

from his imployment, it must be so answer'd, That the *East-India* Trade is the most likely way to make work for all the People, by enlarging their business in the present, by being the cause of setting on foot new employments for the People.

by abating the
price of Eng-
lish Manu-
factures,

It is very true, that *English* Manufactures cannot be sold dear, if as good shall be imported cheap from *India*; so that the importation of cheaper must needs abate the price of the same kind of *English* Manufactures. Of equal Labour in one and the same Country, the price will not be very different; and therefore, if the *East-India* Trade shall oblige Men to work cheaper in some kind of Manufactures, this very thing will have an influence upon others. Or thus, the *East-India* Trade will put an end to many of our *English* Manufactures; the Men that were employ'd in these, will betake themselves to others, the most plain and easie; or to the single Parts of other Manufactures of most variety, because the plainest work is soonest learn'd: By the increase of Labourers, the price of work will be abated, and thus the *East-India* Trade must needs abate the price of *English* Manufactures.

If the price of *English* Manufactures shall be abated, more People will be enabled to buy in the former Markets, the abatement of the price will pay for the Carriage into new Markets. Thus of Cloth, perhaps a Yard may be sold abroad for Ten Shillings, it were as easie to sell two if a fifth part of that price might be abated. It is certain, that more Stockings are sold since the Framework has reduc'd the price. For the same reason that more of the cheaper labour of Engines can be sold than of the dearer labour of Hands, more of *Indian* than of the dearer *English* Manufactures; for the very same, the cheaper *English* Manufactures can be sold, the more will be sold: Wherefore the *East-India* Trade by abating the price, must increase the vent of *English* Manufactures. and consequently by increasing their Vent,

Again, The more *English* Manufactures can be sold, the more of them will be made; consequently, the *East-India* Trade by increasing the vent, will also increase the *English* Manufactures. and consequently by increasing the Manufactures,

Lastly, More People will be employ'd to make Two hundred Yards of Cloth to produce as many Bushels of Wheat, to procure from the *East-Indies* as many pieces of Callicoe, and so of other things, makes more work for the People.

things, than to procure but half the quantity of these things, more People are employ'd to make a greater than a less quantity of Manufactures: Wherefore the *East-India* Trade by causing an increase of our Manufactures, is the most likely way to increase the employment of the People.

C H A P. XII.

By being the cause of the Invention of Arts and Engines, of order and regularity in our Manufactures, the East-India Trade without abating the Wages of Labourers, abates the price of Manufactures.

It is objected, that by abating the price of Manufactures, Wages must be abated,

consequently the Labourer must work more for the same things.

BUT if the Labourer was afraid that the importation of *East-India* Manufactures wou'd lessen his employment, he will not be better pleas'd that to increase the same, the price of *English* Manufactures shou'd be abated. For by this, the price of Labour, that is Wages, will be abated.

And consequently, the Labourer will be oblig'd to work more for Wages enough

nough to buy the same conveniences of Life. For, tho' there is a mixture of Labour with these things, tho' the price of Labour is a part of the price of the conveniences of Life, tho' by the abatement of Wages the price of these things is also abated, yet the price of the conveniences of Life is not so much abated as the Wages which are to buy them. This might be prov'd by Reason; but an Example will serve instead of Demonstration. Suppose that a third part of the price of Labour, a third part of every Man's Wages is abated, then my Wages of Ten Shillings for Ten days Labour, are abated to Six Shillings and Eight Pence: Again, Of a Yard of Cloth of the price of Ten Shillings, a part of the price is the price of Labour by which the same was wrought, perhaps One Shilling is the price of Wool, Nine Shillings the price of Labour bestow'd upon it; by abatement of a third part of the price of Labour, the price of Wool is not abated, the price of the Manufacture is abated to six Shillings; and thus the price of the Cloth is reduc'd to Seven Shillings: With my Wages of Ten Shillings for Ten Days labour, I was able to buy a Yard of Cloth of the price of

of Ten Shillings ; but with the Wages of Six Shillings and Eight Pence for Ten Days labour, I am not able to buy the Yard of Cloth of the price of Seven Shillings, I must be oblig'd to work more than Ten Days for Wages enough to buy the Yard of Cloth ; and therefore, if the *East-India* Trade shall abate the Wages of the Labourer, he will be oblig'd to work more for Wages enough to buy the same things.

*Also, his share
of Things must
be lessen'd.*

Again, By abatement of the price of Labour, the Labourer's share of things is lessen'd ; there is a mixture of Labour with all the conveniences of Life : As of a piece of Cloth, a great part of the price is the price of Labour by which the same is made, the Labourer's share of the Cloth is as much in proportion to the whole Cloth as the price of Labour is in proportion to the whole price ; then, if the *East-India* Trade shall abate the price of Labour without abating the rest of the value of Things, it will render the price of Labour less in proportion to the whole price of Things, it will consequently abate the Labourer's share of Things. Then he will have no reason to be pleas'd with the *East-India* Trade, if to increase the employment of the People, it must

must abate the price of Manufactures.

I am very ready to believe, that the *East-India* Trade by the importation of cheaper, must needs reduce the price of *English* Manufactures; nevertheless it is Matter of Fact, that the Wages of Men are not abated. As much Wages are given to the Plough-man, to the Sea-man, to the Weaver, to all kinds of Labourers as ever heretofore; so that the *East-India* Trade by reducing the price of Manufactures, has not yet abated Wages.

That this thing may not seem a Paradox, the *East-India* Trade may be the cause of doing things with less Labour, and then tho' Wages shou'd not, the price of Manufactures might be abated. If things shall be done with less labour, the price of it must be less tho' the Wages of Men shou'd be as high as ever. Thus a Ship is navigated with a great number of Hands at very great charge; if by being undermasted and spreading less Canvass the same shou'd be navigated by two thirds of that number, so as the difference of Speed shall be very inconsiderable, the Ship wou'd be navigated with less charge, tho' the Wages of Sea-men shou'd be as high as ever. In like manner of any

Wages are not abated.

The East-India Trade the cause of doing things with Arts, and Engines, and more Regularity.

English Manufacture perform'd by so many Hands, and in so long a time, the price is proportionable, if by the invention of an Engine, or by greater order and regularity of the Work, the same shall be done by two thirds of that number of Hands, or in two thirds of that time; the labour will be less, the price of it will be also less, tho' the Wages of Men shou'd be as high as ever. And therefore, if the *East-India* Trade shall be the cause of doing the same things with less labour, it may without abating any Man's Wages abate the price of Manufactures.

Engines without abating Wages, abate the price of Manufactures;

Arts, and Mills, and Engines, which save the labour of Hands, are ways of doing things with less labour, and consequently with labour of less price, tho' the Wages of Men employ'd to do them shou'd not be abated. The *East-India* Trade procures things with less and cheaper labour than wou'd be necessary to make the like in *England*; it is therefore very likely to be the cause of the invention of Arts, and Mills, and Engines, to save the labour of Hands in other Manufactures. Such things are successively invented to do a great deal of work with little labour of Hands; they are the effects of Necessity and Emulation;

lation; every Man must be still inventing himself, or be still advancing to farther perfection upon the invention of other Men; if my Neighbour by doing much with little labour, can sell cheap, I must contrive to sell as cheap as he. So that every Art, Trade, or Engine, doing work with labour of fewer Hands, and consequently cheaper, begets in others a kind of Necessity and Emulation, either of using the same Art, Trade, or Engine, or of inventing something like it, that every Man may be upon the square, that no Man may be able to undersell his Neighbour. And thus the *East-India* Trade by procuring things with less, and consequently cheaper labour, is a very likely way of forcing Men upon the invention of Arts and Engines, by which other things may be also done with less and cheaper labour, and therefore may abate the price of Manufactures, tho' the Wages of Men shou'd not be abated.

Again, The *East-India* Trade is no unlikely way to introduce more Artists, more Order and Regularity into our *English* Manufactures, it must put an end to such of them as are most useless and unprofitable; the People employ'd in these will betake themselves to others,

*And so does
Order and Re-
gularity.*

to others the most plain and easie, or to the single Parts of other Manufactures of most variety; for plain and easie work is soonest learn'd, and Men are more perfect and expeditious in it: And thus the *East-India* Trade may be the cause of applying proper Parts of Works of great variety to single and proper Artists, of not leaving too much to be perform'd by the skill of single Persons; and this is what is meant by introducing greater Order and Regularity into our *English* Manufactures.

cloth;

The more variety of Artists to every Manufacture, the less is left to the skill of single Persons; the greater the Order and Regularity of every Work, the same must needs be done in less time, the Labour must be less, and consequently the price of Labour less, tho' Wages shou'd not be abated. Thus a piece of Cloth is made by many Artists; one Cards and Spins, another makes the Loom, another Weaves, another Dyes, another dresses the Cloth; and thus to proper Artists proper Parts of the Work are still assign'd; the Weaver must needs be more skilful and expeditious at weaving, if that shall be his constant and whole imployment, than if the same Weaver is also to Card and Spin,
and

and make the Loom, and Weave, and Dress, and Dye the Cloth. So the Spinner, the Fuller, the Dyer or Cloth-worker, must needs be more skilful and expeditious at his proper business, which shall be his whole and constant employment, than any Man can be at the same work, whose skill shall be pulled and confounded with variety of other business.

A Watch is a work of great variety, *Watches;* and 'tis possible for one Artist to make all the several Parts, and at last to join them all together; but if the Demand of Watches shou'd become so very great as to find constant employment for as many Persons as there are Parts in a Watch, if to every one shall be assign'd his proper and constant work, if one shall have nothing else to make but Cases, another Weels, another Pins, another Screws, and several others their proper Parts; and lastly, if it shall be the constant and only employment of one to join these several Parts together, this Man must needs be more skilful and expeditious in the composition of these several Parts, than the same Man cou'd be if he were also to be employ'd in the Manufacture of all these Parts. And so the Maker of the Pins, or Wheels,

or Screws, or other Parts, must needs be more perfect and expeditious at his proper work, if he shall have nothing else to puzzle and confound his skill, than if he is also to be employ'd in all the variety of a Watch.

*Ships made
with more Or-
der and Regu-
larity, are
cheaper.*

But of all things to be perform'd by the labour of Man, perhaps there is not more variety in any thing than in a Ship: The Manufacture of the Keel, the Ribbs, the Planks, the Beams, the Shrouds, the Masts, the Sails, almost thousands of other Parts, together with the composition of these several Parts, require as much variety of skill. And still as the Sizes and Dimensions of Ships differ, the skill in the Manufacture of the several Parts, and again in the Composition of them, must needs be different; it is one kind of skill to make the Keel, or Ribbs, or Planks, or Beams, or Rudders, or other Parts of a Ship of One hundred Tons, and another to make the same Parts of a Ship of Five hundred; and in the same manner, the composition of Parts of different Scantlings and Dimensions must needs be different. Wherefore, if the Demand of Shipping shall be so very great, as to make constant employment for as many several Artists as there are several different

different Parts of Ships of different dimensions, if to every one shall be assign'd his proper work, if one Man shall be always and only employ'd in the Manufacture of Keels of one and the same dimensions, another of Ribbs, another of Beams, another Rudders, and several others of several other Parts, certainly the Keel, the Ribbs, the Beams, the Rudders, or other Parts, must needs be better done and with greater expedition, by any Artist whose whole and constant employment shall be the Manufacture of that single Part, than if he is also to work upon different Parts or different Scantlings. Thus the greater the Order and Regularity of every Work, the more any Manufacture of much variety shall be distributed and assign'd to different Artists, the same must needs be better done and with greater expedition, with less loss of time and labour; the Labour must be less, and consequently the price of Labour less, tho' Wages shou'd continue still as high as ever. And therefore the *East-India* Trade, if it is the cause that greater Order and Regularity is introduc'd into every Work, that Manufactures of much variety are distributed and assign'd to proper Artists, that things are

done in less time and consequently with less labour, then without abating the Wages of the Labourer, it may well abate the price of Labour.

The *East-India* Trade, whether by setting forward the invention of Arts and Engines to save the labour of Hands, or by introducing greater Order and Regularity into our *English* Manufactures, or by whatsoever other means, lessens the price of Labour. However, Wages are not abated; wherefore, without reducing Wages, this Trade abates the price of Labour, and therefore of Manufactures.

The *East-India* Trade abates only the price of Manufactures, not the Wages of the Labourer; then he is able to buy more Manufactures, more conveniences of Life with the same Labour; he is not obliged to labour more for Wages enough to buy the same things.

Lastly, If Wages are not abated, if only the price of things is abated, the Labourer's share of the conveniences of Life may well be lessen'd without any inconvenience, without taking from the share of the Labourer, but by adding to the share of other People: And this is no hurt to any Man. Among the wild *Indians* of *America*, almost every

every thing is the Labourer's, ninety nine Parts of an hundred are to be put upon the account of Labour : In *England*, perhaps the Labourer has not two thirds of all the conveniences of Life, but then the plenty of these things is so much greater here, that a King of *India* is not so well lodg'd, and fed, and cloath'd, as a Day-labourer of *England*.

Thus, without any Objection, without abating the Wages of any Man, without any inconvenience to the Labourer, the *East-India* Trade by abating the price of Manufactures, increases their Vent, by increasing the Vent increases the Manufactures, by increasing the Manufactures makes more employment for the People.

C H A P. XIII.

The East-India Trade is the most likely way to set on foot new Manufactures for employment of the People.

THE *East-India* Trade is the most likely way not only to increase the

the business in the former Manufactures, it is also the way to introduce new Manufactures, new Employments into *England*, by creating a greater plenty of Money for this purpose; the greater the plenty shall be of Money, the same will be less likely to be hoarded, less likely to lye still; wanton Purfes will be always open to build, beautifie, and improve the Kingdom; Shipping and Navigation will every day increase, new Trades will be discover'd.

Trade will be driven so very close, till as little is to be gain'd by it as is the present Interest of Money; and as Money shall every day be drawn out of Trade, to lye at Interest, to purchase Lands, the value of these will rise, the interest of Money will fall, till at last Land shall become too dear for Purchasers, till too little is to be gain'd at Interest; and thus the restless Treasure will be driven into Trade again.

When the plenty of Money shall become as great as among any of our Neighbours, some of their Manufactures may be attempted; perhaps this is the way to carry on the Fishing-Trade in *England*: For this, in vain, Corporations have been projected, Encouragements have been given; Money

is

is not drug enough in *England* ; more is to be gain'd at present, by letting it out to Interest, by imploying the same in every other Trade : Corporations will not be contented more than private Persons to trade to loss, or to manage a less profitable Trade, while more profit is to be made of any other. The price of Labour is not enough abated ; there is not a sufficient plenty of Money in *England* to do the thing ; as soon as we shall have enough of this, private Persons will be able to carry on the Trade ; there can be no need of Incouragements, no need of Corporations.

Then the *East-India* Trade, by doing more work with fewer Hands, by increasing our Superfluities, by increasing our Exportations, by making more Returns of Bullion into *England*, by increasing our Money, is the most likely means to set on foot new Employments for the People.

The *East-India* Trade, by enlarging the business of the Old, by setting on foot new Manufactures, is the most likely way to make most employment for the People ; however, it deprives the People of no Manufacture which can be thought profitable to the Kingdom ;

dom; and it were altogether as well that the People shou'd stand still, as that they shou'd be employ'd to no profit. And this is what may be answer'd to the Labourer's Objection against the *East-India Trade*, the destruction of *English Manufactures*, and the loss of his Employment.

C H A P. XIV.

The East-India Trade does not abate the Rents, by the exportation of Bullion, by the diminution of Consumers, by the abatement of Wages; the importation of Indian Manufactures, is less likely to abate Rents than the importation of the unwrought Produce of India.

THE last Complaint is of the Landholder, that his Rents must be abated by the *East-India Trade*; that the value of the Produce of the Estate, must needs be lessen'd by the exportation of Bullion, by the diminution of Consumers, by the abatement of Wages,
by

by letting the Produce of *India* into all the *English* Markets.

To the exportation of Bullion, it has been already answer'd, That there is never the less Bullion in the Kingdom; that the Carriage of it into *India*, is the way to increase our Exportations, to make Returns of more Bullion. Then there will be still as much in *England* to be given for the Produce of the Estate; the price of this is not likely to be abated for want of Bullion. Rents not abated by the exportation of Bullion;

To the diminution of Consumers, may be answer'd, That the *East-India* Trade reduces the price of Labour, by which the Produce of the Estate is manufactur'd; then more will be enabled at home, more will be invited from abroad to buy it: This Trade does not lessen the number of Buyers, it does not abate the value of the produce of the Estate. nor by diminution of Consumers;

To the abatement of Wages, may be answer'd, That the Matter of Fact has been deny'd; the *East-India* Trade indeed may have abated the price of Labour, by shortning every Work, by introducing Arts and Engines, Order and Regularity into every Manufacture, by which the same may be done with less labour and greater expedition; yet no Man's nor by abatement of Wages.

Man's Wages are abated ; every Labourer has still as much to give the Landholder for the Produce of his Estate.

To the Argument, That the value of the Produce of *English* Estates must be abated, by letting the Produce of *India* into all the *English* Markets, by destroying the Monopoly of the Gentleman, by increasing the number of Sellers and of like Things, for Sale, beyond the former proportion of Money and Buyers, may be answer'd, That Landholders think the Produce of their Estates is in no danger from the unwrought Things of *India*, they have less reason to be afraid of *Indian* Manufactures ; the importation of these can reduce only the price of Labour, and therefore the price of the Produce of the Estate cannot be abated by it ; indeed, there is very good reason that the value of that shou'd be advanc'd by it ; and this is also confirm'd by the experience of many Countries in like cases ; upon all which, it must be deny'd, That the *East-India* Trade increases the Sellers and like Things for Sale, against the Landholder and the Produce of his Estate, beyond the former proportion of Money and Buyers : And thus the
Land-

Landholder is not at all the worse for the loss of his Monopoly.

Indian Manufactures cannot hurt the Rents of *England*; for, 'tis the sense of People, that the unwrought Things of *India* cannot do it; Men are very careful to preserve their Rents; for this reason they keep every thing out of *England* from whence any danger may be apprehended; *Irish* Cattel are prohibited, and so are the Manufactures of many Countries; we must rather want plenty at home, than import the same from abroad; and all this is done, that the value of the Produce of *English* Estates may be preserv'd. But above all, Gentlemen are in the greatest disquiets for their Wool; this is watch'd with as much care and jealousy as the Golden Apples of the *Hesperides*; a poor Man must not have leave to carry an old Sheet to his Grave; both the Living and the Dead must be wrapt in Woollen; indeed, no other Law is wanted to complete the business, but only one, That our Perukes shou'd be made of Wool. This demonstrates the great care of the Gentleman, to suffer nothing that may be dangerous to his Rents. Nevertheless, the unwrought Things of *India* are let alone; these

The unwrought Things of India are more likely to abate Rents than the Manufactures.

are

are neither directly, nor by high customs prohibited; these therefore, in the opinion of Gentlemen, are not dangerous to the Rents, are not likely to abate the price of the Produce of the Estate.

But certainly, the importation of *Indian* Manufactures is not so likely to abate the value of the meer Produce of *English* Estates, as the unwrought Things of *India*: To import *Irish* Cattel, does not take up so many Hands, does not draw so many Labourers from the Plough, from the Loom, from the Manufacture of the rest of the Produce of *English* Estates, as the Fishing-Trade, which requires as many Hands to import so much value of Fish, and many more to build Busses, make Netts, and to work in all the Appendages of this Trade. In like manner, to import Callicoes, Stuffs, wrought Silks, and other *Indian* Manufactures, does not require so many Hands, does not draw so many from the Manufacture of the meer Produce of the Estate, as to import Cotton, Wool, Raw-silk, and the other unwrought Produce of *India*, which requires as many Hands to import them, and many more to perfect them: So in all cases, Foreign Manufactures are not

not likely to spend so much of our Labour as the unwrought Things of Foreign Countries; they are less likely to make a scarcity of Labourers to work up the Produce of the Estate, less likely to obstruct the demand of this, by raising the price of Labour that must be bestowed upon it. And thus the importation of *Indian* Manufactures is not so likely to abate the value of the meer Produce of the Estate, as the unwrought Things of *India*; these, as is already shewn in the judgment of Gentlemen, are not like to do it; wherefore, they ought not to apprehend any danger to the Produce of their Estates from the importation of *Indian* Manufactures.

C H A P. XV.

The Importation of Indian Manufactures abates only the price of Labour, but raises the price of the Produce of the Estate.

THE foregoing Argument is not demonstrative, it is only credible, that Gentlemen do not mistake their own interest: Wherefore, that *Indian* Manufactures

G

nufactures cannot abate the price of the meer Produce of the Estate, is now to be demonstrated from Principles which are evident.

I believe it will be granted, That a Manufacture will not be made in *England* by dearer, if as good an one shall be procur'd from *India* by cheaper Labour; so that the Labour that makes the *English*, must not be dearer than the Labour that procures the *Indian* Manufacture; the price then of that which makes the *English* must be abated, till the same is nothing higher than the price of the Labour that procures the *Indian* Manufacture; or so much of the difference of the price between both Manufactures as is caus'd by dearer Labour, must be abated upon Labour.

And this is the whole difference; for Wool is not dearer than so much Cotton, Raw-silk, or other the unwrought Produce of *India*; wherefore, whatsoever the *English* exceeds in price the *Indian* Manufacture, the difference is not from the dearness of the unwrought Produce of *England*; this is not dearer, the Labour only that makes the *English* is dearer than the Labour that procures the *Indian* Manufacture; the whole difference of the price be-

twixt

twixt both Manufactures, is caus'd by dearer Labour.

All the difference of the price caus'd by dearer Labour, is abated upon Labour, and that is the whole difference; wherefore the whole difference is abated upon Labour.

By the importation of *Indian* Manufactures, only so much of the price of the *English* as exceeds the price of an *Indian* Manufacture is abated; for, if more shou'd be abated, then the *English* Manufacture wou'd be cheapest, then the *Indian* cou'd not be sold, and consequently wou'd not be imported, contrary to the Fact, and also contrary to the Supposition; therefore, all that is abated of the *English* Manufacture is the difference of the price: All this is abated upon Labour; so that all that is abated, is abated upon Labour.

Or only the price of Labour that makes the *English*, is abated by the importation of *Indian* Manufactures, therefore the price of the Produce of the Estate is not abated.

On the contrary, the value of the Produce of the Estate is very likely to be rais'd by the importation of *Indian* Manufactures; for by this, the price of Labour will be abated, the demand

of the Produce of the Estate will be increas'd, more will be invited, more will be enabled to buy the same at higher prices.

More of our own People will be able to buy Wool at two Shillings *per* pound with the Labour and Manufacture of the price of Six Shillings, than to buy so much Wool for One Shilling if the Manufacture must be Nine. Or, if at home Men might be compell'd to buy at any price, yet Foreigners are not subject to *English* Laws, they will rather buy our Wool with the price of Manufacture abated. The abatement of the price of the Manufacture, will pay for the carriage of our Wool into distant Markets; so then, if the *East-India* Trade shall reduce the price of the Labour and Manufacture, it must needs invite and enable more People to buy the Produce of the Estate.

Again, If almost every one in *England* shall be able to buy the Gentleman's Wool, the Demand of it must be greater, and so must the price, than if Multitudes shall be disabled. Also, if People upon the Coasts of Foreign Countries shall be invited and enabled to buy the Wool, than if the same shall be restrain'd to only *English* Markets.

Lastly,

Lastly, If People at greater distances from those Coasts shall buy our Wool, than if only *English* Men, or the Coasters of Foreign Countries, shall be our Customers. So in all cases, the more People shall be enabled to buy the Produce of the Estate, the Demand must be the greater, and so must the Price. Then the importation of *Indian* Manufactures, abates the price of Labour, invites and enables so many the more to buy the Produce of the Estate, increases the Demand, increases the value of the Produce of the Estate.

C H A P. XVI.

And this is confirm'd by Examples.

THIS is Reason, and this is also confirm'd by the experience of many Countries: The *Romans* conquer'd great Nations, they injoin'd the conquer'd People to send them Tributes of their Manufactures, the Manufactures of every Nation were to be seen at *Rome*; from *Sicily*, *Africa*, and other neighbouring Provinces, they receiv'd their Corn; this was not done for want of Land enough for Tillage in *Italy*;

The Roman Lands not impair'd by the Tributes;

we are taught by their Historians, that *Italy* was always able to bear Corn sufficient for their Inhabitants. Yet in such quantities 'twas imported, that the *Romans* were forc'd from their antient Husbandry, they were disabled this way to make profit of their Lands; yet their Lands did not lye idle, the Produce of their Estates preserv'd its value, their Rents were not abated.

Not the Dutch
Lands by their
vast Imports;

But, Men are afraid of comparisons with the *Romans*, therefore later instances must be given: The *Dutch* import things of Foreign Growth and Manufacture, not so cheap indeed as the antient *Romans*, and 'tis to be hop'd they never will, yet cheaper far than like things can be brought into any other Country, and this they do with the greatest Freedom. They import into *Holland*, Corn, Wine, and grown Cattel, so very cheap, that they quite deprive themselves of the Articles of Tillage and Breeding. Pasture, Dairy, and the production of Flax and Madder, are almost all the employment they have for Lands in *Holland*; yet, as if they wou'd have no use of their Pasture, they import such quantities of Herrings and fatted Cattel, as are sufficient for many such Countries as *Holland*,

land, and so very cheap that no Country can do the like. As if they intended to spoil their Dairies, they import from *Sweden* such quantities of Butter, that they are forc'd to look out Foreign Markets for their own. And, as if they intended to run down the price of every thing at home, they import with the greatest freedom and in the greatest quantities, Hemp and Flax from the *East* Country, Linens from *Germany*, and other Manufactures from the *East-Indies*. They labour as it were, to abate the value of the Produce of their own Lands; in vain, for in no other Country are the Rents of Lands so high as those of *Holland*.

Again, *England* imports neither so many things, nor so cheap as *Holland*; yet of late, the Importations have been very great; the Customs are greater far than ever heretofore. Prodigious quantities of Silks, Callicoes, and other *Indian* things have been imported, equal as is said, to all the Woollen Manufacture. *Normich* and *Canterbury* are almost beaten out of their Trades: However, in general the Woollen Manufacture has flourish'd, Wool has carried a better price, and generally Rents have been rais'd over all the Kingdom,

Nor indeed English,

If the price of Wool is not abated by the importation of *Indian Manufactures*, why shou'd the importation of Corn, of Wine, of Cattel, of Herrings, abate the Rents of *England*? Why shou'd the price of the Produce of the Estate be abated by any Importations?

The Rents of Lands in *Holland*, are generally higher than the Rents of the same kind of Lands in *England*, and perhaps at a medium are as high again. If the importation of Wine, of Corn, of Cattel, has not abated the higher Rent of *Holland*, Why shou'd it abate the lesser Rent of *England*? If the *Dutch* Pasture is not abated below the Rent of Forty Shillings, by the importation of Butter, Fish, and fatted Cat-tel, why shou'd the Rent of as good Pasture here be less than Twenty Shil-lings, tho' all these things shou'd be im-ported into *England*?

*A small quanti-
ty of Land does
not therefore
yield a greater
Rent.*

It is in vain to say, There is but little Land in *Holland*, that therefore Rents are higher there than in any other Country, but if they had Land as much as *England*, their Rents wou'd be soon affected by such mighty Importations. This can never be a reason that the Rents are high in *Holland*. Indeed, where there is little Land and many
Pur-

Purchasers, the Purchase must be dearer ; but the Tenant, the Yearly Renter, will give no more Rent than can be made of the Produce of the Estate ; and besides the Rent for the Landlord, he will expect a living Profit for himself. Wherefore Rents in *Holland* are not high, a great price is not given for the Produce of the Estate, because there is but little Land in *Holland*.

Besides, *Holland* is upon the Continent ; the Lands adjoining are large enough in reason : Are any other Lands impair'd in Yearly value by their Neighbourhood to *Holland* ? The Rents of *Holland* are higher far than those of any other Country ; the Yearly value of other Lands is always greater, the less their distance is from thence ; great Importations into *Holland*, have neither abated the Rents of that nor any other place : And therefore, as great Importations wou'd not abate the Rents in *England*, neither upon the Coast, nor in the midland Country.

Wherefore, better Reasons may be given, that the importation of things of Foreign Growth and Manufacture, is not the way to impair the Yearly value of the Lands of any Country. It is certainly the way to create a plenty of the

The most likely ways to raise the Rents.

the conveniences of Life; this will invite Purchasers and People thither, and these will preserve the Yearly value of the Lands. Again, if plenty shall invite People into any Country, the value of such a Country must needs be rais'd; the People will give more for the Produce of Lands at home, than for like things at greater distance to be at the charge of Carriage. Besides, the increase of our Superfluities must needs increase our Exportations, must return more Bullion into *England*, must multiply Money to be given for the Produce of the Estate. Lastly, The importation of things of Foreign Growth and Manufacture, is the most likely way to abate the price of Labour, which is to be mix'd with the Produce of the Estate, it is consequently the way to raise the value of the Produce of the Estate.

Whatsoever shall become of these Reasons, Matter of Fact is certain; great Importations have always rais'd the value of every other Country, there is no reason to believe they can impair the Rents of *England*. And thus the Experience of several Countries, especially of our own, might teach Gentlemen to apprehend but little danger from the *Indian* Manufactures.

C H A P. XVII.

*The East-India Trade does not abate
the Rents of the Landholder by
destroying his Monopoly.*

AND now the Answer will be very easie to the last part of the Objection, That the permission of *Indian* Manufactures to be sold in *English* Markets, destroys the Monopoly of the Gentleman. As good a price as ever is given for the Produce of the Estate; wherefore it is deny'd, That by the permission of *Indian* Manufacture, the Sellers and like things for sale, are increas'd beyond the former proportion of Money and Buyers which before were ready for the Produce of the Estate.

It is very true, That an Hundred thousand Pounds in Money, and as many Buyers, are not in proportion so much to any quantity of Meat, or Corn, or Cloaths, as the same Money and Buyers wou'd be to half the quantity of any of those things: But, to the single Butcher of a Country-Village, add as much Meat and as many Butchers as are in *London*, if the People and Money shall

*The increase of
things does not
reduce the price
of Money, and
Buyers increase
in proportion.*

shall increase in proportion, Meat will bear as good a price. To the *English* Corn, add all the Corn of *Europe*, yet if all must come to the *English* Markets, if Money and Buyers shall increase in proportion to the increase of Corn, the price of Corn will never fall. So to the Woollen Manufactures, add those of *India* and other Countries, yet if Money and Buyers shall increase in proportion, the price of Cloth may be as high as ever. The reason why the increase of Sellers and of like things for sale, abates the price of things, is because the increase is beyond the proportion of Money and Buyers; and therefore, if these shall increase as fast, if there shall be still as great a proportion of them to the Produce of the Estate, the price of it will not be abated.

Now the importation of *Indian* Manufactures, and the permission of them to be sold in *English* Markets, does indeed abate the price of *English* Manufactures; so that the proportion of Money and Buyers to *English* Manufactures must needs be lessen'd. But then the whole abatement is upon the price of Labour by which the same are made; and by the abatement of the price of Labour, more are invited and enabled
both

both at home and abroad, to buy the Produce of the Estate. In Fact as much is given for this as ever, the proportion of Money and Buyers to the Produce of the Estate, is not abated; and therefore, Money and Buyers are increas'd to the Produce of the Estate, in proportion to the increase which is made of Sellers and of like things for Sale, by the importation of *Indian* Manufactures. And consequently, this does indeed destroy the Monopoly of the Landholder; nevertheless, the value of the Produce of his Estate is not abated by it.

What has been said of the permission of *Indian* Manufactures to be sold in *English* Markets, is, That *Indian* Manufactures are not so likely to abate the price of the meer Produce of *English* Estates as the unwrought Produce of *India*; they can only abate the price of Labour; by abating the price of this, they must raise the value of the Produce of the Estate; this is reason, and this is confirm'd by experience. And thus, by the destruction of his Monopoly, the Landholder loses nothing; Money and Buyers increase, as Foreign Things are added to the Produce of the Estate; the value of this is not abated

bated by the permission of *Indian* Manufactures to be sold in all the *English* Markets.

There is still, notwithstanding the exportation Bullion, as much Money in the Kingdom, as much Money and as many Buyers for the meer Produce of the Estate ; the Labourer is still able to give as good a price ; and indeed, as the price of Labour shall be lessen'd, both he and others must be forc'd to give a better : So that Rents are not abated by the importation of *Indian* Manufactures.

And thus Answers are given to every Objection against this Trade, to the exportation of Bullion for Manufactures to be consum'd in *England* ; that the exchange is of less for greater value, of less for more Bullion ; and that nothing more is lost to the Kingdom by the consumption of *Indian*, than of *English* Manufactures. To the complaint of the Labourer, and the loss of his employment ; that the loss of this is no loss to the Publick ; and on the contrary, that the *East-India* Trade is the most likely way to make employment for the People. The last Objection is deny'd, the Rents are not abated.

C H A P. XVIII.

The Fishing-Trade is not so profitable as the importation of Irish Cattel, or of Indian Manufactures; and is more likely than either to abate the Rents of England.

TO illustrate a Reason or two of this Discourse, instances were taken from the Fishing-Trade, from the importation of *Irish* Cattel, and of *Indian* Manufactures. Men are all fond of a Fishery; certain Landholders are jealous of the *Irish* Cattel, but every one is afraid of *Indian* Manufactures. Wherefore, it may not be altogether improper to make a comparison of these things, that it may be seen with how little reason Men take up Aversions and Inclinations, how easily they mistake their Country's Interest and their own. The comparison may farther recommend the *Indian* Manufactures.

First then, The Fishing-Trade is not so profitable to the Kingdom as the importation of *Irish* Cattel, or of *Indian* Manufactures. It procures no greater
value

value of Herrings, but with greater Labour than is necessary to procure so much value of *Irish* Cattel, or of *Indian* Manufactures. Herrings are not catch'd and cur'd with so little labour as will procure the same value of *Irish* Cattel, or of *Indian* Manufactures.

Let any quantity of Herrings be taken of any value whatsoever, of these the King has no Customs, the King is to pay a Reward upon their exportation, and he has no increase of Tonnage and Poundage upon the Returns: Yet with all this Encouragement, the Merchant does not fit out business. Wherefore, no part of the price is the share of the Merchant; when he shall have paid for the Labour by which the Fish were taken, there will be nothing left for himself. The whole price of the Herrings will do no more than pay the Labour.

It is not so in the case of *Irish* Cattel of the same price or value; if the Merchant were to have no part of the price, he would not import, there would be no need of Prohibitions, but the contrary is evident; wherefore, the whole price of the *Irish* Cattel did not go to pay the Labour by which they were procur'd.

Of *Indian* Manufactures of the same value ; the King has great Customs, the Merchant and Retailer have great Gains ; a small part of the price is sufficient to pay the Labour by which they were procur'd. Wherefore, Herrings are purchas'd by Labour of greater price than the same value of *Irish* Cattel, or of *Indian* Manufactures.

And, because Labour is proportionable to the price, and Labour of greater price is greater Labour, they are also procur'd by greater Labour.

Lastly, Since to procure the same value of things with greater Labour than is necessary, does not leave so many Hands at liberty to purchase other Benefits to the Commonwealth, it is not therefore so profitable ; it follows, that to procure any value of Herrings with greater Labour than were sufficient to procure the same value of *Irish* Cattel, or of *Indian* Manufactures, is by no means so profitable to the Kingdom.

Again, The Fishing-Trade is more likely to abate Rents than the importation of *Irish* Cattel, or of *Indian* Manufactures ; it is natural to believe ; That it must take up more of the Peoples Labour, and leave a great deal less to the Plough, to the Loom, to the

Manufacture of the rest of the Produce of the Landholder's Estate ; whence it is also natural to believe, That it is more likely to raise the price of Labour, and consequently to abate the value of the Produce of the Estate than the importation of *Irish* Cattel, or of *Indian* Manufactures.

C H A P. XIX.

The Herring-Fisbery not practicable in the present Circumstances of England ; the Dutch can sell cheaper.

MEN are very full of Panegyricks upon the Fishing-Trade, as if by this we were to increase our Shipping and Navigation, to make employment for every individual Creature in the Kingdom ; as if by this we were to enrich the Shoar with all the Spoils of the Sea, to extend our Trade into Foreign Countries, to gain the Balance of Trade over all the rest of *Europe* ; they see these Effects of the Fishing-Trade in *Holland* ; they expect presently the same Effects in *England*, and without any more

more ado we are to apply our selves to Fishing. And indeed, I shou'd be of their opinion, when Herrings can be catch'd and cur'd at less charge than will be paid by all their value, when the Merchant can obtain such a price for his Herrings, as besides the hire of the Fisher-man, and all the rest of his Charges, shall leave sufficient profit to himself; then these Panegyrieks may be allow'd, then the Labourer may wish for the Fishing-Trade; the Landholder will have no reason to be jealous of it, he will have no reason to be afraid that his Rents will be abated by it. Whenever this shall happen, Money will be very much increas'd; more People will be invited into *England*; there will be more Purchacers to buy the Produce of the Estate; the Fishing-Trade has not abated the Rents of *Holland*; all the Lands adjoining are the richer for it; the Fishing-Trade will not abate the Rents of *England*.

But in the present posture of Affairs, whether profitable or unprofitable, 'tis neither to be hop'd nor fear'd, that the Fishery can be ours; the *Dutch* can afford their Herrings cheaper, and are therefore sure of all the Markets.

England has
few Advanta-
ges for Fishing
which Holland
wants.

Some have fondly imagin'd, that we might do the business cheaper, that we might wrest the Fishing Trade from *Holland*: They content themselves to give no better Reasons than these for their opinion, That we have Timber of our own growth, and that there is none of this in *Holland*; that the *Dutch* pay great Excises upon their Victuals, and therefore *English* Fisher-men may work at less Wages; that the Herrings are upon our own Coast, and therefore we are not to pay for the loss of so much time in sailing to and from our Ports; that we are nearer to the Land for taking in of Fresh-water, for drying of our Netts, which are Privileges that might be deny'd to *Holland*. Yet possibly these Advantages are not very great; for if Timber for building Busses is bought in Foreign Countries and imported cheaper into *Holland*, than as good Timber can be bought in *England*, and brought to any place of Building; if the *Dutch-man* pays Excises upon his Victuals, yet if his Victuals are so much cheaper, or if he pays no Excises upon the Fish he eats at Sea; Lastly, If we are nearer to the Herrings, yet if we are so much farther off from almost all the Markets

our Advantages are but little. And if we were upon the square in other things, whether by these Advantages we are able to fish cheaper than the *Dutch* by One Shilling in twenty, or not by One in an hundred, must be left to others to determin.

But indeed, we are not upon the square in other things; the *Dutch* have advantages for the Fishing-Trade greater far than we; they catch and cure their Herrings with less charge, they can also sell for less profit.

Tho' the ordinary charge of catching and curing Herrings were alike to both, yet the *Dutch* are able to sell cheaper; they do not manage their Trade with so much contingent charge and hazard as we in *England*. They have no Law-suits upon controverted Titles of their Busses; indeed they can have none; their Busses are all registred; the Owners can borrow Money upon 'em every where, without the charge of Procuration. Their other Controversies in the Fishing and other Trades, are in a Summary way with little charge determin'd by Men of Skill in the business. In *England* all is contrary; no certain Titles of Busses, frequent Controversies, dilatory and expensive Suits,

Law is less expensive and dilatory in Holland.

but the gain of the Fishery is to pay for all; the Herrings must be sold for such a price, as besides the rest of the charges may be sufficient to pay for this contingent Charge and Hazard. The *Dutch* do not want any price upon this account; wherefore, they are able to sell their Herrings for less profit.

The Dutch must be content with less profit, for want of more profitable Trades;

The *Dutch* pursue their Fishing-Trade for little profit, because they can make no more by any other Trade: In *England*, more is to be made of Money in trading to the *Plantations*, to the *Straights*, to *Africa*, to the *East-Indies*; also, in the Purchase of Tallies, of Annuities upon the Government, of Joint-Stocks. As long as this can be done, no single Person, no Corporation in *England*, will level it self to such Gains as must content the *Dutch* in Fishing.

And also by their greater plenty of Money.

Besides, there is a greater plenty of Money in *Holland*; there are so many lenders, that every one is forc'd to be contented with half the Interest that will be expected here in *England*; and for the same Reason, there are so many trading one against another, that every one must be well satisfy'd with half the *English* profit. Let it be suppos'd then, that for an Hundred Pounds imploy'd a Year in the Fishing-Trade, a

lik

like quantity of Herrings may be catch'd and cur'd by both ; if the *English* Merchant will expect for his Herrings, all his Principal with a profit of Twenty *per Cent.* it follows, that the *Dutch* Merchant will sell a like quantity of Herrings for Ten *per Cent.* besides his Principal, that is, he will sell as many Herrings Ten Pounds cheaper. So that a greater plenty of Money obliges the *Dutch* Fisherman to be contented with less profit than will serve in *England*.

The *Dutch* are not subject to so much contingent Charge and Hazard, in carrying on their Fishing Trade ; they are not invited from the little profit of Fishing to so many other more profitable ways of imploying their Money ; they are not oblig'd by the greater plenty of Money and Traders there, to the expectation of more modest Gains : Wherefore, tho' the ordinary Charge were alike to both, yet the *Dutch* can afford their Herrings for less profit than the *English* Fishermen, they can therefore sell cheaper.

But, the charge of catching and curing Herrings is not alike to both ; the *Dutch* have all Materials for the Fishing-Trade cheaper ; the Labour also by which these things are fitted and pre-

The first Costs of things necessary to the Fishing-Trade, less to Holland.

par'd for use, is a great deal cheaper. Salt is a very great part of the price of Herrings, and this they make as cheap again as we. They lye upon the Mouths of the great Navigable Rivers of *France* and *Germany*; they have Iron thence, and Wood for Casks, at almost such prices as they are pleas'd to give themselves. They buy in the *East* Country, their Timber, Iron, Hemp, their Rozen, Pitch and Tar, as cheap as we, for building Busses, for making Netts and Cordage.

*Their Carriage
less.*

Their distance from these things is not so great as ours, their Carriage therefore must be less; yet still to make the charge of Carriage less, they navigate their Ships with fewer Hands.

*Their Customs
less.*

To *England* these things are imported with an heavy load of Customs, to *Holland* Custom free.

*Materials for
the Fishing-
Trade, are sold
in Holland for
less profit.*

In *Holland*, the Demand of these things is great and constant; the Merchants who import them, cohabit close together; no Man there must presume upon the Necessities of People, or think to raise his price; every Man must live frugally, and sell for little profit, for fear of being undersold by his more frugal Neighbour. In *England*, where the Demand of necessary Materials for

the

the Fishing-Trade is neither so great nor constant; the Merchants few and more dispers'd, Cheats and extravagant Prices are not so well prevented. Besides, if the *Dutch* Man manages the Fishing-Trade with less contingent charge and hazard, if he is not so much invited to other Trades more profitable; if for these Reasons, and by the great plenty of Money and Traders there, he is oblig'd to sell his Herrings for less profit than will be thought enough in *England*: For all these Reasons, the *Dutch* Merchant that imports things necessary for the Fishing-Trade, must sell the same for less and more modest Gains than will suffice in *England*. Wherefore, Materials for the Fishing-Trade are bought in *England*, dearer by all the difference of greater Costs, of dearer Carriage, of higher Customs, of greater Merchants Gains; such things are cheaper much in *Holland*.

And, so is the Labour by which these things are fitted and prepar'd for use; the Demand of them in *Holland*, is great and constant; the People imploy'd to work them, very numerous; Busses and other things, are Works of great variety: To make them, there is as great variety of Artists; no one is charg'd with

Work in Holland, is more orderly and regular.

with so much Work, as to abate his Skill or Expedition. The Model of their Busses is seldom chang'd, so that the Parts of one wou'd serve as well for every Bus; as soon as any such thing can be bespoke in *Holland*, presently all the Parts are laid together, the Bus is rais'd with mighty Expedition. In *England*, the Demand of these things is little, the Artists few, every one overcharg'd with variety of Work; the Contrivance and the Workmanship keep equal pace; the Work is slow and clumsily perform'd. The Work in *Holland*, perform'd with so much more Order and Regularity, with so much greater Expedition, is therefore perform'd with less Labour, and consequently the price of Labour must be less.

*Carriage is less
and cheaper.*

In *Holland*, the People of this Trade cohabit together; there must be frequent occasions for the Carriage of things from one Workman to another; in so close a cohabitation of the People, the Carriage must needs be less; and yet 'tis lessen'd still by artificial Cutts and Channels, that all may be perform'd by Water. In *England*, the Workmen are but few, and these dispers'd, and almost all the Carriage perform'd by Men and Horses upon the Land; and this

this must raise the price of Labour here.

The Buss is not constantly employ'd, *The Busses are cheaper Har-*
there must be intervals ; in these, the *bour'd.*
Dutch Buss is lodg'd secure from Wind and Weather, in artificial Trenches before the Door of the Fisherman, without the charge of Anchor, Cable, or of Watchman. In *England*, at all this charge the Buss must ride in the River, must endure the unkindness of frequent Tides, must suffer more Damage, must be refitted with greater Cost and Labour.

In *Holland*, they abound with Mills and Engines ; such things are there promoted and encourag'd, to save the labour of Hands : But, has more than one only Saw-mill been seen in *England* ? By wonderful Policy, the People here must not be depriv'd of their Labour ; rather every Work must be done by more Hands than are necessary. Certainly, such things must make the Labour less, must also make the price of Labour less. *They abound more with Arts and Engines.*

Lastly, The *Dutch* are already in possession of the Trade ; they are therefore able to husband all their equal Advantages better, by saving time, making less waste, an hundred other things that

that cannot all be thought of on the sudden.

The Work is done in *Holland* with great order and regularity ; the Carriage there is less, and all perform'd by Water ; their Busses are better secur'd in the intervals of Fishing, are with less Expence and Labour refitted ; they have more Mills and Engines, more Ways and Means to save the work of Hands. Upon all which, it may be concluded, That their whole Preparation for this Trade is cheaper far than ours.

They catch and cure their Herrings cheaper, they sell for less profit: Indeed, we find by experience, That the *Dutch* can sell Herrings for half the price for which they can be catch'd and cur'd by *England*. Wherefore the Trade must all be theirs.

And must we for this, quarrel with the *Dutch* ? They have been our best Defence against the successive Powers of *Spain* and *France*, they are now our only hopes against the united Strength of both ; 'tis certainly the interest of *England* to preserve and cherish the States of *Holland*. It is true, some of our Princes have had other Thoughts, or other Interests. It has been the craft of Ministers to cajole the People, to make
their

their Court the better with their Masters : The *Flag*, *Amboyna*, and the *British* Herrings, have been their most persuasive Arguments. *Amboyna* and the *Flag* are antient Stories ; I do not know whether it be fit to rake into them : But by this time, 'tis very plain, They do not keep the Fishing-Trade from us by violence or injustice, or by any other than the most honest Methods of selling better pennyworths. When we can be able to do this, 'twill then be time to think of Fishing, till then we are disabled.

C H A P. XX.

The way to bring England to be contented with as little profit in the Fishing-Trade as Holland.

BUT I am not willing to believe, That this Disability is perpetual, nor to give such discouragement to my Country ; and therefore I do believe, we may come to have our share in the Fishing-Trade ; only first, we must be able to catch and cure the Herrings as cheap, and to sell them for as little profit as they do in *Holland*.

That

That we may sell for as little profit; our Fisher-men must not be at more contingent charge or hazard; they must not be invited from the Fishing-Trade to other more profitable ways; our plenty of Money must be as great as it is in *Holland*.

*Registers and
Law-Mer-
chant.*

Our Busses and all other Ships might be registred; by this many Controversies wou'd be prevented; for a more easie and speedy Determination of others, a Law-Merchant might be erected. The Forms of Tryals in other cases, might continue still the same without any Alteration; but these are not thought altogether so convenient for this purpose. Perhaps if this were done, our Fishing-Trade wou'd not be carried on with any more contingent charge or hazard.

*Corporations in
Trade, hurtful.*

That no Man might reject the small gain that is made of Fishing, for the greater profit of any other Trade; all our Trades both foreign and domestick, might be driven with the greatest freedom, Corporations and other Restraints might be destroy'd; consequently, so many wou'd be trading one against another; all kinds of Trade wou'd be driven so very close, till at last no Man in *England* wou'd be able to gain more by any other way, than every Man in *Holland*.

Holland does by that of Fishing; then certainly, no Man wou'd reject the small profit that is made of Fishing, for the hopes of greater profit by any other Trade.

By such an universal Freedom of Trade, our Superfluities wou'd be multiply'd, our Exportations wou'd be enlarg'd, our Bullion wou'd be increas'd, and the more Money wou'd be still employ'd in Trade. The profit of this wou'd be run as low as the present Interest of Money; and still as Money shou'd be drawn out of Trade to purchase Lands or lye at Interest, the Value of those wou'd rise, Interest wou'd fall, Men wou'd be forc'd to trade on for little gain. When Interest shall be the same, when the profit of Trade shall be no greater than it is in *Holland*, our plenty of Money must be as great.

Free-Trade the way to increase our Money.

And thus, when our hazard in Trade shall be no greater, when we shall be able to make no greater profit by any other Trade, when our plenty of Money shall be as great, we shall be content to afford our Herrings for as little profit as does content the *Dutch*.

C H A P. XXI.

That the way to enable England to catch and cure their Herrings as cheap as Holland, is, first to have Materials for that Trade as cheap; and that this is most likely to be done, by discharging the Customs upon such things, by making the Trade for them free and open, by making the Carriage of them as cheap as it is in Holland; and that the last is not to be done without reduction of the price of Shipping: And the way for effecting this.

Our first Costs of things necessary for the Fishing-Trade, are or may be as little as in Holland.

THAT we may also catch and cure Herrings as cheap as those of Holland, our things necessary for the Fishing-Trade, our Labour bestow'd upon them, must be as cheap.

It is said, That Salt as good and fitzable for curing Herrings, may be made so very near the Coal-pits, so near a Navigable River, that tho' it should be sold for more profit by the Maker, it
may

may nevertheless be deliver'd as cheap to *English* Fisher-men, as like Salt can be sold in *Holland*.

Timber fit for building Busses, grows as cheap in *Ireland*, and perhaps in *England*, as in any Country from whence 'tis carried into *Holland*. Iron also might be made as cheap. And by a Law, to oblige of the Lands of every Parish a small proportion to be sown with Hemp and Flax, the Tax wou'd be very small upon the Kingdom, and new Materials for employment of the People would be cheaply distributed up and down the Country. Now by opening the Navigation of some of our Rivers, perhaps these things might be brought as cheap to any place convenient for the Fishing-Trade, as like things are brought to *Holland*.

However, we buy the Timber, Iron, Hemp, the Rozin, Pitch and Tar, of the East-Country, as cheap as *Holland*; from the East-Country we might Navigate our Ships with as few Hands, we might import these things as free of Customs: By the same Methods by which Fisher-men wou'd be oblig'd to sell their Herrings for as little profit, the importers of Materials for the Fishing-Trade, must also afford such things for as little as will suffice in *Holland*. If the Merchant buys

Our Ships might be Navigated with as few Hands; and things might be imported as free of Customs; and as free a Trade wou'd oblige us to sell for as little profit as they do in Holland.

Materials for the Fishing-Trade as cheap, if he imports these things as free of Customs, if he must also sell for as little profit, if he imports with as few hands, why shou'd not our *English* Fisher-men buy them as cheap as they are bought in *Holland*? There can be no other reason why they shou'd not, unless that Sea-men's Wages are higher, and Ships are dearer Victuall'd here, or that our Voyage for these things is longer, and consequently more of the price of them must go to the Wages of the Sea-man, to the Provisions, to the Wear and Tear of the Ship; or, that our Shipping for the importation of these things, is dearer than it is in *Holland*. Certainly, neither are our Wages nor the price of Provisions so great as they are there. But, the length of our Voyage is something greater, our Shipping is a great deal dearer. Wherefore, if by any Method this last shall become so much cheaper as to be sold for sufficient profit into *Holland*, this will balance our greater distance from the East-Country; this will enable our People to buy their Timber, Iron, Hemp, their Rozin, Pitch and Tar, as cheap as they do in *Holland*.

Wherefore,

Wherefore, that the *English* Shipping may be cheaper than that of *Holland*, Ships might be built in our Plantations, to be sold for sufficient profit to the *Dutch*, altho' the Freight from the Plantations were not enough to pay their Passage hither.

That English Shipping might be cheaper than that of Holland, they must build in the Plantations.

Ships are built in the Plantations of cheaper Materials, and might be also by cheaper Labour. Materials there for Building, are cheaper. 'Tis true indeed, that Iron, Sails and Rigging, are bought in *Europe*, and therefore must be dearer in the Plantations; however, these things are carried thither in Ships that otherwise must carry empty Holds and Ballast, so that they are not dearer for the Carriage: Besides, the Customs upon these things to *England*, are drawn back upon their Exportation; so that they are cheaper in our Plantations than here in *England*, and indeed but little dearer than in *Holland*. But, if these things are something dearer, Timber, Rozin, Pitch and Tar, are so much cheaper; that at a medium, Materials are nothing near so dear in our Plantations.

Materials are cheaper there.

Materials for Building there are cheaper; that these may be wrought by cheaper Labour, the Work might be perform'd

How Negroes might build with as much skill,

perform'd by Negroes. To single Parts of Ships, single Negroes might be assign'd, the Manufacture of Keels to one, to another Rudders, to another Masts; to several others, several other Parts of Ships. Of which, the variety wou'd still be less to puzzle and confound the Artist's Skill, if he were not to vary from his Model, if the same Builders wou'd still confine themselves to the same Scantlings and Dimensions, never to diminish nor exceed their Patterns. And of Ships for the same kind of Trade, and for ordinary and common use; when once a good Model can be found, why shou'd the same be often chang'd? So that the same Negroes might be employ'd in only single Parts of Ships of the same Scantlings and Dimensions, by which the Work of every one wou'd be render'd plain and easie. That it may not seem impossible for Negroes to be always employ'd in the same Parts of Ships; either by Law, or by some small encouragement to begin the Work, our Ships for that Trade might all be built in the Plantations: Such Fleets are every Year us'd between *England* and the Plantations, as wou'd find full and constant work for Numbers of Builders equal to all the different Parts: And there-

therefore, Negroes might always be employ'd in only single, plain, and easie Parts of Ships. And, thus a way is shewn to build in our Plantations by the hands of Negroes, to render a Work of such variety plain and easie, to enable Negroes to build with as much skill as those in *Holland*.

The Strength of Negroes is as great ; *and Expedition* a way is shewn to make their Skill as *on*, great ; wherefore, they might be taught to build as well, and with equal expedition.

The Wages of Negroes are not so *and for as* great as of the *Dutch* Builders ; the annual Service of a Negroe might be hir'd *little Wages,* for half the Price that must be given *as Dutch Builders.* to one of these. Only high Wages, or slow and clumsy Workmanship, make Labour dear. Negroes may build as good Ships with equal Expedition, for half the Wages that must be given in *Holland*. And therefore, Ships of cheaper Materials built by cheaper Labour in our Plantations, must needs be cheaper than equal Ships in *Holland*.

If Ships of Materials a great deal cheaper, might be built in our Plantations by Labour of half the price that must be given in *Holland*, they must needs be cheaper, and possibly by 20 or 30 per

Cent. or by Thirty or Forty Shillings in every Ton.

Ships built in the Plantations, might be Navigated to England without charge.

Such Ships indeed, wou'd be built at a very great distance from *England*, but yet 'twoud cost us nothing to get them hither ; their Passage hither might well be paid by the present usual Freight from thence, and perhaps by one quarter of the present usual Freight, tho' all the Mariners to Navigate these Ships were still to be hired out of *England*.

I have heard, that for Ships not Overmasted, five Mariners are enough to every Hundred Tons ; and that so many might be hired for Forty Pounds from *England* ; so much wou'd be sufficient to pay the Wages and Passage of Seamen from *England* to any of our Plantations. As much more wou'd be sufficient to pay their Provisions and Wages back again to *England* ; and this is all discharg'd by Freight of Sixteen Shillings for every Ton. Less than this wou'd pay the Wear and Tear of a Ship for a Voyage of so few Weeks ; so that Thirty Shillings per Ton wou'd then be thought enough to pay the Passage of Ships from our Plantations into *England*.

'Tis true, that Freight so low will pay no profit to the Owner ; but if a Ship can be built of Materials as cheap again,
by

by Labour of half the price, that is, Thirty or Forty Shillings *per* Ton cheaper than such another can be built in *Holland*; the same wou'd bring sufficient profit to the Owner, tho' it shou'd come for Freight so low, nay, tho' all the Freight to *England* were not enough to pay the Passage; 'tis gain sufficient to the Builder, to sell his Ship for the profit of Twenty Shillings for every Ton.

And thus a Method is propos'd for building Ships in *America*, that may be sold for sufficient gain to the *Dutch*, altho' the Freight from our Plantations hither, were brought down to Thirty, Twenty, or less than Twenty Shillings for every Ton. If Ships might be built so cheap in our Plantations, 'tis very likely the Freight from thence to *England*, wou'd be run so low by emulation of our Plantation Builders.

For Freight so low from the Plantations, no Ships from *England* wou'd carry empty Holds and Ballast thither; the greatest part of those that come from thence, wou'd be sold and left in *England*; the few that wou'd return, wou'd always carry Cargoes of Manufactures and Mariners; the former for the use of the People there, the latter to navigate their Ships from thence: 'Twou'd be

*Consequences of
reducing
Freight from
the Plantations
by cheap
Shipping.*

some benefit to *England*, to save the Carriage of empty Holds, and Ballast so long a Voyage, to save so much vain and unprofitable Labour.

By Freight so low from our Plantations, Tobacco, Sugar, and all the Produce of those Places, wou'd be imported so much cheaper ; more wou'd be sold from *England*, our Foreign Trade wou'd be enlarg'd ; and this wou'd be a greater benefit.

Timber, Pitch and Tar, and other Naval Stores, are bought for half the price in the Plantations, for which they can be bought in *Europe* ; but Freight has always been too high to import such things so long a Voyage for profit ; For Freight so low from our Plantations, these things might be imported thence a great deal cheaper into *England*, than they can be bought in any place in *Europe*. Certainly, 'twou'd be beneficial to *England* to become the Magazine of Naval Stores for all the rest of *Europe*. Besides, this were the way for *England* to have many Materials for the Fishing-Trade, cheaper than the same can be had in *Holland*.

'Tis not to be thought, that Busses, Dogger-boats and Vessels, for the immediate use of Fishermen, nor many other
kind

kind of Ships can come from our Plantations ; but Rudders, Masts and Keels, and other Parts of Ships of any kind, already fitted to certain Sizes and Dimensions, by the cheaper Labour of those Places, might be imported into *England* ; nothing need be left to *English* Labour, but only to lay these several Parts together. If Freight from the Plantations cou'd be reduc'd so low, *England* might either build Busses to Fish her self, or cheap enough to sell to *Holland*. Then for the present, we might allow the *Dutch* to catch the Herrings, if they wou'd buy of us their Busses.

Ships of any kind brought to *England* so very cheap, will reduce the price of others here ; no Ships will be dear as long as any kind is cheap. To build as cheap in *England*, Men will be forc'd to keep more to the same Models in Ships of ordinary and common use ; they will be forc'd upon the invention of Mills and Engines, to save the charge of Hands ; they will be forc'd to work with more Order and Regularity, by which their Labour may be afforded cheaper. To reduce the price of building Ships by Methods such as these, wou'd be a benefit to *England*.

But far the greatest benefit of all, wou'd

would be, that our Shipping should be render'd cheaper than that of *Holland*. The *Dutch* would then buy their Ships of us; however, they must be contented to let us trade with cheaper Shipping. This were the way for us to become the Carriers of the World, to profit by all that others eat, and drink, and wear: This were a surer way, and less odious to our Neighbours, than any Act of Navigation for only *English* Bottoms to be employ'd, in the Carriage of Things to and from our own Country. Tho' our distance is a little greater than that of *Holland* from the East-Country, this would balance that Disadvantage, our Carriage thence would be as cheap.

We buy our Fishing-Stores as cheap as *Holland*; these may be brought hither as free of Customs; by reducing the price of Shipping by the Methods that have been propos'd, the Carriage hither might be as cheap; a way is shewn for the Importer to expect as little profit: And this is all that is necessary to render Materials for the Fishing-Trade, as cheap in *England* as they are in *Holland*.

C H A P. XXII.

The way to make English Labour in the Fishing-Trade as cheap as that of Holland ; that the People here must cohabit as close together ; and the most probable Methods for effecting this, are to erect a Free-port, to impower Parishes to send their Pensioners to it, to give Privileges to such a Place : Also, all other Arts of working cheap must be allow'd.

L Astly, That the *Dutch* may have no Advantage over us for the Fishing-Trade by their cheaper Labour. The People might be brought to live as close together here for the better carrying on of this Trade, as they do in *Holland*. In *England*, they might for this purpose be brought as close together, without any publick Charge, and with exceeding Profit to the Kingdom.

First, By erecting any convenient Place in *England* into a Free-Port ; this would be a way of bringing great Numbers of People close together, very easie

A Free-Port might be erected without Publick Charge,

to

to the Publick; the thing wou'd be done at the voluntary charge of Merchants. The Merchant must be very much disabled to gain by his Trade, if either he shall be compell'd to carry out his imported Merchandises within the Year before the Foreign Markets call for them, or after the Year without drawing back the Customs. It is without doubt, the interest of Merchants to be oblig'd to neither of these things. Now the way to be compell'd to neither, is, that a Free-Port shou'd be erected in any convenient Place in *England*, that Houses and Ware-house shou'd be built for the reception of Goods, which at all times may be freely imported hither, and may again be as freely exported. Such a Place wou'd soon be built and peopled; the Interest of Merchants wou'd do the thing; it wou'd be done without any publick Charge. This wou'd be a way very easie to the Kingdom, of drawing great Numbers of People close together.

and to the Publick Benefit.

And it were also a very profitable way; from a Free-Port at all times, all things may be exported, they pay no Customs at their coming in, and therefore are not limited to Times for drawing back their Customs, in order to their being carried out again; so that to erect a Free-Port, is

to

to enable the Merchant to wait his own time; not to oblige him to carry out his Goods before the Foreign Markets call for them; it is consequently to enable him to sell his Goods so much dearer, it is to increase the Riches of the Merchant. The Riches of every individual Man, is part of the Riches of the whole Community. Wherefore, if to erect a Free-Port is to increase the Riches of the Merchant, it must increase the Riches of the Kingdom. A Free-Port then wou'd be a very easie, 'twou'd be likewise a very profitable way of drawing great Numbers of People close together. And indeed, if this were done, if it shou'd please God to press the *Dutch* with greater Difficulties than they will be able to overcome, whither is it so likely that they wou'd run their great Estates for shelter as into *England*; but the want of a Free-Port, together with the Act of Navigation, (which in other respects, is the best that was ever made for the security and improvement of our Trade,) makes *England* more dangerous than Rocks and Sands to *Holland*.

For increasing the People of this Place, Parishes might be impower'd to send their Pensioners to it; this also wou'd be done at the voluntary charge of every Parish, like the present way of removing poor Persons

Parishes might send the Pensioners to this Free-Port; this wou'd not be chargeable,

Persons from one Parish to another; the Publick wou'd not ~~for~~ the Way must needs be easie to the Kingdom.

*but very
profitable to
the Pub-
lick.*

And also, it wou'd be very profitable; the poor People collected thus together, wou'd find more variety of Employments, fit for Persons of all conditions, in a place exceeding Populous, abounding with variety of Business and full of Manufactures, than as now, dispers'd over all the Kingdom, confin'd to Parishes, in which they are of little use, disabled to go where proper Business calls for them. The Blind and Lame, Young and Old, Women and Children, by their united Labours might be serviceable to one another, they are now dispers'd; they are neither useful to the Publick nor Themselves. Collected altogether, the Poor wou'd be more likely to provide their own Maintenance, to ease the Publick of this Charge; so that, to impower Parishes to send their Pensioners to this Free-Port, wou'd be a profitable way of bringing great Numbers to cohabit close together: At least, thus the Poor cou'd not be more chargeable to the Kingdom, than when dispers'd and confin'd to Parishes that have no Business for them, and which are therefore willing to part with them; so that if to collect the Poor together, shou'd import no profit, yet it cou'd

cou'd never hurt the Publick. But for the Reasons before, we may venture to conclude, That to impower Parishes to send their Pensioners to this Place, wou'd be a very easie and a very profitable way of making great Numbers of People cohabit close together.

Lastly, To give present Privileges to such a Place, to give it a Freedom from Taxes, Customs and Excises, must needs increase the People. And what hurt were this to the Publick, that people who chiefly live on Charity, shou'd be eas'd of Charges which they cannot bear? That it shou'd be made more easie for them to earn their own Living, by abating the prices of things? By this the Publick wou'd suffer no damage, and without doubt great Numbers of People wou'd be added to the place. So that Ways are shewn for bringing People together without any Publick Charge, and with exceeding Profit to the Kingdom.

Now, after all other Preliminaries settled, the chief Application of this place, must be to Fishing, to building Busses, making Netts, and the several Appendages of this Trade; it must be suppos'd, that all things necessary might be imported hither as cheap, and might be sold here for as little profit as they are in *Holland*. Why then, in so close a cohabitation of People of the same Trade and Profession; besides that, Cheats and extravagant Prices wou'd be prevented; every one wou'd be a cheque upon his Neighbour's Price, every one wou'd be oblig'd to live frugally, and sell cheap, for fear of being underfold by his more frugal Neighbour. It wou'd follow also, that every Work of as great variety, might be done with as much Order and Regularity as any like is done in *Holland*. No such wou'd be left.

Privileges of a Place, the way to increase the People.

The Dutch then wou'd not be able to work cheaper by their closer cohabitation.

left to the slow and clumsy performance of single Persons; every one would have his proper Share of every Manufacture; 'twou'd be the emulation and care of every one, to work as well and as cheap as others; so that every one would be still advancing to farther Perfection upon the Invention of others. And thus perhaps, our whole Business might be done with as much Perfection and Expedition, with as little and as cheap Labour as it is in *Holland*.

All other
ways of
cheap La-
bour must
be allow'd.

So close a cohabitation of the People, wou'd still abate the price of things, by abating the Labour bestow'd upon them; the Carriage of things from one Work-man to another, wou'd be so much less: And yet, still it might be lessen'd by Navigable Cutts and Channels, to save the charge of Carriage.

24th Trenches also might be made, where, in the intervals of Fishing, the Buss might lodge secure, and be refitted with less Cost. Mills, and Engines, and all other Arts, shou'd be allow'd to save the Labour of Hands. And whatsoever other Obstructions there are, these also shou'd be remov'd. But, perhaps I have already nam'd enough to create a despair of the thing, to make it credible, That our Herrings are not likely to pay the Cost and Charge that must be bestow'd upon them. If I have done so, I have reinforc'd my former Argument; The Fishing-Trade is not so profitable as the Importation of *Irish* Cattel, or of *Indian* Manufactures.

राष्ट्रीय पुस्तकालय, कोलकाता
National Library, Kolkata

SP 68 FINIS