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THE INDIAN MERCHANT COMMUNITY OF MASQAT

By Calvin H. Allen, Jr.

In 1836 the Arabian traveller J. R. Wellsted described the Hindu community of Masqat, 'Uman, as constituting 'a body of the principal merchants' I of that port. By the 1870s the Indian merchants dominated the commercial life of Masqat 2 and had replaced the Al Bū Sa'īd rulers of the town as the paramount economic power in 'Uman. While this community has much wider significance than their pivotal role in the commerce of Masqat and 'Uman (the Indian merchants in Masqat were a component of the great Indian Ocean trading network, and as Hindus and Shi'is in a Sunni, more properly Khāriji, country they offer potential insights into the status of minority groups in Muslim states) the focus of this study is the more specific problem of their origins, development and social and economic activities in Masqat to the end of the nineteenth century.

Contacts between India and the coast of 'Uman probably began very early in the commercial history of the Indian Ocean when maritime trade was conducted between Sumer and the Harappan civilization of the Indus valley. Some archaeologists believe that Magan, the source of copper for this ancient trade, was located somewhere in 'Uman,' and this argument is supported by the numerous ancient copper mining sites that have been discovered in the Hajar Mountains behind Suhār. While it is probably safe to assume that Indian merchants called on the coastal ports of 'Uman, we do not yet have concrete evidence that would support any further generalizations about the role of Indians in this ancient trade.

It is impossible to determine when the first Indian merchant decided to establish a semi-permanent presence in Masqat or anywhere else on the Bātina coast, but evidence points to settlement occurring no later than the fifteenth century. Andrew Williamson gives no indication of Indian settlement at Suhār, the 'Umānī port that flourished in the tenth century,4 but S. B. Miles reported the ruins of a Hindu temple at Qalhāt, the principal 'Umānī port of the fifteenth century. The argument for fifteenth-century settlement is supported further by de Albuquerque's report that Hindu merchants from Guiarat escaped from Khayr Fakkan, a secondary port on the Shimiliya coast of northern 'Uman, before he sacked that town in 1507.6

Once we enter the period of Portuguese domination of the Indian Ocean trade, information on Indian commercial activities in 'Uman and Masqat becomes more available. The Portuguese relied heavily on Indian Hindus in their attempts to secure a monopoly of the Indian Ocean/Arabian Gulf trade. Masqat also played an important role in Portuguese commercial policy as the port became the headquarters of their Arabian Gulf operation early in the seventeenth century when Hurmuz was lost.

¹ J. R. Wellsted, Travels in Arabia, London, 1838, 1, 18-21.

¹ J. R. Wellsted, Travels in Arabia, London, 1838, I, 18-21.
² Robert G. Landen, Oman since 1856, Princeton, 1967, 138.
³ Geoffrey Bibby, Looking for Dilmun, New York, 1969, 220.
⁴ Andrew Williamson, Sohar and Omani seafaring in the Indian Ocean, Masqat, 1973.
⁵ S. B. Miles, Countries and tribes of the Persian Gulf, second ed., London, 1966, 526. On Qalhāt see J. C. Wilkinson, 'Kalhāt', Encyclopædia of Islam, second ed., 500-501.
⁶ Afonso de Albuquerque, The commentaries of the great Afonso Dalaboquerque, second Viceroy of India, ed. Walter de Gray Birch, London, 1875, I, 99-100. Miles (p. 151), incorrectly claims that these Hindus were Kutchis. This view probably derived from the fact that the Hindus in Masqat during Miles's residence (late nineteenth century) were Kutchi.
² See M. N. Pearson, 'Indigenous dominance in a colonial conomy: the Goa Rendas, 1600-1670'. Mare Luso-indicum. II, 1972. 61-73, for a study of the role of Hindu traders under

^{1600-1670,} Mare Luso-indicum, II, 1972, 61-73, for a study of the role of Hindu traders under the Portuguese.

Masqat's most important Indian trading partner during this period was the city of Thattha located on the Indus River in Sind. Thattha had been an important trade centre between the Indian Ocean and Central Asia before the Portuguese sack of the city in the sixteenth century.⁸ During the period of Portuguese control of its trade, Thattha continued to be an active commercial centre, boasting '40,000 weavers of calico and loongees ⁹ . . . and artisans of every other class and description to the number of 20,000 more, exclusive of bankers, money changers, shopkeepers and sellers of grain, who were estimated at 60,000 more '.¹¹¹ Among the goods exported by Thattha were cloth, including elegantly embroidered cashmere shawls ¹¹¹ and silk,¹² cotton yarn, opium, ghee, indigo ¹³ and sugar.¹⁴ Thattha's commerce in these goods with Africa and the Gulf was so great that the British believed that the Portuguese position in Masqat was entirely dependent on the customs duties they collected as a result of their policy of forcing all Africa and Gulf bound shipping to call at Masqat for licensing.¹¹⁵

The trade between Masqat and Thattha was conducted by Hindu merchants in Portuguese ships, and many of these Hindus had warehouses and trading establishments at Masqat. ¹⁶ Oral traditions of the Indian merchant community in Masqat allege that these Sindis were the first 'Banians' ¹⁷ to settle in Masqat and add that they were Bhattias (Bhattiyā). ¹⁸

Sindi Bhattias apparently thrived under the Portuguese rulers of Masqat. The 'Umāni chroniclers Ibn Ruzayq and al-Sālimī both report that a Banian 'worshipper of the cow' acted as supply agent for the Portuguese garrison at Masqat, and the Portuguese commander seems to have accepted advice freely from his agent. However, the Banian eventually became dissatisfied with the Portuguese, especially as the commander wished to marry his daughter, and helped the Ya'āriba rulers of 'Umān expel the Europeans from Masqat in 1650.19

- ⁶ James Burnes, A visit to the Courte of Sinde, Karachi, 1974, 27. Burnes had visited Thattha in 1828.
- ⁸ Loonghee, s. from Hindi lungî, a scarf or length of cloth to wrap around the body. See Hobson-Jobson, London, 1903, 519. In 'Umân these lungīs, known locally as wazar, are worn by all males.
- by all males.

 10 E. H. Aitken, Gazetteer of the Province of Sind, Karachi, 1907, 116. Aitken was quoting a British official, Henry Pottinger, who was a member of the British mission to Sind in 1809.

 11 Burnes, op. cit., 92. In 'Uman and the rest of Arabia these shawls are used as turbans.
- ¹² Al-Salimî relates a story about how the Imam Sa'id b. Ahmad (1199/1784) wore a silk 'diwall' or cummerbund, *Tuhfat al-a'yān bi-sirat ahl 'Umān* (5th edition), Kuwayt, 1974, II, 176.
- ¹⁸ William Foster, The English factories in India, 1634–1636, Oxford, 1911, 127–34. 'Umān had a local indigo dycing industry centred on Nizwā and Firq.
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 14 idem, The English factories in India: 1637-1641, Oxford, 1912, 135.

 15 idem, The English factories in India: 1646-1650, Oxford, 1914, 153.
 - 16 idem, The English factories in India: 1634-1636, 127.
- ¹⁷ Banian or Banyan derives from the Gujarati vāniyo, a man of the trading caste. The term has been adopted to mean all Hindu merchants regardless of caste. See *Hobson-Jobson*, 63-4. Landen claims that the term is 'evidently a corruption of the word "Bhattia" (p. 131). This is incorrect.
- ¹⁶ Personal communication to the author from Ranchordas Lalji Purecha, the grandson of Ratansi Purshottam, and Dungarsi Dharamsi Sampat, 'Bhaṭṭiyā saṃsthāno itihās; Part 6: Masqat', Bhaṭṭiyā vak Magazine, Magh [vs] 1989, 111-15. This series, written in Gujarsti, is an extremely important source for the history of the Bhaṭṭia community throughout India and the Indian Ocean basin. I wish to express my thanks to Mr. Dilip Ukka of Mandvi, Kutch, for his assistance in translating the various articles used in this study. On the Bhaṭṭias, see also R. E. Enthoven, The tribes and castes of Bombay, Bombay, 1920, t, 133-45, and James Campbell (ed.), Bombay Presidency District Gazetteer, v (Cutch, Palanpur and Mahi), Bombay, 1880, 53-4.
- 1880, 53-4.

 19 Humayd b. Muhammad b. Ruzayq, al-Fath al-mubin fi sīrat al-sādah Āl Bū Sa'idiyyin, Masqat, 1977, 286-91; G. P. Badger, History of the imams and seyyids of 'Oman, by Salil ibn Razik, London, 1971, xxvi, 81-7; al-Sālimi, pp. 65-7. The account given by al-Sālimi differs

Bhattia support for the Ya'āriba proved to be very beneficial for the Banians. The community was exempted from paying the poll tax (jizya) ²⁰ and permission was granted for the construction of a temple. Although the details need not concern us here, oral tradition attributes the founding of the temple in Masqat to Sindi Bhattias some three hundred years ago. The idol for the temple, a representation of the deity Govindarāj, was transported to Masqat from Baṣra, where the Hindu community was experiencing difficulties. Once their new temple was built and the idol in place, the Bhattias demonstrated their strong ties with their adopted home by including an 'Umānī dagger in its vestments.²¹

The Hindu community was not affected adversely by the civil war which established the A! Bū Sa'īd dynasty in the 1740s, and it continued to prosper under Aḥmad b. Sa'īd (1743-82). In January 1765 the Danish explorer Carsten Niebuhr spent two weeks at Masqat and has left the following description of the Banian community:

In no other Mahometan city are the Banians so numerous as in Maskat; their number in this city amounts to no fewer than twelve hundred. They are permitted to live agreeably to their own laws, to bring their wives hither, to set up idols in their chambers, and to burn their dead.²²

Under the benevolent rule of Ahmad the Banians founded their second temple in Masqat, this one a Havelī or Puṣṭimārgī sect temple. Other Hindu sects also set up their own shrines so that Masqat eventually had four Hindu places of worship.²³

Despite these early successes of the Sindi Bhattias, the community was faced by a number of problems that led to its ultimate demise in Masqat. Three factors interacted concurrently between 1785 and 1820 to drive the Sindis from Masqat. First, the economy of Thattha collapsed. Second, a shift in the commercial practices of the rulers of Masqat hindered Sindi Bhattia

from that of ibn Ruzayq in that the former claims that the principal Hindu was named Sakāliba and his assistant was Narūtim. Ibn Ruzayq mentions only Narūtim. Carsten Niebuhr, Travels through Arabia and other countries of the East, Edinburgh, 1792, 11, 116 contains the earliest (1765) published account of this story, although he offers no details. In Mandvi, Kutch, a similar story was related to me in which a prominent nineteenth-century merchant family, known in Masqat as Bayt Shabika, was alleged to have assisted the Ål Bū Sa'id in a similar manner.

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 20 Al-Sālimi, 67; ibn Ruzayq, 291.

 21 D. D. Sampat, 'Part 7: Masqat', Phalgun, 1989, 172-8. Sampat doubts that the idol went from Başra. This whole episode is of interest as it provides some clues to early Bhattia religious practices. The majority of Bhattias were converted during the last decade of the seventeenth century to the Puştimārgi sect, a Vaishnavite group with principal deities Krishna as a child and as flute player and Sri Nāthji (an incarnation of Krishna) founded by the Mahaprabhu Śri Vallabhacārya. The movement began in, interestingly enough, Thattha and spread to Kutch and the rest of Gujarat. The fact that this was a Govindarāj temple rather than a Puştimārgi temple, known as Haveli, serves either to date the temple before 1700 or may be an indication of a certain amount of conservatism within the Bhattia community of Masqat. Ranchordas Lalji relates that this temple, which was located near the old palace, was torn down in 1971 to make way for the new palace, and the idol was returned to India.
- ²² Niebuhr, Travels, 116.

 ²³ These included the Govindarāj temple, the Havelî, known as Bāvājī, which is one of the two temples that still exist in Masqat, a Kālkā temple situated on the Masqat side of the pass to Riyām and a large Siva temple, known as Motiévar, located in the Rāwiyya section of Masqat, The Kālkā temple, utilized by the small but influential Gosain Brahmin community in Masqat, included a graveyard to accommodate the Gosain practice of burying their dead in a seated position. The temple was demolished in 1970 to make way for a road, and the idol is now stored in the Bāvāji temple. Motiévar was built near a large banyan tree and contained two wells. The temple became the centre of Hindu social life in Masqat as well as the water source for the community. It has been rebuilt recently, and contains, beside the linga representing Śiva, Nandī, Śiva's mount, and a turtle, as well as a small shrine to Hanumant. The Hindu community also had, and continues to utilize, a burning ghāt for the cremation of its dead, a cow pen, no longer in use, and a guphā, or 'holy cave', located in the mountains near Sidāb.

enterprises. Finally, Bhattias from Kutch began to challenge Sindi Bhattia commercial activities in Masgat.

Sindi Bhattia trade in Masqat was dependent on selling the exports of Thattha either for cash or in exchange for the African and Arabian Gulf products available in the port, goods which included dates, rhinoceros horn, coffee, ivory and African slaves. Unfortunately, Thattha was on the road to becoming an economic backwater with nothing to export and no market for imports. The city's problems had begun with the expulsion of the Portuguese from the Indian Ocean during the last half of the seventeenth century. The collapse of the Portuguese trading network and its replacement by the British network centred on Surat, and later Bombay, was detrimental to Thattha's business interests as trade was drawn away from the city.24 While these international influences were disrupting commerce, the intolerant Muslim Talpur dynasty was persecuting all Hindus within Sind.25 Finally, sometime during this period the Indus River changed course, and Thattha found itself some five miles from its principal transportation route. Thattha's economy collapsed. In 1809 it was said of the once thriving city,

. . . The only manufactures now carried on in Tatta are those of a few white cloths and coloured loongees, and in lieu of the bustle of a great trading city, the streets are deserted, the few shops that remain are scarcely worthy of being called such, in view of the disreputable figure they cut, and the whole bazaar exhibits a deplorable picture of poverty and depressed commerce.26

The situation was so bad in Thattha that the Sindis abandoned it and began developing Karachi as an alternative.27

While the Sindi Bhattias might have established alternative markets and sources of supplies to Thattha and continued to conduct business in Masqat with Indian goods via Karachi, the development of strong competition in both Masqat and western India precluded that possibility. In Masqat Hamad b. Sa'id Al Bū Sa'id set up an independent government in 1785 and launched an aggressive commercial policy aimed at securing a monopoly over Arabian Gulf trade.28 The most important aspect of this new policy to the Sindi Bhattias was Hamad's establishment of direct trading contacts with Afghanistan via the Indus River.²⁹ This put the Sindi Bhattias in direct competition with state commercial activities.

Competition was also developing in India in the form of another group of Bhattia merchants, the Kutchis. Kutch, lying to the east of the Indus River mouth, is, in many ways, very similar to Uman in that it is an arid, rugged country that is virtually cut off from the rest of India by the sometimes impassable Rann of Kutch. As a result, contacts with neighbours have always

²⁴ On the decline of Thattha see the massive work by William Foster, The English factories in India, passim. Also, for a more succinct description of the plight of the former trading centres in Portuguese India see The travels of the Abbé Carre in India and the Near East, 1672 to 1674. ed. Charles Fawcett, London, 1947, I, 214-15 for his description of Goa.

²⁵ Aitkin, Gazetteer, 116-17. ²⁵ Aitkin, Gazetteer, 110-17.

²⁴ ibid., p. 116. This is Pottinger's description based on personal observation (see n. 10).

²⁵ ibid., p. 116. This is Pottinger's description based on personal observation (see n. 10).

²⁷ Selections from the Records of the Bombay Government, new series, no. 17, 1–245. Two articles on Karachi from 1838 and 1840. Sampat, 'Part 3: Karachi', Paush 1989, 28–9.

²⁸ See the author's unpublished Ph.D. thesis, 'Sayyids, shets and sultans: politics and trade in Masqat under the Al Bū Sa'id', University of Washington (Seattle), 1978, 33–67.

²⁹ Report on the commerce of Arabia and Persia by Samuel Manesty and Hartford Jones,

^{1790&#}x27;, in Ahmad Mustafā abū Ḥakima, History of Kuwayt [in Arabic], Kuwayt, 1970, 1, part 2, 21-82, 59-60.

been easier by sea, a condition facilitated by the many fine ports along the Kutchi coast, most notably Mandvi (the mart).30

These natural conditions combined with a series of events in the late eighteenth century to encourage the Kutchi Bhattias to become active in the Gulf trade. Most of the credit for this commercial expansion has gone to the Kutchi ruler Godjī II (1760-78) who was extremely active in the development of Mandvi's shipbuilding industry.31 Godji's actions were probably motivated by the collapse of Kutchi agriculture as a result of the damming of the Indus by the ruler of Sind in 1764.32 A new dam in Sind in 1802, a famine and plague in 1812 and an earthquake in 1819 all served to cause Kutchis to leave the land. Further inducement came in the form of Fath Muhammad, the chief deputy of the Hindu Mahārāo, whose continuous wars during the late eighteenth-early nineteenth centuries encouraged social disruption.33 Despite these dislocations, Kutch was relatively prosperous as the court encouraged the arts and crafts. Mandvi flourished as a result of the trade that provided raw materials to Kutchi craftsmen.34

Increasingly, Kutchi Bhattias began appearing in Masqat. The Kutchis had every advantage over the Sindis. They were not in competition with the sayyids of Masqat as the Kutchis served largely as shippers rather than middlemen. Kutchi merchants transported the few products of Kutch, predominantly cotton varn and piece-goods, as well as goods from Bombay and the Gujarati ports, to Masqut where they could be sold to the sayvid or his agents. By contrast, the Sindis had their business establishments in Masqat, and while they could have sold to the sayyid, Sindi overheads and, consequently, prices were higher. A second Kutchi advantage was that they had a market for a wide range of the products that Masqat had to offer due to their secure trading network in India.35

Faced with the problem of insecurity and loss of markets in Sind and competition from the Al Bū Sa'īd sayyids and the Kutchis in both Masgat and India, the Sindi Bhattias began to abandon Masqat in favour of Bahrayn, where they were active in the pearl trade.36 By 1900 there were only two Sindis still residing in Masqat, and by World War I there were none, although a few continued to live in the coastal towns.³⁷

The Sindi Bhattias were soon replaced by Kutchis. Kutchi settlement in Masqat and the growth of their own commercial establishment to the point where Kutchi Bhattias dominated the trade and economic affairs of the port

VOL. XLIV. PART 1.

³⁰ Mandvi is also known as Musca-Mandvi after the neighbouring village of Musca. This name is very intriguing as Masqat is often referred to as Muska in the Arabic chronicles. I visited Musca in May 1977 in search of information on the origin of the name of the town but met with little success. I would speculate that this village is probably named after Masqat, just as Mandvi's newest suburb, Swalli, is named after the Swahili coast. On the early history of Mandvi

see Campbell, Bombay Presidency District Gazetteer, 1-227 passim.

³¹ L. F. Rushbrook Williams, The Black Hills: Kutch in history and legend, London, 1958, 41. D. D. Sampat, 'Part 65: Bhattias of Mandvi', Phalgun 1992, 133-8.

³² Campbell, op. cit., 10, states that the rice fields of western Kutch were reduced to grazing lands as a result of this action.

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33 ibid., pp. 10, 17, 40; D. D. Sampat, 'Part 73: Customs of Bhattias', Asadh 1992, 313-16.

34 Marianne Young, Cutch: or, Random sketches of western India, London, 1838, 10-14;

James Tod, Travels in western India, Delhi, 1971, 448-51.

35 ibid. Both of the above sources give excellent accounts of Mandvi's role in the slave trade.

36 D. D. Sampat, 'Part 4: Sind', Paush 1989, 29-31. Sindi Bhattias still play an important role in the commerce of Bahrayn and Dubay.

37 At least one Sindi merchant family continued to reside in Suhär as late as 1977. The principal Sindi merchant in Masqat today is Meghji Laxmidas Ved from Shahbunder, but this family, which was established in Matrah in 1907, has no direct ties to the early Sindi merchants. (Personal communication to author from Meghli Laxmidas Ved.) (Personal communication to author from Meghji Laxmidas Ved.)

grew in two stages, separated by Sa'id b. Sultān's transfer of his residence to Zanzibar after 1830. While Sayyid Sa'id remained in Masqat, he kept a tight personal control over commercial affairs. Under these conditions, the Kutchis did not establish an extended presence in the port, although in the early years a merchant may have remained in Masqat for a few months before picking up a suitable cargo for a return voyage. Some Kutchis did establish temporary commercial outlets in Masqat, but these would be operated for only a few years before the merchant retired to Mandvi. A few Kutchi Bhattias even rose to prominence in the service of the commercially-minded Sayyid Sa'id.

Two examples will serve to demonstrate this early stage in the development of the Kutchi Bhattia community in Masqat. Virji Purshottam Toprani today owns a small shop in Maṭraḥ, but his family claims seven generations of contacts with Masqat. The Topranis originated in the vicinity of the Rann of Kutch but moved to Mandvi when the Rann encroached on their farmlands. Once settled in Mandvi the family turned to commerce. Late in the eighteenth century, one Aranji Toprani sailed to Masqat to conduct business, and he was followed in later years by his son and then grandson. The grandson, Umarsi, established the family's first business house in Masqat.³⁹

A second example is Umarsi's contemporary Gopal Mawji Bhimani. Family legend claims that Gopal's great-grandfather was the first Bhimani to trade in Masqat late in the eighteenth century. In time, the family founded a business in Masqat, and Gopal Bhimani began to play an active role in Masqatī politics. Gopal was among the Banians who encouraged Sa'id b. Sultān to conquer Zanzibar, and his business manager was active in the suppression of piracy. In the suppression of piracy.

 38 D. D. Sampat, Kacchnű vepärtantra, Karachi [vs] 1991, 17–18; idem, 'Part 105: trade with Maeqat', Karttik 1994, 863–5.

39 Personal communication from Virji Purshottam Toprani. The genealogy of the family is:

 40 Personal communication from Premji Jamnadas Bhimani of Mandvi. The genealogy of the Bhimani family is :

Premji (b. 1900)

⁴¹ D. D. Sampat, 'Part 62: towards Kutch and Kathiawad', Bhadarvo 1991, 527-34. The association of the Bhattia merchants with Sa'id's African policy is very significant. The standard

The second stage in the development of the Kutchi community in Masqat began with Sayyid Sa'id's transfer of his attentions to Zanzibar after 1830. During this period the community grew in size and influence as a result of two factors. First, during Sa'id's extended absences in East Africa he left most of Masqat's commercial affairs in the hands of resident Bhattias. Both the treasurer and chief customs official were Kutchi Bhattias, 42 and it was probably at this time that the practice of farming the Masgati customs was instituted. 43 A second factor that encouraged the Kutchi Bhattias to extend their interests was that Sayyid Sa'id shifted from being a middleman to production. Once settled in Zanzibar, the sayyid was no longer interested in buying and selling the goods of others and making his profit on mark-ups and commissions. Instead, Sa'id was selling slaves and cloves.44 This turn of events left a commercial vacuum in Masqat, and Kutchis began to pour into the port. By 1840 the Banian population had reached 2,000,45 and, as already stated by Wellsted, the community had become the principal economic power in Mascat.

Conditions in Masqut following the death of Sa'id b. Sultan in 1856 were in no way detrimental to Kutchi Bhattia commercial interests. Thuwaynî b. Sa'îd (1856-68) had never shown the business acumen of his father, a situation that is explained, at least in part, by Sa'id's practice during his extended absences from Masqat of putting commercial affairs in the hands of Kutchis while Thuwayni was involved in political matters. Thuwayni simply continued this practice, and his reign was marked by an abandoning of state control of trade in favour of attempts to gain greater political influence and control in 'Uman, 46 This change in policy was disastrous for the Al Bū Sa'id dynasty which lost the great profits from trade that had made Sayyid Sa'id wealthy at a time when governmental expenses were increasing due to involvement in tribal politics and squabbles. The Kutchi Bhattias, by contrast, flourished. There was no state competition of any kind, and the Banians continued to control the treasury and customs house. The profits that had formerly filled the coffers of the ruling family now went to the Kutchi merchants.

The apparently bright economic prospects of the Bhattias were clouded by the rumblings in the interior of 'Uman that had resulted from Thuwayni's interference in tribal affairs. A real crisis for Bhattia interests occurred when the Imam 'Azzan b. Qays and his allies assumed control of Masgat and established a fundamentalist Ibadī regime (1868-71). The new conservative government not only removed the Bhattias from their important financial posts but also sought to extend Ibadí social regulations, including a ban on the use of tobacco, the playing of musical instruments and dress requirements, to all the inhabitants of Masqat. Despite 'Azzān's assurances that he supported freedom of religious practices, the Hindus, who employ bells, gongs and drums

interpretation of the establishment of Hindu commercial influence at Zanzibar has attributed it to Sa'id b. Sultan encouraging their migration to that port. 'Abd al-Muhammad Husayn Sharif, to Sa'ld B. Suitan encouraging their imgration to that port. Add al-munammad flusaya Sharid, in his Ph.D. thesis 'The rise of a commercial empire: an aspect of the economic history of Zanzibar, 1770-1873', University of London, 1971, expresses doubt about this theory. He argues that the Hindu merchants encouraged Sa'id. Sampat's evidence supports that view, although it may be more proper to argue that the development of Zanzibar was a joint endeavour.

42 D. D. Sampat, 'Part 105: trade with Masqat', Karttik 1994, 964-5.

43 The earliest mention of a Banian holding the customs farm is in 1827 in R. H. Thomas, Salations from the Records of the Rombay Gaussiana, new series, no. 24 1856, 632. D. D. Sampat

Selections from the Records of the Hombay Government, new series, no. 24, 1856, 632. D. D. Sampat, Kacchnü vepārtantra, 19, states that Sa'id b. Sultān farmed the customs to the Bhimanis.

4 See Frederick Cooper, Plantation slavery on the East Coast of Africa, New Haven and London, 1977, for a discussion of the development of Sa'id's Zanzibar plantations. The impact of Sa'id's moving to Zanzibar on Masqat is discussed in my 'Sayyids, Shets and Sultāna', 68-86.

45 Thomas, op. cit., 631.

46 See my 'Sayyids, Shets and Sultāna', 86-92.

in their ceremonies, often fell foul of the authorities, and there were a number of attacks on Banians.⁴⁷ The Indians began an exodus from Masqat, and the community of at least 2,000 dwindled to a mere 250 by 1870.48

This rapid population decline has been used as evidence to support the argument that Masqat suffered a serious economic depression during the years following the death of Sayyid Sa'id,49 a depression from which it never really recovered. While there is little doubt that Masqat was faced with economic problems at this time, they were neither so serious nor permanent as has been believed heretofore. In the first place, many of those who left Masqat during this period were family members rather than the merchants themselves. An indication of this is that by 1900, when some, but by no means all, family members were again coming to Masqat, the Banian population was back up to 1,500.50 The second group that was most affected by the unsettled state of affairs in Masgat was the older generation of merchants, including the remaining Sindis, who abandoned the port for safe retirement in India. This view is supported by the fact that after the overthrow of the Imamate and the establishment of a more moderate government under Turki b. Sa'id (1871-88), a whole new group of young Kutchi Bhattias emerged as the commercial leaders of Masgat.

An examination of one of the leading Banians of Masgat during the late nineteenth century, Shet 51 Ratansi Purshottam Purecha, will serve as an example of the new business class that came to dominate the trade and finances of the port after 1871. Ratansi first went to Masqat in 1857 as a boy of fourteen or fifteen in order to obtain business experience at his uncle's shop. He worked as a clerk for ten years until 1867 when he established his own firm, probably with capital borrowed from his uncle. The company survived the difficult years of the Imamate, and Ratansi developed a thriving business. 52

⁴⁷ A good account of the problems of 'Azzān b. Qays's reign, based on India Office Records,

Muscat Political Agency, R/15/6/2, is available in Landen, pp. 309-10.

** India Office Records, Muscat Political Agency, R/15/6/2, Disbrowe to Gonne, Muscat, 26 April 1869. As is usually the case in dealing with statistics from these sources, some error is assumed. Disbrowe says that there are 250 subjects with dependents. It is possible that the population was as high as 750.

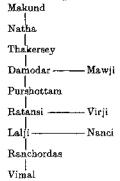
49 Landen, Oman since 1856, 134-5.

30 July 1900. This once again raises the problem of numbers. Landen says that there were 250 merchants at this time (p. 141). Ratansi Purshottam's family came in 1900 and was one of the first to do so according to family tradition.

51 Shet, singular, from the Hindi seth meaning head of a corporation, merchant or banker.

See Hobson-Jobson, 813. In Masqat the title is used as an address of respect.

52 Most of the facts concerning the life of Ratansi Purshottam were related to me by Ranchordas Lalji, Ratansi's grandson, who also provided the following genealogy:



On the training of a young Banian see D. D. Sampat, 'Part 6: Masqat', Magh 1989, 115.

Ratansi Purshottam, like most Bhattia businessmen, dealt in a wide range of goods, including grain, textiles, dates, coffee. Acting as a commission agent, Ratansi would distribute these goods throughout the western Indian Ocean basin on consignment and receive a percentage of the profits, when there were profits.⁵³ To aid in these commercial operations Masqatī Banians often established working agreements with merchants in foreign ports. These were quite often family members, such as was the case with Ratansi, whose brother owned a business in Bombay and who, himself, had an office in Karachi. In the absence of family members these arrangements would be made with other Bhattias, although it was not unusual to deal with a non-Bhattia or even a Muslim if the need arose.⁵⁴

An important contribution of the new merchant group of the late nineteenth century was its 'internationalization' of the trade of Masqat. That is to say that trade was expanded beyond the confines of the Indian Ocean basin. The Indian merchants showed great adaptability in this area. Arab and Indian sailing ships were being replaced rapidly by European steamers, 55 and the Banians were able to import new products from Europe and America for their traditional markets and export traditional goods to new markets overseas. Ratansi played an important role in this expanded trade as he was a leading arms merchant, dealing with the London firm Schwarte and Hammer and the Hamburg arms dealer Moritz Magnus, and was active in exporting dates to the United States through the New York firm of William Hills (now a subsidiary of Nabisco). 56

Most of the Banians lived and worked in Masqat within the walled portion of the city and close to the sultān's palace. Ratansi was no exception, although the family did move to Maṭraḥ in 1915 when that port supplanted Masqat as the commercial centre of 'Umān. Early in the 1880s Ratansi began to acquire land along the waterfront of Masqat and eventually came to own all the waterfront property with the exception of the palace, customs house and British Political Agency.⁵⁷ This was only one of many parcels of land that Ratansi came to own, ⁵⁸ and by the end of the nineteenth century he and his Banian colleagues owned most of the best property in Masqat and Maṭraḥ.⁵⁹

Land holdings were closely linked with the banking functions of the Banian community as many lands transfers were the result of mortgage foreclosures. Land, houses and date palms were about the only collateral that the local population had to offer in return for a loan that would tide them over to the next date harvest. The level of indebtedness was high and foreclosures a regular occurrence. Even if holding a mortgage, though, the Banian lender was

⁵³ Landen, op. cit., 137, is very critical of this system.

⁵⁴ In the course of numerous interviews with many of Masqat's merchants, both Hindu and Muslim, this fact was stressed.

⁵⁵ Landen, pp. 96-9.

⁵⁶ Banian utilization of the steamship to the benefit of Masqat is discussed in my 'Sayyids, Shets and Sultans', 140-77.

⁵⁷ This property was sold to the British Indian government in 1901 and is now included in the British Embassy compound. See Ruth Hawley, The British Embassy in Muscat: a short history, Muscat, 1974, 9-10. India Office Records, Muscat Political Agency, R/15/6/26 contains a detailed record of how Ratansi originally acquired all of this property.

a detailed record of how Ratansi originally acquired all of this property.

SE In 1906, the year of his death, Ratansi owned one large residence with office building and twelve warehouses, five of which had upper-story residences and one with a courtyard, in Masqat; two houses, one with garden, in Sidab; two houses with lower story offices and two warehouses, one with an attached courtyard, in Matrah and two farms with water-rights in outlying villages.

Retainsi Purchottam pages. Account Reak for 1905.6

Ratansi Purshottam papers, Account Book for 1905-6.

59 India Office Records, Muscat Political Agency, R/15/6/67, Cox to Landsdowne, Maskat, 21 September 1902.

not always guaranteed that a debt would be repaid as it was not unheard of to have an obscure waqf property mortgaged on the pretence that it was a private holding. When the debtor defaulted or died and the Banian brought charges, the waqf document would be presented and the mortgage had to be cancelled.60

The Banians of Masqut retained a fairly high degree of community solidarity, this despite economic competition. The community was represented in political matters by the nagar seth or mukhi, the most respected man in the community. During the later nineteenth century this office was held by a Bhimani.61 The Hindus celebrated their religious festivals, such as New Year (Divālī), with social gatherings and dinner parties. Usually a dish of the best food would be taken to the sultan. Banians were also invited to the palace on special occasions, although they would not eat the food prepared by the ruler's non-Hindu cooks. 62 For the most part, dietary laws were kept, and the community maintained a herd of cows to ensure a steady supply of dairy products. 63 Kutchi or Gujerati remained the principal language spoken within the community, although most did learn Arabic for business purposes, and accounts were kept in Gujarati. Indian dress styles were maintained.⁶⁴ In general, the Masgatī Hindu made no attempt to assimilate.

Aside from the Bhimani family and Ratansi Purshottam, there were a large number of important Hindu merchants in Masqat during the late nineteenth century. Among them were Dowlatgirji Manrupgirji, a Gosain Brahman from Kutch who owned a business in Masqat but entrusted it to a manager while he continued to reside in a monastery outside of Mandvi; Virji Ratansi, an important banker, and Damodar Dharamsi, who occasionally farmed the customs. These three, along with Ratansi Purshottam, were considered to be the 'four pillars' of Hindu society.65 Upon this base a number of other Banians established prosperous businesses that have continued to flourish in Masgat. These include Khimji Ramdas, Dayal Purshottam, Danji Murarji, Vallabdas Umarsi and Gopalji Walji.

A second group of Indians lived within the domains of the sultan, the Khwājas (Khojas). Very little is known about the Khwāja community of 'Uman, which goes by the name Luti,66 and virtually nothing has been written. The Luwativya claim origins in Hyderabad, Sind and are, therefore, occasionally given the nisba Haydarābādī.

ed India Office Records, Muscat Political Agency, R/15/6/25, Cox to Government of India, Muscat, 27 September 1902.

⁶¹ Personal communication from Ranchordas Lalji. The Hindu Association, known as the Mahājan, was formally incorporated in the 1930s with the president becoming an elected official. During the twentieth century the Mahājan administered most aspects of Hindu communal life, including the schools, temples and cow herd and property donated to the community by merchants who died without heirs or otherwise.

⁶² D. D. Sampat, 'Part 7: Masqat', Phalgun 1989, 172-8.

⁶³ The cow-pen, panjarāpal, was located next to the Siva temple in Rāwiyya. These cows, unlike most in Mascat, were not cod fels which resulted in Activate the the community.

unlike most in Masqat, were not fed fish, which resulted in a fishy taste to the milk. Surplus milk was sold for the benefit of the community. When the 'Uman National Dairy was opened, the cows were donated to the state with the agreement that when the animals stopped producing they would be sent to India rather than slaughtered.

64 On dress distinctions among various levels of Banian society in Masqat see D. D. Sampat,

Kacchnű vepáriantra, 19.

⁴⁸ These four merchants were given nicknames corresponding to the four high cards in a deck. Dowlatgirji was the 'ace' (Ikkā), Ratansi was the 'king' (Batsa), Virji was the 'queen' (Rāṇi) but was also called Bayt Bisah (after the Masqati coin) because of his banking activities, and Damodar was the 'jack' (Ghulām). See also D. D. Sampat, 'Part 7: Masqat', Phalgun 1989, 172-8 for references to Ratansi as Batsa.

⁶⁶ Lūtī, pl. Luwātiyya. The origin of the name is unknown, but both the Arabic and Persian roots are unflattering terms.

The origins of the community are obscure with many different legends persisting about from whence the Luwatiyya came. A small pamphlet written by a member of the community and based on classical Arabic sources and a manuscript by 'al-Haydarābādī' asserts that the Luwātiyya are the descendants of one al-Hakam b. 'Awanat al-Lat. According to this account, al-Hakam accompanied the first Arab campaigns against India and eventually became the governor of Sind. 67 A second legend claims that the Luwatiyya were originally Banū Lu'ayy Arabs from Hijāz who went to India with Muhammad al-Qāsim and were eventually converted to Shī'ism.68 A variant of this account is that the Banu Lu'ayy were Khārijites who fled to 'Umān but were later expelled from this sanctuary and moved on to India where they converted to Shī'ism.69 These legends aside, it is fairly certain that the Luwatiyya, like their Khwaja co-religionists in India, were converts from Hinduism. However, unlike the majority of Khwājas, the Luwātiyya were probably not Lohanas but Bhattias. The name Lūtī provides an important clue to this theory. Among the clans of the Bhattias is the Panchlutiya (the five martyrs, commemorating an important event in Bhattia history), 70 and many Bhattias in Sind were converted to Islam.71 The Luwatiyya were almost certainly Bhattias of the Panchlutiya clan who were converted to Islam.

None of the elders of the Lūtī community know when the first Lūtī migrated from India to 'Uman. However, most will claim that there have been Luwatiyya in 'Uman for four hundred years, a view which they support by citing a date on one of the gates that leads into the Lūtī quarter of Matrah. While it is possible that Lūtī merchants came to 'Uman four centuries ago, there is no real documentary evidence to support this contention; the inscription only tells us that the gate was built in the sixteenth century. The earliest mention of Luwātiyya in Arabic sources occurs in Ibn Ruzayq, who tells us that the Luwatiyya were among the principal occupants of Matrab during the reign of Ahmad b. Sa'id (1743-82).72 That statement is probably based on the fact that the Luwatiyya were prominent in Matrah in the 1850s when Ibn Ruzayq was writing.

There is stronger evidence for much later Lūtī settlement in 'Umān. As mentioned earlier, the Luwātiyya claim to have originated in Hyderabad, Sind. Hyderabad was not founded until 1768.73 Anyone claiming to be a Hyderabadi, therefore, could not have migrated to 'Uman before that date. Other events in Sind during the last two decades of the eighteenth century would have encouraged the growth of Khwāja commercial interests. First, the Talpur dynasty, established in 1783, destroyed the Hindu merchant class and paved the way for Muslim merchants.74 Second, Khwajas could have played an important role in the opening up of direct trade between Masqat and Afghanistan during the reign of Hamad b. Sa'id (1785-92). Finally, the best available documentary evidence for Lūtī settlement in 'Umān during the late eighteenth century is an 1889 dispute in which the Luwatiyya claim privileges going back

⁶² Muhammad Taqi Ḥasan al-'Umāni, Dalil al-sā'il, n.d., 6 pages.

Personal communication from Hājji 'Ali Sultān of Matrah.
 Personal communication from Muhammad Matwani of Matrah.

⁷⁶ Girjir Ratansi Sapat, Bhattiyāonī prācīm sthiti, Bombay, 1899, 69. Enthoven also lists the clans, or 'nookhs', of the Bhattias.

⁷¹ D. D. Sampat, 'Part 8: Thattha', Bhadarvo 1991, 525-7; 'Part 73: Customs of the Bhattias', Aṣāḍh 1992, 313-16.

⁷² Ibn Ruzayq, al-Fath al-mubin, 356; Badger, History of the imams, 163.

⁷³ Aitken, Gazetteer, 113. ⁷⁴ See above, p. 42

for a century.⁷⁵ In any event, by the time of the American diplomatic mission to Masqat in 1835, the Luwatiyya were well established in Matrah. 76

A second wave of Lūti settlement appears to have occurred during the second half of the nineteenth century. This opinion is supported by genealogical studies among contemporary Luwatiyya, who, for the most part, can remember back only as far as their great-grandfather, 77 and by the fact that a number of Khwajas were British subjects. This could only have occurred if they had migrated to 'Uman after 1840 when the British assumed control of Sind. 78

All of this leads to the conclusion that the pattern of Lūtī settlement in 'Uman was very similar to that of the Kutchi Bhattias. The earliest Lütis came in the wake of the establishment of the Al Bū Sa'id state in Masqat in 1785. The disruptions of 'Azzān b. Qays's reign may have had the same impact on the Luti commercial community as it had on the Bhattias.79 Following the re-establishment of moderate Āl Bū Saʻīd rule in 1871, a new group of Luwātiyya came to 'Uman and came to dominate the community.

The Luwatiyya operated within the same kind of mercantile system that the Banians utilized, and there were Khwājas in most of the Gulf ports, Bombay, Karachi, Zanzibar and Mombasa. Besides dealing in the standard products, like textiles, grain and dates, the Khwajas also had a virtual monopoly of the trade in dried fish from Masqat as this was a product in which the Hindu merchants, for religious reasons, would not deal. Khwājas were also involved in various skilled crafts, like carpentry and boat building.80

Unlike the Banians, the Luwatiyya chose to make Matrah their home, and the community was concentrated in a ghetto, known as Sur Luwatiyya, adjoining the market. The Sur was off limits to non-Luwatiyya 81 and was

⁷⁴ W. S. W. Ruschenberger, Nurrative of a voyage round the world during the years 1835, 36, 37,

I, London, 1970, 125.

PDr. Nihami Levtzion, on the basis of oral traditions collected in West Africa, has found that migrant groups usually recall genealogy only as far as the first settler in the area. Personal communication. The following genealogies are offered as examples:

(1) 'Ali Sulțân:	Muḥammad Faḍl (d. 1916)
	Sulțăn
(2) Amin Mālallāh:	'Alī Wansiyah
	Muråd
	Ḥabib (d. 1938)
	Mālallāh
3) Muḥammad Mūsā:	Amin Ghulām
	Ja'far (d. 1894)
	Mūsā (d. 1967)
	Muhammad
and Mount Delicied Assume D (1876) to section	

⁷² India Office Records, Muscat Political Agency, R/15/6/8, passim.

²⁵ J. G. Lorimer, Gazetteer of the Persian Gulf, 'Oman and Central Arabia, Calcutta, 1915, r, part 1, 535.

 ⁷⁸ See note 53. The Luwätiyya suffered equally under 'Azzān.
 ⁸⁰ Landen, Oman since 1856, 140.
 ⁸¹ The Sur Luwätiyya retains its exclusivity. My one attempt to walk through the quarter was unsuccessful as I did not get past the main gate before I was met by a concierge and told to leave. Ruschenberger was told in 1835 that outsiders were not admitted to the Sur because Lütî women went unveiled (p. 125).

strictly residential; the Lūtī merchant would commute to his shop in the markets at Matrah or Masqat, unlike the Banian who usually lived above his shop.

Despite their permanent settlement in Matrah, the Luwatiyya remained segregated from their Arab neighbours. Although Lüti men would occasionally take 'Umani women for brides, Luti women always married within the community. 82 Khwājkī, a mixture of Sindi and Kutchi, was the principal language spoken within the household, but Arabic was fairly widely used. The community had an elected shaykh and council of elders which governed communal affairs, and worship took place in a jama'at khana located within the walls of the Sūr.

The Khwaja community of Matrah was affected by the controversy that erupted in India during the 1840s concerning the Aghā Khān's rights to the dasaūdh or obligatory religious tithe. This dispute came to a head in 1862 with the initiation of legal proceedings by the Bombay merchants who argued that the tithe belonged to the community and not the Aghā Khān.83 All but twenty families in Matrah supported the case against the Agha Khan and were among those excommunicated when the courts ruled in favour of the religious leader. The Matrah Khwajas then became Ithna-'Ashari Shī'is, the jamā'at khāna became a Shī'ī mosque, and the community requested that a qādī be dispatched from Najaf (Iraq) to serve Luwātiyva legal needs.84 The twenty families who chose to support the Aghā Khān were expelled from the Sür and established a new jamā'at khāna just outside the north-western wall of their old home.85

By far the most important Lūtī merchant of the later nineteenth century was Muhammad Fadl. Muhammad Fadl was born in Bombay in 1858 at and eventually settled in the Sūr Luwātiyya. He began his business career as a clerk in the American firm, W. J. Towell, founded in 1865. Muhammad Fadl worked his way through the firm, becoming a partner in 1894 and full owner in 1906.87 He also served as American Vice-Consul and later Consul and was quite active in securing American trade for Masqat. For most of the late nineteenth century and up until World War I, W. J. Towell was the leading exporter of dates to the United States, and the company also acted as agent

⁸² See J. C. Masselos, 'The Khojas of Bombay', in Imtiaz Ahmad (ed.), Caste and social stratification among Muslims in India, Columbia, Mo., 1978, 101, for a discussion of Khwāja

marriage practices.

33 J. N. Hollister, The Shia of India, London, 1953, 364-70.

34 Lorimer, Gazetteer, I, part 2, appendix H, 'Religions and sects of the Persian Gulf region', 2377-80 and H B, Calcutta, 1908, 1034-5. Personal communication from 'Ali Sultan.

^{*5} The few Aghā Khānis (as they were called) who remained in Matrah left in 1965 on the orders of the Aghā Khān, who feared for their safety following the revolution in Zanzibar. Their jāma'at khāna, located in front of the girls' school in Matrah and next to the Jibru roundabout,

was bought by the W. J. Towell Company and torn down to make way for an office building.

86 United States National Archives, Muscat Consular Archives, Microfilm Publication T638,

Macquire to Wharton, Muscat, 19 February 1893.

The early history of the W. J. Towell Company is unclear. Towell apparently sold the ⁸⁷The early history of the W. J. Towell Company is unclear. Towell apparently sold the company during the 1870s as in 1880 an Irishman named William Maguire, who became the second American Consul in Masqat, described himself as the 'sole partner' in the company, which, despite Towell's absence, retained his name. Kamāl 'Abd al-Ridā Sultān of W. J. Towell believes that his great-grandfather, Muhammad Faḍl, became a partner in the company in 1884 when he purchased shares valued at RO 11,000. That seems unlikely according to American consular records which show that a Scot, Archibald Mackirdy, became Maguire's partner in 1887 and then inherited the company, and the American consulship, in 1893. Muhammad Faḍl probably became a partner in 1894 and inherited the company on Mackirdy's death in 1906. See United States National Archives, Muscat Consular Records, Microfilm Publications T638 and T639, passim. and T639, passim.

for Standard Oil. Unlike most of his Banian contemporaries, Muhammad Fadl did not have close relations with the government of the sultan.

Muḥammad Fadl and Ratansi Purshottam had, in common with nearly all the Indian merchants, both Banian and Lüti, the protection of the British authorities in Masqat. The general rule in determining who was or was not a British subject was that anyone who had settled in Masqat after the British had assumed direct control over his native territory in India could obtain British protection. If he had lived in a native state that was under British protection, he was a British protected subject.88 The benefits were the same: 89 exemption from search of private property; exemption from local taxes; right of full discharge from creditors if bankrupt; British assistance in recovering debts; British official representation in any local trial and exemption from direct interference by local authorities. 90 In addition to these broad privileges, British subjects and protected persons could obtain the assistance of British diplomatic authorities in collecting damages for losses due to attack by the local population.

Needless to say, there were often difficulties in determining citizenship, and it was not uncommon for individuals to proclaim British protection in certain instances while claiming Masqatī citizenship in others. Most of the controversy was settled in 1867 when the British made provisions for the registration of British subjects and protected persons. Registration was not, however, a prerequisite to obtaining protection.91

British protection was a mixed blessing for the Indian merchants. While it served to ensure some measure of security for their businesses, the association with the British also had a negative impact. As Landen has pointed out, much of the 'Umani resentment against the sultans of Masqat had resulted from their belief that the Al Bū Sa'id were mere puppets in the hands of the British.³² Many of the problems experienced by Indian merchants during the final decades of the nineteenth century, such as the sacking and burning of their shops during the various raids on Masqat and other actions in Sūr and some of the other coastal ports, may have resulted from their close association with the British.⁹³ The Indian merchants were viewed as agents of British designs of 'Uman.

Over the course of the nineteenth century, Indian merchants came to dominate the economic life of Masqat, replacing the Al Bū Sa'īd rulers as the principal merchants of the city and acquiring fortunes that had once gone to the royal family. The Hindu Banians, who had first come from Sind as junior partners to the Portuguese, flourished under the Ya'āriba but suffered as a result of the combined strains of political and economic dislocations at home and a more aggressive Masqatī commercial policy adopted by Hamad b. Sa'id and followed by his successors. Khwajas from Sind and Bhattias from Kutch began to replace the Sindis, who moved on to other Gulf ports. The Kutchis allied themselves with Sayvid Sa'id, and when he moved his capital to Zanzibar, they assumed control of the financial apparatus of Masqat. The Kutchis faced

⁸⁸ India Office Records, Muscat Political Agency, R/15/6/8, passim.

⁸º India Office Records, Muscat Political Agency, R/15/6/8, Political Secretary to Resident, Persian Gulf, Simla, 19 October 1875.

Landen, Oman since 1856, 202.
 India Office Records, Muscat Political Agency, R/15/6/8, Political Secretary to Resident, Persian Gulf, Simla, 19 October 1975.

Landen, op. cit., 392.
 On the various difficulties between the British and the sultans see sections in Lorimer entitled 'Protection of British Subjects in Oman', I, part 1A, 513-16, 535-8, 553-5.

their first serious crisis during the brief but commercially disastrous reign of 'Azzān b. Qays. However, the disruptions served to allow many younger, more venturesome merchants to become established in Masqat. Once a more moderate regime was established in 1871 this new merchant group, comprising both Banians and Luwātiyya, once again assumed control of trade and fiscal administration and set about to restore Masqat's commercial prominence by broadening the mercantile base of the port through trade with Europe and America.