl River on August 22. After obtaining a pass with an official stamp in Macau, Empress of China sailed upriver, arrived and anchored at Whampoa on August 28, the end of her 13,000 mile voyage that took her six months and six days. This successful sailing trip opened a thoroughfare between the oldest nation and the newest nation on both sides of the Pacific and created a new era for the direct links between the two countries in economics, trade and culture, realized the direct dialogues between the two nations, both official and civilian, and marked the prelude to Sino-U.S. friendly exchanges.

There were four principal owners of the Empress of China, all prominent merchants in America. The most important figure is Robert Morris of Philadelphia, who attended the First Continental Congress, signed the Declaration of Independence and took the position of the first Secretary of Treasury of the United States. Quite fortunate in both his official and business careers, he had the foresight and the capacity to extend the com-

merce of the United States by successfully executing a direct trading voyage from North America to China. So they bought a wartime privateer, fit it out into a wooden sailing ship in Boston and named it as Empress of China. With the tonnage of 360 tons and sea gauge of 5 meters, the ship was 35 meters long and 10 meters wide. The cost of financing the ship, including building, outfitting, loading and launching, was US\$120,000.

Empress of China was navigated by 43 seamen. The captain was John Green and the ship's all-important supercargo was Samuel Shaw. Empress of China was also manned by the second captain, two mates, a surgeon, a purser, and about 30 sailors. The Governor of New York signed New York State clearance permission and sea-letters for the Empress of China and the Congress of the United States also granted congressional sea-letters for her. The ship was loaded with water and food that could last for 5 and 14 months respectively. She was armed with cannons and other armament. It was just the well-selected crew and adequate preparation that led to the final success of this adventurous voyage.

Empress of China stayed in Canton (today's Guangzhou) for three months. According to



the East India Company's chronicle report, the Empress of China's business activity in Canton was accomplished through the Hong merchants. Empress of China sold out ginseng, furs, pepper, cotton, camlets, lead and bought teas, porcelains, silks, nankeens, and cassia. Americans got sea-otter pelt for six pence from the Indians in the American Northwest, but sold it for US\$100 in Canton. On December 28, Empress of China departed from Canton and started her 15 months journey home, arriving in New York on May 11, 1785. The trading activity of the Empress of China brought her a profit of US\$30,000, equaled to a quarter of her whole investment. Major Samuel Shaw, an officer of the Continental Army, was the principal supercargo of Empress of China. While trading with Hong merchants, he acquainted himself well with the people and the local culture of Canton, as seen in his log: the Chinese are open, free and lenient, though we are the first American ship that had ever visited China. It was some time before the Chinese could fully comprehend the distinction between the English and American. They called us the New People, and when, by the map, we explained to them the extent of our country, with its present and increasing population, they were not a little pleased at the prospect of so considerable a mar-

ket for the products of their own empire. Samuel Shaw reported what he saw and heard in Canton, especially the warm reception and the great respect he received, to the Secretary of State Johnson. In order to promote the peaceful development of Sino-U.S. trade and honor his contribution, Samuel Shaw was appointed by President Washington as the first American Consul in Canton.

The success of Empress of China's pioneering voyage let Americans believe that direct trade with China could be so profitable. Allured by the impressive profit and encouraged by the preferential tariff and favorable allowance from the U.S. government, more U.S. merchant ships set sail to Canton. As a good start, the United States was soon ranked to be China's major trading partner in the late 1790s, second only to the U.K. which started trading with China one hundred years earlier. Statistics indicated that, from 1786 to 1833, altogether 1,104 American vessels, equivalent to 44% of the British ships, sailed to China, four times more than the total number of ships visiting China from other European countries apart from the UK. The import and export value was also much higher than the total value of European trade with China (apart from the U.K.).

# II. The Historical Significance of Empress of China's First Voyage to Guangzhou

The American people were excited about the news that the first vessel of the United States had sailed triumphantly to China and initiated trade with the Chinese. The historic voyage of the Empress of China found lots of coverage in the New York press. The New York newspapers carried long reports of the event, much of it were picked up and repeated in some other cities, and some papers also published favorable commentaries. For example, the Independent Journal remarked: her safe arrival is a symbol of bright commercial days ahead. It presages future happy prospects of solid greatness. The New York News Dispatch observed: the arrival of a vessel after so prosperous a voyage, from so distant a place of our globe, would be celebrated by public thanksgiving and ringing of bells! It must be a first landmark in American Business History. The ship's business endeavor in Canton was nothing but extraordinary. However, as a sharp contrast, advertisements for "Chinese Goods" imported by the Empress of China appeared in many places in New York, and her cargo became a "hot sale". Even President George Washington was very interested in buying Chinese goods. He wrote to Delman on August 17, 1785, asking him to buy some Chinese goods for him from China. He also attached a shopping list, a cultural relic for early Sino-U.S. trade, and mentioned his favors as China tableware, blue and white bowls, muslins, silk hand-kerchiefs and Nankeens as well as beautiful white muslin for his wife. All this became the live record of the earliest popularity of China in the U.S..

1. Reviewing the historical origin of the Sino-U.S. trade 222 years ago, we can better understand the profound influence and fundamental importance of China in its contribution to world peace and development.

When Americans sailed thousands of miles to Canton with the hope to break economic blockage imposed by the British, the Chinese gave a warm reception to these adventurous Americans. We can realize that China's development and strength are obtained peacefully and China always carries with it a peace-loving, neighborly and friendly image. As described by Joseph Needham, the British historian of science and technology: "the Chinese navigators from the Orient are characterized by their gentleness, forgiveness and generosity. They never pose threat to the survival of other nations; they are fully armed, but never con-



quer other races or build garrisons". Russian writer Tolstoy also says that the Chinese nation is the oldest, greatest and most peaceloving nation of the world. China's reform and opening-up as well as its peaceful development policy are deeply rooted in Chinese culture and life. China's fast growth is irreversible. Trade with China means not only return in profit but also peace and civilization.

2. Reviewing the historical origin of the Sino-U.S. trade 222 years ago, we can feel confident and optimistic about the development of Sino-U.S. trade.

Samuel Shaw, the first American Consul in Canton, expressed his appreciation towards Cantonese merchants' friendly and warm reception. American foreign minister, John Jay, wrote to Samuel Shaw, expressing Congress' satisfaction with the first effort and attempt of direct Sino-U.S. trade and considering the success as a great honor to both the commanders and the participants. Chinese trusted and helped American businessmen when they were in difficulty or when they lacked money: they sold on credits without any receipts or check books, only by signing the names of the Hong in Capital letters on small pieces of paper. Now trade clashes between the two countries do

occur from time to time. However, we should treat these clashes with a reasonable attitude. Since China and the United States had a good start in bilateral trade in history, now the two countries should further their dialogues, mutual trust and cooperation in major issues concerning Sino-U.S. trade. In Americans' opinions, Hong merchants in Canton are honorable and reliable in all their dealings, faithful to their contracts and generous. By reviewing these memories, we can gain new insights which will help to improve the Sino-U.S. trade relations.

3. Reviewing the historical origin of the Sino-US trade 222 years ago, we can make Canton better known to the world.

As far as the early Sino-U.S. trade is concerned, it was the Americans who initiated the trade with the Chinese, because it was at the prime time of what is known as the "prosperous years of Qian Long rein" in the Qing Dynasty. According to some research data, China's total industrial output in 1750 took up 32% of the world's total, while the industrial output of whole Europe only accounted for 23%. Even until 1820 China's GDP still accounted for 32.4% of the world's total, higher than the current U.S. proportion in the world economy. Customs in Canton, known as Hoppo, was the main

superintendent of foreign trade; and Canton was the global trade center in the eighteenth century. Chinese commodities like silk, porcelain, tea from Canton, were the bases of worldwide trade. When the first group of U.S. adventurers arrived in Canton, they saw Cantonese economy was in full flourish. Though they were not the first traders to China, they still had their own advantages and opportunities. Therefore, the 18th century Canton was a witness to the prelude to the friendly exchanges between China and the United States and a starting point of the Marine Silk Road. Hence, such popular sayings about Guangzhou were by no means exaggerating then: Guangzhou-a rich and popular place of the world; wealth abundant in the thirteen Hongs; Guangzhou-the place of gold mountains and pearl seas; the southern money house of the emperor. At that time, a magazine in Philadelphia predicted, when reporting on how rice, broomcorn and pea were introduced to America from China, that America would one day become as popular and prosperous as China. The current 222 anniversary of the Empress of China's trailblazing venture fore-tells that Canton will play a more important role in global trade, and the 100th session of the Canton Trade Fair foresees the more healthy development of Sino-U.S. trade in the future.

December 2006



#### 篇前诗

#### 致

美国独立战争后第一艘远航中国、东印度探险的商船 菲利浦·弗兰诺(Philip Freneau)

随着司战女神为我们带来胜利之光, 她朝着阳光张开了她的翅膀, 去探索那些, 英国人曾经阻止我们前往的富饶地方, 来吧,朱庇特的神鸟, 要快快成长,变得强壮, 带着坚毅的眼神和电闪雷鸣的力量, 迫不及待地,离开那片她生长的树林, 在蔚蓝的苍天里翱翔。

在她挑选的水手中, 不允许掺杂外国人, 那些人,只会在返航后吹嘘, 是他们为我们的商船指明了方向。 她自由地驶上了, 那条曾因英国朝廷的妒火而封闭的古老航道, 她绕过了风暴横行的海角, 疾行东去,追随着海风的芳香, 经过那些气候炎热的国度, 来到那些岁月悠久的海岛, 她热切地沿着航线探索, 很快,中国的海岸就要来到。

从此,芳香的茶叶满载而去, 英国的许可不需再思量, 还有镶嵌着金饰的瓷器, 制作它们的模子是多么精良, 她为我们的国家运回大量商品, 足以迎合人们对各种品位的向往, 印度的织布机任我们装, 爪哇群岛的香料树任我们砍, 滚滚财富沿着海水而回, 愿吉祥繁盛的海风保佑着你, 运载着沉甸甸的东方珍宝, 你又一次回到生你养你的地方。

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