

inery has been invented and used at Castleford, but apparently there is no reason for the location of the trade in the district more obvious than the skill which is gained by a regular system of apprenticeship. In Germany the wages paid to the workmen are much less than in this country, and the result is seen in the delivery of a particular kind of bottle of German make, in Hull, at 8s. 6d. a gross, when the same bottle cannot be made in Knottingley for less than 11s. a gross. If the trade once becomes displaced under foreign competition it is almost impossible that the old geographical relations of the industry can be regained; and in this respect the glass-bottle trade is a type of every other manufacture.

There is another trade upon which I should like to say a few words—the fustian trade—as illustrating the relation of capital and labour in a different way. It is somewhat scattered and not highly paid. But at Hebden Bridge in Yorkshire there is a remarkable co-operative society, in which workmen, from very small savings, have accumulated the capital to carry on prosperous works. There you may see the fustian woven, cut, brushed to produce the cord by bringing the threads from the half of one rib into union with the adjacent half of the next rib. Then the fabric is dyed; and a considerable wholesale trade is done in supplying the co-operative societies of Yorkshire and Lancashire with these goods. But much of the manufacture passes to another floor of the building, where it is cut by endless knives into garments; and all round the factory workpeople are engaged in completing the garments for wear. Thus, every every stage of the clothes trade is carried on under the same roof. Every man and woman employed is a capitalist, and receives a good dividend on the capital. There is the cost of

management charged upon capital and labour, there is the payment of wages to the members of the society, and periodic division of profits. It is an arrangement which enables the workman to escape from the struggle with capital, and to feel how much of his success must depend upon his own industry; and, although such experiments are not important enough to be considered in commercial geography in its international aspects, they are of some interest to English people.

These examples, taken almost at random as types of the practical problems which affect the distribution of manufactures, may be further augmented when we consider the distributive side of commerce. There are endless questions which govern foreign trade, besides the duties levied on imports. The cost of freight is not to be neglected. And in the tin-plate trade, for example, so largely carried on in Birmingham and Wolverhampton, it is a matter of importance to make tin bowls as light as possible, and so that they may fit into each other and occupy the smallest possible space, when they are intended for American markets. The patterns made for foreign markets, in domestic metal goods, are such as the people are accustomed to. In all fabrics the colours and designs vary with the great divisions of the earth; and the blanket which delights the eye of the Kaffir is never sold in England. There is a tone of colour in the cotton prints required in Algeria which is different from those which are required in India. And yet in such industries it has not been usual for the manufacturer to find out the needs of foreign markets for himself, but he makes what is ordered by the wholesale agents of merchants who study the foreign markets, and thus direct the manufacturer to meet the demand.

The distribution of wealth is a not unimportant factor in the distributive