

catalogue of difficulties. Only a very small number of English manufacturers visited the exhibition at Vienna, and the mistake is being repeated at Philadelphia. It will be a serious misfortune if the two months which still remain are not better improved. The situation is so new and strange that nothing but a personal inspection of what the world is producing will convince our manufacturers of the true state of the case, and brace them up to make the extraordinary efforts which have now become necessary if we are to retain the position which still remains to us. I am, sir, etc.,

LIVERPOOL, Sept. 1, 1876.

A PRACTICAL MAN.

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SIR:—I have read the letters of "A Manufacturer" and "A Practical Man," in your columns, with a feeling of amusement at the feverish alarm which the prospect of American competition has produced in their minds. I, too, am a textile manufacturer and a practical man, employing a population of some thousands, working with my own capital only, and managing my business in person. I have declined to send any samples of my productions to Philadelphia, as I am not disposed to give American manufacturers the opportunity of a full inspection and comparison of them so long as their government thinks proper to handicap me by import duties of fifty to sixty per cent. Under these circumstances, I also consider it would be a perfect waste of my time to go to the Philadelphia Exhibition, as I find it all little enough to devote to the daily study of the changing requirements of my home and foreign customers, of the fluctuations of prices, the constant perfecting of my machinery and working organization, and, most important of all, the health, education, and industrial training of my workpeople. As regards quality of goods, I can only say that mine are at least honest and unvarnished, and I will take care to keep them so. For many years past the home trade and several foreign markets have continually required better and more sterling fabrics, while the merchants who trade to high-tariff markets, the American especially, *have been as regularly asking for some skillfully-contrived deterioration of qualities to meet the exigencies of their position under high protective duties.* I find French competition severe; of American I have not the slightest fear as regards any future which affects living generations. If we are ever beaten, it will be only in consequence of the *undue shortening of our hours of labor* and the