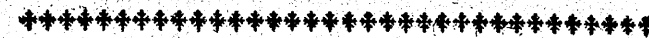


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CONSIDERATIONS
ON THE
SCOTS
BROADCLOTH
MANUFACTURE.



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To the P U B L I C.

THE following pages claim no merit as a composition. They contain only a few plain thoughts, which, it is imagined, would have naturally occurred to any person, whose attention was directed to this subject. They are not embellished with brilliancy of language, nor do they contain any fine spun schemes or intricate calculations. The propositions are self-evident; and it is thought the conclusions are indisputable. As such they are offered to the public. It is hoped, the importance of the subject, with the present situation of this country, will draw attention, and be found worthy of the protection of those who are able to support it.

CONSIDERATIONS

ON THE

BROAD CLOTH

MANUFACTURE.

THERE is no subject more worthy of the attention of a generous mind, than a consideration of the means by which we may most effectually promote the welfare of society, and the happiness of individuals. It opens a noble field for speculation; it enlarges our views; and is, when duly attended to, followed with the most salutary effects. States and kingdoms have not risen to power and greatness merely by chance or accidental causes, but by wholesome laws and wise institutions, firmly established and steadily adhered to.

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In a rude state, where the attention of mankind is chiefly occupied in supplying the immediate wants of nature, few laws are necessary. When mankind increase in numbers, and advance in improvements, society assumes a more complex form. A path is opened both to industry and fraud, to virtues and vices, which were before unknown. Hence new laws and institutions become necessary to restrain what is hurtful, and encourage what is beneficial to the community. These are so indispensably requisite, that there is scarcely any nation in which they have not been attended to; and the prosperity and happiness of a people are always in proportion to the wisdom of these laws, and the respect that is paid to them.

It may appear surprizing, however, that, while so much attention has been paid in establishing laws for the government of kingdoms, so little care should have been bestowed in encouraging and directing the laborious part of mankind to those employments which promise to be of the greatest advantage to themselves, and of the greatest benefit to society. This is evidently an object of the highest importance, on which the prosperity of a nation greatly depends: For as
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the inferior part of mankind are incapable of forming new plans, or of devising new employments for themselves, they either servilely follow the occupations of their forefathers, which are often so unprofitable, that from despair they fall upon unlawful means for their subsistence, or, dispirited by poverty, become habituated to idleness and beggary. To prevent these evils, to direct and assist those who are willing to labour in pursuing those employments that bring a comfortable subsistence to themselves, and riches to their country, is a duty which merits the attention of every person who wishes well to his fellow creatures.

It is with pleasure that for some years past we have seen considerable attention paid to this, and a spirit for improvements of every kind rising in the country. The culture of the ground is the most necessary labour in which men can be employed; it therefore merits our first care. The rapid progress of its improvement is viewed with satisfaction and surprize: What was lately a barren soil, is now fruitful fields. This has been almost intirely owing to the attention paid to it by landed gentlemen, who have given their example and assistance to those in inferior stations.

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But the business of agriculture, however important, is not of itself sufficient to employ the hands of a populous country. Other occupations must be thought of, to rouse industry, and to give bread to increasing multitudes. For this purpose, various manufactures have been established and encouraged in every wise and flourishing nation; and it is from the judicious choice of these, that the prosperity and riches of a people springs. Those manufactures which employ the greatest number of hands, for which there is the greatest demand, and on which there is the greatest profit, are certainly to be preferred. The manufactures, therefore, of Woolen and Linen Cloths, have always been considered as the most important, and met with the greatest encouragement.

It has happened, however, unfortunately for us, that of these two we have made choice of that which brings the smallest profit, namely, the Linen Manufacture. The improvement we have made in it is almost beyond credibility, and the sums of money it brings into the country are great. But it is apprehended, that this manufacture, though valuable, is now rather on the decline. It is said, that we are already underfold in foreign markets, by the Irish, Dutch, and Ham-

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Hamburgers. One reason assigned for this decline, is the high price of provisions, and consequently of labour, which has been rising in this country, by frequent steps, for these twenty years past; while the rise in foreign countries is far from being in the same proportion. This enables them to work at a lower rate than we now can. Besides this advantage, they have, on the Continent, their materials of flax, soap, and potashes, cheaper than we can find them; so that, even supposing that we excelled them in skill and quickness of manufacturing, we cannot compete with them under these unfavourable circumstances. The effect of this is already seen. Several considerable Linen Factories are already either given up, or in a declining condition, while there is scarcely an instance of a new one being erected. It may be alledged, that this arises from the present general stagnation of trade, and scarcity of money; and this no doubt has its effect: But, as the decline of this manufacture began to appear a considerable time before the late bankruptcies, we justly apprehend the evil springs from a deeper root. These disagreeable observations would not have been now offered against a manufacture which it is our interest to support, if it were

(6)

were not urged as an argument against the introduction of a new manufacture, that it would take away the hands from one already established. This objection can have no weight, when we see such multitudes of poor people who are willing to work, but cannot find employment, especially of linen weavers and spinners, who are perishing for want of bread. Or, supposing that there were force in the objection, the support of one branch ought not to prevent our encouragement of another which is more profitable; it appears at least unreasonable, that our whole attention should be given to one, while another, that has a fairer appearance, is intirely neglected.

‘ It is the design, therefore, of the following pages, to show, that if the WOOLEN MANUFACTURE were properly encouraged, there is as great a probability of its success, as there could be of any one hitherto established in this part of the kingdom: That, if introduced, it would be attended with the greatest advantages to the country in general, and give the most comfortable subsistence to the workmen employed in it: And that the means of introducing it are neither so difficult, nor distant, as in many manufactures which have been already carried on to advantage.’

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It is maintained, that, if the Woolen Manufacture were properly encouraged, there is as great a probability of its success, as there could be of any one hitherto established in this part of the kingdom.

The first argument offered is derived from this general principle, That, if other manufactures, once unknown here, and to which there was as great if not greater discouragements, have succeeded, there can be no reason given why this should not be carried on, at least to equal advantage.

If we inquire into the state of this country with regard to manufactures, about forty or fifty years ago, we shall find there was scarcely one that deserved the name. Excepting some very coarse linen and woolen cloths, which poor people made for their own use, there was hardly a yard which was not brought from Holland or England. They had no conception of making any thing for themselves but what was indispensably necessary, and that too in the clumsiest manner. When they spoke of any thing better than common, it had always the epithet of English or Dutch. It was English hats, English cloths, English leather, English porter, beer, locks, spades,

(8)

spades, &c. Now we know that we can not only make most of these things equally good, but even excel them in several articles. This we once thought impossible; but, now that we have succeeded, we are surprized how we came to be so long of learning these useful branches of trade. To give an instance: If, at that period, any person had told us, that, in thirty or forty years, we should improve so much in the manufacture of linens, as to be able not only to supply ourselves, but to export to the extent of L. 2, or 300,000, such a person would have been regarded as a visionary projector, who fancied things which could never happen. He would have been told, that such an improvement was impossible; that we wanted the flax, soap, and pot-ashes, which we could not have but at an advanced price; that we were ignorant of the manufacture of fine linens, and could never learn it to advantage; that the people wanted industry, or that there were no hands to spare for such an undertaking; that we had no money to carry it on to any extent, nor proper mills, nor climate for bleaching; and that, if we attempted such a thing, other nations, having already established that trade, could send in such a quantity of linens, at

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a quantity of linens at a lower price as would wholly prevent our sale. These, it must be allowed, were discouragements which they had to meet with, some of which still remain; yet they have been so far got the better of by attention and proper encouragement, that what was once thought impossible has now actually happened. This appears from indisputed evidence. In the year 1728, only 2,183,978 yards of linen, valued at L. 103,312, were entered and stamped for sale; whereas, in the year 1767, the number of yards amounted to 12,783,043, valued at L. 633,854. Here is, in the space of forty years, an increase of wealth to the country of L. 350,000, deducing only the price of the flax, and other materials imported from abroad. Now, if this manufacture has hitherto so far succeeded in opposition to all those difficulties, which were once thought unformountable, there can be no reason assigned why the woolen manufacture should not equally succeed, if the same encouragement were given to it; unless it be said, that the obstructions to the manufacture of woollen are greater than to those of the linen, which, it is affirmed, is not the case. On the contrary, we have all the materials of manufacture, as much at hand, and at as cheap a rate, as any

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manufacturing country in Europe. We have the coarse wool for second and inferior cloths, at as low a price as the English, and we can buy the Spanish wool, for fine cloths, with the dye-stuffs, and every utensil of manufacture, for the same money. We already know more of the manufacture of woollen, than we did of linen fifty years ago; we have the same industry for the one as for the other; the one does not require a larger stock, nor is there so long an outlay of money; the half of the machinery serves the one that is necessary for the other in manufacturing, bleaching, &c.; and it cannot be said, that it is more in the power of the English to undersell us in woollen, than it was of the Dutch to undersell us in linen. If this is the case, as will be found on inquiry, no reason can be given why the one should succeed better than the other, or why the manufacture of linen is better calculated for this country than that of woollen.

The next argument offered for the probability of our carrying on this trade to advantage is, That, if it has hitherto succeeded so amazingly in England, we may reasonably hope, that, if pursued with spirit, it may be carried on with equal advantage in this country. We are the subjects of the same kingdom, we live under the same laws, we have
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the same privileges, and, in point of activity and parts, we will not acknowledge any inferiority. There is nothing that can be done by an inhabitant of the south, that may not be done as well by an inhabitant of the north, of the island. It is said indeed, that this is the staple trade of England, that they have had it in their hands for centuries, that they are trained to it from their infancy, and have such skill and slight in working, that no other nation can equal them in this manufacture. These are advantages which are allowed them; but, if this is to be made an objection to this manufacture, it is equally strong against every new manufacture that can be proposed. When a new scheme is laid before us, we have nothing to say, but that other countries have got the start of us, and we cannot interfere. But, let it be further observed, that the English were once less acquainted with this manufacture than we now are. Their having been the first who brought it to perfection is no reason why others should not equal them; it is rather our advantage that we can profit by their improvements. Forty years ago, the Irish were entirely ignorant of the manufacture of poplins, which they have borrowed from the English, and in which they now not only serve themselves, but
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underfell their masters, who found it necessary to get an act of parliament, prohibiting the importation of Irish woollen stuffs. This shows, at least, that there is no impossibility, for the people of one country to learn those arts which were once thought to be the sole property of another. Again, as there is no impossibility of transplanting this manufacture into our own soil; so we have this advantage over our neighbours, that, if it were once introduced, we could actually manufacture at a lower rate, since the price of provisions and of labour is still lower with us, than in those counties of the west of England, where the greatest quantity of cloth, and the whole of the superfines are manufactured. The same thing, therefore, that now enables foreigners to underfell us in the linen trade, would also enable us to underfell the English in the woollen. It has been said, to our disadvantage, that the English are better workmen, and naturally more inclined to labour than we are; but the observation is more specious than just. The reproach of laziness against our country arises neither from incapacity nor want of natural inclination, but from absolute want of employment and encouragement to labour. When men are long accustomed to idleness, it is difficult to shake off the

(13)

the habit; but, when they are trained to industry, no people on earth are more capable. As a proof of this, we may not only instance those of our country-men, who have gone into England as artificers, who equal, and sometimes excell the English themselves; but we may see those bred to manufactures at home who do as much work as any tradesmen in Britain. They have one advantage over the English, that they are in general more sober and temperate. In the clothing counties, in the west of England, there are many of their hands who do not work above four days in the week; they drink and box the other three. They are so much hurt by their manner of living, that their strength, and even their stature, is diminished. Nothing but practice and due encouragement seems to be wanting to give us all the advantages which the English now possess, added to our natural advantages of cheaper living, and more temperate manners.

The last argument offered on this part of the subject is more conclusive, namely, That this manufacture has actually been already carried on here to advantage, though, from the discouragements it has hitherto met with, in a very limited way. The manufacture of coarse cloaths has been long known

(14)

known in many parts of the country; their manner of working them, however, is so far inferior to that of the workmen about Leeds, that no stress shall be laid on them, further than that, by very little attention, they might be greatly improved. What we have chiefly in view is, the manufacture of superfine and second cloths, after the manner in the west of England. This is not only already known, but has been, and still is carried on with success in several places near us, particularly in Paul's work Edinburgh, Haddington, and Musselburgh. This information is perhaps new to many, who either have had no opportunities of knowing, or who give themselves no trouble to inquire into the improvements of their country, taking their knowledge merely from the report of those whose interest perhaps it is not to encourage them. But it is affirmed, and from good authority, as the trial has been, and still may be made, that, from either of these factories, pieces of superfine broad cloth can be produced equal in price, and in all respects equal in quality, with any now brought from England. It is frivolous to say, that they have not a sufficient assortment, nor that variety of colours which is necessary for a choice. To expect that they should have as
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(15)

large an assortment, and as great a variety as can be brought from England, would be to expect an impossibility, that one man should do as much as fifty, or that three manufactures in Scotland should have all the choice of five hundred in England. It is sufficient for our present argument to say, and it is maintained, that what they do manufacture is as good both in quality and colour as any manufactured in Europe. And if, under many discouragements, which shall be afterwards mentioned, they have been able, for more than twenty years past, to carry on this business, which it is not to be believed they could have done without profit, may we not infer, that, by proper encouragement, it might have been carried on to a much greater extent? What is done by a few may be still better done by a greater number. The increase of any manufacture, where there is a consumption for what is made, is, from experience, found to be so far from being hurtful to those already established, that they are greatly benefited by it. Many obvious reasons might be assigned for this. Besides the improvement they mutually derive from one another, and establishing the character of their manufacture, a great number of workmen, from the view of constant employment,

(16)

ment, would learn the different branches, by which the masters of factories would not only have a greater choice of good hands, but have them also at lower wages. From these few arguments there appears not only a possibility, but the greatest probability, that the manufacture of broad cloth may be carried on in this country with the greatest success.

But, as the importance of this manufacture does not seem to be much attended to, we shall consider some of the most evident advantages which must arise from it. These will appear worthy of notice, if we consider either the sum of money that might be annually saved to the country; or the number of industrious hands that may be employed in it; or the comfortable subsistence afforded to a multitude of poor people.

Upon a moderate calculation, the money annually remitted to England, for woollen cloths, is not less than L. 300,000. This sum may appear incredible for one branch of trade, from so poor a country; but evidence might be brought that it is not less than what is now mentioned. It is true, that, though the whole of this cloth were manufactured by ourselves, it would not save the whole sum mentioned, as the price of the Spanish
wool

(17)

wool and dye-stuffs must be deducted. This deduction, however, is inconsiderable, upon so great a sum, which, even on superfine cloths, that are all of Spanish wool, does not amount to the value of the third part of the cloth after it is manufactured. In second and coarse cloths, where we have the wool in our own country, it does not come to the tenth part of the value; so that we may compute a saving to the country of about L. 250,000.

It has been doubted, whether, in such a case, we have in this country a sufficient quantity of wool for our own use. As we cannot ascertain the quantity that is carried into England, it is difficult to make an exact calculation. This much we know certainly, that the greatest part of what we call the South-country, Tiviotdale and Tweedale, is in sheep-farms, and that every year very great quantities of wool are bought up by English merchants or clothiers. This wool, in its natural state, does not exceed 7 sh. *per* stone; when manufactured and returned to us in cloth, it is valued at L. 3 *per* stone. Our neighbours are almost clear gainers of all the difference. But, allowing that we had not a sufficient quantity of wool in our own country,
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yet, if this manufacture were once established, it would be full as easy for us to bring wool from the north of England, as it now is for the manufacturers about Leeds to bring wool from the south of Scotland, upon which about eight times the price might be gained by manufacturing. Supposing then, that, by the introduction of this trade, we could only save L. 200,000, or, at the lowest calculation, L. 150,000; yet this advantage, in our present situation, is highly worthy of attention. The necessity of some such means, to preserve our credit, daily appears more evident. Our improvements of late have been indeed considerable; but they bear no proportion to the progress of luxury. The demand for foreign goods, cloths, silks, wines, teas, sugars, daily increases, by which the balance of trade against us is constantly advancing. The sums of money brought by our countrymen from abroad, with the invention of paper-currency, has been a temporary relief. We can have no certain dependence on the one; and the other falls of course with our credit. We must therefore either devise some source of internal riches, or fall upon some method to save the immense sums which are daily drawn from us for foreign goods.

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Tho', it is to be hoped, that our attention will not be confined to this one branch alone, yet it may appear, that there is no manufacture of which there is either a greater probability of success, or which would be a source of greater wealth, than this now recommended. Hitherto we have mentioned only the sums that might be saved by manufacturing for our own consumption; but, if once established, there is nothing to prevent us from having the same sale with the English in foreign markets. To them it has been one of the greatest sources of wealth; and there can be no reason why it may not prove the same to us.

But, beside the sum annually saved to the country by this manufacture, there is another no less important advantage arising from it. Employment would be afforded by it to a very great number of industrious people. Supposing that there is a demand for woollen cloths, to the extent of L. 300,000 *per annum*, and that the expence of manufacturing is equal to two thirds of the value, which is the least that can be reckoned, then there is L. 200,000 to be distributed annually amongst industrious work-people. Supposing, again, that each person employed in this manu-

manufacture works for L. 12 *per annum*, this gives constant employment to above L. 16,000 industrious labourers. By this the most substantial service is done to the country; a service much greater than that of bringing in double the sum without labour: It gives employment to numbers of industrious people, upon which the riches of a country must ultimately depend. Great sums, poured in from abroad, may increase luxury, and throw property into the hands of a few, but it depresses the multitude, and makes them indigent; whereas, by encouraging industry, which cannot be done without giving employment to those who are willing to labour, population is promoted; so that, whatever number is employed, is in a manner added to the state. Where men see a certainty of being able to maintain a family by their labour, they will marry, and rear children; but, where they have no such prospect, they will rather deny themselves this comfort, than run into certain misery. Accordingly, we find, that, in those countries where profitable manufactures are established, there is not only the greatest number of inhabitants, but the greatest increase of people, and, upon the whole, the greatest happiness and wealth. Where there are no manufactures,

factures, poverty and depopulation is the consequence. Let us suppose, then, that 16,000 people are employed in the woollen manufacture; this is a very considerable number, who not only labour for their own maintenance, but who, by their necessary demands for food, cloathing, &c. give employment to as many more. If it should be thought, that there is but a distant prospect of so great a number, let us suppose a half or even a fourth part of what is now mentioned, yet even this addition is considerable; and, if it can be brought about, is doing the most material service to our country.

What we now mention as an advantage, has been by others considered in a different light. If, say they, the woollen manufacture requires so many hands, it would destroy the linen trade, by taking away the people, who otherwise would be employed in it. Granting that this should be the consequence, yet, if a more profitable branch of trade can be introduced, the hurting of one less beneficial ought not to prevent its establishment. But, it is affirmed, that no such consequence is to be feared. We have never yet seen the introduction of one manufacture destroy another, unless where one of them was very injudicious

(22)

cious and unprofitable. The want of hands is not a distress that we can complain of. It will be found, at this present hour, that the linen-manufacturers are so far from needing work-people, that a much greater number daily offer themselves than can find employment. Besides those who are bred to trades, we see numbers who can find no employment, and who, to support themselves, are in a manner compelled either to beg or steal, or, in despair, transport themselves to our colonies, where the greatest part of them either perish by want or change of climate. The truth is, that we have so little cause to apprehend danger by engaging hands otherwise employed, that it is to be wished that we could employ double the number.

Again, as this manufacture would employ the greatest number of industrious people, so, from the wages it affords, it can yield them a more comfortable subsistence than any other hitherto established. There may be, perhaps, some particular arts, where, from the small number of hands they require, or from the circumstance of there being but few acquainted with them, which can give greater wages to those employed. But we may affirm, that there is no extensive manufacture,

(23)

facture, where any considerable number of hands is required, which can afford to give such wages. If we compare it in this respect with the linen-manufacture, we shall find the best linen-spinner for a factory cannot make above 2 sh. *per week*, few above 1 sh. 6 d. and, in these hard days, it is with difficulty they can earn 1 sh. For the woollen manufacture, a good spinner can earn 4 sh. *per week*; few of them less than 3 sh. and even now the prices are not reduced. The linen weavers can make more than 6 sh. *per week*; a broad cloth weaver can make from 9 sh. to 12 sh. *per week*; and all the other hands employed may earn equally high, and some of them higher wages. This is a real encouragement given to industry. Men are not obliged to work hard for a scanty maintenance, which often tempts them to fall upon worse methods to gain a subsistence. If they are willing to work, they have in return what may comfortably subsist themselves and their families. When men find that they can work for something more than merely keeps soul and body together, it enables them to work with cheerfulness and spirit. This, we have reason to think, is one cause why the English workmen excell ours. They know, that, if they work hard, they

they are paid in proportion, and can afford to live well ; whereas, our poor countrymen, confined to little better than bread and water, labour without spirit ; and, if they can drag out the tedious day with tools in their hands, think of nothing better. While, by encouraging this manufacture, we do a humane office to the laborious part of mankind, we also promote the interest and the honour of our country.

The advantages attending this manufacture are so very considerable, and at the same time so obvious, that it may appear surprizing how it has been so long neglected ; or, if it has been attempted, it may appear surprizing how it has hitherto made so small a progress. This has even been used as an argument against it, that, if it had been a manufacture suited to the country, it must have succeeded before this time ; and, from this circumstance, precipitantly conclude, that it cannot succeed. To remove this ill-grounded opinion, we shall inquire why it hath hitherto made so small a progress, and then consider some of the most probable means of encouraging and carrying it on to a greater extent. It is hoped, that, if these are attended to, the introduction of this manufacture into our own country will neither

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appear so difficult, nor so distant as many apprehend.

One great cause of its hitherto small progress, is the difficulties which almost every new manufacture has to struggle with.

We shall suppose, that a young man of spirit, from a view of honest gain, takes every wise step he can think of to bring this manufacture to a bearing : That he goes to England, where it is best understood : That he engages himself as a common workman : That he works in all the different branches of the trade, until he makes himself a perfect master of the business, and is thoroughly qualified to be at the head of any factory of this kind. This has actually been done by more than one of our countrymen : But half his labour is not over. If he has a sufficient stock of money or credit, he is indeed qualified to begin business in England, but not in Scotland. He cannot work the whole with his own hands ; and none of his countrymen are sufficiently acquainted with the manufacture. To teach himself all the hands he requires, is a tedious and unfurmoutable labour. He must be at a further expence. He is under a necessity of bringing down hands from England, for all the

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different branches, spinning-mistresses, weavers, shearmen, &c. These people have encouragement in England, and will not leave their own country without additional wages. They indeed can teach others; but this is a work of time. Here is one expence; but this is not all. These workmen know their own importance: They work as they please, and make their own terms. A piece of cloth must not be nicely examined: It must be passed; or they know their revenge. Here is no small discouragement to the master of a new manufacture; and it is what some of those who are now pushing this business have severely felt. In the various branches they have to inspect, they are continually meeting with vexations from their servants. If one or two fellows are idle, or insolent, the whole work must stop. If he cannot find woolen-spinners, which often happens, the rest of the hands have nothing to do. He must flatter, give premiums, and bear patiently what he cannot help. In England they know none of these difficulties. Multitudes are bred to the business; and, if one does not do his work properly, they soon find another. If this manufacture were once established amongst us,
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we would be equally easy; and the difficulties mentioned would disappear.

But, supposing the master of a factory gets over these, there is yet another difficulty more material; and that is, how he shall dispose of his goods, after they are manufactured, to some advantage. When he is conscious of having done a thing which is evidently so much for the advantage of his country, he might reasonably hope for some encouragement from his countrymen. It might be thought, that, even tho' his goods were in some respects inferior to those brought from England, which, it is affirmed, is not in general the case, still they might make some allowance. But those who have begun this manufacture have hitherto found the reverse of what might be expected. There is a most unreasonable prejudice against every thing that is home-made, while we run on foreign and prohibited goods. This is so remarkable, that some tradesmen have found it worth the expence to send their goods to England, from which they are returned here as English manufacture, and have a ready sale. This absurdity is not peculiar Scotland; it is observable in other nations. Here there is a great demand for Irish poplins, because
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(28)

they are smuggled: In Ireland, they are no less fond of English poplins, and despise their own. Before we got possession of Canada, our ladies wore furr-muffs and hats, because they came from France. It was observed that, soon after the peace, they wore feather-muffs and tippets, probably because they were foreign, and the other, being our own, was become too common. We make very good silks and chints ourselves; but few ladies will wear them, if they can get either French or Indian stuffs. Claret was never more drunk than since a duty equal to a prohibition was laid on it. Innumerable instances of the same kind might be given. Our prejudice against Scots broad cloth seems to be none of the least remarkable. Even the best pieces of it are undervalued: And if a manufacturer has the misfortune to make a faulty piece, which will sometimes happen to the best workman, the wearer who chances to get this, forms his judgment of all the rest from one bad specimen. Not satisfied with undervaluing it himself, he proclaims it to the world, that our broad-cloth is worth nothing; while five hundred bad pieces come from England, without one word being said of them. Hence it happens, that, tho' the quantity of cloth
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(29)

made in Scotland be but small, the number of patriots is so much smaller, that it is with the utmost trouble the manufacturers can get what they make disposed of. Besides this unreasonable prejudice, he is deprived of the sale of such gentlemen as would wish to encourage him, by those who are interested in selling English goods. The merchants, who are considered as judges, are generally engaged with woollen-draperies in London, and having also a stock of English cloths on hand, naturally recommend what they have as the best, and what they can answer for. The tailors, in like manner, who are often employed to chuse cloth, are connected with particular merchants, whom they wish to encourage. The poor Scots manufacturer has, in this situation, but a small chance to sell his cloth against such powerful interest. He may advertise and promise for his goods as much as he pleases; but he is not believed. All that he can do, is, to use his interest with his friends, to sell as cheap as he can, and take the chance of a few generous and disinterested, who are determined to encourage an useful manufacture. Under these discouragements, we need not be surpris'd, that hitherto

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it has made so small a progress : We may rather wonder that it exists at all.

We observe, however, with pleasure, that tho' the discouragements under which this manufacture at present labours are considerable, yet there are none of the difficulties unfurmountable. It is hoped, they will all appear such only as a very moderate attention and encouragement may overcome.

If, then, we are persuaded of the advantages which may arise from this manufacture, and of the probability of its succeeding, the means of promoting it demand our notice. In attending to these, it will be necessary to guard against mere speculative schemes ; by which is meant schemes, which, tho' they appear very plausible in theory, yet not being supported by any experience, are sometimes found impracticable, and often followed with loss in place of gain. This has been the ruin of many good designs, which have been given over as impracticable, only because they were not pursued by proper means. This, we are told, was the fate of a scheme which was formerly undertaken, for the introduction of this manufacture. About twenty years ago, a society of public-spirited gentlemen, subscribed

(31)

subscribed a considerable sum for the establishment of a broad cloth manufactory, which was, in pursuance of their design, erected at Haddington. They were the proprietors of the whole ; and, according to the sums subscribed, were to draw the profits. As they were unacquainted with the business, and could not superintend or judge of the work themselves, three different persons, who were supposed to understand the manufacture, were appointed over the different branches, each of whom received an annual salary. To obtain a sale for their goods, a ware-room was opened, and a factor appointed in Edinburgh, who also received a salary ; and the sale was naturally encouraged by all the gentlemen concerned. So far the scheme was plausible ; but, being merely so, it did not succeed. The persons employed to direct the work were but in a manner servants, and of consequence were not deeply interested. It is said also, that having equal authority, they did not concert very well among themselves. The factor appointed was in a like situation : If he got the goods disposed of, it was a matter of no great concern to him, whether the buyers had sufficient credit, or the payments made good. The consequences

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(32)

were soon felt ; and the subscribers finding themselves rather losers than gainers, gave up the scheme. The like fate will generally attend every scheme, where the manufacture belongs to persons unacquainted with the business, or where those who manage are not greatly interested in its success. It is true, that, in this country, there are few bred to this business, who have a sufficient stock of their own to carry on such a manufacture to any extent ; and, as it is very difficult for men in trade to find credit, a subscription, such as above mentioned, must be a very great aid to the manufacturer. To give a probability of success, the manager, or head of the factory, must be a proprietor : He must be thoroughly acquainted with the business in all its branches : He must be allowed to follow his own judgment, without controul, in the whole of the management ; and he must be encouraged to activity and attention, by the view of the extraordinary profits which may accrue to himself, or the fear of certain loss, if he is negligent. Where a manufacture is carried on by such a person, it seldom fails of success. A remarkable instance of this we have in the case of the Haddington factory, which, when given over by the most
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(33)

of the subscribers, was taken up by a young man, a workman, who became a sharer, and who still carries it on to advantage. The same is the case with the factory of Paul's Work, Edinburgh, which is now going forward with the greatest prospect of success.

But, if we wish that this branch of trade should be rendered really beneficial to the country, it is not enough that one or two are able, with great attention and labour, to force a sale. Encouragement must be given to others to undertake the same business. To this end, the most obvious and effectual method that can be employed, is to give the manufacturer a ready and easy sale for his goods. This at present is only to be done by our resolving to take home-made cloths for our own use, in preference to those of English manufacture, providing we find them nearly equal in quality and price. This is in some degree necessary to every manufacture, but particularly to one in a manner in its infancy. If it were established, as it is now in England, or if there were a sufficient subscription raised for the money, then there would be found numbers, of large capital stock, who could afford to send their goods to London warehouses, and to lie out of
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(34)

their money until they had a return of their sales, in the common course of trade. But, as this is not yet the case; so, unless they find a quick sale at home, the manufacture must decay. Without this, almost every other method will be found ineffectual: We may speculate, give premiums, and attend to other aids, as long as we please; but the manufacture will not increase. If a young man looks about for a business, he will naturally chuse one of those where he sees the greatest certainty for employment. If he discovers, that those who are already employed in any particular manufacture cannot, without great difficulty, force a sale for their goods, he concludes, and with justice, that if there be scarcely business for one or two, there will be still less business for a greater number. But if, on the other hand, he discovers in his countrymen a spirit for their own manufactures; if he finds that those already established can easily procure a ready sale for as much, or more, than they can manufacture, which yields them a handsome profit; then he sees not only a probability, but a certainty, that, with the same attention, he may carry on the like beneficial trade. In this case, we might hope to find a rapid increase, not only
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(35)

of common workmen, but of separate manufactories, established in different parts of the country. It is universally found, that where there is a ready sale, and frequent demand for any one manufacture, there that manufacture will flourish: Not only the number of hands employed in it will increase, but they will improve in their manner of working, without requiring any other encouragement. It is by this manner alone of encouraging the manufacturers of superfine and broad cloths, already established, that we can hope for success in this branch of trade.

Some have thought, that, as in all sciences, we ought to begin with the ruder elements, and so proceed to the higher parts, we should therefore begin with manufacturing coarse cloths from our own wool, and so proceed, by gradual steps, to the manufacture of superfines. This opinion is specious, but, if inquired into, will be found to proceed so much from a mistake, that, if followed, it is apprehended, nothing could be more prejudicial to the manufacture we wish to encourage. In proof of this, let it be observed, that the cloths for which we have by far the greatest demand from England, are not coarse cloths, but superfines. For one pound value fold in merchants
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(36)

shops of the first, there is twenty of the last. The manufacture of coarse cloths from 3 to 5 *sh.* *per* yard, we have long had in this country. The labourers and poor people wear nothing else but what they make among themselves; and tho' their manner of manufacturing might be greatly improved; yet, so long as they are satisfied with it, and there is little or no money goes out of the country on this account, it does not merit attention. To begin, therefore, with the manufacturing of coarse cloths, and then proceed to superfine, is in truth encouraging what we already have, and neglecting what we really want. But, further, the manner of manufacturing coarse and fine cloths is so very different, that the knowledge of the one does not qualify us for executing or introducing the other. When hands have been long accustomed to stuffs of a coarse fabric, they become in fact as unfit for working fine stuffs as if they had never learned the trade. A Leeds manufacturer, where they make nothing but narrow coarse cloths, would be as little qualified for the manufacture of fine cloths of Spanish wool, as an apprentice newly begun. To begin with the one, in order to lead to the other, would be almost the same thing as, in order to form an expert

(37)

pert watchmaker, we bound him an apprentice to a maker of jacks. On the other hand, if we are once accustomed to the manufacture of fine cloths, and this becomes general, the manufacture of coarse cloths will follow naturally. There is no man acquainted with the manufacture of fine cloth, who cannot, with equal ease, manufacture that of a coarser quality in the best manner; and, when he finds an equal demand and profit in coarse cloths, he will soon turn his hand that way. This suggests another observation: Tho' the manufacture of coarse cloths, after the Leeds manner, is the easiest, and that which we might most readily learn, yet it is the most difficult to introduce into this country. The reason is obvious: About Leeds, living is rather cheaper than here, and the manufacturers are accustomed to work for very small profits. In these circumstances, it will be very difficult for us to rival them in cheapness of manufacturing. Whereas, in Wiltshire, where the BROAD CLOTH manufacture is carried on, and which we now wish to establish, the case is the reverse; the expence of living is greater, and the workmen are accustomed to higher wages than are given in this country. In order to undersell them, nothing more

more seems necessary than to encourage those manufactures that are already established, and thereby give encouragement to erect others.

This, it is evident, we have in our power. It is only required, that, when Scots gentlemen want a suit of cloaths for themselves, or liveries for their servants, that they would have some compassion on their poor countrymen; that they would attend a little to their own interest, and not give that bread to the well-fed English, who despise us for our poverty, which they ought to give to their more needy and industrious friends. An unknown writer does not pretend to dictate to others; but it is thought, and with the appearance at least of reason, that the example of a few gentlemen, of patriotic spirits, in different parts of the country, who should make known their resolution of encouraging home-manufactures, would soon have a great influence on many more. Their eyes would be opened, and their attention called to an object of the greatest importance. By such encouragement, we have reason to believe, that, in a short time, Scots broad-cloths would be as readily sold as Scots hats, which we now think as good as the English, and for which there is as great, if not a greater demand.

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It is with great pleasure that we see, from the news-papers, since these pages were written, that such a resolution has been entered into by a number of gentlemen near Dundee and Montrose, who, we are informed, have obliged themselves, under a penalty, to wear no cloth but of Scots manufacture. It is hoped their spirited example will be followed, and the happy consequences of it soon felt by their countrymen.

The spirit of what was formerly called *Patriotism* seems for some time past to have been almost extinguished. Since our union with England, the word seems to have changed its meaning. Once, by patriotism, was understood a warm regard for our native soil, a zeal to promote the interest and prosperity of that particular country to which we belonged, to which we were indebted for our birth and education, and with which we were connected by relations, acquaintance, and friends. But now our ideas are much more extended. We seem to consider all those who dwell in the king's dominions, in Europe, Asia, and America, as our countrymen. We ape the saying of the philosopher, who called himself a citizen of the world, without understanding his sentiment. We show an equal, on many occasions,

casions, a superior regard to Englishmen, than to those who are in truth our brethren and friends. This, it is acknowledged, has the appearance of a generous and liberal mind; and, if we could persuade foreigners to show the same complaisance to us, it might be attended with very happy effects. But this we never yet have seen, and, in all probability, never will. The English, the Irish, the Americans, all show the spirit of patriotism. They rise with indignation when they hear of the importation of any commodity with which they can furnish themselves. Though we send to England above a million a year for goods of different kinds, and of which they have the principal profit; yet it is with the utmost jealousy that they can hear of the most trifling articles coming from Scotland. When the commons first passed the bill for paving the streets of London with Scots stones, they were obliged to conceal the place from which they were imported, for fear of being mobbed by the populace. This was indeed only the spirit of the rabble; but the better sort, especially the English merchants and manufacturers, give many indications of the same temper.

Of this we have a very recent instance, in the rejection of the linen-bill, lately depending before
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the parliament. The linen-manufacturers, who were chiefly Scots, prayed that an additional duty might be laid on German linens, that they might be on a footing with them when brought to the English market. The request appeared reasonable, and seemed to be the only means of keeping alive a dying trade. But this was immediately opposed by the London merchants, who represented, it is thought, without any reason, that this would hurt the sale of their woollen cloths abroad; and by their influence the bill was thrown out, with scarcely the appearance of an argument in their favour. If the trade in the capital flourish, the prosperity of the remote part of the country is disregarded as of no importance. It seems to be their invariable plan, to check and discourage every trade and manufacture where the profits do not center in themselves. The Americans, of late, the Irish, now, show the same spirit; the Scots alone sit contented, and willingly drain their country of the last farthing. It is allowed, that we ought to suppress that spirit of national animosity which formerly prevailed between the two kingdoms, and discourage those illiberal and scurrilous reflections which still prevail, more especially in England: But we may do all this, without

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(42)

taking our children's bread, and giving it to strangers. There is implanted in every man a love for himself, and for those whose interests are connected with his own, which ought not to be weakened; and if, from an affectation of a liberal spirit, we suppress this natural affection to our country, we lay aside the arms which nature has given us, and quietly suffer others to rob us of our substance. It is indeed so natural, that we should rather give what bread we have to spare to our countrymen, who stand so much in need of it, than to foreigners, that it seems surprising how those, who are known to have a regard for their country, should have attended so little to this object. There are, however, some causes which have contributed to produce this effect, which shall now be taken notice of.

There are many who prefer foreign manufactures to those of their own country, from a narrow, fordid disposition, imagining that those which come from abroad must be better and cheaper than what are made at home. Such people do not think of the general interest of the country, which in the end advances their own; but, if they can, for the present, save a shilling, think they have made a wise and judicious bargain. It does

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(43)

not distress them, tho' their brother or neighbour should die for want, if they can save their own pocket: This is their first, and almost only care. It is in vain to reason with men of this disposition; unless they can immediately lay their hand on the money, they will not be convinced of any future advantages. Nothing but supernatural power can subdue avarice and selfishness: They are rank weeds, so deeply rooted, that it is impossible to extirpate them.

But there are others, who, tho' they are of a more generous spirit, yet think their own consumption to be so trifling, that there is no matter what cloths they use; and, without farther trouble, take the first that come to their hands. A very little reflection will surely convince them of their mistake. It requires no reasoning to show, that it is the consumption of individuals, however small, put together, which makes up the consumption of the whole. Tho' the price of one suit of cloaths is but a small sum, yet a few of these, put together, makes something considerable, and greatly encourages the poor manufacturer. But, let us consider further, that the consumption of even one single person is not so trifling as at first we are ready to imagine. He must take uncommon

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(44)

care of his cloaths, if less than one suit in the year serves him. We shall suppose, at a moderate computation, that the cloth, lining, &c. of his suit costs L. 4 Sterling; of this, even in super-fine cloths, there is at least L. 2 : 10 : 0 that goes to the manufacturer, the whole of the materials brought from abroad do not come to L. 1 : 10 : 0 of the price. In second and coarse cloths, made of British wool, full two-thirds of the price is in the manufacturing. Thus, when we buy but one suit of our own manufacture, we give bread to one of our countrymen for two months; or, what is the same thing, we give employment to six of them in the different branches for a fortnight. When we see the pale countenance of a poor labourer out of work, a sight at present far from being uncommon, we think it an act of charity to satisfy his hunger, or feed his starving infants; but, in fact, we do an act of greater charity, and in a much more judicious manner, when we buy their manufactures, and give them bread by honest industry. We do not, indeed, see the effect of our beneficence so immediately; but, that it is not the less real, cannot be disputed. If we now wear a suit of English broad cloth, and see hundreds of poor weavers and spinners
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(45)

about our metropolis, and still greater numbers in other parts of the country, begging for work which they cannot find, we may remember, that we have sent to strangers, what would have gone so far, at least, to have supported them. It is true, that the greater part of those now out of work are linen manufacturers; but there is not one of them, who might not, in a very short time, have been more profitably engaged in the manufacture of woolen.

But, besides the indifference with which men regard their own private consumpt, there is another reason, already noticed, why they do not wear home manufacture, and that is, their connection with merchants, whose principal business consists in the retail of broad cloths. If profit is to be had on the cloths they must purchase, it is most natural for them to wish to bestow it on their friends; and it is not to be expected, that a man of a friendly disposition will do otherwise from more general considerations. But, if it can be shown, that they may equally encourage their friends and their own country-manufactures, at the same time, the objection is removed; which, it is affirmed, may be very easily done.

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(46)

Let those gentlemen, who want cloaths for themselves or servants, insist on having Scots manufacture from their merchants. This they can readily get from the manufacturer, of almost any colour or quality that is wanted, and that too at the same price with what is brought from England; so that he has the same profit on what he sells. This is what any man may do who is in earnest to encourage the trade of his country, or who does not simply credit the advice of those who may be interested to suppress it. At present, indeed, our manufacturers retail their own cloths at a lower price than most merchants can afford to do. But this is evidently out of their line of business: It is a real loss to them, and what they have been obliged to, for want of a proper sale from the retailers. If they had a sufficient demand from the retailing merchant, and regular payments, they would readily and cheerfully give it up. Again, if the retailing merchant found a greater demand for Scots than English cloths, they would be so far from being losers, that they would be real gainers by the change, seeing they would have at hand, and as it is demanded, the same goods which they now bring from London, at considerable expence and hazard.

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(47)

It may be objected, that, if there were such a demand as is now mentioned, there is not manufacturers in Scotland to furnish the half of what might be wanted. It is wished the trial were made. For, tho' at present it must be allowed, that we have not hands sufficient to supply such a demand, yet we know, that it would be a very easy matter for the masters, to bring down, in a few months, hundreds of the best workmen from the west of England, who at present want employment, who, in a few years, could train as many thousands of our own countrymen to equal skill in the same business. This would be a ready way of giving bread to multitudes of our poor linen weavers and spinners, who are now almost perishing for want of employment, and who, in a short time, could be taught to earn a comfortable subsistence in the manufacture of woollen.

The necessity of our finding employment for these hands daily appears more urgent. Since the linen bill was thrown out, it is much to be feared, that the stagnation of that manufacture will continue. The consequences of this must prove very fatal to our country. The emigrations, so much complained of, will not, it is feared,

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(48)

ed, be confined to those distant corners where no manufacture can be established, nor to a few tenants, who complain of oppression by raised rents. This spirit of emigrating will undoubtedly extend itself to our towns and populous villages. Necessity will drive men to forsake a country which cannot give them bread, and to seek for subsistence in the face of the greatest hazards. As the English merchants have discouraged our principal manufacture, self-defence calls upon us to take from them a part of that which they have hitherto almost entirely monopolized. It has been shown, that this is far from being so difficult a task as many have apprehended; that in truth there is not any one more likely to succeed; and it has been shown, that, tho' every species of manufacture ought to be encouraged, yet there is no other that employs so great a number of industrious hands to so great advantage.

It is by our own consumpt, or by our preferring the cloth made in our own country to that brought from England, that we can most effectually encourage this manufacture among ourselves: It is the most immediate and certain way of advancing it. Premiums, or encouragements given to this branch, from the public funds, such
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(49)

as have been bestowed on the linen manufacture, could not fail to be attended with a good effect. For some time past, the manufacturers have been at a loss for spinners. Some allowance from the public funds, for teaching woolen spinners, would be a considerable relief to the manufacturer. Encouragement might likewise be given to wool-forcers, which would render the wool in our own country more valuable and readier for immediate consumpt. As it is thought, that our breed of sheep is not the best, so it comes also to be a matter of importance, that the store-keepers should be encouraged and directed to breed that kind which bears the best wool, and which, of consequence, will bring the greatest profit to himself. Of late the attention of some gentlemen has been directed to this object; and it is hoped, that the effects of their public-spirited designs will be sensibly felt. But, tho' these are things worthy of attention, yet we must consider them but as secondary objects. If the manufacture is once carried to any extent, they will come of course. Until this happens, there will be no demand for wool in this country; and until the manufacturer finds a sale for his cloths, he has no encouragement to make them.

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Thus far we have attended only to the immediate encouragement that this manufacture requires. If it should make the progress which is hoped for, other objects will become the subject of inquiry; namely, in what places it may be most proper to establish factories, and what particular branches of this manufacture are most proper for the several parts of the country. For example, a large manufacture of broad cloths can only succeed near a town or large village, or in a very populous country; because the manufacturer cannot elsewhere find a sufficient number of hands for spinning, unless at great trouble and expence. In England, the manufactures of superfine cloths are generally in inland parts of the country; tho', from speculation, we should not think this so proper, as there must be a long land-carriage of all the materials, and again of their goods to market; But a manufacture of coarse cloths we should think very proper for such a part of the country, as they have their wool at hand, and these cloths are intended almost entirely for country-people. The manufacture established should also be adapted to the nature of the wool peculiar to the country where it is established. In some places, the wool is good, and ve-

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(51)

ry fit for second and third cloths; in other places, it is so coarse as to be fit only for blankets, carpets, or the very coarsest cloths. It will also become a subject of attention, when a new factory is proposed to be established, what encouragement is proper to be given to enable a new beginner to pursue it with spirit. Further, whether it might not be of advantage to bring down some manufacturers from about Leeds, and give them encouragement to settle in different parts of the country, as their manner of working is very advantageous, tho' different from that of a large manufacture of superfine cloths.

These considerations, however, tho' they may merit attention, seem more remote than what we have now in view. It is, therefore, again repeated, that the most certain and obvious method of encouraging this manufacture, is to encourage those factories already established, by wearing their cloths. This alone will encourage others to attempt the same business; and, without this, we cannot hope that ever it will be carried on to any extent.

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