CONTENTS

List of	F TABLES AND CHARTS	. xiii
List of	F ILLUSTRATIONS	xv
List of	F CHIEF LIBRARIES CONTAINING HANCOCK MATERIAL	. xvii
Editor	's Introduction .	. xix
Аитно	r's Preface .	. xxv
	PART I	
	THOMAS HANCOCK, 1724-1764	
I.	Introduction to Thomas	3
	1. The Hancock Family	3
	2. Learning the Book Trade	4
	3. Setting Up in Business	5
	4. Minor Business Ventures	Š
	5. Marriage	9
II.	TRADE WITHOUT MONEY	. 11
	1. The Dearth of Coins	. 11
	2. Substitutes for Money	. 16
	3. The "Two-way Flow of Trade" and "Bookkeeping	ţ
	Barter"	. 17
	4. Commodity Money	. 21
	5. Triangular Transfers of Goods	. 24
	6. Bills of Exchange Payable in Kind	. 26
	7. Triangular Transfers of Credit	. 29
	8. Contracts Partly in Cash and Partly in Goods	. 32
	•	• 33
	10. Conclusions	. 34
	Appendix: The Accounting System	• 35
III.	FROM BOOKSELLER TO GENERAL MERCHANT,	
	1725-1735	. 39
	1. The Change to Diversified Trade	. 39
	2. How the Book Trade was Carried On	. 40
	3. The Struggle with Cox's Man	. 41
	Appendix: Thomas Orders Books from Longman	

IV.	THE BEGINNING OF ROUNDABOUT OVERSEAS TRADE,	
	C. 1728–1738	45
	1. Failure of Direct Exchange with London	45
	2. Whalebone, Fins, and Oil	48
	3. Triangular Trade with "The Land" and London .	51
	4. Ventures to Portugal and Spain	52
	5. Shipowning	55
	6. The Rôle of the London Agents	59
V.	Upsetting Forces, c. 1738 . : .	62
	1. A New Turning Point	62
	2. Financial Difficulties	63
	3. Conspicuous Consumption	67
	4. Fresh Incentives to Smuggling .	69
	5. War	74
	6. Conclusions	75
	Appendix: The Hancock House .	75
VI.	THE WAR OF JENKINS' EAR, 1739-1744	78
	1. Business Recovers during the West Indies Cam-	•
	paign	78
	2. Privateering	80
	3. Triangular Trade with the West Indies and Holland	82
	Appendix: Documents Illustrating the Shipping	
	Ventures	86
3777	V C W	
VII.	<i>/ /</i>	92
	1. Foreign Trade Grows Difficult	92
	2. Christopher Kilby and Government Contracts .	95
	3. The Annapolis Supply	97
		00
		103
	Appendix: Letters Illustrating Government Con-	
	tracts	107
VIII.		III
		II
	2. Shipping, Customs Troubles, and Tea Smuggling.	_
	3 , = 1, = 1,,	18
		[24
	B. Financial Notes on a Voyage	[25

\sim		4	4 -	
ι.	OΠ	ten	TS	
_	~			

	Contents	xi
IX.	THE FRENCH AND INDIAN WAR, 1755-1763	129
	1. The Attack on Fort Beauséjour	129
	2. Uprooting the Acadians	132
	3. Louisbourg and Quebec	134
	4. The Tail-end of the War	142
	5. New Blood in the Firm	146
	6. Minor Government Contracts, 1760–1764	150
	Appendix: A. Credit Sales, 1755-1775	156
	B. Woodford's Accounts with the Lords of the Treasury	
	of the fleasury	157
Χ.	A New Foreign Trade Policy, 1763-August, 1764	162
	r. Potash	162
	2. Closer Relations with Barnard & Harrison	167
	3. Back to Oil	168
	4. The Development of a London Shipping Service.	176
	Appendix: A. Stephens' Letter from London on the Potash Trade	180
	B. Financial Data concerning the 1764	100
	Summer Shipment on the Lydia.	182
377	•	
X1.	EVERYDAY BUSINESS LIFE IN COLONIAL BOSTON	184
	I. The Shopkeeper	184
	2. The Creditor	190
	3. Difficulties of Trading	193
	4. Correspondence	195
	5. The Agent	197 202
	7. The Banker	202
	8. The Landlord	208
	9. Manufacturing and Mining Ventures	211
	Appendix: A. Sales to Country Merchants	216
	B. Letters Illustrating the Trade of a	
	Commission Agent	217
	PART II	
	TAKI II	
	JOHN HANCOCK, 1764-1775	
XII.	Change of Government, 1764-1766	223
	r. The End of Thomas	223
	2 King Hancock Ascends	224

	•
v	1
ÆΙ	ш

Contents

	3.	Fresh Battle	s for Oil.		•						226
	4.	The Shadow	of the Star	np A	ct						231
	5.	The Act Cor									
XIII.	Jo	n's Policy	OF EXPANS	SION,	176	6–1 <i>7</i>	768				240
	I.	Integration			-	•				_	240
	2.	The Oil Bate	le Reaches	Its	Clin	nax				·	243
	3.	The Partners								•	246
	4.	The New Ag	ent								251
	5.	The Last of									253
YIV	No	n-Importatio	DAT 1768_1	770							
AIV.										•	256
	I.	John Enters	Politics.	•	•	•	•	٠	•	•	256
	2.	The Lydia C	ase	•	•	•	•	•		•	260
	3.	The Liberty	Case .	•	•	•	•	•	•	•	262
	4.	John's Trial		•	•	•	•	•	•	•	266
		Non-Importa	ition .	•	•	•	•	•	•	٠	268
	6.	Shipping, 17	65-1775		٠ _	•	•	•	•	•	271
		Appendix: A									275
		В	. List of Jo				-				
			sels	•	•	•	•	•	•	•	278
XV.	THE DEATH OF THE BUSINESS, 1771-1775 279										
	I.		m Man Im		tion						279
		Recovery fro	III 14011-1111	porta	เนบน	•	•			•	- 17
	2.	•		-						•	281
		The Tea Par	ty	•						•	281
	2: 3· 4·	•	ty	•						•	
XVI.	3· 4·	The Tea Par Finis	cal Career	•			•	•	•		281 285 289
XVI.	3. 4. Co	The Tea Par Finis John's Politi NCLUSIONS .	ty					•			281 285 289 293
XVI.	3. 4. Co	The Tea Par Finis John's Politi NCLUSIONS . The Business	cal Career			•	•	•		•	281 285 289 293 293
XVI.	3. 4. Co 1. 2.	The Tea Par Finis John's Politi NCLUSIONS The Business General Con	cal Career s in Review	· · · · · · Coloi	i i	Γrac	le				281 285 289 293
XVI.	3· 4· Co 1. 2. 3·	The Tea Par Finis John's Politi NCLUSIONS The Business General Con- Business Org	cal Career in Review ditions of (ganization:	· · · · · · Color	inial 7	Γrac	· · · · · · · · · · · · · · · · · · ·	·	Me	r-	281 285 289 293 293 294
XVI.	3· 4· Co 1. 2. 3·	The Tea Par Finis John's Politi NCLUSIONS The Business General Con- Business Org	cal Career in Review ditions of (ganization:	· · · · · · Color	inial 7	Γrac	· · · · · · · · · · · · · · · · · · ·	·	Me	r-	281 285 289 293 293 294
XVI.	3· 4· Co 1. 2. 3·	The Tea Par Finis John's Politi NCLUSIONS The Business General Con- Business Org chant Business Org	cal Career in Review ditions of (ganization:		inial 7		le ciali	: ized	Me	r-	281 285 289 293 294 298 300
XVI.	3· 4· Co 1. 2. 3·	The Tea Par Finis John's Politi NCLUSIONS The Business General Con	cal Career in Review ditions of (ganization:		inial 7		le ciali	: ized	Me	r-	281 285 289 293 294 298 300