

they condescended to make awkward scissors which the Chinese would buy, instead of, perhaps, much better-shaped scissors, which they would not. My authority is the Blue Book, and I will add only that it is really narrow-minded and foolish in the extreme to attempt to argue with a customer who wants a particular thing, which, if you cannot or will not give him, he will, of course, go and get elsewhere.

These are examples only, of which the Blue Book gave many others, and the general effect of which I dare say is well known to many who cast a wide and intelligent glance over the trade and manufactures of Great Britain. Surely I am not wrong in thinking that in such plain, every-day, purely practical matters as these, 'an acquaintance with the history, with the minds and manners of mankind, with the course of trade, with the elementary rules of economics would enlarge the views, would liberalize the practice, and would certainly improve the position of those who will not acquire the knowledge which no one can prudently do without, and who habitually violate principles which are not of their making, and which no one can defy with impunity. To me it seems nothing but common sense to say that to educate men as well as to instruct them is to enable them to use their instruction to the best advantage, and to make work more valuable by making it more intelligent.

Nor, on the other side, should it be forgotten by those who have to employ the workmen, that the spread of even the imperfect education which we see, brings with it consequences which must be faced by them, if they have sense and reason, though sometimes, perhaps, unfavorable in a certain sense to their position and to themselves. In former days, though the employers of labor, commercial, it may be, agricultural certainly, differ-

ed little from those whom they employed, except in being able to indulge with less restraint discreditable passions; yet it did not much signify, because those whom they employed were little better than slaves, *επιφυλα* *ὀργάνα*, living tools, as Aristotle calls them. Those who know our statute book, and who know also the desperate struggles made by some of our judges to render remedial statutes nugatory, will know whether I exaggerate. We have got or are fast getting past all that. If the workmen are no longer ignorant slaves, neither are the employers of any sort such as they once were; and the time is fast approaching when it will be recognized, even in agriculture, as in all pursuits which are pursued for gain, that, as Adam Smith said more than a hundred years ago, they cannot be carried on successfully except upon commercial principles. In former days, and when the whole country paid for the sustentation of the landowner, Adam Smith's precept as to the cultivation of land and the growth of corn could be safely disregarded. The consideration for the occupation of land in those days was partly rent, partly submission to dictation; in those days (I speak of what I myself know) men not only could be, but often were, turned out of their holdings for non-submission to dictation; and the proceeding, when it took place, hardly produced a comment or a murmur. But after the time of Mr. Cobden and Mr. Bright the system altered. It died hard, as all systems which are founded upon selfishness and love of power do die hard. I knew myself two men, excellent and admirable men, one touched with the spirit of the time, the other a very noble specimen of the untouched gentleman, high-minded, honourable, just, but fond of power. One had a large estate in Ireland; I will not mention the county just now. The other had