

- 81**  
Dampier, *The Voyages and Adventures of Capt. William Dampier*, vol. 2, 185.
- 82**  
Truong Huu Quynh, "The Birth and Development of Pho Hien," in *Pho Hien: The Centre of International Commerce*, 36.
- 83**  
Tang Ba Hoang, "Pho Hien: Results of Archaeological Studies," in *Pho Hien: The Centre of International Commerce*, 89–98.
- 84**  
Dampier, *The Voyages and Adventures of Capt. William Dampier*, vol. 2, 180–84. The English went upstream several kilometers more. Dampier recounts that when they cast anchor, they saw not a single house, but within days, locals came from all about and started building, so that within a month, a little town appeared around their anchorage. The first official procedures took place here before they moved on to Pho Hien to gain permission, indicated by a chop, to enter Ke Cho, the trading metropolis of Thang Long. The movement of goods and passengers to and from all these different points along the river was by local boats manned by local crews.
- 85**  
Phan Huy Le, "Pho Hien: Research Issues to be Considered," 10–22.
- 86**  
Dampier, *The Voyages and Adventures of Capt. William Dampier*, vol. 2, 241–42. Dampier described the mandarins in Tongking as the great men of the country, with absolute power and authority in their precincts, and over the common people, as the king in his turn had absolute power over them. The king's soldiers searched all trade goods to ensure that prohibited goods, particularly arms, were neither brought in nor carried out. They also looked after the customs to see that all goods were paid for before they could pass farther. All travellers were strictly searched, and those unable to give a proper account of themselves were treated severely. These measures secured the kingdom but hindered good trading relationships.
- 87**  
Lamb, *The Mandarin Road to Old Hue*, 31.
- 88**  
Pierre De Poivre, "Description of Cochinchina, 1749–50," in *Southern Vietnam under the Nguyen: Documents on the Economic History of Cochinchina (Dang Trong), 1602–1777*, trans. Kristine Alilunas-Rodgers (Singapore: Institute of Southeast Asian Studies, 1993), 87–88.
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Dampier, *The Voyages and Adventures of Capt. William Dampier*, vol. 2, 248–51.
- 90**  
Le Quy Don, *Phu bien tap luc*, vol. 2, trans. Le Xuan Giao (Sai Gon: Phu quoc vu khanh dac trach van hoa xuất bản, 1973), 72–73.
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Lamb, *The Mandarin Road to Old Hue*, 35–37.
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Pratt, *History of Japan Compiled from the Records of the English East India Company*, vol. 2, 167.
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T. Volker, *Porcelain and the Dutch East India Company as Recorded in the 'Dagh-Registers of Batavia Castle, Those of Hirado and Deshima and Other Contemporary Papers, 1602–1682* (Leiden: E. J. Brill, 1954), 206–17.
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Li Tana, *Nguyen Cochinchina*, 64.
- 96**  
Volker, *Porcelain and the Dutch East India Company*, 145–66.
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Li Tana, *Nguyen Cochinchina*, 90–98, 144.
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