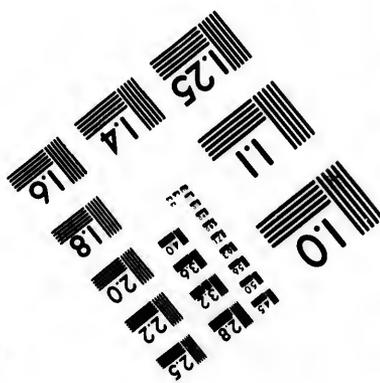
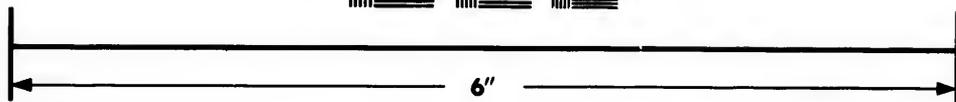
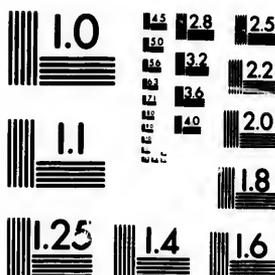


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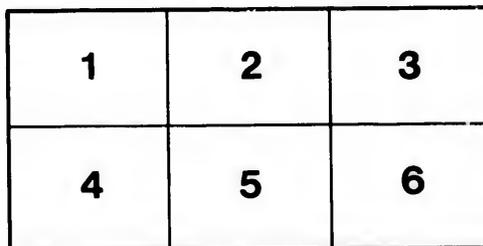
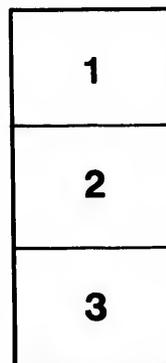
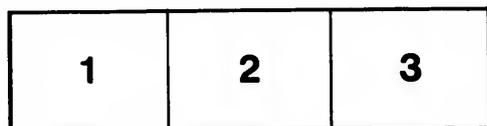
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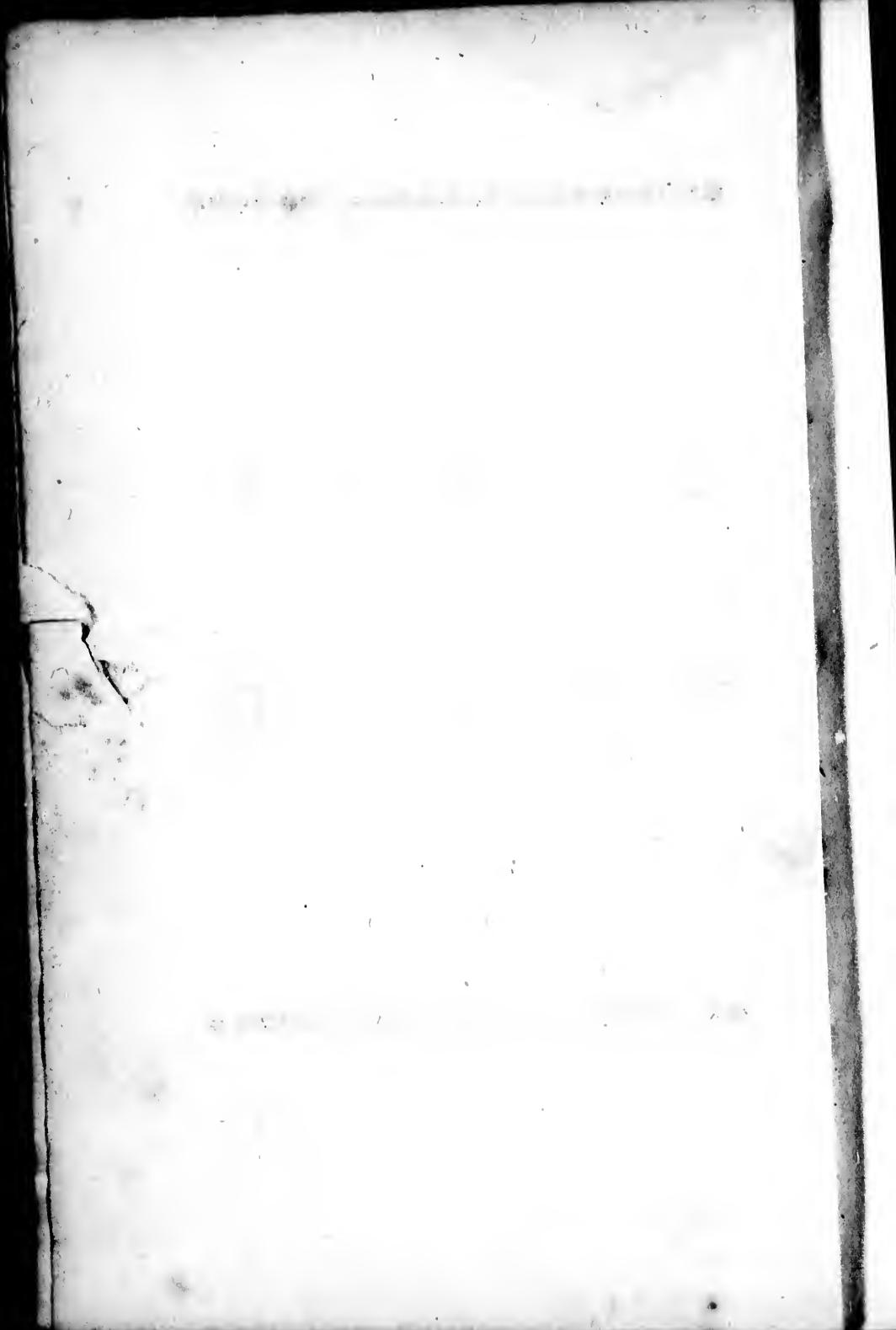
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ON

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ON THE
ADVANTAGES and DISADVANTAGES
Which respectively attend
FRANCE and GREAT BRITAIN,
With Regard to
T R A D E.
WITH SOME
PROPOSALS
For Removing the
Principal DISADVANTAGES of
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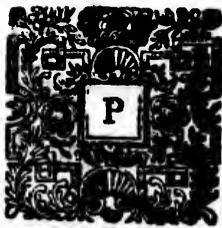
THE

EARL of HALIFAX,

First Lord Commissioner

For *Trade and Plantations.*

MY LORD,



PERMIT me once
more to wait upon
Your Lordship with
a new Edition of the
ensuing Treatise, now greatly
enlarg-

vi D E D I C A T I O N.

enlarged, and, I hope, in some
Respects, made less unworthy
of Your Lordship's Protection.
A Treatise relating to the Inte-
rests and Commerce of *Great
Britain*, naturally seeks to shel-
ter itself under the Patronage of
an EARL of HALIFAX.

BUT there is still a more
particular Motive for this Ad-
dress. His Majesty, ever stu-
dious of the Good of his People,
in appointing Your Lordship
First Commissioner of Trade and
Plantations, hath shewn the most
vigilant Regard to the Welfare
of both, by committing this
import-

DEDICATION. vii

important Superintendency to Hands universally allowed the most able, and the most inclined to execute so great a Trust with increasing Success. Your Lordship, in a very short Space of Time, has confirmed our warmest Hopes. And *Great Britain*, with its dependent Colonies, form to themselves the most pleasing Prospects on this Occasion.

WERE not Your Lordship's Candour great as your Abilities, this inconsiderable Performance would never have appear'd before so skilful a Judge, nor the Author

viii DEDICATION.

Author have presumed to profess Himself in so publick a manner, what in great Truth He is, with the utmost Respect and Esteem,

MY LORD,

Your Lordship's most Obedient,

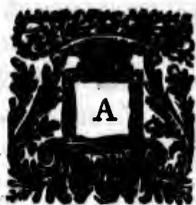
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ALL Commerce is founded upon the Wants, *natural* or *artificial*, *real* or *imaginary*, which the People of different Countries, or the different Classes of Inhabitants of the same Country, are desirous, in defect of their own single Abilities, to supply by *mutual* Intercourse. If this Commerce be carried on between the Inhabitants of the same Country, with the Growth or Manufacture of that Country only, it is called HOME CONSUMPTION: which is so far serviceable, as it preserves the several Professions and Stations of Life in their *due Order*, as it promotes Arts and Sciences, with a Rotation of Industry, Wealth, and mutual Good Offices between the Members of any Community. For these Reasons, Traffick, merely of this kind, is of great Importance, though it neither *increases* nor *diminishes* the Publick Stock of National Treasure.

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ii INTRODUCTION.

BUT Providence having intended that there should be a mutual Dependance and Connection between Mankind in general, we find it almost impossible for any particular People to live, with tolerable Comfort, and in a *civilized* State, independent of *all* their Neighbours. Besides, it is natural for Men to extend their Views, and their Wishes, beyond the Limits of a single Community, and to be desirous of enjoying the Produce or Manufactures of other Countries, which they must purchase by some Exchange. Now this Intercourse with other Nations is called FOREIGN TRADE. And in the Exchange of Commodities, if one Nation pays the other a Quantity of *Gold* or *Silver* over and above its Property of other Kinds, this is called a BALANCE *against* that Nation in *favour* of the other. *And the whole Science of gainful Commerce consists in the bringing this single Point to bear* *. Now there can be but one *general* Method for putting it in Practice ;

* This is spoken with respect to the *ultimate* Balance of Trade. For in reference to the *intermediate* Balance, it doth not *always* hold true. A Trade may be *beneficial* to the Nation, where the *Imports* exceed the *Exports*, and consequently the Balance paid in *Specie*, if that Trade, directly or indirectly, is *necessary* for the *carrying on* of another *more profitable* and *advantageous*. But then it is to be observed, This Trade is not beneficial, considered in *itself*, but only as it is *relative* and *subservient* to the carrying on of another. This is the Case, with respect to the greatest Part of our Trade to the *Baltick*, and the

I N T R O D U C T I O N. iii

Practice ; and that is, since Gold and Silver is the *universal Standard* for making an *Estimate* of the *Value*, and *regulating* the *Price* of the Commodities or Manufactures of both Countries, to export **LARGER Quantities of our own**, and import **LESS of theirs** ; so that what is *wanting* in the *Value* of their Merchandise, compared with *ours*, may be paid in Gold and Silver. The Consequence of which will be, That these Metals will be continually *increasing* with Us, as far as relates to that *particular Trade and Nation*, and *decreasing* with them. And in what Proportion soever their Money comes into our Country, in that Proportion it may truly be affirmed, That our *Sailors, Freighters, Merchants, Tradesmen, Manufacturers, Tenants, Landlords, Duties, Taxes, Excises, &c. &c.* are paid at *their Expence*.

T H E P R I N C I P L E S of Trade therefore being so *clear* and *certain* in themselves, and without so *obvious* to any Man of common *Capacity* and *Application*, it is a very surprizing Matter how it comes to pass, that both Men of good Understanding are many times totally *ignorant*

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of

the *East-Indies* : They are *instrumental* in procuring a Balance *elsewhere*, though, properly speaking, *disadvantageous* in *themselves*. Which brings the Matter to the Point from whence we set out ; viz. “ That the whole Science of gainful Commerce consists, *ultimately*, in procuring a Balance of Gold or Silver to Ourselves from other Nations.”

iv INTRODUCTION.

of them, and Merchants themselves so *divided* in their Sentiments about them.

As to the *first* Case, perhaps it may be accounted for, if we consider what *disadvantageous* Notions Men of a *liberal* and *learned* Education have *imbibed* of this *noble* and *interesting* Science; on which the *Riches*, the *Strength*, the *Glory*, and I may add, the very *Freedom* of our Country, so essentially depend. Yet it has been represented as a dry unenterprising Subject, dark and crabbed, perplexed with endless Difficulties, not reducible to any fixed and certain Principles; and therefore fit for none, but the *Mercantile* Part of the World, whose Subsistence depends upon it, to give themselves any Trouble concerning it. But upon a fair Examination it will perhaps appear, that this Representation is very *false* and *injurious* in every particular.

As to the *Second* it must be indeed confessed, That *Merchants* themselves are very often *divided* in their Sentiments concerning Trade. Sir * *Josiah Child*, Mr *Gee*, Mr *Cary* of *Bristol*,

* The Words of Sir *Josiah Child* strongly corroborate what is here alledged. “ Merchants, says he, while
“ they are in the busy and eager Prosecution of their
“ particular Trades, although they be very wise and
“ good Men, are not always the best Judges of Trade,
“ as it relates to the Power and Profit of a Kingdom.
“ The Reason may be, because their Eyes are so continually

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tol, and almost all Commercial Writers, have long ago taken Notice of this Difference of Opinions. But however *strange* and *unaccountable* it may appear to Persons not conversant in these Matters, there is a very strong and convincing Reason, when the Affair is searched to the Bottom, for the *disagreeing* Opinions of different Merchants pursuing their *respective* Interests. The *leading* Idea, or the Point aimed at by *every* Merchant must be, in the Nature of Things, and in *every* Country, a Balance in favour of *himself*. But it doth not always follow, That this Balance is likewise in favour of the *Nation*; much less of *other* Merchants, whose Interests may be *opposite* to his own. While therefore each Person sees in a favourable Light his *own Branch* of Commerce, and desires to procure all *possible Advantages* to that Traffick,

“ continually fixed upon what makes for their peculiar Gain
 “ or Loss, that they have no Leisure to expatiate or
 “ turn their Thoughts to what is most advantageous to
 “ the *Kingdom in general*.” —

“ The like may be said of all *Shop-keepers, Artificers,*
 “ *Clothiers,* and other *Manufacturers,* until they have
 “ left off their Trades, and being Rich, become by the
 “ Purchase of Lands, of the same *common Interest* with
 “ most of their Countrymen.”

This justly celebrated Writer was himself an Instance of the Truth of this Observation. For, if I am not greatly mistaken, he did not write this very Treatise, *Till he had left off Trade, and being Rich, became by the Purchase of Lands, of the same common Interest with the Rest of his Countrymen.*

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vi INTRODUCTION.

Traffick, on which the *Prosperity* of himself and his Family; perhaps *totally, depends*, it is but reasonable to expect their Sentiments should *clash*.

HENCE therefore some have thought, That a Person of a *liberal* and *learned* Education, *not concerned* in Trade, is *better qualified* to engage in the Study of it as a SCIENCE, than a *Merchant* himself: because, say they, his Mind is *freer* from the Prejudice of *Self-Interest*, and therefore more open to *Conviction* in Things relating to the *General Good*. They add, That though he may not understand the *Buying* and *Selling* of particular Commodities, or the fittest *Time* to bring them to a *profitable* Market, (which is the *proper Province* of a Merchant) yet he may understand, in *what Respects* the *Nature* of that Trade contributes to the *Loss* or *Gain* of the *Publick*, with a Degree of Evidence, which perhaps the Merchant never thought of: as being indeed not concerned, *merely as a Merchant*, in *such kinds* of Disquisitions,

BUT without pretending to determine *who* are the best *qualified* to engage in the Study of this most useful and extensive Science, let Us rather humbly recommend it to the *Attention* of them *both*. For undoubtedly both have their Advantages; and perhaps the Application of both together, might be more successful

I N T R O D U C T I O N. vii

cessful than either of them separately. If the One should happen to be *less* self-interested, by means of his Situation in Life, and more *open* to Conviction in Cases relating to the *general* Good; the Other, for the very same Reason, is more *skilful* in the *Practice* of *Trade*, and a *better* Judge, whether the Project, perhaps so fair in *Theory*, is *feasible* in *Fact*.

As to the *Private Interest* of *Merchants*, which is here supposed to be a *Bias* upon their Minds, this, most certainly, coincides, *for the most Part*, with the *General* Interest of their Country: and *so far* it can be no Argument in their *Disfavour*. But nevertheless, Truth obliges Us to acknowledge, That in *certain* Cases, * “ A Merchant may have a *distinct* Interest from that of his Country. “ He may thrive by a Trade which may prove “ her Ruin.” Nay more, He may be *improverished* by a Trade that is *beneficial* to her. But undoubtedly, the Moment he perceives he is carrying on a *loosing* Trade, he will quit it, and employ his Thoughts and his Substance in the Prosecution of some other. Moreover, as it is a *Balance* in *favour* of *himself*, which is the *principal* Object of his Aims and Endeavours, it cannot be expected, but of two Trades,

* *British Merchant*, Vol. II. page 141. 8vo Edition, 1721. See likewise the Instances there given to confirm this Observation.

viii INTRODUCTION.

Trades, both advantageous to the Community, he will embrace *that* which is most profitable to himself, though it should happen to be *less* gainful to the Publick. It is a Maxim with Traders, and a justifiable one, *To get all that can be got in a legal and honest Way.* And if the Laws of their Country do give them the *Permission* of carrying on any particular *gainful* Trade, it is their Business, as *Merchants*, to *engage* in the Prosecution of it. — As to the great Point of *National* Advantage, or Disadvantage, this is properly the Concern of others, who sit at the *Helm* of *Government*, and consequently whose Province it is, *To frame the Laws and Regulations relating to Trade in such a Manner, as may cause the Private Interest of the Merchant to fall in with the General Good of his Country.*

FOR these Reasons therefore the *Appointment* of the BOARD of TRADE, must certainly appear a very *wise* and *necessary* Institution. The Intent and Design being, as I humbly conceive, to answer this *very End.* And the *Honourable Members* of it may be looked upon in this Light, as the GUARDIANS of the PUBLICK WELFARE. In *presiding* over the *General* Commercial Interests of the Kingdom, they are to *inspect* the several Branches of Traffick, that are carried on, and to *give Notice* to the *Legislature*, whether the *Profit* of the *Kingdom*, or of the *Merchant*, is most *promoted.*

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promoted; that the proper *Remedies*, or *Encouragements* may be applied, according as the Case requires, by *stopping* up the former Channels of a *disadvantageous* Trade, *opening new* ones, which may enrich the *Publick* and the *Adventurer* together; *encouraging* him to *persevere*, and to *enlarge* his Dealings in every Branch, which is *beneficial* to the Community; and in one Word, by *enabling* the Merchant to find his own *private Advantage* in *labouring* for the *Good* of his Country. *Self* and *social* Happiness, in this Case, must be made to UNITE: otherwise it will happen in this, as in most other Affairs, that *social* Happiness will *not* be promoted AT ALL.

AND as the Affairs of Commerce must for these Reasons ultimately come under the *Cognizance* of the *Legislature*, it were greatly to be wished, That Men of *Eminence* and *Distinction*, whose *Birth* and *Fortunes* procure them an Admission into the *British Senate*, would employ a little more of their Time in the Cultivation of a Science, so *worthy* of their *greatest* Regard and Attention. The Interest of their Country, and their own, do both concur in requiring such a Conduct from them. I beg Leave to mention not only the Interest of their Country, but *their own*: For it is a most certain Fact, though not sufficiently attended to, That the *Landed Gentleman* is more *deeply* concerned in the *National* Effects

x I N T R O D U C T I O N.

Effects of an Advantageous or Disadvantageous Commerce, than the Merchant himself. If this Assertion should appear a Paradox to any one, I hope a few Lines will convince him of the Truth of it.

SUPPOSE then some *General Calamity* to befall the Trade of the Kingdom: — Or, to put a more *striking Case*, Suppose the *Mouth of the Thames* to be *choked up* with *Sands and Marshes*, (as that fine River in *France*, the *Rhone*, really is) so as to afford no Port worth mentioning for the Purposes of Commerce: In such a melancholy Case, the *Merchants, Manufacturers, Owners of Ships, Sailors*, and all the *Multitudes* of Tradesmen *dependent upon* this Commerce, would indeed be the *first affected*; but they would not be the **GREATEST LOSERS**. For after the *first Shock*, they would *easily* remove with the best of their Effects, and try their Fortunes elsewhere. But the *Landed Gentleman*, what must he do? he is *bound down* to the Soil, and *cannot* remove his Estate, though the Persons are gone, who used to *consume* the *Product* of it. Thus the Evil becomes *incurable*, and *perpetual* with regard to him, and every Day *increasing*: whereas with respect to the Merchant, it was only a Shock at first, which he has the Chance of getting the better of, by removing to a more advantageous Situation.

I N T R O D U C T I O N. xi

IT is fervently to be wished, That Providence may never visit Us with so terrible a Judgment, as the choking up the Mouth of our *Principal* River leading to the *Metropolis* of the Kingdom. But the bare Supposal of such a Case is sufficient to prove, I humbly presume, with irresistible Evidence, That the *Landed* Gentlemen in the Counties *adjacent* to *London*, are more *deeply interested* in the Consequences of the Trade of *London*, than the *Merchants* themselves: And therefore, That those *supposed* Distinctions of *Landed* Interest, and *Trading* Interest, in the Sense they are commonly used, are the most *idle* and *silly*, as well as *false* and *injurious*, that ever *divided* Mankind.

BUT above all, we must beg Leave to observe, by way of *Inducement* to the *Landed Gentleman* to turn his Thoughts to this Study, That his *very private Interest* is rather a *Help*, than a *Detriment* to him in the *Prosecution* of it. It puts no *wrong Biass* upon his Mind, but directs him to the *true Point* of Light; from whence to see, and to judge of these Affairs: which is a Circumstance in some respect *peculiar* to his Situation.

FOR, if we suppose the Scene still to continue in and about *London*, (though the same ~~could~~ hold true of any other Part of the
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xii INTRODUCTION.

Kingdom) as the *private Interest* of the Landed Gentleman arises from the *General Commerce* of the Place, he can have no *partial Views* in relation to Trade, nor can reap any Advantage from *Monopolies, Exclusive Companies, or such like destructive Artifices.* The *more* Persons there are employed in every Branch of Business, the *more* there will be to consume the *Produce* of his *Estate*: so that he will have no Temptations to complain, That the Trade is over *stocked*, or with the *Promotion* of *this* Trade, in order to the *Declension* of *that*. In short, his *own Interest* is *connected* with the *Good* of the *Whole*, so that he cannot but be extremely *well qualified* to *understand*, and to *promote* it, if he will please to make Use of the Advantages he is happily possessed of.



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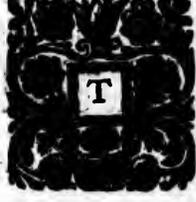
A B R I E F

ESSAY on TRADE,



The principal ADVANTAGES of FRANCE *with respect to* TRADE.

I. **THE** Natural Produce and
Commodities of the Country.



— These are chiefly Wines, Brandies, Silk, Linen, Hemp, and Oil. I do not mention Corn; for though they raise a great Deal, yet, as they are great Bread-Eaters, they consume a great Deal, and have little to spare for *Exportation*. Their Harvests also are more *precarious* than Ours, and often *fail*.

II. THE

II. *THE Subordination of the Common People is an unspeakable Advantage to them in respect to Trade.*—By this means, the Manufacturers are always kept industrious: They dare not run into shocking Lewdness and Debauchery; to Drunkenness they are not inclined. They * are obliged to enter into the married State; whereby they raise up large Families to Labour, and keep down the Price of it: and consequently, by working cheaper, enable the Merchant to sell the cheaper.

III. *THE Rules and Regulations they are obliged to observe in Manufacturing their Goods, and Exposing them to Sale, is a great Advantage to the Credit of their Manufactures, and consequently to Trade.* All Sorts of Goods for Exportation, must undergo an Inspection of the proper Officer in the Publick Hall: there they are compared with the Patterns or Samples delivered in before. The Bad, and such as do not answer to their Samples, are confiscated, with a Fine levied upon the Offender. By these means, the fraudulent Designs of private Traders, who would get rich at the public Expence, are prevented, and the National

* The Law of France, obliges all unmarried Men to serve as Common Soldiers in the Militia and the Army, unless they have particular Exemptions on Account of their Stations and Professions.

tional Manufactory constantly kept up in *high Credit*.

IV. *Their excellent Roads, their navigable Rivers and Canals, are of singular Advantage to their Trade.*—Their great Roads are always in *good Order*, and always carried on in a *streight Line*, where the Nature of the Ground will permit; and made at a most prodigious Expence; each Province being obliged to make and repair their own Roads. And yet there is no Expence for *Turnpikes* from one End of the Kingdom to the other.

THEIR *Rivers* are indeed, for the most Part, the Work of Nature: the *Seine*, the *Loire*, the *Garonne*, and the *Rhone*, with all the Rivers which fall into them, help to carry on a Communication with most of the great Cities of the Kingdom.

BUT their *Canals* are their own proper Praise; and equally deserving Admiration on Account of their *Grandeur* and *Contrivance*, as for their *Usefulness* to Trade, in *lowering the Price of Carriage*. Among these, that of *Languedoc*, and the two Canals of *Orleans* and *Briare*, are worthy to be particularly mentioned. By means of the former, a Communication is opened between *Bordeaux* and *Marseilles*, between the *Ocean* and the *Mediterranean*, without passing through the Straights of *Gibraltar*,

Gibraltar, and surrounding all the Coasts of *Portugal* and *Spain*: and by Virtue of the two latter, an easy Intercourse is maintained between all the great Towns situated on the *Seine* and the *Loire*. Many other Canals there are, and many more still intended to be made, greatly *advantageous* to their Commerce.

V. *The French enjoy a great Advantage in the Goodness of their Sugar Colonies.*—It is not owing to any *superior Policy* in them, or *wrong Conduct* in us, nor yet any greater *Oeconomy* in their Planters, or *Profuseness* in ours, (for upon the strictest Enquiry, both will be found to be equally culpable) that they exceed Us in the *Cheapness* or *Goodness* of their Commodities; but because our *Leeward Islands* are worn out, being originally of *no Depth* of Soil; and the Ground is more upon a *Level*, consequently more subject to be burnt up: whereas their Islands are still very good; in *Martinico* particularly the Ground is *rich*, the Soil *deep*, diversified with *high Hills*, affording *copious Streams* of Water, and refreshing *Shades*. Hence it is, that their Planters can raise and manufacture their Sugars, &c. so much cheaper than ours. Add to this, that the Inhabitants of *old France* do not use the *tenth Part* of the Sugars for *Home Consumption*, which the *English* do; and therefore have that Commodity to export again to *Foreign Markets*, and with it to increase the *National Wealth*.

VI. *The*

VI. *The French Colonies receive all their Luxuries and Refinements of Living from their Mother Country; which is a very great Advantage to it.—They are not suffered, nor indeed doth it appear, that they are much inclined to go to any other Shop or Market for these Things. Neither have they set up any Manufactures of their own to the Prejudice of their Mother Country. Indeed, as to the Necessaries of Life, they supply themselves with them where they can; and frequently buy of the English. But this is a Case of Necessity, which cannot be subject to Restraints. As to Articles of Luxury, Parade, and Pleasure, we very seldom hear that they buy any of them from Us.*

VII. *The manner of Collecting their Duties on several Sorts of Goods imported, is of greater Advantage to Trade, than can easily be imagined.—In the Port of Bourdeaux (and I take it for granted so good a Regulation obtains in other Places) there are Publick Warehouses, very proper and convenient, adjoining to the Custom-house. And all Provisions and Goods necessary for the Use of their Sugar Colonies, are there deposited by the Merchant, till the Ship sails, Duty free, paying only a moderate Price for Cellerage. When she returns, the Sugars, &c. are landed in the King's Warehouses, where they remain, till the Importer*

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has found a Purchaser for a proper Quantity: then he pays the Duty for *that*, and has it taken away, letting the Rest continue. Or if he intends these Goods for *Exportation*, there they lie ready and convenient. By this means he is never driven to *Streights* on Account of the King's Duty; and is enabled to carry on a very *extensive* Trade with a *small* Stock. The Consequence of which is, That many Persons are hereby capacitated to enter *considerably* into Commerce, who could not otherwise have done it. For One Thousand Pounds Sterling in *France*, will go near as far as Two Thousand Pounds in *England*. — Not to mention, That as there is no Money immediately advanced on Account of the King's Duty, the whole Gains of the Merchant will arise only from the Money *actually* in Trade: now as this is less by near *one half* to what it would have been, had the Duty been all paid *at once*, consequently he can afford to sell *one half* less than he must have demanded in the other Case.

VIII. *Their Neighbourhood to Spain, and present Connection with it*, is of so great Advantage, as to be worth all their Trade besides. — For it is certain, They get *more* from the *Spaniards* than all the Trading Nations in *Europe*. Their *Poor* from *Perigord, Limosin*, and other Places, come *yearly* into *Spain* to reap their Corn, and gather in their Vintage: and

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AN ESSAY ON TRADE. 19

carry back what they have earned to spend in France. The Fishermen from Bayonne, and the neighbouring Places, supply them with great Quantities both of fresh and salt Fish to eat on Fast-Days, and to keep Lent. The Pedlars and Shop-keepers in Spain are mostly French, who retire into their own Country, when they have made their Fortunes. The Towns in Languedoc supply them with Cloth, Silks, and Stockings; Rouen with Hats, and coarse Linen Stuffs; Abbeville, with superfine Cloths; Amiens and Arras, with worsted and camblet Stuffs; and Lions, with all Sorts of rich Silks, Gold and Silver Lace, &c. for their Consumption both in Europe and America. In short, the greatest Part of the Produce of the Mines of Potosi is brought into France. Hence it is, that their Payments are all in Silver: and Gold is more scarce in France, in the Currency of Coin, than Silver is in England. A plain Proof, that they have the great Trade to Spain, as we have to Portugal.

IX. Their Address in drawing raw Materials from other Countries to work up in their own, serves greatly to enlarge and extend their Trade. — France produces some Wool and Silk, but not a fourth Part of what they manufacture. Wool they import from Barbary, the Levant, and Spain. They also bring Wool from Switzerland. Some little perhaps is run from England; but, I have good Reason to

believe, not much. The Quantity from *Ireland* is very *considerable*; which is owing to our own wrong Policy. The best of their raw Silk they draw from *Piemont*, the *Levant*, *Italy*, and *Spain*. Their Cotton is brought from the *Levant*, and from their Sugar Colonies. And the *Asbes* for making Soap at *Marseilles*, are chiefly imported from *Egypt*.

X. *They reap unspeakable Advantage, by the Permission and Encouragement given to Foreign Merchants and Manufacturers to settle among them.* — By this good Policy the Price of Labour is always kept *sufficiently low*. A *Competition* and *Emulation* are raised, *who shall work, and sell the cheapest*; which must turn out greatly to the *National Advantage*, though it may not be so favourable to the *private Interest of Individuals*. For these Reasons, the Government is particularly *gentle* and *indulgent* to *Foreigners*. And the Situation of the Country is greatly assistant to this Disposition of the Government. — *France* is surrounded with populous, that is, *prolifick* Nations, who have no Trade and Manufactures of their own to employ their Poor. *Flanders*, all *Germany* on the Side of the *Rhine*, *Switzerland*, *Savoy*, and some Parts of *Italy*, pour their supernumerary Hands every Year into *France*; where they are *caressed*, and received into the Army, or
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the Manufacture, according to their Inclinations. The *Rhone* is so easy and cheap a Conveyance, for the Swarms of Inhabitants bordering on the Lake of *Geneva*, that so small a Sum as One Shilling, or Eighteen Pence each Person, will bring them to the chief Manufacturing Town in the Kingdom, *viz.* *Lions*. And there are said to be no less than Ten Thousand *Swiss* and *Germans* employed in that City. The Numbers also in all the other Commercial Towns are very great, and daily increasing.

XI. *The English Monopolies, which are so destructive to the Interests of Great Britain, become, for the very same Reason, of the greatest Benefit and Advantage to France. —* *Marseilles* is a flagrant, and a melancholly Proof of this Assertion. For the Trade of this Place hath *flourished* and *increased* just in the same Proportion, as that of our *Turky* Company *sunk* and *declined*. All the fine Streets and new Buildings of the City, date their Original from *this Period*. So that we may truly say, They were *built*, and are now *supported*, by the *exclusive Turkey* Company of *England*. Moreover, the *English Hudson's-Bay* Company is the only Cause, which can make the *French* Settlements in so wretched a Country as the Northern Parts of *Canada*, to flourish; with so difficult and dangerous a Navigation, as that up the Bay of *St Lawrence*.

rence. It is this, and *no other*, is the Cause that enables them to *extend* their Colonies, and to *undersell* the *English* in all the Articles of Furr; which they apparently do in Times of Peace.

XII. *The publick Stock of Wealth is greatly increased, by Foreigners of all Countries travelling among them.* — The Advantages from hence accruing have not been so much attended to, as, I humbly think, they justly *deserve*. For while these Foreigners reside in the Country, they not only pay for their *Food* and *Board* at an *high Rate*, but they also *cloath* themselves with the *Manufactures* of it, and *buy* many *Curiosities*. But this is not all, For having contracted a *Liking* to the *Produce* and *Manufactures* of the Country they travelled in, they *continue* to use them when they are returned to their own; and so *introduce* them to the *Knowledge*, *Esteem*, and *Approbation* of others: This begets a *Demand*; and a *Demand* for them draws on a *Correspondence*, and a *settled Commerce*. These are the Advantages which the *French* enjoy by such *Numbers* of Foreigners *travelling* among them; whereas they scarce ever travel themselves; and by that Means circulate the Money in their own Country.

XIII. FRANCE enjoys no small Advantage, as it doth not lose much by the Article of Smuggling,

gling, in comparison to what *England* doth.— This is owing to the Strictness of their Government, the many Spies they have upon every Man's Actions, and being able to punish the slightest Offence more severely, and in a more summary Way than we can, or is consistent with a free Constitution to do.



The Principal DISADVANTAGES of FRANCE with regard to TRADE.

I. **T**HE *first Disadvantage to a free Trade is the Government, which is arbitrary and despotick*; and therefore such as a Merchant would not chuse to live under, if he knows the Sweets of Liberty in another Country, and has no Attachment of Family, or Interest to keep him still in *France*. — It must be acknowledged, his *Property*, generally speaking, is *secure* enough, but his *Person* is not so. To explain this, we must beg Leave to observe, That though there are *fixed* and *stated* Laws in *France* to decide all Cases of *Property*, and *criminal* Causes, as here in *England*; so that a Man may know the Rules he is to be governed by in those Respects, and can have an *open* Trial for his Life and Fortune:

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tune: yet there are no Laws to ascertain the Nature of *Political* Offences, or to *circumscribe* the Power of the Judge; so that he must be *entirely* at the *Mercy* of the *Lieutenant de Police*, and his Deputies; who can *imprison* him at *will*, without assigning *any* Reason, or bringing any Evidence to confront him. And therefore his *only* Security consists, in being continually *lavish* in the *Praise* of the *King* and the *Ministry*, and in saying nothing which may afford the least Pretence to the *Spies*, who *swarm* all over the Kingdom, to *inform* against him.

II. *The second Disadvantage to the Freedom of Trade, is the Romish Religion*; which has added to its many other Absurdities, a Spirit of *Cruelty* and *Persecution*, so *repugnant* to the *Scope* and *Tendency* of the *Gospel*.—Therefore a *Protestant* Merchant, if at the same Time a *conscientious* Man, will find himself very often reduced to great Difficulties, in order to *avoid* on the one Hand the *Sin* of *Hypocrisy*, by *Compliances* against his *Conscience*, or on the other, the *Danger* attending the *Exercise* of his *Religion*, and the *Educating* of his Children in the *Protestant* Way. This, I say, will often happen, even at *present*; though the *Bigotry* of the Court of *France* is not near so great, as it was in *former* times.

III. ANOTHER

III. ANOTHER great Burden, and consequently a *Disadvantage* to the *Trade of France*, is, *The great Number of Religious of both Sexes*. — The lowest Computation of these amounts to near Three Hundred Thousand Persons: a great Part of which Number might, and would be employed in *Trade* and *Manufactures*; and the Rest might be useful to Society in other Spheres. But that is not all; They are a very heavy Weight upon the Publick. *Vast* Estates are appropriated for the Support of some of these Religious Orders, whose Fund is continually accumulating, not only by *Legacies* and *Donations*, but also by whatever Fortune each Person is possessed of, at the Time of taking the *Vow*. And others, who are of the *Mendicant* Orders, and are allowed to have *no Property*, become a continual *Tax* upon the *Industry* and *Charity* of the People; and these mostly of the *middling* and *lower* Sort. Not to mention the *increasing* Riches and *dead* Wealth in all their Churches.

IV. A fourth great *Disadvantage* to the *Trade of France*, is their numerous and poor *Nobility*. — The *Nature* and *Constitution* of that Government, require the Notion of *Birth* and *Family* to be kept up *very high*, as it will always create an *indigent* Nobility, and consequently *dependent* upon the Court for such *Preferments* as may not *derogate*, or bring a

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Stain upon their Family. Moreover, the same *refined* Policy induces the Court to make the *Military* Service be esteemed the most *Honourable*; as it must render the whole Body of the Nobility, *Soldiers to fight their Battles*; the *Richer* serving for *Glory*, and the *Poorer* for an *honourable* Support. The Consequence of all this is, That they heartily *despise* the *Bourgeois* *, that is, the *Merchant* and *Tradesman*: and he, when he gets rich, is as desirous of quitting so *dishonourable* an *Employ*, wherein

* In *France*, the Inhabitants are usually *distinguished* by three different Ranks, or Orders; The *Noblesse*, the *Bourgeois*, and the *Paisans*. Each of these are totally distinct from the other. The *Posterity* of the *Noblesse* are all *Noblesse*, though ever so *poor*, and though not *honoured* with the Titles of *Count*, *Marquis*, &c. as *Noblemen* are here in *England*. The *Posterity* of a *Bourgeois*, though ever so *rich*, and though the Family have *left off* Trade a Hundred Years ago, are still but *Bourgeois*, until they are *ennobled* by *Patent*, or have wiped off the *Disgrace* of having been *Merchants*, by some *signal Military* Service, or have *purchased* some *honourable* *Employ*. Therefore when the *Noblesse* call the *Merchants Bourgeois*, *Burgesses*, they mean it as a Term of *Infamy* and *Reproach*, answering to that of *pitiful low Mechanick* in *English*. Indeed, by some *Ordonances*, the *Noblesse* are permitted to engage in certain Branches of *foreign* and *wholesale* Trade, *without* bringing any *Stain* upon their Family. But these *Permissions* will have very little *Efficacy* to induce the Nobility to turn *Merchants*, as long as the *Military* Service is so *highly exalted* in *Credit* and *Reputation* above *Merchandize*. The very *Genius* of the Government, makes it a *SCANDAL* not to be a *Soldier*: Laws will have little Force against this.

wherein his Riches cannot secure him from *Insult* and *Contempt*. Being therefore desirous of raising his own Family to be of the *Noblesse*, he leaves off Trade as soon as he can, and breeds up his Sons to the *Military* Profession, or purchases some Office in the Law or Civil Government, which may *ennoble* them.

V. THE Trade of *France* suffers another Inconveniency by the *Nature of its Taxes*. — Some of these, in *certain* Provinces, are very *arbitrary*; as the *Taille*, which is levied mostly upon the poor *Peasants* and *Manufacturers* in the Country Villages. Others are very *heavy*; as the Duty upon *Salt*, which is *shockingly* oppressive. Others again, though not quite so oppressive, are yet equally *improperly* laid; because they are upon the *Necessaries* of Life, which are to feed the *Tradesman*, and to *vitual* the *Shipping*. Thus, for Example, all Sorts of *Provisions*, Corn, Wine, Butchers Meat, Poultry, Eggs, Fish, Garden-Stuff, and Fruit, pay a *Duty* at the *Entrance* of some of their great Cities. There are Duties also lately laid upon *Soap* and *Candles*. And in the *Pais des Etats*, where the *most grievous* of these Imposts are not levied, they lay a *Provincial* Duty upon all Things going *in* or *out* of that *Province*; which makes the Merchandize so *passing* through, become the *dearer* at a *foreign* Market.

VI. THE *Maitrises*, which so generally prevail in *France*, is a *Clog to the Trade of the Country*.— These *Maitrises* are much the same as our *Companies in Towns Corporate*; only we have this Advantage, That in *England* their pernicious Effects can be more easily eluded by having Shops, &c. within *Glass Windows*. Besides, our *best Manufacturing Towns*, such as *Birmingham, Manchester, Leeds*, and even four fifths of *London* itself, viz. *Westminster, Southwark*, and all the *Suburbs*, have no *Companies* at all. Whereas in *France* all *Tradesmen* are obliged to be free of their proper *Maitrise*, before they can set up. The *Fine* for this, in some *Trades*, is very considerable. And there is also in *Time of War*, an *annual Demand* of a certain *Proportion* of *Men* out of each *Maitrise*; which is understood to imply a *Sum of Money* by way of *equivalent*. Thus, the more these *Maitrises* become useful to supply the *Exigencies* of the *Government* at a *Pinch*, the more *Privileges* they will acquire; and the greater the *Privilege* is of any *particular Company*, the less will be the *general Trade* of the *Country*.

VII. THE *French* sustain some *Disadvantage* by their *Monopolies and exclusive Charters*.— They have an *East-India Company* at *Port l'Orient*: *Marseilles* is a free *Port* for the *Levant* and *Barbary Trade*; whereas there is a
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Duty of 20 *per Cent.* upon all Merchandize of those Countries, if imported into any *other* Port of *France* in the *Mediterranean*. And even at *Marseilles*, there is a particular exclusive Company for importing Corn and Wool from *Africa*. *Lions* is free for all Silk entering, or going out; whereas there is an heavy Duty in the neighbouring Towns; by which means, *Lions* may be said to have an exclusive Charter. And there is good Reason to conclude, there is something of the same Nature for the *Turky* Cloth at *Carcassonne*, the Silk and Worsted Stockings at *Nismes*, the Clothing for the Soldiery at *Lodeve*, the Superfine Cloth at *Abbeville*, the Stuffs at *Amiens*, the Camblets at *Arras*, the painted Linens and Cottons at *Roüen*, &c.

VIII. THE *French* labour under no small Disadvantage on Account of the *Expence* they are at in the *Article* of *Shipping*. — They have more Men to navigate their Ships than the *English*, because they are not so *expert* Sailors. They must carry some *supernumerary* Landmen, by the King's Orders: They must have many Officers to govern these Men, because the Merchant is to be *responsible* for them when the Ship returns. These Officers will have a grand Table, a Cook, and new Bread every Day. The Ship lies long in Port, if sent to the *West-Indies* to dispose of the Cargo: Because their *Creolians* are said to be

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so *dishonest*, that they do not care to trust them with Commissions. And so the Expences of the Officers and of the Crew run very high. Add to this, that the Officer belonging to the *Marine* in *France*, will find Ways and Means to give great Trouble to the Merchant, both as to the Choice of Sailors, and of Officers, unless he is *properly considered*: Which is generally done by buying some Ship Stores of himself, or Friends, at an *exorbitant* Price.

IX. THE two *National Vices* of the *French*, *Gaming* and *Fine Clothes*, is a great Hurt to their Trade. — These Expences cannot be supported but by a *large Profit*; and that will always *lessen* the Demand at a *foreign Market*, if their *Neighbours* can afford to sell *cheaper*. Not to mention the *swift* Ruin which *Gaming* sometimes brings on, and the Loss of Time occasioned by it.

X. THE *Situation* of the *French* Ports, are a great Disadvantage to them, with respect to the *Hamburg* and *Northern* Trade: And in regard to the *Southern* and *West-Indies*, they are not better situated; and are not near so *many*, nor so *good* as ours, especially if we take *Ireland* into the Account. They have only an Advantage with respect to the *Mediterranean*.

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To these Disadvantages, it has been intimated, I ought to have mentioned their *many Holidays*, on which they *must not work*, and their *pompous Processions*, which draw the People a *gazing* after them.—The Thought did occur to me before, at the Time of writing the *first Edition*: But I *suppressed* it then, and now beg Leave to assign the Reasons; *viz.* In the first Place, these Things are greatly *wearing off* in *France* every Day; so that the Loss of Time is not so *considerable*, as one may imagine. Secondly, Allowing that *some Time* is *idled* away during these Holidays, and in seeing Processions, &c. still, if we cast up the Account of the *Time* and *Money* which are spent here in *England* by all sorts of *Manufacturers* in *Horse-Races*, *Cock-fightings*, *Cricket-Matches*, *Bull-baitings*, but more especially in *Mobbing* and *Electioneering*, (all which are not in *France*) I am perswaded, we shall find the Advantage gained over them, on the Score of their Holidays and Processions, to be none at all; and that upon comparing both Articles together, the Amount of the Disadvantages will be found to be greater on our Side, than on theirs.



The Principal ADVANTAGES of
GREAT BRITAIN *with respect to*
TRADE.

I. **T**HE *natural Produce and Commodities of the Country*; Corn, Wool, Lead, Tin, Copper, Coal, Butter, Cheese, Tallow, Leather. — All which are not to be found in *France*, in that *Plenty and Abundance* they are in *England*.

II. *The Number, Goodness, and Situation of our Ports*. — Those on the *Western Side of Great Britain* (especially if we reckon *Ireland a Part of ourselves*, and include both Islands under ONE GENERAL INTEREST, as in *Reason and Policy* we ought to do) are almost as well *situated for the Southern Trade*, as the *French*: They are *four times as many in Number*, and much better for *Safety*, and *Depth of Water*. And as to the *North and Baltick Trade*, the *French* can come into no *Comparison* with ours.

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III. *Nature has been very bountiful, in bestowing on us such excellent Fisheries; particularly the Herring-Fishery, on the Northern Coasts of Scotland, and the Cod on the South West of Ireland. — These great Advantages are always in our Power to cultivate and improve: And it is our Fault, and our Reproach, that we do not.*

IV. ENGLAND enjoys another Advantage by means of its *free Government*. — A Merchant can go to Law with the *Crown*, as easily as with a *private Subject*. The *Judges* are for the *Life of the Prince on the Throne*, and consequently *not under the immediate Influence of the Court*. No Man's Person can be detained, but a *Reason* must be given, and the Matter brought to an *open Trial*, where his *Equals* are to be his *Judges*, and to decide *between him and the Crown, whether he hath committed an Offence against the State, or not.*

V. ANOTHER *inestimable Blessing*, and a great Advantage, considered merely in a *Commercial View, is the Liberty of Conscience we enjoy in these Kingdoms*. — Every Man is permitted to worship GOD in the Way he thinks the *right and true*, without *Fear or Reserve*; and may *educate his Children in his own Religion*. The *Roman Catholics* indeed are under

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some *legal* Discouragements : But it is plain, the Legislature considered them rather as a *Political*, than a *Religious* Sect, when those Laws were *enacted*. And the *present* Government, by its Conduct towards them, has given them sufficiently to understand, That they shall *not* be disturbed in the free Exercise of their Religion, *provided they will give no Disturbance to the State in Civil Affairs, by siding with its Enemies*. This, surely, is but a *reasonable* Demand : And here the Matter seems to rest.

VI. ENGLAND has always enjoy'd an Advantage in Trade, *as its Manufacturers have ever been in high Repute for their Skill and Ingenuity*. — Our Locks, Chains, Clock-work, Mathematical Instruments, and all Sorts of Cutlery Ware, far exceed all others at this Day, and are *deservedly* preferred by *foreign* Nations. And our Sailors are considerably superior to the *French*, in their Art and Dexterity.

VII. ENGLAND enjoys a very visible Advantage over *France*, *as the whole Bulk of our People may be concerned in Trade, if they please, without any Disreputation to their Families*. — The Profession of a *Merchant* is esteemed full as *honourable* as that of an *Officer*. And no Man need leave off Trade, when he finds himself rich, in order to be respected as a Gentle-

Gentleman. It is likewise *no Scandal* for younger Brothers of the most antient Families to be *bred up to Trade and Business*.

VIII. WE enjoy a singular Advantage by *our vast Colonies on the Continent of America*. — From *Newfoundland to Georgia*, is an immense Country; where all the Inhabitants do use more or less of the Growth of their Mother Country; and *England*, again, receives the Produce and Growth of theirs. This is a mutual Benefit, and still improveable.

IX. THE *Island of Jamaica* has some Advantages over any of the *French Islands*, on Account of its Situation, to carry on a beneficial Trade with the *Spanish Main*; the Sweets of which have been so sufficiently felt during the late War, as to need no farther Illustration. And this Island is capable of great Improvements in many other Respects.

X. THE very *Wants of Great Britain* in one Respect, might be turned into a singular Advantage over the *French* in another. — It is certain, France cannot carry on a Trade to most Countries with that Advantage to the Country it trades with, as the English can. — For Example; The *English* can trade with the *Spaniards* to MUTUAL Advantage: If the *English* export Cloth and Stuffs to *Spain*, they can take off Fruits, Oil and Wine, by way

of Barter. Whereas the *French* can make no use of these Commodities, having so much of their *own Growth* both to *use* and to *spare*. — A Consideration of this Nature, *well timed*, and *strongly urged*, might have a good Effect upon the *Spanish* Court, to induce them to favour the *English* Commerce, and discountenance the *French*. It is owing to the *successful* Application of Sir *Paul Methuen* on this very Head, when Envoy to the Court of *Portugal*, that the *English* at this Day enjoy the whole Trade of *Portugal*, and that the *French*, in a Manner, are *excluded*.



The principal DISADVANTAGES of
GREAT BRITAIN *with regard to*
TRADE.

I. **T**HE first and CAPITAL Disadvantage, is the *Want of Subordination in the lower Class of People*. — This is attended with *dreadful* Consequences, both in a *Commercial* and a *Moral* View. If they are *subject* to little or no *Controll*, they will run into *Vice*: *Vice* is attended with *Expence*, which must be *supported* either by an *high Price* for their *Labour*, or by *Methods still more destructive*.
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The *End* of all is *Poverty* and *Disease*; and so they become a *loathsome Burden* to the *Publick*. *Nothing* is more *visible*, than the *great Difference* between the *Morals* and *Industry* of the *manufacturing Poor* in *France*, and in *England*. In the former, they are *sober*, *frugal*, and *laborious*: they *marry*, and have *Flocks* of *Children*, whom they bring up to *Labour*. In the latter, they are given up to *Drunkenness* and *Debauchery*: The *Streets* swarm with *Prostitutes*, who spread the *Infection*, till they are carried to an *Hospital*, or their *Grave*. The *Men* are as bad as can be described; who become more *vitious*, more *indigent* and *idle*, in proportion to the *Advance* of *Wages*, and the *Cheapness* of *Provisions*. Great Numbers of both *Sexes* never working at all, while they have any thing to spend upon their *Vices*.

II. THE *prodigious Expence* of *Electioneer- ing*, is another *fatal Stab* to *Trade* and *Industry*. — It is not only so much *Money* spent, but it is spent mostly upon *Manufacturers*; and so it gives them a *Taste* for *Idleness*, and brings on an *Habit* of *Drunkenness*, and *Extravagance*. The *Want* also of *Subordination*, just now complained of, is mostly to be *imputed* to the same *Cause*, as it sets them *above* *Controll*, *frees* them from all *Restraint*, and brings down the *Rich* to pay their *Court* to *them*, contrary to the *just* and *proper* *Order* of *Society*.

III. ANOTHER

III. ANOTHER *very great Burden* on the *English Commerce*, is the *vast Numbers of Poor*; and *those every Day increasing*. — If we trace the Matter to its *Fountain-head*, we shall find it to be owing principally to the same Causes, viz. *Electioneering*, and the *Want of Subordination*. And if a *Calculation* was made of the *Expences of Electioneering*, and the *ruinous Consequences* of it, together with the *annual Poor Tax*, I am very sure it would exceed, in the Proportion, what *France* expends in maintaining *Three Hundred Thousand Religious* of both Sexes: so that we gain *no Advantage* over *France* in this respect, by our own *Dissoluteness* and *ill Management*.

IV. OUR Trade is greatly burthened by the *Nature of most of our Taxes*, and the *Manner of Collecting them*. — The *Customs* on the *Goods imported*, make those *Goods* come much *dearer* to the *Consumer*, than they would do, if the *Consumer himself* was to pay the *Duty*: and this becomes a strong *Temptation* to our *People* to *Smuggle*. The *Taxes* upon the *Necessaries of Life*, are in *Fact* so many *Taxes* upon *Trade* and *Industry*. And such must be accounted the *Duties* upon *Soap*, *Coal*, *Candles*, *Salt* and *Leather*. The *expensive Manner* likewise of *collecting* them, is still an *additional Disadvantage*; such as the *Multiplication* and *Splitting of Offices*, *Patent-Places*, *Fees*, *Sinecures*,

Cures, Pensions, &c. &c. These Things indeed create a Dependence upon the Court, and are said to strengthen the Hands of the Government; but if they do so in *one* respect, they *weaken* it much more in *another*. They give too *just* Cause for Complaint; the *best* Friends of the present Establishment are *grieved* to see *any* Measures which they *cannot* vindicate. Repeated Murmurs, where there is a *real* Foundation for them, naturally tend to *alienate* the *Affections* of the Bulk of the People, which *above all* Things should be *guarded* against; because in Times of *actual* Danger, it is the *People*, and not *Place-Men* and *Pensioners*, who can *save* the Government, and *oppose* themselves against the *Invasions* of *Foreign*, or the *Insurrections* of *Domestick* Enemies. As was *plainly* seen in the Case of the *late* Rebellion.

V. THE *great* Number of *Smugglers* in England, are of *infinite* Detriment to *Trade*.— They carry nothing but *Bullion*, or *Wool* out of the Kingdom, and return mostly with the *Commodities* of *France*. They are the *necessary* Cause of creating many Offices, maintaining Sloops, Smacks, &c. to guard against them; and they furnish a *Pretence* for adding many more. Thus they become *doubly* *Milchievous*. They *tempt* others to do the *like*, for fear of being *ruined* in their lawful Trades by being *undersold*. The Practice of *Smuggling* debauches the *Morals* of the common People,

40 AN ESSAY ON TRADE.

People, it *leads* them into *Perjury*, and *tutors* them up in all Vice and Extravagance. So many *Expences* incurred, so many *Deficiencies* in the *Revenue*, must be made up some other Way; that is, by Duties not so liable to be *embezzled*. And therefore Fact it is, That every Man in paying Taxes for *Land*, &c. pays for the *Damage done*, or *caused* by *Smuggling*. And yet *till* there is a proper Subordination introduced, and the *Qualification* for *Voting* something altered from what it is at *present*, it is easy to see, there never can be any *effectual* Cure for this *growing* Evil. Smugglers are, for the most part, Inhabitants of *Boroughs* and *Towns Corporate*: They, or their Relations, Friends, Dealers, Acquaintance, &c. are *VOTERS*: And——*Verbum sat sapienti*.

VI. OUR *Monopolies*, *publick Companies*, and *Corporate Charters*, are the *Bane* and *Destruction* of a *free Trade*. — By the Charter of the *East-India Company*, at least *Nine Thousand Nine Hundred and Ninety Nine British* Subjects, out of *Ten Thousand*, without having committed any *Fault* to deserve such a *Punishment*, are excluded from trading any where beyond the *Cape of Good Hope*. By the Charter of the *Turkey Company* a like, or a greater Number, are excluded from having any *Commerce* with the whole *Turkish Empire*. The *Hudsen's Bay Company* engrosses all the *Furr Trade* with the *Indians*, in an Extent of *Country*

try almost as *large* as half *Europe*. Thus the Interest of Nine Thousand Nine Hundred and Ninety Nine Fellow-Subjects, is *sacrificed*, in so many Respects, for the Sake of a single *One*. The *whole* Nation suffers in its Commerce, and is debarred trading to more than *three Fourths* of the Globe, to enrich a few *rapacious* Directors. They get *wealthy* the very same Way by which the *Publick* becomes *poor*, viz. 1st, By exporting *small Quantities* of our own *Manufactures*, in order to have an *exorbitant* Profit; and 2^{dly}, by importing but a few of the *raw Materials* of foreign Countries, that they may have the *higher Price* for what they bring home.—A double Mischief! equally fatal to the Community, both by the Smallness of their *Exports* and *Imports*.

AND as to *corporate* Charters, and *Companies* of Trades, they are likewise so many *Monopolies* in the *Places* to which they *belong*, to the great Detriment of *national* Commerce.—To convince any one of this, Let him but suppose a Set of *Town* and *Country* Butchers frequenting the same Market; and that the *Country* Butchers were *excluded* for a Market or two; would not the *Town* Butchers raise their Price? *i. e.* put all their fellow Citizens under *Contribution*, by means of this *Privilege*? And doth not every *other* Company the same in all Things they sell? And what is the Consequence?—A general Dearness among one
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another, which must light at *last* upon the *Foreign Trade*, and therefore *diminish* the *Quantity* to be *exported*.

VII. OUR *Imprudence and Narrow-spirit- edness in not inviting Foreigners to settle among Us*, is another *material Disadvantage* to the *English Trade*. — Foreigners can never get rich in a strange Country, but by working *cheaper* or *better* than the *Natives*. And if they do so, though *Individuals* may *suffer*, the *Publick* is certainly a *Gainer*; as there is so much *Merchandise* to be exported upon *cheaper Terms*, or so much *saved* to the *Merchant*, whereby he may *afford* to export the *cheaper*. Not to mention, That by this means the *Price of Labour* is continually *beat down*, *Combinations* of *Journeymen* against their *Masters* are prevented, *Industry* is encouraged, and an *Emulation* excited: All which are greatly for the *Publick Good*.

BESIDES, a *Foreigner* just escaped from *Slavery* and *Oppression*, when he gets rich in a *Land of Liberty* and *Plenty*, is not likely to return home, but will settle among Us, and become one of ourselves, with his whole *Family*. And what are ALL *Englishmen* but the *Descendants* of *Foreigners*? In short, it is the same weak Policy to prevent *Foreigners* settling among us, as it is in the *Poor* about *London*, to oppose the *Welsh* and *Irish* coming
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up to work in the *Gardens*, and carry in the *Harvest*; not considering, that if the Gardener or Farmer cannot have his Work done cheap, he *cannot afford* to sell the Garden-Stuff, Bread, &c. cheap to them. So that they themselves find their Account in the Cheapness of the Labour of these Persons. Indeed the *English* should give MORE Encouragement, if possible, to Strangers than *France* doth, as for many other Reasons, so particularly for this, That the *Flemish, Germans, Swiss, Piedmontise, Italians, &c.* can arrive at most of the Manufacturing Towns in *France* at a *trifling* Expence; whereas the *long* Journey from their own Country, and the *Passage* over into *England*, are a very great Discouragement to Foreign Manufacturers to come to settle here.

VIII. OUR *ill judged Policy, and unnatural Jealousy in cramping the Commerce and Manufactures of IRELAND*, is another very great Bar against extending our Trade. — This is a most unaccountable *Infatuation*, which has not the *Shadow* of a *publick* and *national* Reason to defend it. For if *Ireland* gets rich, what is the Consequence? *England* will be *rich too*, and *France* will be the *poorer*. The Wool which is now Smuggled from * *Ireland*

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* A Clergyman, whose Living is in the *West* of *Ireland*, assured me, That just after the Peace, the *Wool Smugglers* of his Parish, got upwards of 50 per Cent. by the Wool they sold to the *French*. — As long as this is
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into *France*, and manufactured there, and *from thence* sent to *oppose* our own Commodities at *foreign* Markets, would be manufactured in *Ireland*; the *French* would *lose* the Benefit of it, the *Irish* would *get* it: — the Rents of the Estates in *Ireland* would rise; and then the Money would soon find its way into *England*. Besides, the *Irish* might be *incorporated* into the *English* Parliament, and make *one Nation* with ourselves, bearing an equal Share of Taxes, and so *easing England* at the same Time that *Ireland* is enriched. But more of this hereafter.

IX. WANT of a *less expensive Way of Repairing our Roads*; Want of more *Navigable Rivers and Canals*, are a very great Disadvantage to *England*, in Comparison of *France*. — Every one must be sensible of the heavy Tax, which so many Turnpikes lay upon Trade; and how bad even the Turnpike Roads are in many Parts of the Country, distant from *London*. We have no Canals to open a Communication between City and City, River and River, though *our Country* is much better adapted for them than *France*.

X. WE

the Case, *Laws and Restrictions* will signify *nothing*. If we have a Mind to *prevent* the *Irish* sending their Wool to *France*, we must make it their INTEREST to keep it *at home*; which can never be done, but by *permitting* them to *manufacture* it *themselves*, and *export* it to *any Market they can*.

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X. WE labour under a very great Disadvantage, as most of our Leeward Islands are now worn out, and indeed were never so fertile, or of so lasting a Soil as the French; therefore they require a greater Expence to cultivate them: So that our Sugars must come the dearer to Europe. Besides, as we use so much for Home Consumption, we have the Less to spare for foreign Markets.

XI. ENGLAND labours under a peculiar Disadvantage in Comparison to France, as its Colonies are not so much under the Command of their Mother Country, nor so studious of her Welfare. — In many of these Colonies several Manufactures are set up, and more intended to be erected, which will greatly interfere with the Trade of England. And we must expect that this Evil will not decrease, but increase by Time, unless an effectual Method can speedily be put in Practice, to divert the Thoughts of our American Colonies from these Pursuits, to some others, equally serviceable to them, and less detrimental to us. Besides, they not only set up Manufactures of their own in Opposition to ours, but they purchase those Luxuries and Refinements of Living from Foreigners, which we could furnish them with. It is computed, that they are supplied with at least one third of these Articles

Articles from foreign Nations; amongst whom the *French* come in for the *greatest* Share.

XII. WE also suffer a further Inconvenience in not inviting *Foreigners* to travel into *England*, and spend their Money among Us; and in being too fond of travelling ourselves.—It is certain, *England* has as many Curiosities for a *Foreigner* to observe, as any Country in the World: The whole Island, and every thing belonging to it, being in many Respects different from the *Continent*, and worthy the Attention of a Stranger. And even as to fine *Paintings*, original *Statues*, and *Antiques*, we have prodigious Collections of them in private Hands, though little known even to our own Countrymen, for want of a publick and general Catalogue. Moreover, our *English* Travellers in *France* and *Italy*, are continually making new Collections in order to carry home and embellish their own Country. And yet our Gentry are so shy to Strangers, the Servants expect so much *Vails*, and the common People are so rude and affronting, that very few care to travel in such a Country.

XIII. THE high Price of Labour is another insuperable Bar to a large Trade.—The Causes of which are such as have been assigned already, viz. *Electioneering* — the corrupt Morals of the People — Taxes on the *Necessaries*

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Necessaries of Life — Monopolies, publick Companies, and corporate Charters of Trades.

XIV. WE suffer a very great Detriment through the *Want of Publick Inspectors*, to see that our Manufacturers produce every Thing good in its *Kind*; that they give good *Weight* and *Measure*, and fold the *worse Side outermost*. And what is still worse, where such have been appointed, they have degenerated, through some unhappy Abuse, so far as to *increase* the Evil they were intended to *correct*.

XV. ADD to all these, the *Discouragements* and *Oppositions* which the most generous Scheme will too often meet with from *self-interested* and *designing* Men, who *pervert* the invaluable Blessing of *Liberty* and a *free Constitution* to some of the *worst* of *Purposes*. In a *despotick* Kingdom, the Ministry have none to *oppose* them in their *good Designs*: But among us, let their Plan be ever so well calculated for the *Publick Good*, yet if it clashes with the *private* Interest of any *particular* Persons, trading *Companies*, or *Boroughs*, (as it necessarily *must do*) then it is opposed, under various Pretences, by the united Force of *false Patriots*, who *inflame* the *Populace* with *Words* and *Names*, and *blacken* and *misrepresent* the *best* Designs in the most *malevolent* manner.

BESIDES,

BESIDES, in an absolute Government, there is no Possibility of gaining Preferment by making one's self formidable to the Ministry. Whereas in *England*, it is the *sure Road* to it. A bold plausible Speaker in the House embarasses the Schemes of the Ministry, not because he thinks them *wrong*, but because he expects to be BOUGHT OFF by a *Place*, or a *Pension*. A News-Writer, or a Pamphleteer, puts every Measure of the Court in the most *odious* Light, in order to make his Paper *sell the better*, or to be thought considerable enough to be *retained* on their *Side*.

ON the other hand, the Ministry are too apt to endeavour to *quash* a Motion, *not* because it was a *bad* one, but because it came from the *Party* in the *Opposition*. A good Motion, a publick-spirited and generous Proposal, would raise the *Credit* of the *Authors* of them too high with the *People*, were they carried into *Execution*, to the *Detriment* of the *Ministry*. Therefore *salus sui*, not *salus POPULI* *suprema Lex esto*.

THUS it is on *both* Sides : And an honest well-meaning Person, whose Views are *single*, and who is conscious to himself of no *other* Attachment but the *Good* of his *Country*, cannot

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not but *lament* these *pernicious* Evils. — And the more so, as he must *despair* of seeing them effectually *removed* or *cured*, without introducing *worse* Evils in their stead, — unless Men were much *honester*, and more *upright* than they are; which, it is to be feared, is not likely to be *soon* the *Case*.

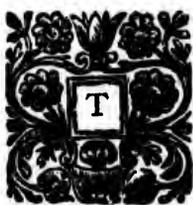




CERTAIN
P R O P O S A L S

For remedying many of the above-mentioned INCONVENIENCIES ; and retrieving the TRADE and CREDIT of GREAT BRITAIN.

I. P R O P O S A L.



O alter the Qualification of Voting, and to introduce a just Subordination among the People. — When * *Forty Skillings* a Year was fixed upon as a *Standard* for a Voting Freeholder, it was certainly more than an Equivalent to *Twenty Pounds per Ann.* of modern Rent. Suppose, now,

* The very Recital of the Statute, which ascertained the Qualification of Voting-Freeholders, is the best Proof of the Reasonableness and Necessity of what is here proposed.

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now, that *Twenty Pounds per Ann.* was the requisite Sum for a Freeholder, and *Two Hundred*

“ *Anno octavo HENRICI VI. cap. 7.*

What Sorts of Men shall be Choosers, and who shall be chosen Knights of the Parliament.

‘ WHEREAS the Elections of Knights of Shires, to come to the Parliament of our Lord the King, in many Counties of the Realme of *England*, have now of late been made by v. y great ourageous and excessive Number of People, dwelling within the same Counties of the Realme of *England*, of the which most Part was of People of *small Substance, and of no Value*, whereof every of them pretended a Voice equivalent as to such Elections to be made, with the most worthy Knights and Esquires dwelling within the said Counties, whereby *Manslaughter, Riots, Batteries, and Divisions* among the Gentlemen and other People of the same Counties shall very likely rise and be, unless convenient and due Remedy be provided in this Behalf: Our Lord the King considering the Premises, hath provided, ordained and established, by Authority of this present Parliament, that the Knights of the Shires to be chosen within the same Realme of *England*, to come to the Parliaments of our Lord the King, hereafter to be holden, shall be chosen in every County of the Realme of *England*, by People dwelling and resident in the same Counties, whereof every one of them shall have Land or Tenement, to the Value of *Forty Shillings by the Year at least, above all Charges*; and that they which shall be so chosen, shall be dwelling and resident within the same Counties. Provided always, that he which cannot expend *Forty Shillings by the Year, as aforesaid*, shall in *no wise be Chooser* of the Knights for the Parliament.’

HERE we find the same Cause tending to produce the same Effect in former Times, as in the present. Only there is this Difference, that the Evil could not be near so great then, as now; because the common People were

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dred Pounds Stock in Trade for a Tradesman, to qualify them to vote; the immediate Consequence would necessarily be, that the Manufacturing Part of our Nation would not be called from their Work, to run roving after eve. } Electioneering: A proper Subordination would be effectually introduced: The Laws against Idleness and Debauchery might be executed; and Smuggling in a great measure suppressed: And all this without running the Risk of disobliging such Voters, and losing their Votes. Moreover, when Things were put upon such a Footing, it would be a Matter of Honour and Reputation to have a Vote; and consequently, the Voter would pique himself more upon his Integrity and Uncorruptness, than he now doth. He would be above that Bribery and Corruption, which appear so openly and avowedly on all Sides, at present, throughout the Kingdom. Likewise a Spirit of Emulation and Industry would be excited; and the Privilege of Voting would become a laudable Inducement to every Artificer, (not to get Drunk, or to take a pal-

used to much greater Subordination, and the Trade of the Kingdom was very inconsiderable, consequently could not have suffered by it in any Degree to what it doth at present. And yet, if such were the Reasons which induced the Legislature to pass the above-recited Act at that Time, how much more Reason have we to follow their Example now? — The present Value of *Forty Shillings*, is not a tenth Part of what they intended: Therefore, if we would keep up to the Spirit and Meaning of this Law, we should at least fix the Qualification at *Twenty Pounds per Annum*.

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try *Bribe*, as at present is the Case) but to be *frugal* and *saving*, in order to raise himself to the Degree of a *Voter*. And many Artificers might accomplish this by a *few Years* Industry after they are set up. The Number also of the Poor would consequently be *lessened*; the Price of Labour *reduced*; and the Persons themselves, who would be debarred of Voting by such a supposed Bill, much *happier*, much *richer*, and *quieter* than they now are. Add to this, That a *Militia* for Land Service, and a *Register* for the Sea Service, might then be introduced, if it was judged expedient; whereas at present it is *impracticable*; because such a Power, wherever lodged, would infallibly be applied to the bad Purposes of *influencing* Votes at the Time of Elections.

II. PROPOSAL.

To erect certain Courts in all manufacturing Places of the Kingdom, where the chief Dealers themselves shall petition for them, with the Title of * GUARDIANS of the *Morals of the*

* The Complaints against the Morals of the manufacturing Poor become louder every Day, and certainly demand, if any thing doth, the *serious* Attention of the *Legislature*. *Combinations* of Journeymen to extort *orbitant* Wages. — This Money spent in *Drunkenness* and *Debauchery*, so that they are the *Poorer* rather than the *Richer* at the *Week's* End, by the *advanced* Price, — their *Unfaithfulness* to their *Trust*, — the *Badness* of their Work, whenever their Masters have a great *Demand*, and dare

the manufacturing Poor. Perhaps something to the following Effect, might suggest *Hints* to be *improved* upon.

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dare not *turn* them off, — the *increasing* Number of the Poor; these, and many other Articles of the like Nature, are the Complaints *justly* made on this Head.

A certain very *ingenious* Gentleman, and himself a *great* Manufacturer in the Clothing Way, has attended to them with great *Affiduity*; and is engaged in a Scheme which he intends to exhibit to the Publick, of a *very singular* Nature, for the Reformation of these Abuses. He has carefully observed, That in *exceeding dear* Years, when Corn and Provisions are at an *extravagant* Price, then the Work is *best* and *cheapest* done: — but that in *cheap* Years, the Manufacturers are *idle*, Wages *high*, and Work *ill done*. He has carried these Observations through many Years back; and confirmed them by the Testimony of several great Writers upon Trade.

THEREFORE he infers, That the high Duties, Taxes, and Excises upon the Necessaries of Life, are *so far* from being a *Disadvantage* to Trade, as Things are circumstanced among Us, that they are *eventually* the chief Support of it: — and ought to be *higher still*, in order to oblige the Poor either to WORK or STARVE.

SOME Things may certainly be said in favour of this Scheme. But an humane and compassionate Man cannot but be *sorry*, to see the Morals of the Poor so *very corrupt*, as to oblige any one to think of *such* an *Expedient*. In the mean Time, as much may be said against it; and as it would involve the *Innocent* as well as the *Guilty* in the same Punishment; perhaps some *other* Expedients would better answer the good End proposed, and not be liable to the same Objections. If the Qualification for Voting was settled as in the *first* Proposal, and Court Guardians erected, as proposed in this; and Foreign Manufacturers naturalized, in order to keep down the

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THE *Qualifications* of each Member of this Court to be as follows; *1st*, That he employs not less than twenty Manufacturers on his *own Account*, the greater Part of the Year. By this Regulation, the most *eminent*, as well as the most *concerned*, will be the only Persons admitted. *2dly*, That each Member subscribes a certain Sum, suppose two Guineas at least, every Year towards the good Purposes hereafter to be mentioned: but that they be admitted to receive the Legacies and Donations of others. *3dly*, That each Member be a *married* Man, in order to set the good Example here recommended.

THE Aim of this Court to be, To *discourage* Vice, Idleness and Debauchery, — and to *encourage* Industry, Probity and Fidelity, in the lower Class of People.

THE Means to effectuate these good Designs, with great Submission, perhaps may be as follows;

1st, By

the Price of Labour, and prevent any Combinations among our own People, (as shall be mentioned in a succeeding Proposal) perhaps the Morals of our Poor would be as unexceptionable, and the Price of Labour as cheap, as in any other trading Country.

BUT which ever Scheme is right, or if neither are, the Affair itself deserves the most serious Regard of every one, who wishes well both to the *Souls* and *Bodies* of his Fellow Creatures, and the *Good* of his *Country*.

1st, BY removing all *Temptations*, as much as possible, out of the Way; to which End, this Court Guardian shall have the *sole Power of judging*, How many *Alehouses*, &c. are necessary to be *licensed* in their respective Districts: that is, They shall *not* have a Power to *exceed* the Number allowed by the Justices, but to *lessen* them as much as they *please*. Neither shall they have the Power to *nominate* the Persons to be *licensed*; but after they have delivered in their Lists, the Justices shall nominate, — unless the Justices delay to do it for a Month after Delivery: in such Case, they shall be impowered to nominate themselves. They shall likewise have the Power of levying a *certain* Fine by Distress of Goods, or in Default of that shall inflict corporal Punishment, on all Persons who keep *Cock-Pits*, *Skittle-Allies*, and all such Places for the Resort of the common People, within their District; also those who set up *Stages* for *Cudgel-Playing*, &c. or *Booths* for *Horse Races*, or bring Liquors, Cakes, Fruit, or any like *Temptations*, to draw People together. They shall also be impowered to *expel* out of their District, all such common People as cannot give a good Account of themselves, by what means they subsist; and shall particularly be enabled to remove such *Women*, as are *suspected* to have a *bad Character*, unless they can clear themselves from the Imputation, by the Oaths of three at least of their

their Neighbours of good *Substance* and *Repute*, that they believe them to be *innocent* of the Charge, and esteem them to be *honest*, *chaste*, and *sober* Persons.

2dly, THESE Courts Guardians shall endeavour to *encourage* Industry, Probity, and practical Religion, by the following Methods; *viz.* By allowing Forty Shillings apiece to any young Couple going to be married, that can make it appear by the Testimony of their Masters, that they have *saved* Three Pounds and upwards, by *working* in their Service; and have *behaved well*. If *each* of these can produce such a Character, then this Forty Shillings to be made Four Pounds. But not to be paid till a Year and a Day after Marriage, during which time they are still to behave well.—By allowing also something *discretionally* to those, who are over-burdened with large Families, or are Sick, whose Characters are known to be good:—By presenting also a few good Books, to the *remarkably* diligent and industrious. Suppose these were the *Bible*, and *Gastrel's Christian Institutes*; which are Books that no Persons of ever so different Religious Perswasions can object to. If these were neatly Bound, gilt on the Back and Leaves, with a Cloth Case, and had stampt on one Side in Gold Letters,

THE HAND OF THE DILIGENT MAKETH RICH;
And on the Other,

TO THE PRAISE OF THEM THAT DO WELL;

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they would be kept as *Family Pieces*, and *Trophies*; and might *excite* the same laudable *Emulation* in their *Posterity*, which it had done in *themselves*.

N. B. The District here so often mentioned, is supposed to be *ten Miles* round from the Town or Place appointed for keeping this Court. The Court to sit every Month, at least, for the Dispatch of Business, wherein the Attendance of *three* Members will be sufficient: and every Quarter a general Meeting, which must be composed of seven.

THESE are only offered, with great Submission to the Publick, as *Hints* to be improved upon. The *Importance* of the Affair requires that *some* Expedients should be *tried* without *Delay*. If these are judged improper, the Author would exceedingly rejoice to see better in their room; and those effectually carried into Execution.

III. PROPOSAL.

To incorporate both the British Isles together, and to make ONE KINGDOM in all Respects, as to Parliament, Trade, and Taxes.

THIS Proposal of *Incorporation* has long been the Wish of every generous *disinterested* Patriot of both Kingdoms. And indeed inexpressibly

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expressibly great would be the Benefit on *both Sides*. The *Irish* would share in the Advantage of *our Trade*, and *we* in *theirs*. By permitting them to *get rich* at the *Expence* of the *French*, they would be *enabled* to *ease* Us of the *Burden* of the *worst* and *heaviest* of our *Taxes* :— whereas at present, the *French*, thro' our own *unaccountable* Infatuation, *get rich* at *their Expence*. By this *mutual* Benefit, neither Kingdom would be looked upon as *Foreign* to the other : but the Goods of both would be imported *Duty-free*, or perhaps be considered only as coming *Coastwise*. The *hostile* Prohibition against *wearing*, or *using* the Produce of either Kingdom, would be *repealed*; and all that *unnatural War* between the Commerce of the two Nations, would be *at an End* :— which would be attended with these further happy Consequences, That many of the *Necessaries* of Life would be imported *cheaper* into *England*, than they now can be purchased; a great *Advantage* this to the *Merchant* and *Manufacturer* :— and many more of the *Luxuries*, *Ornaments*, and *Delicacies* of Living, would be *exported* from hence into *Ireland*. For most certain it is, That in proportion as *Ireland* grew *rich*, they would take the *Lead* for the *richest* of their *Cloaths*, *Furniture*, *Plate*, *Jewels*, *Equipages*, &c. &c. from *England*. Likewise the Inducements of being near the *Parliament*, the *Court*, the *Publick Funds*, &c. would bring many more *Irish* Families to

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reside, and spend their Fortunes here, than now do. In short, whatever Wealth Ireland would draw from other Counties by its Produce, Manufactures, and happy Situation ; all that would continually center in England.

BUT here, methinks, I hear SELF-INTEREST making an Outcry, "*They would run away with our Trade.*" But pray let me calmly ask, *Who* would run away with it? or *where* would they run to? Why truly our *own People*, our *own Countrymen*, (who may as justly be called so, as the Inhabitants of any *neighbouring County*,—and are some of the *best* and most *faithful* Subjects the Government has) would perhaps carry *some part* of a Manufacture from Us to themselves.—But what *Detriment* would this be to the Publick? The People of *Yorkshire* have done the very same Thing by *Gloucestershire* and *Wiltshire*. Let us therefore have a Meeting of the Clothiers of these two Counties to petition the Parliament, That the *Yorkshire Looms and Mills* may be all *broke and destroyed*: For *they have run away with our Trade*.—— This is so *ridiculous* and *absurd* a Proposal, that I believe there is no Person living, but must *see* and *feel* it to be so. And yet let me ask, Is not this the *very Case* with respect to the Objection against incorporating with *Ireland*? Or if there be a *Difference* between the two Cases, I should be glad to know *wherein* it consists? Is *Ireland* to be looked upon

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upon as a distinct Kingdom? — more is the Pity: For as the two Kingdoms have but one *common Head*, — one *common Interest* both in *Church and State*, — the *same* Friends, — and the *same* Enemies; they ought to have been long since *consolidated* together. — But allowing it to be *called* a distinct Kingdom at present, *till* it is *united*: — so is *Yorkshire* a *distinct* County, and was formerly, in the Times of the Heptarchy, a *Kingdom* likewise *distinct* from the two Counties above mentioned. Is *Ireland* a great Way *distant* from *England*? — *Yorkshire* is at a greater Distance still from the Counties above mentioned. And the *Communication* between them is not *so easy* by *Land*, for the *Purposes* of *Commerce*, as the *other* is by *Sea*.

“ BUT *Ireland* is *more advantageously situated* for the Trade to the West-Indies: “ *Therefore* —” Therefore we must deny our own *People* the *Benefit* of *Trading*, BECAUSE they are *advantageously* situated for *carrying* it on. This is a *weighty Argument*. *Bristol*, for Instance, is *better situated* for the *Irish Trade* than *London*; therefore let us *Londoners* petition, that the Port of *Bristol* may be *locked up*.

IT would be an endless and a tedious Piece of Work to wade through such *gross* and *palpable* Absurdities. One Thing is plain and obvious, that *Self-Interest*, the *Bane* of all Publick

62 AN ESSAY ON TRADE.

Publick Good, is driven to hard Shifts, in order to cover such Views as she dare not openly avow. If England itself was divided into two Kingdoms, one comprehending all the South, the other all the North Side of the Thames, and there were hostile Prohibitions against importing certain Sorts of Goods from London to Southwark, and vice versa; and high Duties upon all the Rest: Many Individuals on both Sides, would find their own private Interest in upholding the Division, and would cry out, upon any Proposal being made for an Union. — *These Foreigners will run away with our Trade — They are better situated than Us — Our Trade is in Danger.* But would this Cry weigh with upright Men on both Sides, who had the Welfare of the Community truly at Heart? — If it would not, what shall we think of the same Argument, when urged against Great Britain's incorporating with Ireland?

IV. PROPOSAL.

AFTER such an Union of the two Kingdoms, as above proposed, *By Degrees to lay the English Taxes upon Ireland; and to ease the English of the most burdensome of theirs in the same gradual manner.* — Suppose, therefore, the first Year, that the English Laws of Excise, and the Duties upon French Wines and Brandyes, are extended to Ireland; then Eng-
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land might be eased of the Salt Tax, the same Year, or the following one. If in the second Year Ireland were charged with the Stamp and Paper Duties, England might be discharged of the Tax upon Soap and Candles. If in the third, a Tax was laid upon the Window-Lights in Ireland, the Coal Duties might be taken off from England. If in the fourth, the Tax was laid upon Coaches, this would enable the Parliament to *discontinue* the Duty upon Leather. Lastly, If in the fifth Year, Ireland was subjected to a Land-Tax, this would ease the Lands and Houses of England of at least *one third* of their Burden.

V. PROPOSAL.

To set up Woollen and Silk Manufactures in the West Coast of England, and South-West of Ireland, (supposing the former PROPOSALS to take Place) *in order to rival the French.*

THE Price * of Labour is as cheap in *those Parts*, as any where in France; and when a proper

* THE Price of Labour at the Places under mentioned was given me, as follows:

At *Lisle*, the Wages of Journeymen Stocking and Camblet Weavers, about 24 *Sous* per Day, *i. e.* about 13 Pence *English*; a *Soud* being a little more than an Halpenny.

Abbeville and *Amiens*: Journeymen Weavers, and Cloth-Workers, according to the Nature of the Work, and

proper *Subordination* is introduced; the *Temp- tation of Electioneering* removed; the most grievous of our Taxes *abolished*, and a Trade set open; it is probable, that Labour might be still *much cheaper*: By which means, the *French* might be cut out of a great deal of their *Levant*, and *Spanish* Trade.

MOREOVER, when the *Woollen* Manufactures come to be effectually established in those Parts, it will be next to impossible to

and their *Dexterity*, from 20 to 50 *Sous per Day*.

Ditto: To Women employ'd in the Manufacture, not more than 12 *Sous per Day*.

Hedgers and *Ditchers* in the Country, about 10 *Sous per Day*.

Nantes: *Journeymen Ship-Carpenters*, about 30 *Sous per Day*.

Castelnaudary: *Labourers mending the Canal of Lan- guedoc*, by the Job, earn about 12 *Sous per Day*.

Nismes: *Journeymen Weavers in the Silk and Stock- ing Trade*, from 30 to 35 *Sous per Day*.

Marseilles: *Journeymen Taylors* 30 *Sous per Day*.—*Ditto*: *Carpenters*, 30 ditto.—*Silk-Weavers*, from 30 to 35 *Sous per Day*.

Toulon: *Journeymen Carpenters in the King's Yards*, 30 *Sous per Day*.

Lions: *Journeymen Workmen* have several Prices, according to the Silks, Velvets, Gold Stuffs, Lace, &c. &c. from 50 to 100 *Sous per Day*.

LAND-CARRIAGE of Goods from *Marseilles* to *Lions*, and *vice versa*, (230 *English* Miles) which is often done either for Speed, or Safety; the *Rhone* being difficult to mount, and fine Goods may take Damage in going down, *per Hundred*, (108 *lb. English*) from 6 to 7 *Livres*. *N. B.* A *Livre* is 10 Pence Halfpenny *English*.

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run the Wool to *France*: For both the Wool itself will bear a *better* Price, so as not to make it worth their while; and each *Manufacturer* will be a kind of *Centinel*, to prevent its being exported *unmanufactured*. This therefore, I humbly conceive, is a much better Scheme of Prevention, than that of the Reverend Mr *Smith*, in his *Memoirs of Wool*, in which he pleads for a Liberty of *exporting* Wool, under the Qualification of certain *Duties* and *Restrictions*. For it answers *all* the *Ends* proposed by him in that Scheme, and is subject to *none* of those Inconveniencies which his is *generally supposed* to be attended with. This Gentleman, — for his *indefatigable* Labours in collecting *all* that has been ever said upon the Subject, and presenting it to the Reader in *one View*, — for his *judicious* Remarks, and the Pains he has taken in endeavouring to *correct* many *popular* Errors, which had too generally prevailed, — most justly deserves the *universal* Thanks and Applause of his Country.

BUT among the several Requisites necessary to enable us to rival the *French* in the *Levant* and *Spanish* Trade, one, and which ought principally to be regarded, is, *To lay the Trade open*. Wherefore I now proceed to the

VI. PROPOSAL.

Viz. To lay open and extend our narrow
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and restrained Companies; beginning with the *Turky* and *Hudson's Bay* Companies: which hurt the Trade of *Great Britain* more essentially with respect to *France*, than any other Company can do.

HERE, again, that *watchful Dragon*, SELF-INTEREST, will be apt to take the Alarm; and I do not expect any thing I can say will have Charm enough to lay him asleep. — Many specious Reasons have been offered in favour of *exclusive Companies*; which, though they convinced none but those that were *interested* in them, yet they served to perplex a Debate, by drawing off Mens Attention from the true Merits of the Cause.

I SHALL endeavour therefore, for the sake of such as have *honest Hearts*, and *publick Spirits*, to give an *impartial* State of the Case, with as much Clearness and Conciseness as I can.

FIRST then, I will allow, that in certain Cases, and at certain Junctures, exclusive Companies might have been a *prudent*; and even a *necessary* Institution, calculated for the *publick Good*; as,

Ist, IN order to introduce Arts, Sciences, and Manufactures among a *barbarous* and *savage* People: Which was the Case with the late

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late *Czar of Muscovy*. It was necessary for him, in his *Circumstances*, to give so *extensive* Privileges to Merchants and Tradesmen to come and settle in his Country, as would *overbalance* the Temptation of *Self-Interest* for *residing* any where else.

2dly, IN order to induce *skilful* Artificers to come and instruct an *ignorant* People; which undoubtedly they will *not do*, unless upon a *valuable* Consideration. — This was the Case with our *English* Princes about Two hundred Years ago, in granting so many Privileges and Exemptions to the *Flemish*, and other *foreign* Manufacturers.

3dly, IN order to conquer the deep-rooted habitual *Laziness* of a People, by bringing Examples of Industry and the good Effects of it, before their Eyes. This, among other Reasons, is much the Case with the *Spanish* Court at present, in being so desirous of introducing foreign Manufacturers into *Spain*.

4thly, IN order to have a *large Capital*, sufficient to embark in any hazardous Undertaking, which may call for *great Sums* to be expended, before the *Project* can be brought to bear, and the *Trade* to answer. And whereas no *private Persons* by themselves, or *voluntary Associations*, can be supposed equal to such an Undertaking; therefore when Individ-

duals *refuse* or *decline*, it is but reasonable that those who adventure in a joint Stock should be incorporated, and have a Privilege excluding all others from interfering in this new Branch of Commerce, till the Adventurers are *sufficiently paid* for the *Risks* they run, and the *Expences* they were at.

Now all these are very good and sufficient Reasons, *where they hold*, for the establishing of *exclusive* Companies. For it is better to have the Trade of an exclusive Company, than *no Trade at all*. And in *process of Time*, according as the Reasons for *continuing* them, *do cease*, the Trade should be LAID OPEN.

5thly, THERE is also another Reason in certain Governments, whose *Credit* is not esteemed *good* with the *People*, for the erecting of such Publick Bodies. And that is, For the Sake of *borrowing Money* at an *Exigence*, when Individuals will *not trust* them. This, I believe, *was* the Case with our *own Government* in *former Times*.

BUT 6thly, There is still a further Motive remaining, which, though a very *bad* and *scandalous* one, yet it is to be feared, hath had the *greatest* Share in erecting *Monopolies* of all the Rest. And that is, in plain, but very expressive *English*, *JOBING*. And most of the Charters for *Monopolies*, which were so
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plentifully granted in the Time of King *Charles* the Second, whose *Pleasures* made himself and his *Courtiers* very needy of Money, betray the *Original* from which they were derived.

—Particularly that *famous* one for the *Hudson's* Bay Company, which is a Grant without any *Bounds* or *Limits* of *Seas*, *Mountains*, *Rivers*, *Degrees* of *Latitude* or *Longitude*; and therefore, if *valid*, might *impower* the Company to *challenge* all the Lands of *America*, which were *not disposed* of by *prior Grants*, as well as the *Coasts* on *Hudson's Bay*.

BUT enough, I hope, hath been said, as to the *Reasons* for the Institution of exclusive Companies.

MY SECOND Attempt, therefore, will be to shew, That *none* of *these* *Reasons* do hold in *our* present Circumstances. — For if any of them do, let me ask *which*? Is it the First, Second, or Third? I believe the most sanguine Advocate for exclusive Companies, will not insist upon either of these. Is it then the Fourth? — This, I am aware, will be *chiefly* insisted on. — Not that it can be pretended at this Day, That private Adventurers are either *unable*, or *unwilling* to engage in *any Trade* carried on by a Company, were it *laid open*; but the Pretence is, That a *Recompence* should be made them, *before* they are *dissolved*, for the *Expences* they have been at. And doubtless

less, if the *original* Adventurers, or their *Representatives*, can make it appear, That they have NOT YET received a *reasonable* Profit for the Money *advanced* by them to make a *Capital Stock*, the Publick will consider them *so far*, as to make good the *Deficiency*. They have a Plea of *Right* and *Equity* for this. — But they have no Colour of Right for any *imaginary* Value, which they may put upon their Stocks. Nor is the Publick concerned to regard it: Nay, the very Plea defeats itself: For if their Stocks have been really sold in the Market greatly *above Par*, this is a plain Proof, that they have received a *reasonable* Profit *already*, for the Money advanced to make a Capital.—And therefore *ought not* to have any *farther Compensation*.

To proceed: As to the Fifth Reason for exclusive Companies, there can be no Pretence for it any longer in our Times. For it is well known, the Credit of our Government is so good, that Individuals rather *chuse* to lend their Money upon *Publick*, than *private* Securities.—And that they do it even on *cheaper* Terms.

WHEREFORE, lastly, If these *Nusances* to a *Free Trade*, and the *Publick Good*, shall *still continue*, it is too plain, that they will owe their *Preservation* to the *same Cause* that gave them *Birth*, viz. A JOB. — But that I may express

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express my utter Dislike against them, in common with every other DISINTERESTED Man, who *wishes well* to the Good of the *whole Community*, I shall go on,

THIRDLY, To point out a few of the *principal* Evils, and *destructive* Consequences attending them.

IN the 1st Place, These *exclusive* Companies cannot trade, if they were inclined, upon so *easy* Terms, as *private* Adventurers would do, were the Trade laid open. So many *Directors*, *Supercargoes*, *Storehouse-keepers*, *Factors*, *Agents*, *Clerks*; — and all the *Pickings* of their several *Dependents*: — so many *Fees*, *Sweetnings*, &c. from the *Manufacturer*, or *under Merchant*, that *his Goods* may have the *Preference* to *others*: — and the *Expences* of carrying many Sorts of Goods from *distant* Parts of the Country, where they are *manufactured*, up to the *Metropolis*, there to be *Shipped* off, instead of being exported from the *next convenient Port*: — *Expences* of *Warehouses*, &c. &c. make it *impossible* for any *Corporate* Company to Trade upon an *equal Footing* with *private* Adventurers: — and consequently of *extending* their Dealings so far as if the Trade was open. ↪ For this Reason it has been *always* found, That if *private* Adventurers shall be *permitted* to engage in the *same* Trade, they will infallibly carry it away from the Company.

Company. * And upon the same Principle, If there are two Nations, *Rivals* in the *same Trade*,

* WE have a *convincing* Proof of the Truth of both these Observations, in the Case of the *African* Company, and the *Bristol* and *Liverpoole* Traders: *2dly*, We have another, and a *woful one*, in that of our *English* Company trading to *Turky*, and the *French* trading thither also from *Marseilles*. Our *English* Company had formerly *all* the Trade for Cloth to the *Levant*: which being observed by the *French*, ever *jealous* of the *English* Commerce, they set up Manufactures of their own in *imitation* of them. These Manufactures still bear the *Name* from whence they were derived, *viz.* *Londrins premiers*, — *Londrins seconds*, — *Londrins larges*. — But they have so *supplanted* the Trade of *London*, because it is in the Hands of an *exclusive* Company, that the *English* have *little* or *nothing* of a Trade, *comparatively* speaking, in those Parts. Whereas the *French* shipped off to the *Levant*, the very Day the Seas were free, after the Peace, *July* $\frac{13}{14}$, 1748, FOUR THOUSAND Bales of the above-said Cloth: Each Bale, one with another, worth about 1200 Livres. That is about 210,000*l.* Sterling in all.

IF it should be said, That the *French* have gotten this Trade from Us, *not* so much on the Account of the *Disadvantage* we labour under from an *exclusive* Company, as the *Advantageousness* of their *Situation*. I have this further Remark to offer; *viz.* That if the Trade was *open*, We have many Advantages, which they have not, to *counterbalance* the Inconvenience of our Situation. — They are obliged to *import* most of their Wool from *Turky*, *Spain*, or *Africa*, into *Marseilles*; and to carry it *chiefly* by *Land-Carriage* from thence to *Carcassonne*, about 130 Miles. — Then to carry the Cloth back to *Marseilles*: which cannot be done at a *small* *Expence*. They are also obliged to fetch *Tin*, *Lead*, and *Shot* from *England*, and *Spices* from *Holland*, for the

Turky

Trade, that Nation which permits a *free and open Trade*, will *always* be *superior* to the other, which *confines* it to a *Company*:—*other* Circumstances supposed to be *equal*, or *nearly so*.

2dly, As they cannot trade so cheap as private Adventurers, *even were they inclined*, they must therefore *necessarily omit many lesser Branches*, as *not answering their Expense*, which in the Hands of *Individuals* would turn to good *Account*, and perhaps give *Bread* to *Thousands* of *Families*. These *Articles* are called *lesser*, not because they are *less extensive*, for perhaps in *that Respect* they may be the *greatest*, but because they are *less gainful*; which therefore a *Company* must leave *untouched*, unless they will trade to their *own loss*.

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Turky Markets; in *all* which we have most certainly the *Advantage* over them. And therefore, if we had *Woollen* Manufactures erected in the *West* of *England*, and the *South-West* of *Ireland*, (according to *PROPOSAL V.*) where *Labour* is as *cheap* as in any Part of *France*, where we have *Wool* on the *Spot*,—and when manufactured, might be *immediately exported*, without being carried up to *London*;—where *Tin*, *Lead*, and *Spices*, may be had upon much *easier Terms* than they can at *Marseilles*: I say, with *all these Advantages*, and an *open Trade*, we could more than *counterbalance* any *Advantage*, that the *French* can draw from the *Situation* of *Marseilles*: and then we might *import* the *raw Materials* of *Silk*, *Camels Hair*, *Skins*, &c. much *cheaper* than at present, to the *Emolument* of *Thousands* of *Families*.

BUT, 3dly, It must be observed, That the Views of every *exclusive* Company are quite of a *different* Nature from what was *supposed* above. For they do not, and never did, desire to trade *as cheap* as others, but as much *dearer* as they can. The Charter itself secures them from any *Competitors*; and therefore they have *no need* to seek to get the Trade to themselves by *selling cheap*. But on the contrary, *wherever* they have the *Market* to themselves, they will *both sell* and *buy* at their own *Price*.

THIS is the *greatest* and most *intolerable* of all the *Evils* of *Monopolies*. It is a *Prostitution* of the *Trade* and *Welfare* of the *Publick*, to the *merciless Ravages* of *greedy* Individuals. We may the better judge of the *mischievous* Effects of all *Monopolies*, by *attentively* observing the *indefatigable* Pains, and *great* Expence, which every *self-interested* Person *cheerfully* submits to, in order to *acquire* it, even in a *free Trade*. For if he has a *large Capital*, he will *sink* some part to *undersell* another *Adventurer*, who has *less*, in order to *BREAK HIM*: and then, when he has done that, he will *raise* the *Price* of his *Commodities* again, so as to make himself soon *whole* for the *Losses* he had *incurred*. Now if a *private Merchant* can find his *Account* in *losing* so much *Money*, in order to get at a *Monopoly* in a *free Trade*, what *exorbitant* Gains must an *exclusive* Company

pany make, who are fenced in by Law, and have none to rival them?

↳ **NAY** the Evil becomes *without Remedy* in this latter Case. — For whereas in the former, either the *Engrosser* himself, or his Family, will *retire* from Business, after they have amassed great Riches; by which means the Trade will again be *opened*. — In the latter Case, *viz.* that of a Company, *One succeeds another upon the same Plan of preying upon the Publick, without Intermission.* So that neither the *Death*, or *exorbitant Wealth* of one Set of *Proprietors*, give Us any Prospect of being *delivered* from the *Power and Oppression* of the next.

↳ **BUT** the Affair of a Publick Company (*viz.* the *Hudson's Bay*) was, *last Sessions*, brought upon the Carpet before the *British Parliament*. — Let us see, therefore, What they had to *say for themselves*, when called upon by *their Superiors*, — and when, doubtless, they said *all they could*, — and gave every thing the *best Colouring*.

↳ **IT** appears, therefore, from the Papers, which the Honourable Committee, appointed to examine into the State of their Affairs, were pleased to make publick, for the general *Information* of the Kingdom, That the following Particulars were *proved* to the *Satisfaction* of

the *Committee*,—and even were *not contradicted* by the *Agents* for the *Company*.

1st, THAT the *Company* always have *discouraged* the *settling* a *Colony* in any *Part* of their *vast* and *boundless* *Empire*.

2^{dly}, THAT they *discouraged* the *Company's* *Servants* from *conversing* with the *Indians*,—whereas the *French* promoted an *Inter-course* with each other *as much as possible*.

3^{dly}, THAT the *Climate* is much *warmer*, and the *Soil* *better*, *higher* up the *Country*, than towards the *Sea-side*.—Yet *no Settlements* attempted.

4^{thly}, THAT the *French* have *extended* their *Settlements* *more and more*: and *wherever* they have come near the *English*, they have carried most of the *Trade* from the *English*,—not *vice versa*.

5^{thly}, THAT the *Forts** pretended to be erected and garrisoned, are of *no Strength*, were they

* A great Stress is laid by the *Advocates* for exclusive *Companies*, on the *Necessity* of erecting *Forts* in certain distant *Countries*, for securing the *Trade* to ourselves;—Therefore they infer *Companies* ought to be established in order to support this *Expence*. A strange *Argument* this! And a stranger *Inference*! For if *Forts* are necessary to be erected; against *whom* are they necessary?

they attacked by an *European Enemy*; and only serve to subject the *Indians* to the *Command* of the Company.

6thly,

necessary? Not against the People of the Country who are to trade with us. That is too absurd.—We are to cultivate their *Friendship*, and ought to ingratiate ourselves by all due Acts of Kindness, into their Favour. But if these Forts are necessary to be erected, in order to keep the *whole Trade* to ourselves, and prevent other Nations from interfering with us; How came it then to pass, that we were some Years ago so alarmed at the *Ostend Company*, who had *no Forts*, and no Design of attacking ours? Yet it is very plain, they could carry on a Trade, and even undersell the *English East-India Company*, notwithstanding their Forts. — If the Trade was now to be laid open, subject only to the single Restriction, That the private Traders should not come into the same Ports or Harbours, where the Companies have Forts:—What would be the Consequence? Plainly this; That the Companies would be ruined: and the private Adventurers, though destitute of Forts, would get all the Trade from them. — If it is said, That these Forts are necessary to guard and defend their Magazines against *Thieves* and *Robbers*; How then comes it to pass, that the *East-India Company* themselves have none on the Coast of *China*, where the People are said to be as *thievish* and *dishonest* as in any Place in the World? — And how do the *Bristol* and *Liverpoole* Traders maintain their Ground along the Coast of *Guinea*, where the Natives are much more *warlike* than in any Part of *India*. Besides, the Affair of *Madras* has sufficiently opened our Eyes, as to the *Use* and *Importance* of these pretended Forts,—and the *National Advantage* arising from them.

BUT even allowing, that they are necessary and advantageous to the *general Trade* of the Nation; What need then of a *Company*? Is it not a *National Concern*? If so, Why should they not be erected and supported

6thly, THAT many *other Branches*, besides the staple Trade of the *Company*, might be attempted, were the *Trade open*, with the *greatest Probability of Success*. — Particularly the several *Branches* of the *Fisberies*: Whereas the *Company*, *who know when they are well*, as one of their *Witnesses* expressed himself, or in *Words* to that Effect, give themselves no Concern about the Matter.

7thly, THAT the *Indians* do actually take a *great many more Beaver*, than they carry to the *Factories*. — Not finding it *worth their While* to bring more to trade with.

8thly, THAT the *Indians* cannot carry *large Quantities*, not any thing *so large* as they take in *Hunting*, were they *desirous*, — because their *Canoes*, *deeply loaden*, are *not able* to withstand the *Waves* and *Storms* they may meet with upon the *Lakes*, — because they are forced to *unload* very often, and carry the *Skins* upon their *Backs*, on account of the *Falls* and *Currents*; which creates much *Fatigue* and *Labour*, and *Loss of Time*: — because also they are obliged to *hunt* as they travel, for their *daily Sustenance*; which Article alone causes a *Delay of a Fortnight*, and longer, in going

supported at a *National Expence*? Take the Argument therefore either way, What Reason is there for an *exclusive Company*?

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the Space which might be gone in *three* Days.

BUT, *9thly*, all these *Inconveniencies* might be *easily remedied*, — by *erecting* a Fort about Sixty Leagues above York Fort upon Nelson River, upon a Fork, where the River divides, — by *making* a Settlement about Eighty or Ninety Leagues above that, upon the Lake of *Pachegoia*, — and by introducing our *Euro-pean Conveniencies* of *Magazines* and *Carriages*. By these *Means*, all the Beaver would be bought, which the *Indians* now make use of *otherways*, as *not answering* to bring it to the Forts, — the *Time* might be *saved*, — and the *French* driven to relinquish all that Trade. In short, both our *Exports*, and our *Imports*, would be *prodigiously* increased; and many Tribes of *Indians* would, in that large Tract of Country, be brought to trade with the *English*, who have yet *scarcely heard* of the *English* Name.

So many *important* Particulars *alleged*, — *proved*, — and even *not contradicted*, one would think, would have been sufficient to have carried any NATIONAL CAUSE, against the *private Interest* of a few Individuals.

BUT — Let us in the next Place see, What they and their Friends had to offer in *Justification* of their Conduct, — *Pretending*, that they

they carried on a Trade *equally beneficial* to the Nation, as if the Trade *was open*.

THE 1st Thing alledged, was, That they *buy all the Beaver which is brought them*; — and if more was offered, *more they would buy*.

THIS may be very *true*; and yet no ways inconsistent with the Charge summed up in the above-recited Particulars, against them. — The *Indians*, as *savage* as they are, have the NATURAL LOGICK of *feeling* when they are *well*; or *ill used*, as well as other People: And if they find *better* Treatment in *one* Place than *another*, will go to the *best*, and have as *little* Dealings with the *worst*, as *they can*. Nothing but *absolute* Necessity will oblige *them* (or *any People*) to bring their Goods to a Market, where they *expect beforehand* to be *ill used*. — And for that Reason, they will bring as *little* as *they can*. But when they have brought them, *Necessity* obliges them to *sell* for what the Purchasers *will give*. It may therefore be very true, that the Company *buy* all the Furs that are *offered* them. — If they did not give *half as much* in Barter as *they do*, they would *buy all*; because it would not be worth the *Indians* while to carry them back; and because they greatly wanted *European* Goods. But these *Indians* would seek *another* Market against the *next Time*, if they could; and would bring *no more* Goods to the *Company*.

pany, than *absolute* Necessity obliged them.

BUT, 2dly, It was alledged, That if *more* Goods were given to the *Indians* in Exchange, they would not bring *more* Beavers; because they are an *idle, lazy* Race of People; and, having no *artificial* Wants to gratify, have no *Ambition* to spur them on to take more Pains. — It is true, They have not *such* artificial Wants as We have; They do not want *sumptuous* Houses, and Gardens, *rich* Furniture, or *Coaches* and *Chairs*:—But they want *Beads, Bells, little Looking-Glasses, Rings,* and such Trinkets; (besides many Articles of their Cloathing, Bedding, Hunting, Fishing, and Fowling) and are as *impatient* to be gratified in these Respects, as *we* can be in *ours*. In these Things, therefore, they are as covetous and ambitious as the *Rest* of *Mankind*,—take as much *Pains* to *acquire* them,—and *repine* and *murmur* at the Factories, when they have not *as much* for their Commodities as they *think* they *deserve*. Besides, it should be remembered, that *Hunting* is rather a *Diversion* with them, than a *Toil*; and that, in Fact, they do take a great *deal more* than they bring down to the Forts. — What they consider as a *Toil*, is not the *hunting Part*, but the being obliged to be the *Porters* of what they have taken in Hunting, down to the Factories; and yet be paid *so little* for their Trouble.

M

BUT,

BUT, 3dly, As to the Charge against them; of *Exporting* so little of our own *Manufactures*; it was said by their *Advocates*, That if *Five Thousand Pounds* worth of Goods bought all the *Furrs* the *Indians* had to sell, that * Sum was as good as *Ten Thousand Pounds*. Nay, it was better; because thereby *Five Thousand Pounds* was saved to the Nation.

* THERE seems to have been a *Fallacy* used in this Argument. — If the Barter or Exchange with the *Indians* had been in *Bullion*, the Argument would have held good; and so much *Money* would have been saved to the Nation. But as it was all in our own *Manufactures*, i. e. the *Labour* of our own People, the *Diminishing* of such Exports, is in Fact the *Diminishing* of our own *Manufactures*, and *defrauding* the Nation of so much *Labour*, whereby the Hands employed in those *Manufactures* must become a *Burden* upon the Publick, — or *steal*, — or *starve*, or *fly* their Country. & The only Limitation which ought to be put upon the *Quantity* of our own *Manufactures*, to be *exported*, is what the *Nature* of the Thing will of *itself* put upon them; viz. To export *no more* than is consistent with the *reasonable* Gains and Profit of the *Exporter*. If he can afford to export *Ten Thousand Pounds* worth of *English* *Manufactures*, where an exclusive Company would export but *Five Thousand*; it is for the *general* Good of the Country, that he *should* do it. And all Trade ought to be laid *free* and *open*, in order to *induce* the *Exporters* to *rival* each other; that the Publick may obtain this *general* Good by their *Competitorship*. But if they cannot afford to export so much, there is no need to *restrain* them by *Laws* and *Penalties*, from doing that which their own *private* Interest will suggest to them soon enough.

THIS

THIS is a Reason, which is *specious* enough at first View; but will not bear the *examining*. First therefore, we *deny the Fact*; and insist upon it, That the *Indians* had *more* Furrs to *sell*, if the Company would have given a *sufficient* Price to the *Indians*, to have made it worth their while to have *brought* them *down*; or rather, If the Company had built Settlements and Magazines higher up, so as to have *superfeded* the Necessity of the *Indians* coming down.

BUT 2d, We will *allow the Fact*, and argue with them upon their *own State* of the Case. Now if *Five Thousand* Pounds worth of Manufactures, in this Respect, is as *good*, nay *better* than *Ten Thousand* Pounds worth; for the same Reason, *One Thousand* Pounds worth is *better still*, because *more* would be *saved* to the Nation. Suppose therefore, that the *Company*, and every other *Exporter* in the Kingdom, (for every other has the *same Right* of arguing in this manner) suppose, I say, that *all Exporters* could *lessen* the *Exportations* of our own Manufactures by *nine Tenths*, and yet could get *as much* Money, or Effects in *return*, as they had *before*. What would be the *Consequence*? Why, only this, That *these Exporters* would become PRINCES; and the *Rest* of the Kingdom BEGGARS. They would be like a *Spanish Don* in *Mexico*, or *Peru*, who



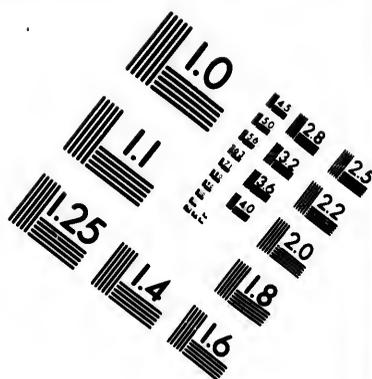
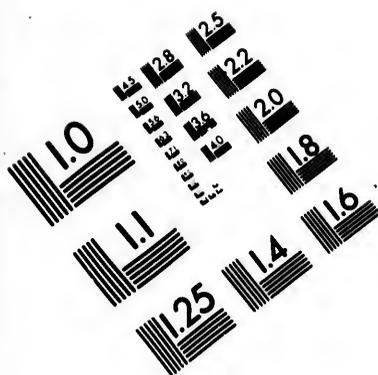
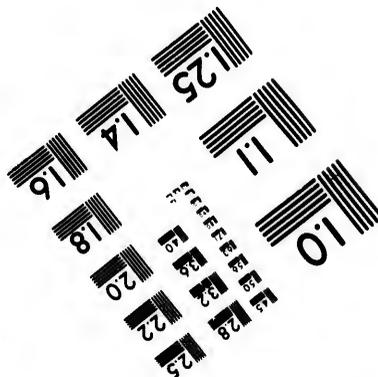
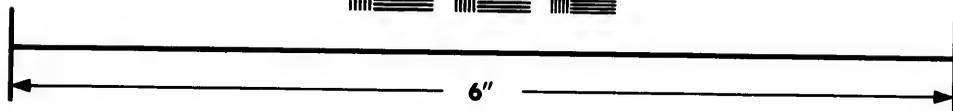
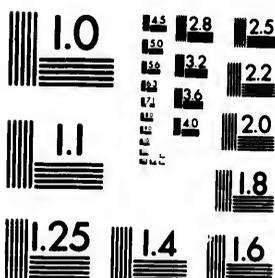


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has a prodigious rich Mine, which required but *few Hands* to work it. And therefore he indeed would be a *great Lord*; but all his Wealth would not *enrich* the *Neighbourhood*, so much as a *single Manufacture* here in *England*, which being *branched* out into *various Hands*, gives a *comfortable Subsistence* to *many Families*.

IT is not therefore *Riches*, considered *merely in themselves*, that can make a Kingdom *flourish*, but the *Parceling* them out into *proper Shares*, by means of the *Divisions* and *Subdivisions* of *different Trades*. Without this, the *more Riches* in a *few Hands*,—the *greater* would be the *Poverty* of the *Rest*, and the *more abject* and *dependent* their State would be. And if *all Merchants* were no *better Commonwealths Men* than *these*, the *Interior* of a Kingdom would be very *little profited* by *Foreign Merchandize*,—nay, in *some Respects* would be *much the Worse*.

IN short, *such an Argument* as this, *viz.* to *decrease* our *Exports*, and *increase* their *Price* abroad, BEYOND what is *necessary* for the *comfortable Subsistence* of the *Merchant* and *Manufacturer*, Is only *worthy* of *such a Cause*. Were it put in *Practice*, it would get all the *Wealth* of the *Nation* into a *few Hands*,—it would turn *nine Tenths* of our *Manufacturers* a *Begging*,—and *reduce* them to the *Necessity*
of

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of becoming *Lacqueys* and *Footmen* to *such Exporters*,—or starving,—or flying their Country.—It would *sink* the *Value* of our *Lands*, and bring *swift* Destruction on the *Manufacturer*, *Farmer*, *Gentleman*, and *all* Stations,—except the *Exporter*. He indeed would be **GREAT**,—and *be alone*. One may therefore the better judge of the *Goodness* of *such a Cause*, which required *such kind* of Arguments to *support it*. And so much for *exclusive Companies*.

VII. PROPOSAL.

To encourage *Foreign Merchants and Tradefmen* to settle among Us, by a general *Naturalization Act* for all *Protestants*. And if it be judged improper to admit them into *Offices of Trust* or *Power*, it is easy to add a *Clause*, That *these Privileges* shall still be confined to the *natural born* Subjects.

HERE again the *baleful* Spirit of *Self-Interest* exerts all its Powers to *oppose* so *publick* and *general a Benefit*. — “*What! must Foreigners, and we know not who, come and take the Bread out of our Mouths?*” — An honest *Cambro-Briton* would have called all *Englishmen* *Foreigners*, and *he knew not who*. But waving that, — Let me calmly ask, *What Bread* do they eat? — and *out of whose Mouths?* It must be *English Bread*: The *Corn* grew here,
was

—was *manufactured*, was *sold* here. And the Foreigners, who eat it, *earn* it by their *Labour*, and *pay* for it. So far then, we hope, there is *no Offence*. The *more Inhabitants* there are to *consume* the *Produce* of our Lands, the *better* can the *Farmer* and the *Gentleman* pay their *Shopkeepers* and *Tradesmen*, and the *more Manufactures* will they consume in *every Respect*. Let us see therefore in the next Place, *Out of whose Mouths do they take this Bread?* If they introduce *new Manufactures*, or carry those already established, to *greater Perfection*, in that Case the Publick is greatly benefited, and no Individual can be injured. If they employ themselves only in such as are already *settled* and *perfected*, they will not defraud the Mouths of *sober, frugal, and industrious Persons*, who may work *as cheap*, and can work as well as *Foreigners*. And therefore should be obliged to do both. It can be, therefore, none but the *abandoned, debauched, and dissolute*, who would chuse to be *idle three or four Days* in a Week, and want to have their Wages so *high* as to *support this Extravagance*, that can make such a *Complaint?* And shall *they* be heard? Shall we *continue* the Exclusion of all sober and industrious Foreigners, so much to the *National Disadvantage*, merely to gratify the *extravagant and unreasonable Humours* of such Wretches as *these?* Surely, it is to be hoped, we shall pursue more prudent Measures, both for *our Sakes, and their own.*

BUT

BUT we are told farther, "*That all English Tradesmen, of every Denomination, are USED to live better than Foreigners; and therefore CAN NOT afford to work or sell so cheap as they.*" — Be it so: Carry then this Argument to a *Foreign Market*, and see whether it will *perswade* the *Inhabitants of that Country to trade with you.* A *French*, and an *English Merchant*, are *Competitors*, and *Rivals* to each other in the *Markets of Spain, Portugal, Italy, Turkey*, and in short all over the *World.* The *French Man* offers his *Goods* at 20, 15, 10, or 5 *per Cent.* cheaper than the *English.* — Our *Countryman* is demanded, *Why* he will not sell his *Goods as cheap as others?* His Answer is, "*That the Manufacturers and Merchants live better in England, than Foreigners do, and therefore he cannot afford it.*" — This is a most *perswasive* Argument. — Undoubtedly he will *sell* much *Cloth* by *alleging* it: — He is asked again, *Why* they will not in his *Country admit* *Foreigners*, who work *cheaper*, to *settle* among them, that so they may be able to trade upon an *equal Footing* with their *Neighbours?* To this he replies, "*That Foreigners, and he knows not who, ought not to come and take the Bread out of the Mouths of the Natives.*" — Such kind of *Reasoning* must give them an high *Idea* of the *Sense* and *Discernment* of our *Countryman.* Let us therefore apply the *Case* to ourselves, and not argue in that *absurd* and *ridiculous* Manner

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Manner at *home*, which he is represented as doing *abroad*.

THE Admission then of Foreigners to settle in our Country, is so far from taking the Bread out of the Mouths of the Natives, that it is putting Bread *into* the Mouths of those, who, *otherwise*, in a short Time must have none. For the *English* must trade, at least, upon an equal Footing with other Nations, or not trade at all. — And then, when the *not Trading* at all is the Consequence, we shall indeed have no *Foreigners* to complain of, but we shall have a much *sorer* Evil:—and then, perhaps when it is too late, the most *Self-Interested* among us will be sorry, that we had not admitted the frugal and industrious from all Parts of the World, to share the Gains of Trade with them, rather than to have none at all.

BUT let us try all this reasoning by plain Matters of Fact. The Town of *Birmingham*, for Example, admits all Persons to come and settle among them; whom, though they are *Englishmen*, the *original Natives* of the Place may as justly term *Foreigners* with regard to *them*, as we stile other Nations by that Name. — “ *Foreigners*, therefore, and I “ *know not who*, came from *all* Parts, and “ settled at *Birmingham*; and---took the Bread “ out of the Mouths of the *original Natives*.” What then was the Consequence of this great Wicked-

Wickedness?---Why, within these few Years, the Trade and Buildings of the Town have been prodigiously increased, and all the Estates for a great many Miles round, have felt the Benefit of this *great Accession* of Trade and Inhabitants. *Birmingham*, from being a Place of *little Consequence*, is now become one of the most *flourishing* and *considerable* in the Kingdom. And there is no Town, with its *exclusive* Charters, that can boast of so many *skilful* Artists, as this which *admits all Comers*.

MOREOVER, there are *fewer Beggars* in this Town, *Manchester* and *Leeds*, where all are *free*, than in any which has *Companies* of Trades, and *exclusive* Charters. So true and certain it is, That these *Rights* and *Privileges*, as they are called, do *multiply* the Numbers of the *Poor*, by *damping* the Spirit of Industry, Frugality, and Emulation, instead of *diminishing* them. A Manufacturer, who knows, that no Foreigner *dares* come in to be a *Competitor* against him, thinks himself *PRI- VILEGED* to be *idle*.

THE other Instance I shall mention, is the Case of the *French Hugonots*, who fled from the Persecution of *Lewis XIV*, and took refuge in *England*. But great was the Outcry against them, at their first coming. "Poor
" *England* would be *ruined!* Foreigners en-
" *couraged!* And our own People *starving!*"

This was the popular Cry of those Times. — But the *Looms* in *Spittle-Fields*, and the *Shops* on *Ludgate-Hill*, have at last sufficiently taught us another Lesson. And now, it is hoped, we may say without Offence, These *Hugonots* have been so far from being of *Disservice* to the *Nation*, that they have partly *got*, and partly *saved*, in the Space of fifty Years, a Balance in our Favour of, at least, FIFTY MILLIONS Sterling.

IN short, Self-interest apart, What good Reason can be assigned, why we should not admit Foreigners among Us? — Our Country is but *thinly* inhabited, in Comparison to what it *might* be: And many hundred Thousands of Acres of *good* Land, in *England* and *Wales*, not to mention *Scotland* and *Ireland*, lie either entirely waste, or are not sufficiently cultivated, for want of Hands, and Persons to consume the Product. Our vast *Commons*, all over the Kingdom, and many of the *Forests* and *Chaces*, might be parceled out in Lots, to such of the Foreigners as chuse a country Life; and the Rest might find Employment, in some shape or other, in the different Manufactures. The Natives of *England* likewise do not *increase* so fast, as those of other Counties; our common People being much more *abandoned* and *debauched*. The *marriage State* also is not sufficiently encouraged among Us: and ten Thousand *common Whores* are not so fruitful (setting aside the *Sin*

of

of the *Parents*, the *Diseases* of the *few* Children that are *born*, and their want of a *proper* and *virtuous* Education) I say, 10,000 common Whores are not so fruitful as *fifty* healthy young married Women, that are *honest* and *virtuous*: By which Means, the State is defrauded of the Increase of upwards of 199 Subjects out of 200, every Year. — Add to all this, that it has been long observed by Men of Thought and Speculation, That more *young Children* die in *England* from the *Birth* to *two Years* old, than in any other Country. The Sea likewise, and our extensive Plantations, are a continual Drain upon us. And the manufacturing Poor at home are *killing themselves*, and, if I may be allowed the Expression, their *Posterity* likewise, as fast as they can, by those sure *Instruments* of *Death*, *Gin* and *spirituous* Liquors. For ALL these Reasons therefore, as well as on Account of *lowering* the Price of Labour, and preventing the *Combinations* of Journeymen, so *loudly* complained of, and *severely* felt throughout the Kingdom, it is humbly hoped, That those Persons who have hitherto opposed the *Naturalization* Bill, will see Cause to change their Sentiments; and will look upon it as highly *useful* and *expedient*, and productive of the greatest *national* Advantages. There are many thousands of Manufacturers, both in Silk and Woollen, in the South of *France*, all *zealous* *Protestants*, who would gladly come over, if they could learn, that they should meet

with a kind Reception. As to the Difficulty of making their Escape out of the *French King's* Dominions, they would find Ways and Means to deceive even the *Vigilance* of their Governors, by retiring, as it were one by one, and removing under various Pretences, towards the manufacturing Towns in *Picardy* and *French-Flanders*, (from whence they could so easily pass over to us) were they sure of finding Protection and reasonable Encouragement. And as *England* and *France* are Rivals to each other, and Competitors in almost all Branches of Commerce, every single Manufacturer so coming over, would be our Gain, and a DOUBLE LOSS to *France*.

VIII. PROPOSAL.

To encourage a Trade with our own Plantations, in *all such Articles as shall make for the mutual Benefit of the Mother Country, and her Colonies*.

THE Reasons for this Proposal are very obvious and convincing:—and yet, as *self-interested* Persons will be apt to start Objections, and raise Difficulties, it may be proper to expatiate upon them a little.

IF THEREFORE, it is necessary that we should encourage a Trade to our own Plantations for all Sorts of *Naval Stores*, in order that

that we may not be too *dependent* upon the *Will* and *Pleasure* of *Foreign Courts*, with regard to these necessary Things. Many, if not most of the *Implements* for *Navigation*, and consequently for a *Sea War*, are purchased from the several Nations bordering upon the *Baltick*. Suppose then that *Sweden*, *Russia*, or *Denmark*, should, for certain Reasons of State, or by the *Intrigues* of the *French*, lay an Embargo on these Commodities, at a *Crisis* when we greatly wanted them; --- or should *refuse* them to Us, and *sell* them to our Enemies; to what a *distressed* Situation would this reduce Us? and who can tell what might be the Consequences of it? And as the Politicks of Princes are ever *fluctuating* and *changing*, why should we put it in the Power of any Potentate to have such a *Command* over Us?

2dly, As the Balance in regard to all these Countries is considerably *against Us*, common *Prudence* will suggest, that we ought to *turn* it in *our Favour*, if we *can*. Now this we shall be *able* to do (or at the worst, bring it to an *Equilibrium*, which in itself is *no disadvantageous* kind of Commerce) if we can purchase the same Commodities in our own Plantations, which we used to import from these Countries. Besides, the Balance is not only against Us with regard to *Sweden*, but also the very Money which is drawn from Us by means of this *loos-*
ing

ing Trade, is converted to *support a French Interest, in Opposition to ours.* But

3dly, WERE the Case *indifferent, where we traded, (which it is not) the natural Affection, which the Mother Country should have for her Colonies, where we have so many Friends, Relations, and Acquaintance, should determine Us to give them the Preference.* — But indeed our own Interest is *nearly and essentially concerned in this Affair: For,*

4thly, UNLESS we *promote a Trade with them, and take off the Growth and Commodities of their Plantations, they will be reduced to the Necessity of Offering them to Sale at other Market, or permitting other Nations to come and trade with them: The Consequence of which will be, that they will take the Product and Manufactures of these Nations in return.* And indeed this is too much the Case at present: For *one third, at least, of the Luxuries and Elegancies of Life, brought into our Colonies (as was observed * before) is the Growth and Manufacture of other Countries, and principally of France.* And as our Trade, particularly to some of the Northern Colonies, is growing less and less, this Evil must daily increase in the same Proportion. Moreover,

5thly,

* See the XIth Disadvantage of GREAT BRITAIN. Page 45.

5thly, UNLESS we can supply our Colonies with such Commodities and Manufactures as they want, by way of *Barter* for some of theirs which they can spare, — They will be obliged to raise those Things themselves. And seeing that many of the *new* Settlements on the Continent of *America*, are several hundred Miles up the Country, *between*, and *beyond* the Mountains; this Distance of Situation will *increase* the Necessity they are already under of manufacturing for themselves, — unless we can *divert* their Thoughts to some other *Projects*. Nay more, when once a Manufacture is set up in those distant Regions, it will extend itself downwards; and the Inhabitants on the Sea-Coast will be supplied by their Neighbours in the Up-Lands, upon cheaper and easier Terms than we can supply them. — It is a just Complaint, That many of the Provinces have set up several Species of Manufactures, which greatly interfere with the Trade and Prosperity of their Mother Country. Yet how shall we prevent them? — There is but one Way to do it, that is either *just* or *practicable*: and that is, By an *Exchange* of Commodities to MUTUAL BENEFIT. — A mutual Benefit is a MUTUAL DEPENDENCE. And this Principle alone will contribute more to the preserving of the Dependency of our Colonies upon their Mother Country, than any other Refinement or Invention. For if we are afraid,

afraid, that one Day or other they will revolt, and set up for themselves, as some seem to apprehend; Let us not *drive* them to a Necessity to *feel* themselves *independent* of us;—As they *will* do, the Moment they perceive, that they can be supplied with all Things from *within* themselves, and do not *need* our Assistance. If we would keep them still dependent upon their Mother Country, and in some Respects *subservient* to her *Views*, and *Welfare*;—Let us make it their INTEREST always so to be.

FOR these Reasons therefore, it is humbly apprehended, That the Trade to our *Colonies* and *Plantations*, must appear to be of the utmost Consequence to the Power, Strength, and Prosperity of *Great Britain*. But to effectuate this good End, an important Question comes next to be decided; *viz.* “What Produce should our Colonies be most encouraged to raise and cultivate? — And what Sort of Manufactures shall they be allowed to barter in Return for ours?”—It is easy to see, That they cannot make large Payments in Gold and Silver; and it is also equally plain and certain, That we *will* not, *cannot* indeed, allow them to introduce such Things among us, as will prevent the Consumption of *our own* Commodities, to such a *Degree*, as to be upon the *Whole*, of *National* Disadvantage.

WHERE-

WHEREFORE, with great Submission, I will beg Leave to offer some few plain *Observations*, which perhaps might not be altogether unserviceable as to the Regulation of such a Trade.

FIRST then, It seems chiefly requisite, that due *Encouragement* should be given to our Colonies, to apply their Thoughts towards the raising of *such* Commodities, as do *not* interfere with those of the Mother Country.

SECONDLY, They should also not only be allowed, but be *particularly encouraged* to *import* all such RAW MATERIALS as are to be *manufactured* here in *England*; — even though we raise the same Sort ourselves: Because the *more* we have of these, the *better*; since the *cheaper* they are *purchased*, the more of them can be *worked up*; and the more there are worked up, the *greater* Number of Hands are *employed*; and consequently, the more Money is either *saved*, or *got* to the Nation. Moreover, this Argument becomes so much the stronger, if the *raw Materials* we have of our own, are by no means *sufficient* for the Demand of the Manufacture, either as to *Quantity*, or *Goodness*; which is the Case with the *Bar Iron* here made in *England*: So that we are obliged to have recourse to foreign Countries for a Supply; — as in the

Case of Bar Iron we do to *Sweden*, to the Amount of near 200,000 *l.* Sterling a Year.

THIRDLY, We ought to permit our Colonies to supply us upon easy Terms with all such Articles of Luxury as we are *wedded* to, and *will* have either from *them*, or *others*. — Consequently, in Reason and good Policy, *they* ought to have the Preference, by being *indulged* to import these Articles under the Advantage of an *easy* and *reasonable* Duty; whilst the Commodities of *foreign* Nations are charged with *higher* Imposts and Customs. In such a Case, the mutual *Exchange* of Commodities between us and the Colonies, would become a *mutual Advantage*: But that is not all; For as the Duties would be *moderate*, the Temptations to Smuggling would be *small*; the Consumption of the Commodities of our own Colonies *greater*, and that of other Nations *less*: By which means, the Revenue itself would rise much higher than it doth, when there are large and heavy Duties: For these will ever be attended with one or other of the following Effects, either the preventing the *Importation* of the Commodity, or its *Entrance* at the Custom-house.

FOURTHLY, In the Regulation of a Trade with our Colonies, some Regard should be had to those distant Parts of the Country, which lie remotest from the Sea; that even the farthest

these Inhabitants may likewise find Employment in the raising of such Commodities as are fittest for their Situation, and are light of Carriage. And if their Thoughts are properly taken up in the Cultivation of these Things, they will have neither Time nor Inclination to pursue other *Projects*, which might prove detrimental to the Mother Country.

FROM these Principles therefore it seems clearly to follow, That the Culture of *Coffee*, *Cocoa Nut*, *Cochineal*, *Indico*, and *Pimento*, ought especially to be encouraged in the *mountainous, inland Part of Jamaica*.— And that of *Bar Iron*, *Hemp*, *Flax*, *Indico*, and *Raw Silk*, in the Countries between, and beyond the Mountains, on the Back of *Carolina*, *Virginia*, *Pensilvania*, &c.

SOME of these indeed are *heavy Goods*; and therefore seem not so proper to be raised in a Country so far distant from any *Sea-Port*: But on the other hand, when it is considered how particularly rich the Soil in those Parts is, and how well adapted the Country for the raising such Articles, and how conveniently the Inhabitants could load the Cattle they bring down every Market Day, with these Commodities; the Difficulty, I hope, in great Part vanishes, and the Propriety of assigning these Tracts of Land for the Culture of them, evidently appears.

ENOUGH therefore has been said, to evince beyond all Contradiction, That it is the INTEREST of the KINGDOM, that such a Trade as here described, should be carried on: But whether it is the *Interest* of the *Merchant* to EMBARK in it, is another Question: And yet, till he can find his own *private* Account in the Affair, it is too clear a Point, that whatever has been said as to the *Publick* and *National* Advantage, will pass for *nothing*.— A Merchant will not engage in a *losing* Trade, and *ruin* himself to *benefit* his Country. Indeed it is unreasonable to expect he should. And the great Complaint against the Trade to some of our *Northern* Colonies long has been, That there is *nothing* to be *got by it*; that is, That the Merchant can get nothing, or next to nothing, if compared to his Gains to and from other Places. The Trade to *Denmark*, *Sweden*, or *Russia*, is more *advantageous* to *him*, though very *detrimental* to his *Country*; and therefore, if we would expect the Merchant to turn his Thoughts wholly to the Plantation-Trade, we must cause him to find his *chief* Interest in the Pursuit of it.

Now there are *four* Ways or Methods for *turning* a Trade into a *new* Channel, and *stopping* up the *old* one.

THE *first* is, By laying *additional* Duties upon the Commodities of *one* Country, but not on

on those of *another*. By this means, if the Commodities are in any Degree *equal* to each other in *Goodness* and *Value*, the former will be prevented from being imported, on Account of their *Dearness* to the Consumer; and the latter will have the Preference, by reason of their *Cheapness*. But this Method, however expedient at particular Junctures, is to be used with great *Wariness* and *Caution*. For every such additional Duty put upon the Commodities of a foreign Country, will be looked upon by that Country, as an Act of *Hostility* committed upon its Trade and Commerce; which they will be sure to revenge upon the Commodities and Manufactures of the Country that was the *Aggressor*. Besides, high additional Duties are too *violent* and *precipitate* a Method of turning a Trade into a *new* Channel, — especially where the Manufacture is yet in its *Infancy*, and cannot *answer* the *Demand* for it. It is therefore much more safe and prudent, to incline the Scale *gently* and *gradually* on the Side you would favour; that so the Inhabitants of that Country may have *time* to raise the proper *Quantity* of the Commodities that are wanted, and may *increase* and *perfect* their Manufactures, by due *Application* and *Experience*. — And also, that we ourselves may not be distressed on Account of the *Scarceness*, or the *Badness* of the Commodity; or be forced to pay an exorbitant Price, by means of the *Monopoly* which the Inhabitants

of

of the *favoured* Country will have against us.

WHEREFORE, *secondly*, another more *commodious*, and less *exceptionable* Way, is, To grant certain *Privileges* and *Exemptions*; — which shall *continue* till the Trade is sufficiently *established*, and needs *no Support*; that is, till the Merchant can find it *worth* his *while* to *engage* in it, without being paid at the *publick* Expence. Suppose therefore, that at the *Beginning* of such a Trade, certain *Commodities* were permitted to be imported upon *easy Terms*; — or rather *DUTY FREE*, which is better still: Then our Colonies would turn their Thoughts to the *raising* them; and the Merchant would find his own private Account in *importing* them. But if any thing obstructed, so that this did not prove sufficient to engage them in the Prosecution of such Designs; or that the Demand *still* ran in favour of the Goods of *another* Nation; then,

Thirdly, THE Scale must be turned by the Addition of a *BOUNTY* upon Importation: And to quicken their *Diligence*, and excite a Spirit of *Emulation*, to these Encouragements may still be added,

Fourthly, A *PERSONAL PREMIUM* to such Merchants, as shall import the *most* of these Commodities, and the *best* in their Kind. *Prizes* of this Nature, are observed to do wonderful

derful Things in the *raising* and *perfecting* of a Manufacture. We have seen their good Effects in *Ireland*; and it were greatly to be wished we had the same laudable Institution here in *England*. . . If certain Sums were vested in the *Board of Trade* for this Purpose, we might not despair of seeing the Mother Country in a *few* Years supplied with *Pot-Asbes, Bar Iron, Flax, Hemp, Indico, Cochineal, Coffee, Cocoa Nut, Pitch and Tar, all Sorts of Naval Stores, and Raw Silk*, chiefly from her own Colonies. The Fact is undeniable, That ALL these Things *can* be raised in our Plantations either on the *Continent*, or in the *Islands*. And though some Difficulties would attend the Enterprize at first setting out, yet Industry and Application, together with the Inducements of *Bounties* and *personal Premiums*, would surmount them all. If *Prizes* were fixed, *viz.* So much to the *first*, the *second*, and the *third* Importer of the *most* in Quantity, and *best* in Kind; and notice given thereof in the Gazette by *Publick Authority*; What an *Emulation* would it excite amongst all the Merchants of the Kingdom? How gladly would our Colonies *embrace* such Proposals, and *quit* the Pursuit of the Manufactures they are now engaged in? It is certain, these Manufactures, tho' *highly* detrimental to *us*, are not *so* advantageous to *them*, as the Raising the above mentioned Commodities *would be*; because they could employ their *Negroes* in such Work; whereas

whereas the Negroes are found to be not so proper to engage in a Manufacture, which has a *long* Course and *different* Parts before it is compleated; and the Labour of the white People is dear and expensive.

As to the Article of *Raw Silk*, the Importance of it, I hope, will justify the recommending of the Culture of it in a very *particular* Manner. The *excessive* Price it now bears, and the great Difficulties to which the Manufacturers are driven, in order to get it at *any Rate*, require that something should be attempted without Delay. Every Nation now begins to perceive, That it is *imprudent* and *impolitick* to suffer such *precious* Materials to be exported *unmanufactured* out of their Country. They have therefore prohibited the doing it under the severest Penalties:— And we cannot blame them. But for that very Reason we ought to endeavour to raise the Commodity ourselves. And with humble Submission, no Time ever seemed so favourable for the doing it, as the present. For as the *Price* is *high*, this is not only an *Inducement* to set about it; but also as we have now a *different* Sort of Inhabitants in our Colonies to engage in it, than we had before, we have therefore the greater Prospect of Success. The Complaint formerly was, That the Cultivation of it would *not answer* on Account of the *Dearness* of Labour. The Inhabitants towards
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the *Sea-Coasts* could employ their Time to greater Advantage in the Culture of *Tobacco*, *Rice*, &c. therefore the Scheme for Raw Silk must fail. But at present we have several thousands of *Palatines* and *Moravians*, settled in the Vallies between the Mountains in a Country much like *Piemont*, where the best Silk grows: Now as they cannot cultivate Rice or Tobacco for *Exportation*; and as they are far removed from the Center of Trade, and are also a *parsimonious, abstemious* People, they will certainly work much *cheaper* than the *English* heretofore towards the Sea-side, who were ever noted for the contrary Qualities. So that upon the Whole, the *Time* and the *Occasion* invite; the *Necessities* of the Manufacture, and the *Interest* of our Country, require that some Attempt should be speedily made for the raising of *Raw Silk* in our Colonies.

IX. PROPOSAL.

To purchase the *Isle of Man* of the present noble *Proprietor*; and annex it to the Crown of *Great Britain*.

THE late Purchase of the Hereditary Jurisdictions in *Scotland* hath set an excellent Example, which deserves Imitation. And indeed in the present Case the Reasons for annexing this Royalty to the Crown, hold stronger than in any of the others. For the Detriment,

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which

which the whole Kingdom sustains by the *Alienation* of it, is much greater than that which arose from *all* the Royalties and Jurisdictions of *Scotland*. The *Isle of Man* is the great *Magazine* for the *French* to deposite their Wines and Brandies, Teas, and other Commodities in, till Opportunity offers of *Smuggling* them on the Coasts of *England*, *Scotland*, *Ireland* and *Wales*. The *Loss* hereby to this *Nation*, and the *Gains* to the *French*, are inexpressibly great. And as all the Sums drained *from* us, are employed by them in Time of War to hire Troops, and pay Armies to fight *against* Us, it will be no Exaggeration of the Truth to say, ☞ That since the Peace of *Utrecht*, they have drawn more Money from us by means of their Trade with this Island, than was sufficient to maintain 30,000 Men, with a Train of Artillery, during the late War in *Flanders*. — Is this now a Matter of no Consequence? Would the *French* have suffered a like Sovereignty and Jurisdiction to remain on their Coasts, so greatly to the Detriment of the Kingdom in general? No; the Case of the Sovereignty of *Belle-Isle*, formerly in Possession of the Family of the famous Duke of that Name, plainly shews *they would not*.

BESIDES, the *Isle of Man* creates a prodigious Expence to the *British* Government, in maintaining so many Offices, Cruisers, &c. to guard against its illicit and pernicious Trade.

This

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This Article alone cannot be less than 20,000*l.* a Year, including in the Estimation the Officers in *Ireland*, that are kept there on the same Account. I might also mention the notorious Frauds committed in the Customs, together with the *Perjuries* always attending them, — the *Entry* of certain Goods for *Exportation*, — receiving a *Drawback* or *Debenture*, — landing those Goods in the *Isle* of *Man*, — and then *running* them back again upon our own Coasts. But surely there is no need of labouring to convince any one in so clear a Case.

IN short this Island may be looked upon as a *Fortress* in the Hands of our *Enemies*, from whence they are continually *annoying* Us in the most *sensible* Part, our *Trade* and *Commerce*. And the whole Question is, Whether we ought to *dispossess* them or not? — A Question which admits of no Dispute, if the *Publick* Good, and *Welfare* of our *Country* are to determine it. Besides, the noble Proprietor himself need be no *Losser*, nay he may be a considerable *Gainer* by such a Purchase. For as the whole Revenue of the Island is said not to amount to more than between 3, or 4000*l.* a Year, it would be a cheap Exchange to the Publick, if he was paid 40, 50, or 60 Years purchase for his Property therein.

X. PROPOSAL.

To invite *Foreigners of Distinction to travel among Us*, that so we may have something in return for the vast Sums which we yearly send abroad. To this End there is wanting a concise Treatise in *French and English*, setting forth the Advantages which Persons of different Tastes and Inclinations may enjoy by such a Tour: The Man of Pleasure and Diversion — The Virtuoso — The Scholar and Man of Letters — The Lawyer — Physician — Divine — Merchant, &c. with Directions how to perform a regular Tour — a shorter or a longer — what Things are most remarkable to be seen: — Churches — Seats — Gardens — Pictures — Manufactures — Ports, &c. — what Books or Treatises are necessary to be consulted — how to learn the Language — with the proper Stages marked out — and a Calculation of the Expence in the moderate Way of Travelling.

It has been observed before, under the XIIth Advantage of *France*, page 20. That Travelling into a Country is of greater Consequence to the Trade and Manufactures of that Country, than is usually apprehended. And as *England* is as deserving the Notice of *curious and inquisitive* Foreigners, as any Country on the Globe, it is a great Pity, that some ingenious Hand hath not yet lent them his friendly Assistance

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Assistance, by an express Treatise on the Subject. It would be a great Pleasure to the Author to contribute what he can, only as an *inferior Workman*, in the accomplishing such a Design. And therefore if he could *fungi vice Cotis*, as *Horace* expresses it, and be considered only as a *Whet-stone* to give an *Edge* to the Inclinations of others, who have *Abilities* to execute such a Scheme, he would gladly offer his Assistance.

WITH these Sentiments therefore he begs Leave to propose the following *rough Sketch*, only as general Hints to be *improved upon*, viz.

SUPPOSE a modest Treatise was wrote, without puffing, or too much extoling ourselves, or our Country, containing a Plan for a Foreigner to travel in *England* a Year, or longer, with Pleasure and Advantage:

CHAP. I. Setting forth the Situation of the Country, the Air and Climate, Nature of the Soil, and its general Productions.

CHAP. II. The present Inhabitants, Principles of their Government, their Virtues and Vices, Humours, Diversions, the Manner of conversing agreeably with them, and accommodating one's self to the general Taste and Genius of the Country, Method of learning the Language — and Pronunciation — Method and
Expence

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Expence of Travelling—manner of obtaining Recommendations from abroad to *London*, and from *London* to the other Parts of the Kingdom.

CHAP. III. Containing the Plan for a Foreigner to make the Tour of *England* in eight Stages, within the Compass of a Year, each Stage containing *les Environs*, or the District of ten Miles round the Place of Residence, in which District the principal Seats---Town---Manufactures---Curiosities, &c. should be briefly described: *viz.* Supposing the Stranger landed the Beginning of *April*; then the

1st Stage, *London* and *les Environs*, in the Month of *April*.

N. B. It might be improper, A Foreigner should stay longer in the Capital upon first coming over, than to settle his Correspondences, and get Recommendations to other Places; lest whilst he is a *Stranger* to the *Language*, he should associate too much with his own Countrymen, and be little benefited by his Travelling.

2^d Stage, *Cambridge* and *les Environs*, in *May*. Here he should begin in earnest to learn the *Language* by the Help of some good Grammar, and to learn the Pronunciation by coming to Church with his *French* and *English*
Common

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Common Prayer, and listening to the Clergyman's slow and deliberate Reading. If this Method was duly practiced, Foreigners would not find that Difficulty in learning the Pronunciation of our Language, as they are apt to imagine. And this is an Advantage of teaching it, in some Respect peculiar to Us.

3d Stage, *Oxford and les Environs, in June.*
Note, In laying out the Route between Place and Place, it would be proper to contrive it so, as the Traveller might see as many Things worthy of Notice in his Passage, as he could.

4th Stage, *Birmingham and les Environs, in July.*

5th Stage, *Bristol and les Environs, in August.*

6th Stage, A Tour from *Bristol to Portsmouth, through Wilton, Salisbury, &c.* and then return to *Bath* in *September.*

7th Stage, *Bath and les Environs, during October and November.*

8th Stage, *London, during the Months of December, January, February and March,* which complete the Year.

If

IF after this the Foreigner chooses to reside longer in *England*, and to see other Parts of the Kingdom, then he might take a Tour of Six Months in the following manner; *viz.*

1. *York*, and *les Environs*, in the Month of *April*.
2. *Leeds* and *Manchester*, in *May*.
3. *Liverpoole* and *Chester*, in *June*.
4. *Chatfworth* and *Derby*, in *July*.
5. *Nottingham* and *Northampton*, in *August*.
6. From thence through *London* to the Place of Embarkation, in *September*; visiting the principal Seats, Towns, &c. of *Kent* or *Essex*, in the Way to *Dover* or *Harwich*.

CHAP. IV. Containing Observations on the Literature and Learning of the *English*; and the Advantages which Persons of different Tastes may reap, from being acquainted with them. — Concluding with a small Catalogue of the *choicest* Authors in polite Literature, and the several Sciences;—with a List of our best Plays, as to *Morals*, *Language*, and *Design*; that so a Foreigner may know, WHEN it shall be worth his while to go to our Theatres.

XI. PROPOSAL.

To cut some Canals between our great Towns of Trade, for the Conveniency and Cheapness of Carriage.

Carriage. — Canals are much preferable to the making Rivers navigable, even where both might be done. For in the first Place, the *Expence* is not greater, except perhaps the Purchase of the Ground. In the next Place, they are kept and repaired at a much easier Rate. They are not subject to Inundations, or the Shifting of the Sand and Gravel, and are generally much *shorter* and *streighter*. — But what is above every other Consideration, A Boat laden with Merchandize in a Canal, may be drawn by a *single* Horse, on a full Trot, as in *Holland*, up or down the Stream, whether there be a *Flood*, or not; and requires but *two* Men to guide it.

IF a Canal was dug between *Reading* and *Bath*, then there would be an easy and cheap Communication between the two principal Cities of the Kingdom, *London* and *Bristol*: Goods and Passengers might be carried at *one quarter* of the present Expence: And surely *75 l. per Cent.* saved in *Freight*, deserves Consideration. The River *Kennet*, from *Reading* to *Silbury-Hill*, is a plain Illustration how practicable *so far* such a Scheme might be. And from thence to the Descent towards *Caln*, on the *Bath* Side, is the only Difficulty. But such who have seen the great Canal of *Languedoc*, are very well assured it might easily be performed, and at a fortieth Part of the Expence which the other was.

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NAY, a Gentleman of Credit and Reputation, lately informed me, That on the Side of the *Devizes* there is still a much *more convenient* Situation for the Purpose, where a few Spade-fulls of Earth could *turn* the Stream either way. What a Pity is it, That so many Advantages are *neglected*? If the like Situation had been in *France*, a Canal had been made long ago. — Indeed something might have been alledged in our Excuse, had we the same Difficulties to encounter with, which the *French* surmounted in making the Canal of *Languedoc*. But there are no Obstructions of Rivers and Rivulets in our Way; no need of making Arches, and Troughs of Stone to carry the Canal over them; — no steep Hills to ascend, or Mountains to pierce through: And yet the Thing is not so much as attempted, though the common Interest, and the Situation of the Country, so strongly invite us to perform it.

A CANAL also ought to be dug between *Glasgow* and the Shoar opposite to *Alloway*; which would open a Communication between *Glasgow*, and *Leith*, the Port of *Edinburgh*. — The Situation in these Parts is extremely inviting, even more so than the former; as the Passage is much shorter. And our Soldiers in Times of Peace might be employed in the publick Works, alternately with performing
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their Exercise, receiving a suitable Addition to their Pay, when they are at work.

XII. PROPOSAL.

To raise a Fishery on the Northern Coast of Scotland, by giving a DOUBLE PREMIUM for some Years, till the Trade is sufficiently established, for all Herrings caught and cured by Persons residing within certain Districts, and exported to foreign Markets.

SEVERAL other Schemes have been lately offered to the Publick in relation to this Matter; and all of them, undoubtedly, good in some Respects. Every thing of this Nature hath its respective Convenience and Inconvenience. And if the Scheme for carrying on the Fisheries by means of a Joint Stock, and a Company, empower'd to make By-Laws, and prescribe Rules and Regulations, can stand clear of the imminent Hazard of degenerating into a JOBB, through the corrupt Influence and sinister Views of the Managers and Directors of such a Company; — I say, If the Scheme is freed from all reasonable Suspicion of tending to such a Point, I should much rather prefer it to that which is here, with great Submission, offered in its stead. It is certain, that a Joint Stock is a quicker and more expeditious Way; — but the Encouragement of a double Bounty appears to me more sure, and

less liable to be corrupted. For in this latter Case, there are no Sums advanced till the Work is done, and the Herrings publicly examined, whether they are marketable or not : There is no *fingering* of the Money in the mean Time by *Managers* and *Directors* ; nor can there be any *Items of Expences* and *Disbursements*, *Fees* and *Salaries*, brought to Account : Things which are the *Bane* of all publick Societies, and the great Cause of their Corruption, and degenerating from their original Institution.

BESIDES, if a *double Bounty*, or perhaps *Five Shillings per Barrel*, were given for all Herrings so *cured* and *exported*, it seems to me, That the *Dutch* themselves would be tempted by the *Lucre* of such a *Bounty*, to settle on the Northern Coasts of *Scotland*, and make one People with the Inhabitants of the Country ; — which would be the greatest Advantage that Part of the Kingdom could possibly receive.

XIII. PROPOSAL.

To *establish Civil Governments at Gibraltar and Port-Mahone, and make them Free Ports.* — The Situation of *Gibraltar* is extremely commodious for vending several Sorts of Commodities in *Spain* and *Barbary* : And the Island of *Minorca* is not less happily situated for carrying

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rying on an advantageous Commerce with some Parts of *France* and *Italy*, and, by means of the neighbouring Island of *Majorca*, with *Spain* also. Several Sorts of coarse Woollen Stuffs, and *Manchester* Goods, would be acceptable in *Barbary*, provided they could be had reasonably cheap: Which can never be, till there is a *free Port*. Several Sorts of the Manufactures of *Manchester* and *Spittle-Fields*, would be very agreeable to the Taste of the *Spaniards*, *French*, and *Italians*. But above all, our *Birmingham* Ware, our Cutlery, Razors and Scissars, Watches and Chains, Locks, Metal Buttons, Snuff Boxes, Toys, and all the Sorts of *Bijoux d'Angleterre*, as the *French* call them, which they are inexpressibly fond of, would find a prodigious Vent in all these Countries. The least Amount of the whole Trade, that might be carried on by means of these two Ports, were they made *free*, would be 100,000*l.* a Year. And surely such a Sum is worth the *Getting*;—especially by a Nation 80,000,000*l.* in *Debt*.

IF a Scheme of this kind was to take Place in the Island of *Minorca*, it would then also stand a fair Chance of being peopled by *English* Families, or by such as are *well-affected* to the *English* Government. Whereas at present there are scarce any, except the Garrison, but *bigotted Spaniards*, who at the first taking of the Place, would have been glad to have parted

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ed with their Possessions for a Trifle, and to have retired into *Spain*. But now they are got immensely rich; their Lands are said to be more than *five Times* their former Value; and yet their *Bigottry and Aversion* continue as strong as ever.

XIV. PROPOSAL.

To have *publick Inspectors* into all our Manufactures; and to oblige *all Exporters* to deliver in *Samples* of the Commodities they intend to export, in order that they may be *compared together*, before the Goods are suffered to be put on *Ship-board*. This, if faithfully and honestly executed, would always keep up the Credit of our Manufactures at home and abroad, on which the Spirit and Life of Trade principally depends. All possible means should be taken to prevent private Frauds in packing—Deficiencies in Weight and Measure—undue stretching of Cloths upon the Rack, which alone hath occasioned *irreparable* Loss to this Nation. The Fraudulent and Deceitful should be prevented, as *much* as it is *possible*, from getting Rich at the Expence of their honest Neighbours, and the Welfare of their Country, which is too often *sacrificed* to their Knavery.

IN short, In all Kinds of Manufactures, the worst Part of it should be put *outermost* for a *Sample*,

Sample, not the Best; that for the Buyer, in seeing the *Mark and Seal of the Office*, may confide in that, and be assured, that he is not deceived by what is out of *Sight*.

XV. PROPOSAL.

To alter the Method of collecting our Duties upon particular Sorts of Goods imported, viz. By lodging them in Warehouses erected at the publick Expence, till the Importer fetches them away, according as he wants them, and pays the Duty, or causes it to be paid by the Person who purchases of him. This Scheme, I am sensible, would raise a great Clamour, if enforced by any *compulsive Law*; But if left to each Person's *free Choice*, there is the highest Probability, that it would universally obtain. Suppose therefore, That the Laws relating to the Customs in general should continue as they are; But that *Permission* should be granted to such Persons as are *desirous* of using it, to land their Goods in the *publick Magazines*, there to remain at the usual moderate Rent for Cellarage, till such Time as they find it their Interest to remove them, and then to pay the Duty. If such a Permission was granted to the Importers of *Sugars, Rum, Wines, Brandies, Tobacco, Raisins, Prunes, and Currants*, it is easy to foresee, That almost every one concerned, would embrace it. For, in the first Place, the Expence of
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Warehouse-Room would be just the same ; but the Difference between paying the Duty *all at once* upon Importation, and paying it *by Degrees*, would be very great, and much to the Advantage both of the Importer and the Publick. The Importer would be a Gainer, as he would not be streightned for Money to pay the Duties every time his Ship arrives ; and might keep his Goods till he saw a promising Market, or might export them to some Foreign Country, if they bore there a better Price. And this itself would be a great Advantage to the Publick, as it would render *our* Country a kind of common Magazine for *others*, and as we should get by it all the Profits of Freight, Commission, &c. Moreover, the Publick would be more especially benefited, as the Trade would be increased, and the Goods afforded much the cheaper. — When a Trade can be carried on with a *small* Stock, the more Persons are capable of embarking in it ; And when the Duties are not paid all at once, but by Degrees, as the Goods can be sold, the *Home-Consumer* will buy so much the cheaper. For he will only pay the King's simple Duty, — the Expences of the Adventure, — and the Merchant's single Gains upon that Adventure : Whereas, according to the present Way of collecting the Revenue, every Consumer pays *another* considerable Article, viz. *The Gains of the Merchant on the Sums advanced to pay the King's Duty.* And
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if the Goods have passed from the Merchant *Importer* to the last *Retailer*, through two or three Hands, before they come to the Consumer, then He pays *two* or *three* Advances the more. * So that in fact, He not only pays the *first* Duty to the King, but perhaps twice as much again to others, by Means of these *Advances* upon *Advances*. The Consequence of all which is, That Trade becomes monopolized by a few Rich Persons, because there is a greater Stock required to carry it on; And *Smugglers* will be the *more numerous*, and the more audacious, because the *Temptations* to, and the *Gains* of *Smuggling*, become so much the greater. Whereas by the Method now proposed, both these Mischiefs would be prevented to a great Degree. ☞ Observe, The Proposal here made, *compels* no Persons to submit to these Regulations, but only *permits* them to make use of them, if they are *disposed* to do it. ☞ Observe also, That this Scheme requires no *new Officers*, even at the Commencement of it: And when it has been thoroughly tried and known, it would certainly greatly *lessen the Number* of them. A Set of Publick Magazines (which, by the By, might be so contrived, as to be *ornamental*, as well as *useful*) built uniformly, and in a Quadrangular

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* See this Affair set in a *true* and *strong* Light in a Treatise entitled, *An Essay on the Causes of the Decline of the Foreign Trade*, London 1744. Printed for J. Brotherton. Pages 16, and 17.

drangular Figure, might easily be taken Care of and inspected by a very few Officers, who might well be spared from the Numbers now employed as *Land-Waiters, Tide-Waiters, Searchers, Deputies, Extraordinary Men, &c. &c.* — Observe, 3dly, That with respect to any *Embezzlement*, which these Magazine-keepers might be suspected of, this might be prevented, as much as any thing of such a Nature can possibly be (not only by Weighing the Goods, Gauging them, and taking Samples before they are delivered into the Officers Care) but also by making it necessary, That these Officers should be engaged with two sufficient Bondsmen in two Sorts of Securities, *one* to the King, to enforce their Fidelity to him, and *another* to the Mayor or chief Magistrate of the Town, and his Successors, where the Magazine is kept, in Trust for the Merchants, to ensure their Honesty to them: And that when any of these Officers are suspected of Embezzling the Merchants Property, the Party aggrieved may be at Liberty to bring an Action in the Name of the Mayor, or chief Magistrate for the Time being, and recover *treble* Damages, with Costs of Suit, on Proof of such Embezzlement. Now in *all* these Respects the *present* Proposal differs entirely from the *late famous Excise Scheme*; And *every* Objection made against *that*, is obviated *here*.

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As this last Proposal, and one or two more, would be attended with some Expence, were they carried into Execution; --- And as the Nation, in its present Circumstances, might be supposed incapable of bearing a farther Load: I shall therefore endeavour to point out a Method how certain Taxes might be raised, without *burdening* any of the *Necessaries* of Life, ---and yet *sufficient* to answer *all* these Expences, ---and be moreover highly conducive to the Reformation of the Morals of the People, and the general Welfare of the Kingdom. *Viz.*

XVI. PROPOSAL.

To lay certain Taxes on the following Articles of *Luxury, Vice, or Extravagance*: which Taxes shall be applied to the general Improvement of Commerce; by maintaining Consuls, and erecting Forts, according to Proposal VI. Building of Magazines and Warehouses, as specified in Proposal XV. Giving Bounties and Personal Premiums to the *greatest Exporters* of our *own* Manufactures, ---the like to the *greatest Importers* of *Raw Materials* from *Foreign Countries*, ---especially from our *own Plantations*, according to Proposal VIII. --- And in short, by pursuing all such Ways and Means, as serve to *excite* the Merchant and

Manufacturer to promote the Interest of their Country, and their own together. Wherefore, the

1st Tax proposed is, That upon *Batchelors* and *Widowers*, of a certain Age, without Children.

THE manifold ill Consequences that flow from the *modish* Practice of Mens living Batchelors, are too glaring and evident. For we may venture to pronounce, without any Degree of Uncharitableness, That it is *one* great Cause of all the Lewdness and Debauchery of this Age. Some *few* indeed undoubtedly there are, who no ways contribute to these Immoralities by their single Life; But they are too inconsiderable in Number to deserve to have particular Exemptions, even were it possible to *distinguish* them from others, which it is not possible to do in a *legal* Way. In all Things calculated for the *general* Good, some *Individuals* must suffer; and it cannot be avoided. Now (to consider this Matter merely in a *commercial* Light) as there are at least Ninety-nine in an Hundred, who gratify their Desires, but *so as to add* no *proper* Increase to the *publick* Stock of Inhabitants, in which the *Riches* and *Strength* of a Nation do consist, one may easily judge of the Evil of such a Practice, by its bad Consequences. And in *London* particularly, where this Vice of living

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living Batchelors *mostly prevails*, there it is observable, by the *Bills of * Mortality*, that
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* To this Paragraph it has been objected, that the yearly Bills of Mortality, which make the Burials more than the Births, are not to be *relied upon*, as to this Point; " Because there are no Births registred, but the " Births of those who are baptized according to the Form " of the *established Church*; whereas *Dissenters* of most " Denominations are *buried* in the Church, and consequently *registred* there."

NOW as it is a very material Article to know, with some Degree of *Certainty*, Whether more Persons *die* in *London*, than are *born*;— and consequently, Whether the whole City would not be *depopulated* in a Century or two, if the Inhabitants followed the *same Courses* they now do, were it not for the *INFLUX* of *Strangers*, to supply these *Deficiencies*; I shall therefore beg Leave to offer the following Considerations, in Reply to the above Objection.

I. SOME Children are *begot* in the Country, yet *born* in *London*; such, for Instance, whose Mothers come up to Town for the Convenience of *skilful Attendance*: And as this is the Case with *many Families* of Distinction, consequently, the *Number of Births* is so much *increased*.

II. MANY Persons contract their *Death-Sickness* in *London*, yet are carried out of it for the Benefit of the Air, and *die* in the Country; there they are *buried*, and *no Notice* taken of them in the *Registers* within the Bills of Mortality.

III. JUST the same is the Case of those, who *die* in *London*, yet are *carried* to their *Burial-Places* in the Country: The Number of these is considerable in the Year; whereas there are few Instances of Persons being carried out of the Country, to be interred in *London*.

IV. MANY Dissenters of different Denominations have *Burial-Places* of *their own*; and consequently, the
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more Persons *die* than are *born*, every Year. So that were it not for the continual Supplies from the Country, where the Marriage State is not yet quite so *unfashionable*, that great Metropolis would be *depopulated* in a Course of Years. And yet there is no Place, in which there are so great Numbers of the Female Sex, in the Proportion, as in *London*. Can it be credited, though perhaps it is too true, That in this City alone there are upwards of *Ten Thousand loose Women*, from sixteen Years old to forty, who have not *Fifty* Children in a Year? And the few they have, are *born* with all *sorts* of *Disorders*, and *educated*, if they chance to live, in all *kinds* of *Vice* and *Wicked-*

Numbers of their Dead do not *swell* the Registers of the established Church *so much* as might be imagined.

BUT allowing, That the Numbers of Dissenters buried in the established Church, may make *some* Difference in the Account, still this Difference cannot amount to any thing *near* the Sum which is found to be the Difference between *Births* and *Burials* in the Compass of a Year; *viz.* about SEVEN THOUSAND Souls. The Numbers of Births, generally speaking, amount to 14, or 16000 in a Year; and the Burials from 21, to 24,000 in the same Time: A Difference of *three* to *two*. How soon would this depopulate any Country, were it not for foreign Supplies? And how terrible do the Effects of *Vice*, *Lewdness*, and *Debauchery* appear to the general Interests of a Kingdom when seen from this Point of View? What an *Awfulness*, therefore, was it in the Author of *The Fable of the Bees*, to say, *That Private Vices are Publick Benefits*; if we take the Future, as well as the Present, into the Account! It is *Virtue* alone, which can make a Nation *flourish*.

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Wickedness? In short, it has been often remarked, That the greatest *Rakes*, that all *Europe* can produce, when they arrive in *England*, and come to *London*, are quite *shocked* and *scandalized* at the *unparalleled* Lewdness and *Debauchery* reigning among *Us*, so far beyond any thing they could have imagined. Now if these 10,000 *loose* Women had not been *debauched* and *corrupted*, and were married to Persons of their own Rank and Condition, they might have had at least *One Thousand* healthy Children every Year; and these in a fair Way to be bred to *honest* Trades and Callings. Besides, upon the present Footing, the *Injustice* done to the *married* Tradesman, and Landed Gentleman, is most grievous and intolerable. * For *they* pay the Excise, and several other Duties, in Proportion to the Consumption of their Families; but the *Batchelor* pays only for his *single* Self; *i. e.* Those who are *most beneficial* to the Publick, are *doubly, trebly, or quadruply* taxed, in Proportion as *they are beneficial*; and others, who are a *Nuisance* to it, are *therefore* exempted. Is there any Justice or Equity in this? I add, Men may understand these Things as *Patriots* and *Politicians*, who would turn a deaf Ear to Lectures in *Morality* and *Divinity*. Nay more, Such *Abounding of Lewdness*, and *Surfeiting of Prostitution*, doth in Fact tend to *increase* the more *unnatural Vices*, instead of preventing them,

* *Causes of the Decline, &c.* p. 8, 9.—and 51.

them, as it is vulgarly, though erroneously, supposed. And the History of *all Nations*, from the former Times down to the present, confirms this Assertion. Antient *Greece* and *Rome*, and modern *England*, to mention no more, have furnished *too many* Examples in proof of this Point. And Reason itself should tell us, That it is with *this*, as with all other *depraved* Appetites, where *Surfeiting* and *Satiety* are Inducements to seek out *less natural* Ways of Gratification:

WHEREFORE the *Proposal* here is, That all *Batchelors*, after they have attained to the Age of *Twenty five* Years, shall pay **TREBLE** King's Tax, — Poor Tax, — Window Tax, — and the Taxes upon Coaches, till they *marry*: And that all *Widowers*, between *Thirty* and *Fifty*, if they have no Children, shall pay **DOUBLE**. Thus the *greatest*, *i. e.* the *wealthiest* Offenders, are properly *mulcted*. For undoubtedly *they* have it in their Power to settle in the World, if they will. They are the People who set bad Examples; and by their Station, Riches, Intrigues, and Address, debauch those young Women at first, who afterwards become the *common Prostitutes* of the Town. But as this only reaches the *wealthiest* of them; and as there are *vast Numbers* of single Men, whom this Scheme would not affect, therefore there should be added to it a *general Capitation* Tax for all *Batchelors*,

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of whatsoever Degree, above Twenty five Years of Age. And if this was fixed at *Twenty Shillings* a Head *per Ann.* for all above the Condition of Day-Labourers, and at *Ten Shillings* for them (with an Exemption only for common Soldiers and Sailors) it would be a very just and equitable Law, and would certainly be attended with many good Consequences, both as to the *Morals* and the *Commerce* of the Nation. The

2d Tax proposed, is, That upon *menial* Men-Servants, *i. e.* such who are *not* employed either for the Purposes of *Husbandry* or *Commerce*, but for *State* and *Grandeur*.

IT was the great Principle, which run thro' the whole Plan of Sir *M. D's* *Essay on the Causes of the Decline of Foreign Trade*, before quoted, That each Person should tax himself according to the Figure and Station of Life he *chose* to appear in;---But that all the *Necessaries* of Life should be *Duty free*. Now in the Case before Us, Livery Servants, Footmen, Valets, Men Cooks, &c. &c. certainly *cannot* be ranked among the *Necessaries* of Life, and therefore are the *proper* Subjects for such a Tax. If any one *chooses* to have them, he himself *chooses* to *appear* in an *elevated* Condition, and therefore is the *fittest* to *pay* towards *improving* the *Commerce*, and *extending* the general Interest of the Kingdom.

BUT that is not all: For these Men-Servants, generally speaking, are by Nature *fitter* for *other* Employments, had they not taken up with this *idle* one: and might have been *useful* to their Country, by *Sea* or *Land*, either in the several Parts of *Husbandry*, or in *laborious* Trades; whereas by their present way of Living they render themselves *useless* in *all* Respects; and not only so, but keep Thousands of the other Sex out of an *honest* Employment, which by *Nature* they are *fittest* for; and very often are *tempted* for the Want of it to take to *vicious* Courses. I believe it will hardly be denied, but that Women Servants *might* perform all the Functions, which Men Servants do, in respect to *waiting* at *Table*, *tending* the *Teakettle*, &c. and equally as well. They *might* walk behind their Ladies, and *carry* their Books to Church, as well as any Footman, and *why* they are not permitted to do it, is Matter of some *Astonishment* to a thinking Mind. In short, the *poorer* and the *middling* Part of the Female Sex, are *deprived* of those Employments, which properly *belong* to them, very often to their own *utter* *Ruin*, and the *Detriment* of Society. If a young Woman has a *genteelish* Education, and a *small* Fortune, she stands upon the *Brink* of *Destruction*; and even if she is desirous, she scarcely knows, *What Trade* to put herself to, in order to be out of the Way of
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Temptation. For, excepting two or three Trades, which Women still retain, all the Rest are engrossed by Men. We have Men-Mantua-makers, Men-Milliners, Men-Staymakers, Men-Sboemakers for Women's Shoes, Men-Hair-Cutters for Women's Hair, &c. and very likely in time we shall have *Sempstresses*, *Laundresses*, and *Clear-Starchers*, of the same Sex.

SUCH Perversions as these, of the Order of Society, are not of *small* ill Consequence, either to the Welfare of *Individuals*, or the Good of the *State*. And therefore to *discourage* such Practices as *much* as may be, in the Affair of Men-Servants, The Proposal is, That each of them shall be taxed *Two Shillings and Six Pence* in the Pound, according to their Wages, to be paid by their Masters and Mistresses, and to be collected by the Officers of the Window Tax. If a Scheme of this Nature were effectually put in Practice, the Consequence would be, either, That Women-Servants would be employed, *rather* than Men, which would answer a good End in that Respect;—or else, that these Men-Servants, tho' idle and useless in themselves, would contribute to the promoting of Commerce and extending our Trade, by means of the Tax they pay for this End;—though sorely *against* their *Will*.

THE 3^d Tax proposed, is, That upon Saddle-Horses.

THE Tax upon Coaches, as far as it went, was an *excellent* and *publick-spirited* Act of the Legislature. It was laying the Burden, where it ought *always* to be laid, *viz.* upon the *Luxuries*, the *Ornaments*, and *Refinements* of Living. But undoubtedly it was *defective* as to its *Extent*: Many Gentlemen of Fortune, especially if they are single, do not *choose* to keep Coaches; and others may live in such Parts of the Country, where the Situation is not *convenient* for their so doing. Yet they all keep *Saddle* Horses in abundance, — *Hunters*, — and perhaps *Racers*, — without paying any Tax; though these Things are Articles of mere Luxury, Parade and Pleasure, as much as Coaches. Is there now any Equity or Justice in this? And are not such Persons the properest Subjects to pay towards the Support of our Manufactures, and extending our Commerce? Undoubtedly they are: And therefore the Proposal is this, That all Owners of *Saddle Horses*, young Horses under *five Years* old excepted, be *taxed* at the Rate of *five Shillings* per Horse *every* Year; — saving only *one Horse*, which shall be admitted to be kept *free* of all Tax by each Owner, on the Supposition, That *Riding* may be *necessary* for his *Health*, or on the Account of *Business*. If *greater* Allowances than this were made, it would be opening a Door for *Fraud* and *Collusion*: And if *less*, it might bear hard upon
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the *real* Wants and Necessities of many People. Perhaps even this Indulgence of one Horse, *Tax-free*, to each Proprietor, might seem too rigorous a Restraint; and might actually be so in *certain* Circumstances; but in all Cases of *publick* Concern, it is impossible to adjust Things in such a Manner, as that *every* Person can be *pleased*,—or even that the Interest of *every* Individual may be so *particularly* taken Care of, according to the Nature of his *peculiar* Circumstances, as that he can have no just Reason to *complain*. To proceed therefore, the

4th Tax proposed to be levied is on *Dogs* of *every* Sort and Kind, except *Shepherds* Dogs, and *House* Dogs. For every thing beyond this, is most undoubtedly an Article of *Luxury*, and *Diversiōn*; and as *such*, justly liable to be Taxed.

WHEREFORE the Proposal is, That the Owners of all Dogs shall pay *One Shilling* for each Dog every Year. And as there are such prodigious Numbers of Hounds, Greyhounds, Pointers, Setters, Spaniels, Beagles, Lap-Dogs, and Turnspits all over the Kingdom, this would bring in a very considerable Revenue, which might be employed to the greatest National Advantage, in supporting and extending our Trade and Commerce. — If this Tax should cause a *Diminution* of the Species, there would
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be no *Harm* in *that*; nay, it would be attended with a great deal of *Good*, as for many *other* Reasons, so particularly for this, That the *dreadful* and *shocking* Calamities attending the *Bite of Mad Dogs*, would be less frequent than they now are. — If any one should object, That *Turn-spits* ought to be considered as *necessary Implements* for dressing of *Victuals*, and therefore ought to be excepted out of this Regulation: The Answer is obvious and easy; *viz.* That *Jacks* and *Smoke-Jacks* are preferable to *Turn-spits* in every Respect: — They are cheaper, all Things considered; and a Species of Manufacture, which ought to be encouraged. But above all, there is no Danger from them of those *shocking* Consequences aforementioned, which every Year have occasioned the Deaths of many People, in the most dreadful manner.

THE 5th Tax proposed, is a *double Turnpike Tax* on all Persons, who *travel* on *Sundays*. A *modish* and a *reigning* Vice this! which ought to receive some *Check* and *Discountenance* from the Legislature. Not once in a thousand times can there be a just and reasonable Excuse for this Practice; and therefore it becomes a proper and fit Subject for a Tax, according to the Principles before laid down.

IN short, We submit it with great Deference to the Judgment of the intelligent Reader, Whether there is not ample Provision made in this Proposal, for all the Expences which might be incurred by the Execution of any of the Rest;— and that without burdening *any one* Article of the *real* Necessaries of Life. Were the Taxes to be laid, as here recommended, they would indeed very probably cause a *considerable* Diminution of the Articles which were to pay these Taxes: But even that Circumstance would prove, in many Respects, a very great National Advantage.— And were the Monies raised by these Taxes, properly, judiciously, and faithfully applied to the good Uses and Purposes before mentioned, perhaps there would not be a Nation in the World, which could vie with us in Number of Inhabitants, Extent of Commerce, and the flourishing State of our Colonies and Factories in both the *Indies*.

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C O N C L U S I O N .

AND thus have I ventured to give my Sentiments, with that *Freedom* and *Unreservedness*, which is natural to Men who mean well, and whose *sole Aim* is the Good and Prosperity of their Country.— As I have no *private Ends* of my own to serve, either the one way or the other, I have had no *Biafs* of Self-Interest upon my Mind.

IT is true, I confess, that *many* of the PROPOSALS here made, are Subjects very *unpopular* in the present Times: Neither would I willingly have advanced any thing *harsh* or *disagreeable*, even to *prejudiced* Minds, were it *possible* to have made *Truth* and *Popularity*, in this Case, consist together. But since that cannot be, what must be done? must we still go on, languishing in our *Commerce*, increasing in our *Disorders*, and beholding our *Rivals* taking their Advantage of these Misfortunes, merely because some People do not *choose* to be told WHERE the *Core* of the Evil lies, and

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How it may be *taken out*? If the Alterations here proposed, are *necessary* or *advantageous* to the Publick, *that* alone should be *sufficient* to recommend them to the Esteem of *all* Persons of *Worth* and *Character*; But if they are not, I put in no Plea or Apology for them:--- Only I will add, on behalf of the Author, that his *Intentions* were *good*, though He was mistaken.

I AM also well aware, That there is a customary Prepossession entertained against Projects of all Kinds; And that Projectors are looked upon as a Race of Beings who have something very singular and whimsical in their Composition. And yet I think it must be allowed, That, notwithstanding all the Prejudice which some chimerical Gentlemen of this Stamp have drawn upon themselves, there must be both *Projects* and *Projectors*, when Things are *bad*, and want *mending*; otherwise they never could be *better*, nor the Faults *corrected*.

WITH Respect to the Case before us, there are two *general Objections*, as far as I am able to perceive, which may be made against what has been advanced.

THE *first* is, That many of the *Proposals*, though they may be *right* in *Theory*, are *impracticable* in *Fact*.

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THE *second* is, That the Schemes here laid down, are attended with their Inconveniencies as well as others.

TO the FIRST of these I reply; That no one can be *certain* of this, till an Attempt has been made to put them in Practice: And we may be very sure, Every one of them might be easily put in Execution, were Persons as really animated with the Love of their Country, and as truly concerned for its Welfare and Prosperity, as they *pretend* to be; And had some among us, in *their Opposition* to every Measure of the Government, no *dark, latent* Scheme at Heart, which they *cover* over with *specious* Names.

BESIDES, None of these Schemes, no, not all of them together, are so difficult in themselves to be carried into Execution, as that *single* one which has been so happily *perfected* in our own Days, the UNION with *Scotland*.—In that Case, inveterate *National* Prejudices, — *National* Pride, — *Family-Interest*, — *Self-Interest*, — *Jacobitical* Interest, — *Pretences of Conscience*, — *Fears of Religion*, and the respective *Churches* of *both* Kingdoms: — All these conspired to heap up Difficulties in the Way. And yet all were surmounted by the Firmness and Address of those *true* Patriots of both Kingdoms, to their immortal Honour,

Honour, who had the Management of that Affair. Whereas in the present Case, there can be no *Pretences of Conscience*, no *Fears* of the *Church's* being in *Danger*, to encounter with: There are no *National Animosities*, or *National Pride*, or the *Interest* of great Families, to obstruct us; And very little of *Party Spirit* can mingle in any of these Affairs: *Self-Interest* is the chief Obstacle to be surmounted. This is indeed a great one, which will draw every thing that it can to its Assistance. But it is not insuperable, if withstood by Men who have a *true Love* for their Country, and Prudence and Discretion to *time* their Endeavours, and *guide* them aright.

MOREOVER: Supposing *none* of these *Proposals* are such as will go down at present, while Men are full of their Prejudices, and fond of their own Opinions: Yet, even in that Case, it may not be amiss to lay before them the Things *that are right*; which they may consider of at their Leisure. When Men come to *reason* and *reflect*, their Prejudices will begin to *soften*; and Time will *reconcile* them to those Expedients, which they had *inveighed* bitterly against before; perhaps for *want* of *understanding* and *knowing* them better. --- Thus it often happens, That Proposals deemed impracticable at *one* Season, on account of the *popular Outcry* against them, may be called for at *another*, with equal Vehemence and

Impatience. And therefore, with humble Submission, It may not be amiss to leave these PROPOSALS upon RECORD for future *Examination*, though none of them should be judged *feasible* at the present.

BUT besides the former *Objection*, a SECOND is, That this Scheme itself is attended with *Inconveniencies*, as well as others.

I GRANT it is: And surely no Man in his Senses could ever suppose, That there could be any Scheme calculated for the *general Good*, which would not bear hard upon the Interests of some *particular People*. --- The true way of estimating any Proposal is, to consider, Whether it doth remedy more *old Inconveniencies* than it introduces *new ones*; --- And whether, upon the *whole*, it is *beneficial* or not,---and its Benefits of such *Importance* as deserve to be regarded :---Lastly, Whether likewise some of these very *Inconveniencies* which are supposed to attend it, may not be *prevented* or *amended* by further Experience and Observation. This is the true way for estimating any Proposal: And by this Rule I would choose, that my own should be tried; and then let them stand or fall.

WE are always complaining of the bad Morals of our People; of a general Corruption; and the Decay of Trade. Nevertheless, it is very

very certain, that the present System of Things greatly contributes to the Increase of each of these Evils. My Meaning is, that it lays powerful Temptations in Peoples way. — And then, what can be expected? Some *few* perhaps will prove their Virtue to be superior; but the *great Majority* will certainly be corrupted. For evident it is, that the *Innocence* of the Bulk of Mankind, is best preserved by their being kept *ignorant* of the Temptation, or at a great Distance from it. Now what is the natural Tendency of *Customhouse Oaths, Election Oaths, Freedom Oaths, &c. &c.* but to entice and encourage Mankind to be guilty of the foul Sin of *wilful* and *deliberate* Perjury? What are the *heavy* Taxes upon the *married* State, and *Exemptions* for *Batchelors*, but the like Inducements to Men to remain *single*, and to gratify their Desires in an *unlawful* Way? What are all the *exclusive* Companies, all the heavy Duties upon Importation, and the many Statutes for *cramping* the Trade of *Ireland*, but so many continued Attempts to *drive away* the Trade from Ourselves to the *French*, who are not only our *Rivals*, but the most *dangerous* ones we can have? And truly we have greatly succeeded in all these: Yet who can we blame but ourselves? It may be pleaded indeed in Excuse for these Laws and Establishments, That they were not originally intended to produce those *bad* Effects. I allow they were not; nor are they

they charged with any such Design. But the Question here is, Not what was the View of Makers of these Laws, or what was the End proposed by such Establishments, but what is the *Tendency* of them, as verified by *Experience*, and how they do *operate* in Fact? And if it is made to appear, That they are so destructive in their Consequences, and subversive of our *Morals*, *Liberties*, and *Commerce*, it is but of little Consolation to know, That they were established with a better View; as we are now considering the Things themselves, with their natural Consequences, not the Characters or Design of their Authors and Projectors.

I WILL only add one Reflection more to what has been said; *viz.* That if we would still keep on our Trade at a *Foreign* Market, we must, at least, be upon an *equal* Footing with *other* Nations, as to the *Goodness* and *Cheapness* of what we have to sell; otherwise we cannot expect, That Foreigners would give Us the Preference to their own Loss. This then being the State of the Case, it necessarily follows, That we must always have an Eye upon the Practice and Proceedings of our *Rivals*, and take our Measures accordingly, as far as regards this mutual Emulation. If *they* contrive Ways and Means to render their *Manufactures* cheaper or better than they did before, so as to outvie Us; *we* must strive to outvie

outvie them in Cheapness and Goodness, or be deprived of that part of Commerce by them: If *they* invite Foreigners to settle among them, in order to have the more Hands, and to keep down the Price of Labour; *we* must do the same, or take the Consequence to ourselves: If *they* allow of no exclusive Companies in a Branch of Trade, which *interferes* with our Trade; *we* must put down our Companies, or lose *that* Trade: If *their* Manufacturers are sober and industrious, and work for low Wages, and seldom become a Burden upon their Parishes; *we* must endeavour to put *ours* upon the same Footing, or be content with the Poverty, which will be brought upon Us: If *their* Government requires little or no Duties upon Importation, in order to encourage the greater Numbers to engage in Trade, and that all Merchandize may come the cheaper to the Consumer; *we* must *imitate* them in that respect, and change our Customs into In-land Duties, or administer continual Temptation to the Needy and Fraudulent to turn Smugglers, and suffer ourselves to sink under these Evils, together with the Burden and Weight of our Customs. These are the Alternatives which are set before Us; and one would think, That if Mankind were not greatly blinded with their Prejudices, and biassed by private Interests and sinister Views, they need not be long in deliberating which to choose. — Not to mention, That as every Country in

Europe

Europe now begins to understand the Maxims of Trade, and apply themselves to Commerce, and are actually raising *all Sorts* of Manufactures of their own, and have laid *new Duties* upon ours;—for these Reasons, *We* ought to be *more* intent than *ever* to contrive all Ways and Means possible to *lower* the Price of every thing we *export*, in order to *overbalance* these additional Duties by Dint of *Cheapness* of Labour, and to outvie these *new Rivals* by the *Goodness* of our Manufactures.





AN

APPENDIX,

*Containing a PLAN for raising ONE
only TAX on the Consumers of
Luxuries.*



THE foregoing Proposals were endeavoured to be drawn up in such a Manner as pointed out; how the desired Alterations in our Systems of Commerce, and of collecting the Publick Revenue, might be brought about as gradually as possible. And no greater Deviations were attempted to be made from the present State of these Affairs, than seemed absolutely necessary; lest too precipitate a Shock might prejudice Mankind against Conviction. I did not therefore propose

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pose some of the above-mentioned Alterations, as what appeared to me the *very best*, which could be devised; but the best in our *present* Circumstances, and the likeliest to succeed. For I am convinced, That what I am now going to offer, is in itself a much more effectual Remedy, if our Constitution is strong enough to admit the Application of it.

THE Scheme is generally ascribed to the late Sir *M. D.* as the Author of it; and is taken out of a Quarto Pamphlet, which would do Honour to any Man, several times already quoted; viz. *An Essay on the Causes and Decline of the Foreign Trade.*

BUT as I shall take the Liberty to make some few Alterations from, and Additions to; what this most ingenious Author hath advanced, I shall put those Articles in a *different Character*, that they may be distinguished from his; And that his Original Plan may not be involved in any Censure, which perhaps is only due to my Additions and Alterations. — The Reasons which induced me to believe that some few things might be altered, or added for the better, shall be laid before the Reader in the Sequel.



An Extract from Page 44, &c. of
*the Essay on the Causes and Decline
of the Foreign Trade.*

First and Second PROPOSALS

TO lay one Tax on the Consumers of Luxuries, and take off all our other Taxes, Excises, and Customs:—And when that is done, to make all our Ports free.

As the Money-Affair is always the grand Object, something, by Way of Equivalent, must be given for the Taxes taken off: As such the following Scheme is offered.

A PROPOSAL for raising one only Tax on the Consumers of Luxuries. It is hereby proposed, That all Persons using, wearing, or drinking the following Articles of Luxury, as particularly specified, be obliged to take out a Licence Yearly, paying each one Subsidy for each Article of three Half-pence in the Pound only, on the computed Income they should have to support the Station of Life they voluntarily place themselves in, by the Article of Luxury they use, wear, or drink, as by the Example following.

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ARTICLES of LUXURY.	Computed Income.	Tax at 3 Halfpence per Pound.		
	£.	£.	s.	d.
All Persons				
1. Keeping two Coaches and Six for their Use	8000	50		
2. Using Dishes or Plates of Silver at their Tables, commonly called <i>Services</i> of Plate	4000	25		
3. Keeping a Coach and Six for their Use	2000	12	10	
4. Keeping a Coach and Four for their Use	1000	6	5	
5. <i>Drinking French Wines in their Houses or Lodgings</i>	1000	6	5	
6. Keeping a Coach and Two for their Use	800	5		
& Chariots, Four-Wheel Chaises, &c. are included in the Term <i>Coach</i> .				
7. Wearing Jewels for their Drefs (besides Necklaces, Solitaires, Rings, or Ear-Rings)	800	5		
8. Keeping a Sedan Chair for their Use	800	5		
9. Wearing Gold and Silver, Men on their Coats and Hats; and Women on their Gowns and Shoes	500	3	2	6
10. Using Silver Plate for their Side-Boards or Tables (not having <i>Services</i>)	250	1	11	3
11. Using China <i>Services</i> , viz. Dishes and Plates at their Tables	250	1	11	3
12. Wearing Necklaces or Solitaires of Jewels for their Drefs (besides Rings or Ear-Rings)	250	1	11	3
13. Keeping a Chair or Chaise with one Horse for their Use	250	1	11	3
14. Keeping a Pack of Hounds	250	1	11	3
15. Keeping a Man, or Men-Servants in Livery, or to wait at Table	250	1	11	3
16. Keeping more Saddle-Horses than one	250	1	11	3

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ARTICLES of LUXURY.	Computed Income.	Tax at 3 Halfpence per Pound.		
		£.	s.	d.
All Persons				
17. Drinking Port Wine in their House, Lodging or Service.— <i>I have inserted the Word Port for Reasons hereafter; and all other Wines, except French, are here included</i>	100	12	6	
18. Keeping Greyhounds, Setters, Nets, Fowling-Pieces, &c.	100	12	6	
19. Using China Plates for Deserts only, (having no Services of China)	100	12	6	
20. Wearing Gold or Silver for their Dress (except on Coats, Gowns, Hats, or Shoes)	100	12	6	
21. Wearing Jewels in Rings, or Ear-Rings	100	12	6	
22. Going to Plays, Operas, Concerts, Balls, Masquerades, Ridottos, Long Rooms, Publick Gardens	100	12	6	
23. Going to Bear and Bull-Baitings, Prize-fightings, Boxing-matches, Cock-fightings, and Horse-races	50	6	3	
24. Using no Silver Plate but Spoons	50	6	3	
25. Drinking Brandy, Rum, or any Spirits, in House, Lodging, or Service	50	6	3	
26. Wearing Silk or Silk Stuffs in Apparel	50	6	3	
27. Having Pictures, Paintings or Prints in House or Lodging	50	6	3	
28. Having more than one Looking-glass in ditto	50	6	3	
29. Drinking Tea, Coffee, or Chocolate, in House, Lodging, or Service	25	3	3½	
30. Using China Tea - Dishes, Cups, or Saucers	25	3	3½	
31. Playing at Cards, Dice, or any other Game, which is not used for the sake of bodily Exercise	25	3	3½	

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THIS is the general Scheme of the Author: And I have ventured to make such Additions to it, as, I hope, are consistent with his good Design. I shall therefore make no Apology for each particular Alteration; And only observe with respect to the 5th and the 17th Articles, *i. e.* The Distinction between drinking *French* Wines, and *other* Wines (which are the principal Alterations) that they both seem to me to be highly necessary. The Author indeed makes no Difference throughout the Treatise between promoting the Consumption of *French* Wine or *Port* Wine, as if it was the same to the Commerce of this Kingdom: But, though I acknowledge with Pleasure the Instruction I have received in other Parts of the Science of Commerce, I cannot follow him in this; and must still stick to the Maxims of all the former Writers on Trade, till I can see more Reason to alter my Opinion. If *French* Clarets, *Burgundy*, and *Champagne*, were as cheap as *Port*, few Men would hesitate long which to choose. The *British* Merchant, I think, has satisfactorily proved, That were we to abolish all Duties on *French* Goods, and they to do the same on *English* (as was partly the Scheme of the Ministry during the four last Years of *Queen Ann*) the Consequence would be, at least, for a great many Years, That *England* would be over-run with *French* Silks, Laces, Wines, Brandies,

Brandies, Cloths, Suffs, Ribbands, Fans, Toys, &c. And the *French* would take very little or nothing in Return, more than at present. The Experiment therefore which he proposes, seems to me too hazardous; the bad Effects of it would be violent and instantaneous, and the good ones very slow and gradual; so that the Patient would be in Danger of expiring, as is often the Case, before the Medicine can operate.

BESIDES, Were we to give such Encouragement to the *French* Wines, as is here supposed, what would become of our *Portugal* Trade? which, as to the Balance of it, is worth two Thirds of all the rest. The Court of *Portugal* would lay an high Duty, and perhaps a Prohibition, upon all *British* Commodities, the Moment they found we did not give due Encouragement to theirs: Which indeed by Publick Treaty we are bound to do. And the *French* have always viewed this gainful Trade with a longing Eye; and would be glad to put in for it, if they found any Opening.

BUT to return; As to the Scheme in general, it is certainly very good. Perhaps the Valuation of the Income supposed necessary for some few of the principal Articles is set too high; being, I presume, calculated for the Meridian of *London*, and the adjacent Coun-

Counties: Whereas the Calculation should have been made more upon a Medium with the more distant Parts of the Kingdom, where things are much cheaper. But this is a Trifle; and might easily be rectified. It is sufficient; that the Scheme is *good* in itself, and is still capable of great *Improvements*.

THE Author in the next Place gives a general Rule, "That all Articles of the same Degree, or under the Article paid for, are included in it." *i. e.* If I understand him rightly, The *greater* includes the *less*. For Instance, If a Person pays for a Coach and Six, he is thereby entitled to use a Coach and Four, a Chariot, a one Horse-Chaise, or any other Vehicle he pleases. If he enters a whole Service of Plate, he may use Side-Boards, and all other Plate besides. If he takes out a Licence for drinking *French* Wines, the same will serve for *Port*, *Spanish*, or any other, for Rum and Brandy; and so on.

INDEED as to playing at Cards, &c. I cannot allow this to be comprehended under the Article of going to see Publick Diversions, not because in the one Case, Persons are rather *Spectators* than *Actors*, but also because Gaming of *every* kind ought to be *discountenanced* as much as possible.

I ADD

I ADD also, what I conceive the Author has omitted, That the *highest* Article which any Man enters, gives the Lead to all the rest; so that he is to pay for each of the succeeding the same which he pays for the first. If a Person enters a Coach and Six, and pays *Twelve Pounds Ten Shillings*, according to the Rates in the Table, he is to pay the same Sum for every other Article he enters. And there are the following weighty Reasons for it: First, That by so doing, this Scheme becomes the most excellent *sumptuary* Law, that ever was devised: And secondly, That it is just and reasonable each Person should pay in Proportion to what he Uses of any Commodity: Now the most probable Grounds we can go upon (for the Affair will not admit of Certainty and Demonstration) is, That Persons in general live in Proportion to the Figure they make. A Person, who keeps a Coach and Six, is supposed to have more Wine drank in his Family than one who keeps only a single Chariot, and to use a greater Quantity in Proportion of every other Article, which he enters; and therefore in all Reason and Justice, he should pay the more.

THE next Article that he proposes is,
 “ That Husbands should pay for their Wives
 “ the one Fourth of the Article they pay for
 “ themselves, to entitle them to Use the
 X “ same;

“ same; and that the Parents should pay for
 “ each Child under Age the one Eighth of the
 “ Article they pay for themselves, to entitle
 “ them to use the same.” Here again I am
 sorry I find myself obliged to differ from the
 worthy Author. If the Husband is taxed for
 his Wife, and Parents for their Children in
 Proportion to their Numbers; this would be
 making too near Approaches to the Fault the
 Author had himself so justly condemned in our
 present System. Besides, when a Man has a
 Family, he is necessarily obliged to enter more
 Articles than he would do, were he single.
 And it would be a great and discouraging Hard-
 ship for the Heads of Families to pay these
 Articles, or any Part of them, over again, on
 the Account of their Wives and Children.
 Moreover, I do not see how we could rightly
 distinguish which Articles belonged to the Hus-
 band, which to the Wife, and which to the
 Children. It therefore seems to me a more
 equitable way, That the Husband or Parent
 be responsible for the *whole* Family, and be
 considered, as if he entered *all* the Articles of
 his *single Self*. If the Family are extravagant,
 and will use more Articles of Luxury than his
 Circumstances will afford, it is his Business to
 restrain them: And the present Plan makes
 it his immediate Interest, as well as Duty so
 to do.

THE Author then proposes, “ That Batchelors should be doubly taxed, if of *Twenty One Years of Age.*” — This, with Submission, is too soon. Suppose rather, That they paid a single Tax for each Article, till they arrived at *Twenty Five Years*; and then were *trebly* taxed, till they married; and that Widowers likewise without Children, if upwards of *Thirty*, and under *Forty Five*, were *doubly* taxed.

THE Author then recommends, That all Persons, such as he there reckons up, who get their Living by the Luxuries and Extravagance of others, should be obliged to pay for every Article they enter, as if they had an Income of *Five Hundred Pounds a Year.* — But here I think there is not a sufficient Distinction made between the different Classes of these People; seeing that, according to him, all must pay alike, from the meanest Ale-house to the greatest Tavern; which surely is a very unequal way of Taxing, and not at all agreeable to his own just Maxims. Suppose therefore, instead of fixing upon any particular Sum, That each of these Persons should tax himself, by his Way of Living, according as others do, but only much higher, *viz.* That all keepers of Taverns, Coffee-houses, Long-Rooms, Publick Gardens, Ale-houses, &c. And that all Players, Shew-men, &c. should

be *trebly* taxed, as long as they continue in such Professions; — and that even this should be *doubled* on all those, who retail *French* Wines or Brandies.

BUT undoubtedly the Way and Manner of levying such a Tax, is the Point which merits most the Attention of the Publick. And on this Head, the worthy Author has given great Specimens of an uncommon Sagacity and Penetration. I shall not stay to repeat all his Rules and Directions, but refer those who are disposed, to the Treatise itself. But there is one Point, which particularly deserves to be mentioned for its Singularity and Contrivance, and as it is the Master Key to all the rest: And that is, the Method which he has taken to make each Person immediately interested in detecting the Frauds and Impositions of his Neighbours. He observes in the first Place, That as the whole Scheme is a Tax upon *Vanity*, the very Nature of this Passion betrays itself, and will not be concealed: Consequently, there can be little Room for defrauding the Revenue in such a Case. — But suppose a few Frauds should be attempted in some particular Circumstances; then the following Method, which he proposes, is the most effectual Way of detecting them, *viz.* Let each Person for the first Year voluntarily tax himself according to the Station of Life he chooses to appear in; and let him take out a Licence of the proper Officer

Officer in each District, specifying the several Articles he enters: Let a Parish Register be kept of all the Money so raised in the Year within that Parish; and let the Tax so collected, be a Standard for laying on the Parish Rates of Church, Poor, Lamps, Scavengers, and all other Parochial or County Payments for the ensuing Year. The Consequence will be, That those who pay most, will naturally detect such of their Neighbours as use any of the Articles above-mentioned without entering them; because in so doing, they cause this latter Burden of Taxes to light the easier upon themselves, and oblige their Neighbours to contribute their Quota with them. And as the Author proposes, That the suspected Person should be chaged with the *Onus Probandi*, or Justification of himself, this would still facilitate the Scheme. And the Idea of an Informer would be very far from being considered in that contemptible and detestable Light it is at present, when the best, the greatest, and those who make the most splendid Figure in each Parish, would be of the Number.

THIS Tax is proposed by the Author to be laid on the first Year without taking off any other, in order to have a Fund aforehand, and to pay our National Debt the faster, and also to see what it would amount to. Then he proposes, That all other Taxes should be
abolished

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abolished Year by Year, as this increases, and is found adequate to supply their Places.

I WILL therefore single out a Gentleman of *Two Hundred and Fifty Pounds* Income by the Year, with a Wife and four Children: And I will suppose that he enters every Article he well can; and compare that Tax with the present, in order to see what Advantages may be reaped by it.

A Gentleman of *250 l. per Annum*, living something profusely, enters,

	l.	s.	d.
1. A Service of China, which includes all other Articles of China	1	11	3
2. A Side-Board of Plate; all other Plate (except Services) included	1	11	3
3. Jewels, viz. Necklaces and Solitaires; Rings and Ear-Rings included	1	11	3
4. A two wheeled Chaise	1	11	3
5. A Pack of Hounds; Greyhounds, Guns, Nets, &c. included	1	11	3
6. Men-Servants in Livery, or to wait at Table	1	11	3
7. Saddle Horses	1	11	3
8. <i>Port</i> , and all Wines (except <i>French</i>) Rum, Brandy, and Spirits included	1	11	3
Carried over	12	10	0

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	l.	s.	d.
Brought over —	12	10	0
9. Gold and Silver in Dress (except on Coats, Hats, Shoes, and Gowns) Silk, and Silk-Stuffs included	1	11	3
10. Going to Plays; all other Diversions included	1	11	3
11. Pictures, Prints, &c.	1	11	3
12. Tea, Coffee, and Chocolate	1	11	3
13. Looking Glasses	1	11	3
14. Playing at Cards	1	11	3
<hr/>			
Total, which this Gentleman would pay for his Annual Licence	21	17	6
Deduct <i>three Pence</i> in the Pound Expences in collecting, which is about	0	5	6
<hr/>			
Remains clear to the Government	21	12	0

WHEREAS a Gentleman of the same Income, let him be as frugal as he well can, pays at present for himself, his Wife, Children, and Family; in Duties, Customs, and Excises to the King, and Perquisites to Officers of the Customs, with all their Train of *enhancing* Consequences, almost double the former; tho' the neat Produce, which comes clear to the Government is full one third less, by the following Estimation.

I. THE

l. s. d.

Brought over — 30 0 0

3. * HE is charged with all *secondary* kind of Advances, *i. e.* The *reciprocal* Advances of the Price of Labour, Provisions, and all Commodities, which Tradesmen, Landlords, and all People concerned, make upon one another. — This must at least amount to as much more

10 0 0

Total paid at present, even with good Oeconomy — 40 0 0

BUT

* THE Nature of *primary* and *secondary* Advances may be best explained by an Illustration of both in the same Trade: Suppose *A.* by Trade a Shoemaker: He buys his Leather of the Tanner and Currier, and pays to them the King's Duty, with their Advances upon it: He charges this Duty, with the Addition of their Advances, and a *new* one of his own, upon the Shoes he sells. This is the Nature of all *primary* Advances, be they multiplied ever so often. The Interest of the Money so paid and used in Trade, as Matters now stand, make it necessary, that they should be.

BUT this is not all: for *A.* finds that *B. C. D. E. F. G. &c.* That is, The Butchers, Brewers, Bakers, Farmers, Cheesemongers, Chandlers, Grocers, Clothiers, Taylors, and in short, all the Tradesmen whom he deals with, do likewise charge him with *their respective* Advances. Therefore, as he has no Resource but what his Occupation brings in, he charges his Shoes, as it were again, with a *secondary* Advance, in order to answer their Demands. Thus the Affair goes round, they charging him, and he them; till the Original Price of each one's

	l.	s.	d.
BUT tho' the Gentleman concerned pays 40 <i>l.</i> per Annum for the Duties and their Consequences, yet the Original Duty to the King was no more than _____	20	0	0
Deduct therefore one third at least for collecting _____	6	13	4
Remains clear to the Government	13	6	8

I HAVE here allowed one third for collecting; and whoever considers the vast Expence which the Government is at, especially in the Salt and Customs, will be apt to conclude, that I have not allowed enough. As there is a Draw-back upon all Salt exported, and Salt for the Use of the Fisheries; therefore it is necessary to have Salt Officers in all the Ports and Creeks of the Kingdom, to prevent Frauds and Impositions upon this Account. An amazing Expence, which this amounts to. And as to the Customs; there is not one Port in ten (except

Commodities is intreated to a *prodigious imaginary Value*. It is therefore no longer to be wondered at; That a Pair of Shoes, which doth not pay *four Pence* Duty to the King, is yet enhanced a *Shilling*, or more in the Price, since the Duty laid upon Leather, and other the like Necessaries of Life.—Whereas no such thing can happen according to the Nature of the Scheme here recommended: All Necessaries of Life, being Duty-free, and without Advances of any kind.

(except the Ports of *London, Bristol, Liverpool, Southampton, Hull, Newcastle, Lynn, Leith, and Glasgow*) which enter Merchandize enough to defray the Expences of their own Officers. — What a Difference is this, in comparison to the Scheme proposed! In *that*, as it is proposed, that each Person shall be obliged to come and enter, and pay the Money without any farther Expence, *three Pence* in the Pound would be full sufficient for the Salary of the Receiver and his Clerk: In *this*, *Six Shillings and Eight Pence* will scarcely satisfy for the collecting of *Twenty Shillings*, even by computing all upon an Average. So that though the Subject, with all his Oeconomy, pays annually *Forty Pounds*, the King receives but one third of it, *viz. Thirteen Pounds Six Shillings and Eight Pence*: Whereas in the other Case, the Subject would pay but *Twenty One Pound Seventeen Shillings and Six Pence*, tho' he appeared in a much gayer Scene of Life. And yet the Government would receive, clear of all Charges; *Twenty One Pound Twelve Shillings*, which is upwards of one third more. What then would it have been, had they *both* lived in the same Degree of *Gaiety and Profuseness*.

SUCH a Scheme therefore as here proposed, one would think, should recommend itself. For all Persons in the Nation would find their Account in it in the long run, if they

could have the Patience to look forward, and were not so contracted in their Views, as to be chained down to the *present* Advantage of private Interest. — But what has been already mentioned, is only *one* Good Consequence, out of a multitude of others which would attend it. For as it would render all things cheaper, it would necessarily increase our Foreign Trade, enrich our Country, employ our Poor, increase the Stock of Inhabitants, raise the *real* Value of all our Lands and Commodities, and depress the present *imaginary* and *fictitious* one: As there would be no Duty upon Importation, it would invite more Persons to engage in Trade; and prevent the very Possibility of Smuggling: As all Ports would be open, every Part of the Kingdom would have a fair and equal Chance; and the Sun-shine of Commerce and Plenty would be diffused equally throughout: Above all, It would be attended with two excellent Consequences, which deserve to be more particularly noted, as we have little of the Kind now existing. For *first*, It would be a most excellent *sumptuary* Law, to give a Check to the Luxury and Extravagance of the Age. The *highest* Article which a Man enters giving the Lead to all the rest, would make it his immediate Interest, to go as Low as possible: So that he would find himself under a continual Monitor to forego his Pleasures, till he could better afford to pay for them. His *aspiring* Vanity would be checked by the
 Considera-

Consideration, That he is to pay the more for every other succeeding Article in Consequence of the first. *Secondly*, It would be a Tax, which no Man could complain of, as it would be his own voluntary Act and Deed, to rate himself in this or that Class, and to appear either in an higher or a lower Station of Life.

BUT alas! after all, what can we expect from such a World as this?—The Scheme before Us is of too *enlarged* and *noble* a Nature, to be rightly comprehended and truly relished by *narrow* and *contracted* Minds. It clashes with the *present* Interest of too many Persons, to be likely to succeed. And I am afraid, I may apply to this Author, the Words I heard in a Case not very different from it: *Sir, This is all right; But it will never do:—It is TOO HONEST.*

HOWEVER, there is a Satisfaction in offering things *right* and *honest* to Publick Consideration, whether they are accepted, or not. It is a laudable Passion to be willing to do the most *extensive* Good. And there are not many Men, though many may be honest and upright in their private Capacity, who think themselves concerned to be active and indefatigable in promoting the Welfare of the Community. The Case with the Selfish and Desiging is quite the reverse: They are ever vigilant and industrious in defeating every Measure,

Measure, which is not calculated for their own *private* Advantage, to the Detriment of others. Their Craft is endangered by such a System: And therefore they always cry it down, and are zealous in opposing it.

THUS it is, That in most Contests, where the Publick Good is concerned, a few knavish and dishonest Persons are an Over-match by their Zeal and Activity for greater Numbers, who are more negligent and indifferent. Every generous and disinterested Proposal naturally alarms all those, who prey upon the Publick. — But let the Event be what it will, an honest Man, who doth his Duty, enjoys that Satisfaction which they are Strangers to.

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