

No.

Office of the P. M. S. S. Co's

220

Special Agent for China and Japan,

PER STR.

Yokohama Jan 16 1875

John Robertson Esq.

Dear Sir.

In reply to your enquiries

today I beg to say.

I do not feel authorized to name a price at which the P. M. S. S. Co would sell their property & good will of their Branch Line, nor is it possible for the same to be sold to any party other than the Japanese Government, and not to the Govt. unless the Government of the United States would agree that their through mail from San Francisco should be transported in Japanese steamers, owned either by the Japanese Government or citizens of Japan.

The idea of selling the steamers of the Company running through the Inland Sea originated with myself, notwithstanding that branch of our service has <sup>been</sup> and still continues to be one of the most profitable for the amount of capital invested, I have thought it advisable that the

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Japan

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Japan

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Company should sell it, provided it can be done at a fair price, and to the Japanese Government only.

Without attempting to furnish you with a detailed statement of either the property or the business of that branch of our service, I will state the line is composed of the following ships to wit: The "Nevada", "Golden Age", "Catalina", "Oregonian"

They are all, not only in complete order & fine condition, but with them would be included everything at Yokohama, Atago & ~~agasaki~~ necessary to facilitate business operations of these ships.

Before either naming a price at which the ships of the Co would sell of the business, established by the Co, would be sold at, several important points would first have to be settled.

1<sup>o</sup> Would the Government of Japan agree to transport the United States through mails from San Francisco, arriving at Yokohama, to Shanghai vice versa.

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2° It would be necessary to obtain the Consent  
of the U. S. Government, to allow the Government  
of Japan to do so.

3° Would the Government of Japan be willing  
to enter into a Contract to pro-rate with the  
P. M. S. S. Co for all through Cargo from Shanghai,  
and Yokohama & vice versa, at a fair rate.  
If not the P. M. S. S. Co would not sell at any  
price.

The through Cargo business is a very large por-  
tion of the business of the Mainline Ships, &  
you must be aware that our Main Line Can-  
not be worked successfully without an Inland  
Sea Connection. - In regard to passengers a  
similar arrangement would be necessary to be  
made, for the transportation of all through pas-  
sengers.

Our gross earnings on the Branch Line for the year  
1874 amounted to nearly \$ 900,000. & our Net  
earnings were over \$ 450,000.

I presume it is almost needless to say to you,  
that this business is Capable of being increased  
threefold and to a sum of

4.

Our great drawback is that we have only two ports in the Inland Sea to enter.

With these ships under the Japanese flag, they could enter other ports than Shijo & Nagasaki on the Inland Sea route & compete successfully with any ships in the world for the largest portion of the trade in Japanese Waters.

I cannot conceive (with proper organization and fair management) a finer field for Capital than a line on the Inland Sea, to enter all the ports of Japan from Yokohama to Nagasaki. The Japanese have at this time many very good ships, for instance the "Kuroda," "Behar" "Madrass," "Chas. Abbott" & others, which I feel confident, if run in connection with ships at present owned by this Co' tri-weekly, would have as much business as they could do.

We are, from force of circumstances, handling freight at unusually low rates on our Branch ships. If we were without competition, the difference between our present rates and what could be charged, (always having a fair tariff) would amount to a sum equal, in my opinion

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to one fourth our present earnings.  
I regard it useless to dwell at any greater  
length at present, on this subject. In Conclusion  
I have only to say, if the Japanese Government  
are disposed to make the purchase, and are  
willing to assist us in overcoming any difficulty  
with our own Government in regard to the  
through Mails, & also to enter into a fair  
arrangement with us for our through business,  
at a fair Compensation, then I see no dif-  
ficulty in my arranging the matter of price &c.

Yours very truly.

Henry Hart

Special Agent

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チヨン・ローベルトソン記入

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モトの如きはてま報れ  
英國の政府は行方の上を上に取れ  
何時か前よりの所は傳聞を  
おもむかせんと見えりわざをかねまつる事  
はめでたす事は傳へ抑へ。神戸の事  
は傳へる事はあらぬ事だ

為しよワタ、ゴルデレニー、コスマス、ナリカ、アルゴニヤン。  
甲般の船もさういふ事ある事も知りまつる  
政事の事は神戸の事は

英國の事はもやれ上所も傳へる事  
はあらぬ事はあらぬ事だ

オ一

英國政府は傳聞の事はあらぬ事だ

オニ

枝度の上あらぬ事はあらぬ事だ  
あらぬ事はあらぬ事だ

傳多々傳承せりゆべ

赤國は傳の承れどもひ根あるべし  
神ノミヤニモアリテモアリ事あるべし  
シテ多々あらゆる事あるべし

此ふ是十七四年中清のまゝもん九月廿  
日利多ノ罪ある甲年冬月

是多々利多ノ件は少くひ根あるべし  
唯利多是時みけされるとりあがめゆくも大  
度不滿居て於あまく候り多矣

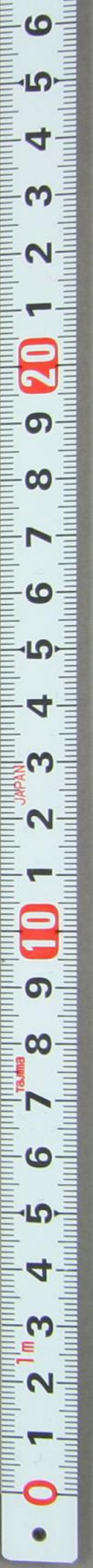
是年政府を多々ね付せらるて承  
太田船内に、同方にて御りとあく般内主  
是年政府を以てあらば四月既に  
半用般内主を除く事無く承ゆ  
次第のためをあまくし是年の般内主を高麗  
船主にばらばら遣す事無く承ゆ

五月以報為之ノ事

左記

ハート

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太平海上貨物船會社

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