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THE  
PRESENT STATE  
OF  
SCOTLAND

CONSIDER'D:

And its declining and sinking *Condition* charged upon the Conduct of the *landed Gentlemen, &c.*

SHEWING

That they have involved *themselves*, and their *Country*, in *Poverty*.

That the *only Mean* of relieving their *Estates*, of suppressing destructive *Trades*, and saving *Scotland* from impending *Ruin*, is by their joining together to promote HOME MANUFACTURE, the landed Interest being chiefly concerned in this *important Attempt*.



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M. DCC. XLV.



To the Right Honourable,

JOHN *Earl of Hopeton,*

The Honourable,

FRANCIS WEMYSS-CHARTERIS *of Amisfield,*

A N D

JOHN COCKBURN *of Ormiston, Esq;*

The following Sheets are  
most humbly inscrib'd,  
by

THE AUTHOR.

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*The present sinking Condition of Scotland, charged on the landed Gentlemen and leading Inhabitants.*

**I** Had Occasion to peruse a Pamphlet, lately published, concerning the present State of *Scotland*. And I frankly own, that, tho' I, for once, acted the Part of one of these unhappy Men called *Smugglers*, against whom this Pamphlet is chiefly levelled; tho' it represents such to the Country as the *blackest of Villains*, and as *Parricides*, the most *execrable of Murderers*; and has raised a Hue and Cry after them, as much more *mischievous Animals* than mad Dogs; yet I must own, that, after perusing it once and again, I am so sensible of the Justness of the Charge, and so charmed with the *Force of the Reasoning*, that I stand self-condemned. This *masterly Writer* has so plainly proved this Trade both a very wicked one, and to be to the Ruin and Destruction of the Country; he has given *Smugglers* such an *ugly*, tho' a true Representation of it, that I publicly declare, tho' I should starve, I am resolved never to deal in *Smuggling*,  
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and I hope this has had the same Effect upon others, who have been deeper involved in this Guilt. I intend this Pamphlet, therefore, first, as a *Table*, which I have endeavoured to erect in Gratitude to the *Author*, and as a Monument of the Success of his eminent Services to his Country. If ever Men, in any Age, *deserved* the Honours they received from their Country; if the Publick can be *obliged* by private Men; if to employ a *great Genius* in defending the essential Interests of a Nation, its *Trade* and *Manufactures*, and being zealous not about *Trifles*, but to *preserve* the whole Nation from Destruction; if to spend our Lives unweariedly in the Service and Defence of our Country: If these Things be esteemed *meritorious*, the Name of this *Mecenas* must be dear to all true *Scotsmen*, yea even to all Smugglers who are capable of Conviction. When I consider *this great Man*, I am filled at the same Time with Love and Esteem, and with Sorrow and Regret. I love and honour him, because *he does in Truth*, what most Men pretend to do, *he loves his Country*; he seems to be attending *impartially* to its real Interests, and endeavouring to promote them, with all the Zeal of a *true Patriot*.

But I am at the same Time filled with Regret, when I consider that this Nation is undone for Want of many such Men; for, had we had many such, this Country would not now have been reduced to Ruin, nor Smugglers to the cursed Necessity of supporting their Families by hastning its Destruction.

I am sorry likewise so *great a Genius* was prevented, by *more necessary Employments*, or any Thing

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Thing else, from adverting to some Things, known chiefly to us Traders, which *equally strike* at the Destruction of the Country with smuggling of Brandy and Tea, and which stand as an invincible Bar to the great and good Design of this Letter.

I hope, nay I am sure, his Benevolence will forgive one who presumes to lay before his Eyes a Representation, which, mean as it is, yet tends to point out other Trades *hurtful* to the Interests of *Scotland*, and to prove that Smugglers are not the only Criminals, but that others are equally guilty. This honest, tho' weak Attempt, may *awaken the Attention* of other great Men: And, as my Errors are only those of Weakness, they are in this Place at least to be excused, as I declare from my Heart, I shall be *honest* and *impartial*.

This heavy Charge of the blackest Villany, and of the most execrable Murder, even that of the Country, upon Smugglers, has awakened my *Attention*: It has not only, I hope, produced a firm Resolution never to be guilty; but it has led my Attention to consider, if these horrid Crimes are only chargeable upon *Smugglers*. Chargeable upon them they are, I acknowledge, with a Witness: But then, I am grossly mistaken, if the Source of this guilty Trade, if the Destruction of this ruined Country, if all the fatal Consequences of other destructive Trades, be not truly chargeable upon the *landed Gentlemen*, and the other *leading Inhabitants*.

I mean not by this to apologize for Smugglers, only I was convinced, that, if, in the smallest Degree, I had exerted myself to the Ruin of my Country, it was my Duty to exert myself now



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for its Interests. This Conviction led me necessarily to consider *wherein the real and essential* Interests of my Country lay; how these Interests were opposed; and by whom they were so. And, upon the most *severe and impartial Inquiry*, I found, that this Country was ruined, its Interests sold, its Manufactures discouraged, by the *Ignorance, obstinate Inattention, and deep Corruption* of the leading Inhabitants.

I thought, if the *brawny Consciences* of Smugglers can be touched by a fair and honest Representation of their Guilt; if the leading Inhabitants are *equally guilty*; if the Gentlemen of the landed Interests are truly united in the Destruction of their own Estates, and of the Country; why surely an *honest and impartial Charge* back upon them, must open some of their Eyes, and perhaps touch some of their Hearts; especially as *both Interest and Conscience* concur together in *their Case* to convince them. If *their Guilt* lies at the Source of our Miseries, why ought it to be concealed? or why ought they to be allowed to go on to their own Destruction?

Tho' I was thus convinced, that an impartial and fair Representation of this Matter was *necessary* for their own Interest, and the saving of the Country, yet I found myself *intimidated* to attack them. I was resolved, if I took Pen and Ink at all, I would *tell the whole Truth*, and conceal no Part of it, so far as it would tend to convince the Guilty, and make Converts for the Good of the Nation: Yet a slavish Fear seiz'd me, when I considered the *Condition, the Numbers, and the high Station* of the Criminals. But, after several *Hesitations, Conscience, and the Interest* of my Country,

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try, gained the Ascendant; and I found my Mind settled in a peaceable Calm, by resolving to *scribble, at all Hazards*, severely and impartially, against every *Scotsman, great or small*, that destroyed his Country. I saw plainly, that, unless the leading Inhabitants, whom I viewed as the *chief Criminals*, were reformed; tho' *Smugglers* were discouraged, nay, tho' they were all converted; this would be only a *partial Cure*. I considered the *Disease* was almost *desperate*, and the Contagion so general, that, unless the Wounds given the Country were fully laid open, and every *Murderer's Hands*, as well as those of the Smuggler, was bound up from *striking them deeper, Death and unavoidable Destruction* would seize *Scotland* unawares.

And tho' I have no Talent in Writing, being only accustomed to write Letters to my Correspondents, I hope for Forgiveness in attempting this Scrutiny, when it is *so necessary*, and that I promise to do it honestly and impartially: And therefore, before I enter upon the Conduct of the landed Gentlemen and the leading Inhabitants, I cannot, without Partiality, pass over *my Brethren the Wine-merchants*. Tho' I honour and esteem many engaged in this Trade, and therefore would, if possible, avoid disobliging them; yet, to give the landed Gentlemen a *Specimen* of my Impartiality, I begin with my Brethren. And, in the first Place, I cannot help, with great Submission, to take Notice, that Wine-merchants are *equally criminal* with Brandy-dealers; and that their Trade is equally wicked, and as destructive to the Country. And I believe, if we will consider their Case, we must judge, that they are so; and that it is as much the  
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Interest of *Scotland*, and the Duty of the Legislature, that *French Wines* should be discouraged as *Brandy and Tea*.

The Government, wisely foreseeing how *prejudicial* this Trade would be to the Nation, augmented the Duty on *French Claret* to such a Degree, that it is almost equal to a Prohibition. But, in order to avoid this high Duty, those concerned report their Ships from *Spain* or *Portugal*. They are obliged indeed to *make Oath* upon the Verity of every such Report; which they do without Shame or Hesitation: And *those very Wines* which they swear are imported from *Spain*, they *themselves sell*, and the Gentlemen of the Country *buy, as French*; nay, at the very Instant of administering the Oath, both these concerned in the Custom-house and the Ship know, that the Reporters are perjuring themselves. So that here is Perjury openly tolerated, cherished and connived at, and publicly every Day repeated with Impunity and Impudence. Nor can any carry on this Trade but by Perjury, unless he pay the *French Duty*. Now, Brandy and Tea Dealers have Ways and Means of running their Goods in many Cases, without taking any Oath at all, or involving those concerned in Perjury, for they can buy Tea and Brandy out of a *Dutch Dogger*, and run it immediately on Shore; and where Oaths are taken, it is only *as to the not breaking of Bulk*: Which, in many Cases that happen, even tho' the Swearer may be convinced in his own Conscience that he is *guilty*; yet, as to the World, it is often a Secret, and gives no Offence. Whereas in the Wine-trade it is quite otherwise: Every Hogshead of *French Wine* that is entred as *Spanish*, must be sworn to, and that *openly and publicly*, while

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while the whole Inhabitants of the Port, where such Entry is made, do know that he who makes the Entry, and swears to the Report, is guilty of plain Perjury.

So that the Wine-trade is equally, if not more, involved in Perjury than that for Brandy and Tea. And, if we either consider the *Persons concerned* in this Trade, who are more exalted in their Station and Circumstances, and consequently their Example is more infectious and offensive, or the publick and open Manner in which this Perjury is committed, we must be convinced, that, in this Respect, it is truly worse than smuggling of Brandy and Tea.

I cannot deny, but this Conduct of our Dealers has brought the *greatest Infamy and Reproach* upon our Country in neighbouring Nations. In *Scotland*, where we pretend the purest Church and the best Government in the World is settled, the Honour and Reputation of both is not a *little defamed* every where abroad, for *conniving at* and *countenancing a Trade* which cannot be carried on without involving the Nation in Guilt, even *shocking* to the Light of Nature. And this is no less a Loss to our foreign Trade in general; for hereby the *Character and Esteem* of our Traders, so necessary to carry on national Trade, is likewise sunk in Contempt and Infamy.

And, as to the real Interests of the Country, I apprehend they are hurt by *French Claret*, as well as by *French Brandy*: For this Trade not only spreads Perjury and Wickedness amongst Numbers of our Inhabitants; but it is the *Source of Debauchery* in all Parts of the Kingdom; and is destructive to the Estates of Country Gentlemen, as *French Brandy* is to those of Tenants and others. There

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is hardly a Gentleman who has an Estate of Two hundred a-Year, but, in order to be *Neighbour-like*, will drink Claret: And tho, *without this*, such can afford to keep a tolerable Table, and to entertain their Friends and Neighbours, without hurting their Estates and Families; yet, by *aping* those who have more opulent Fortunes, in drinking *French Wine*, they seldom fail of drowning their Estates in Drink: And so their Families become a Sacrifice to their Pride and Palate.

There can be no certain Computation made, from the Customhouse-books or indeed any other Way, unless from the *Factor's Books* in *France*, how much Wine is annually imported into *Scotland*. But if we consider the Number of Wine-merchants, and other Hands engaged in this Trade spread over the Kingdom; the Number, I say, of publick Taverns and drinking Houses, and the Number of Consumers and Drinkers both in Town and Country, it is obvious and plain, that the Cash which every Year goes out of this Nation for *French Wine*, must amount to an incredible Sum.

So now it becomes highly necessary for us, attentively and impartially to consider, how destructive *French Wine*, as well as *French Brandy*, is to the Country: And, if we do so, we will soon be convinced, that it is universally destructive to the Morals and to the Riches of the Country. It drains us of Money; ruins Families; and debauches the leading and valuable Inhabitants. And if at the same Time it be considered, that it *prevents our Trade with Portugal*, by the *opening of which our coarse woollen and other beneficial Manufactures can only be encouraged*, upon which I humbly conceive a great Part of our Relief depends, the Loss by  
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the *French Wine-trade* to the Country will appear to be very great.

And indeed, all Trades which import Commodities of *mere Luxury and Pleasure* into an impoverished Country, and which tend to *heighten the Expence of Living*, and to debauch the Manners of the People, which *carry out pure Cash*, and *hinder the Consumption* of our own Manufactures, the only real Source of Riches to a Country, *all such Trades* are eminently destructive to the Nation; and all the Hands employed in them are acting as directly to the Ruin of their Country, as if they had on Purpose *formed a Design* to employ their Stocks, their Talents and their Interest, to destroy it. So far I join in condemning such:

Yet, however, I must, *in Justice* to my Brethren concerned in the Wine, Tea and Brandy Trades, vindicate them from that heavy Accusation of being the *only Criminals*. Where they are *guilty* GOD forbid I should justify them: But where others are equally so, and are the Causes of their Guilt, when we enquire into the Source of the Destruction of our Country, *why ought not they to be accused?*

Now, the *Source and Rise* of these destructive Trades, and all the *fatal Consequences* which attend them, I affirm are truly chargeable upon the leading Inhabitants of the Country. And, that *their Guilt* may be brought to Light in the same impartial Manner as that of ours; to the End they may be roused to *show us an Example* in beginning a Reformation, which will *land, in the Event, chiefly to their own Advantage*; I beg Leave to be a little free. And indeed, I am aware, when I enter upon *this critical Attempt*, that I must either *conceal some Things* which are absolutely necessary

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to be touched on, as they ly at the Bottom, and are the Sources of the Poverty and Misery of this Country; and thereby act a Part: so *wile and partial*, as every honest *Scotsman* must abhor; or otherwise *run the Hazard* of giving Offence to some for whom I have the greatest Honour and Regard, if they should *construe* any Thing I say into publick or private Satyr and Reflexion.

But, as I have *no Intention* but to promote the *Interest of Scotland*, and the Welfare of every Individual in it, and to awaken others, as well as my Brethren in Iniquity, to *unite in* doing their Duty to prevent the Ruin of their Country, I hope none will take amiss, that I tell the *naked Truth*, when Things are come to *Extremity*.

And, in order to search Things to their true Source, I can't *help repeating*, that the *Ignorance, stupid Indifference, and fatal Conduct* of the leading Inhabitants of this Nation, with regard to their own real and essential Interests as well as those of their Country, *is the Cause* of all our Miseries, of our Poverty, and of all those destructive Trades which infest the Nation. And this Charge I shall endeavour to make good against them, from the following Observations on their Conduct with respect to Trade.

As the *Balance of Power and Interest* in most Nations lies in the Proprietors of Land, and the other leading Inhabitants; so the *Balance of Trade must ly* in them likewise. These Gentlemens Purses and Rents are the *Revenue* of the Nation; and they have the absolute Power of applying them as they please. They can buy *foreign Drink, Clothes, &c.* and thus remit their Rents to support and enrich the *Natives of other Countries*: Or they can provide

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vide themselves with these *at home*, and thereby *enrich themselves and their Country*; and according to their *favourite Humours and Inclinations* must all the Traders and Manufacturers *adapt* their Trade and Manufactures; and Merchants are obliged to import from abroad, or manufacture at home, as will best suit and please their Fancies. And this Power they have naturally vested in themselves; and they can assume and exert it when they please, *independent of King or Parliament*: And it must remain with them so long as they are Masters of their Estates. They cannot therefore be compelled by any to give away their Rents, and remit the Money of the Nation to encourage the Manufactures, and enrich the Subjects of *Foreigners*, to the Ruin and Destruction of *their own*; nor can they be obliged, by all the Traders in *Scotland*, to apply the Rents of their Estates any Way but as they themselves please and incline. *Money and Consumpt* are the Rivers which nourish and feed all Trades and Traders. These must circulate in any Country according as the Rents of Lands are *applied* by the Proprietors. Landed Gentlemen, therefore, can *turn Trade* which Way they will; and according *as they do*, so all Traders and Tradesmen must steer their Course. The Value and Improvement of Lands again, depend entirely upon *Trade and Manufacture*; and as these depend absolutely upon the *Gentlemen*, where they are ruinous, they are only to blame; for they *alone turn them* to their own Destruction and that of the Country.

These two Propositions are obvious; and yet, in all the Enquiries made by Gentlemen into the Interests of the Nation, *they are little considered*.



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Gentlemen never duly reflect, that, all home Consumption, and consequently Trade, runs in the *same Channel with their Inclinations and Humours*. If they are so ignorant of their own Interest, and such *Haters* of their Country, that no Goods whatever will please or be bought by them but what come *from abroad*, and are to the Destruction of themselves and their Country, Merchants and Traders must swim along the Stream; and, instead of following Manufacture or Trade, which tends to *enrich the Nation*, they must gratify those Gentlemens Inclinations to their own Destruction: And, unless Traders had almighty Power to open their Eyes, and to mend their Hearts, and refused to apply this Power to cure the Gentlemen of this national Madness and Folly, how can they be blamed for the *Situation of Trade*?

Besides, it is not so much the *Province of Traders* to dictate to, and to direct their Betters, nor is their private Gain and Interest concerned much, whether *Goods of foreign or home Manufactures* please the leading Inhabitants, who are the chief Market of the Country, if they get Profit, which is their Aim and Business. This is a Matter *perfectly equal* to them; and it would be ridiculous, to expect, that Merchants and Dealers should alter the *Course of Trade*, when they find greater Advantage by selling *foreign* than *home Manufactures*. And tho' there may be some, who, from a Principal of Regard to the Interest of their sinking Country, would willingly embrace any Opportunity of retrieving them, by *setting up Manufactures at home*; yet they are *debar'd* from attempting any such Thing: For to *what Purpose*, unless to ruin themselves, is it to manufacture  
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Goods in *Scotland*, where *no Body will buy them*, and where the leading Inhabitants are so *universally corrupted*, that, unless a *Thing be foreign*, that is, unless it be to *their own Destruction*, they will not wear it?

A People not *expert in, nor inured* to Manufacture, cannot, at first, make Goods, so *perfect or so cheap*, as those *who are so*. And, in this Case, as there can be no *Market for their Goods abroad*, if their own Natives, who are obliged by all the Ties of Interest and Duty, *do not buy them*, there can be no *Sale for their Goods at home*: And so Manufactures in such a Country of *degenerate Mortals* serve only to ruin the *honest Undertakers*.

*This Conduct* of the landed Gentlemen is the *true Source* of our destructive Trades, and the Poverty and Misery of *Scotland*. And, till GOD Almighty open the Eyes of our leading Inhabitants to see that their Corruption and obstinate Inattention, here in this Point, is the *Spring and Rise* of our Misfortunes, till they are *made roundly sensible* of this, and *awakned* by Poverty and Want out of their *fatal Lethargy*, (which one would imagine they ought now to be *with a Witness*) we can never hope to see any general and effectual Change in our dismal Situation as to Trade.

I must be, therefore, forgiven to bring this Matter a *little nearer their Eye*; and to convince them, that they have not only involved *the Nation*, but *themselves*, in Poverty and Ruin. And indeed I should not be so silly as to expect, that, tho' I could prove that many of the leading Inhabitants of the Country have a *guilty Hand* in its Destruction, that any Thing I could say would much *affect them*, were it not that I am in Hopes of convincing  
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vancing them, that they are *guilty for no Gain*; and, in this respect, *worse than Smugglers*. Nay further, I think I can prove, that all the Reward they reap for *their Parricide* is Destruction to themselves and Families.

And, first, it will be acknowledged that the *only improveable Riches* of any Nation are its Inhabitants. The greatest Extent of Grounds being of no earthly Signification *without human Creatures*; it is from the Labour of these alone, that either *Lands can be improv'd, or a Country enriched*. It is therefore an *undoubted Maxim*, and which holds invariably certain in every Nation under Heaven, That in *Proportion to the Number of Inhabitants, who are profitably employ'd, are its real Riches*: Every individual human Creature thus employ'd adds so much as he annually gains to the common Stock, and the Amount of the Labour of the whole Inhabitants put together, makes the *annual Riches* of a Nation.

That Nation, *whose Governors or leading Inhabitants* are so blind to their own Interest, and those of their Country, who either upon the one Hand, by their Consumption and Connivance *encourage the Labour* of the People in Trades destructive to the Country, or, on the other Hand, who *allow the People to remain idle*, and are not at due Pains to lead them into profitable Employment, that Nation must necessarily be miserable, poor and contemptible; for hereby so many Creatures are protected and cherished in destroying their Country, and pulling it to Pieces, and many others remain idle and unactive; and, by this means the Nation not only loses all the immense Sums which they could gain, which would add incredibly

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dibly to its real Riches, but every one of these Idlers becomes a *certain Charge* for their Subsistence upon the rest of the Inhabitants.

The providing and encouraging of *proper and profitable* Employment and Manufacture for the Inhabitants of any Nation, and the *suppressing of vicious Habits* and *pernicious Trades*, is the *great End*, as well as *great Art* of Government; and according as the Governors of different Countries *understand this Art*, and apply it, so are the *Circumstances, Trade and Wealth* of these Countries. The Inhabitants of the Earth *are a Mine* which, according as it is *wrought*, yields Riches to all the different Countries in the World; *Poverty and Want, Affluence and Riches*, are only the Effects of the *different Methods* how Monarchs and States work here.

And, where *those in a Government* are not at due Pains to employ the Wisdom, Power and Authority of the Legislature, for the encouraging the Labour of the People, and leading them into useful Trade and Manufacture, that Government lays *no Foundation* for its own Support, *unkinges itself*, and must soon totter into Destruction with the People: It is not vast Bounds of Land without Inhabitants, nor a *poor, idle and hunger-beaten People* that can support the *Grandeur of a King*, the Expence of Government, and afford Money for the Payment of Armies, and Defence of a Nation. *Strength and Riches* only can do this, and these must arise from the *Number and Wealth* of the Inhabitants, and from nothing else. The Glory of every State being no more than what it can levy of Men and Money *with Ease* and *without Inconveniency* to the Subject.

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If a *Government therefore is negligent here*, where its *chief Care* ought to be applied, and by which it can only lay the *Foundation* of its own *Support*; such *Governors* truly build a *Castle in the Air*, and if, at the same *Time*, they squeeze the poor and miserable *Subjects* by *exorbitant Taxes*, they literally act the *Part of Pharaoh*, in obliging them to *make Brick without Straw*, and the unhappy *Subjects* are in no better *Condition* than *Galley Slaves*.

In *this deplorable Case* the only *Relief* which can be expected to a sinking *Nation*, is from the *leading Inhabitants*; if they have *any Sense* of their own *Interest*, *any Understanding* where it truly lies, or *any Regard* for their miserable *Country*, they ought to *unite together* as one *Man*, in saving it from immediate *Destruction*, and, *if they do so*, they may, in a great *Measure*, prevent its *Ruin*.

But where the greatest *Part* of such shew *no Zeal* for their *Country's Interest*, but for that of *their particular Parties*, and, under the *Mask* of *Concern* for a sinking *Nation*, *their Hearts beat* only after a *Post* or a *Pension* to themselves, or the overturning of a *Party*; when the greatest *Number* of such, who ought to be *Guardians* to their *Country*, can view its *essential Interests destroyed*, without exerting themselves to do their *Duty*: Nothing but a *Miracle* of *Providence*, equal to the *Preservation* of *Noah* in the *Deluge*, can save such a *Country* from *Ruin*.

The present *Age* affords us *Examples* of some *Nations* being so *deeply corrupted* that no less than *Slavery, Misery and Want*, the certain *Consequences* of general *Corruption*, is sufficient to open their *Eyes*, and tho' they *groan* under *Poverty and Want*, and the *Effects* of their *Folly*, yet every one groans  
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only under his own *Distress*, which makes many *court* the most *sinistrous Methods*, while the *honest, proper and only Means of Relief* for themselves and the *Country* are totally *neglected*.

The *landed Interest* is more immediately affected by this general *Disaster*; landed *Gentlemen* are, in a *Manner*, the *only Sufferers* by it, and therefore not only the *Interest* of their *Country*, but *their own Case* calls for their *speedy and effectual Assistance*.

There are two *Things* equally certain upon this *Head*, and which, if duly attended to by the *Gentlemen* of this *Country*, would be very *happy* for themselves and for the whole *Nation*; 1<sup>st</sup>, That the whole *fatal Consequences* of either *hurtful Trades*, or *Idleness and Beggary*, terminate in their *Destruction*; in the *Result* of *Things* their *Lands* are hereby *impoverished*, their *Tenantry ruined* and *Families extirpated*: They are in a *Manner* the *only Sufferers*, I say, and therefore they are chiefly concerned to prevent those *Evils*. Yet, 2<sup>dly</sup>, It is to their *Conduct* and *Management* chiefly that all these *Evils* are owing. There are *Gentlemen* of the *landed Interest* in *Scotland*, who feel the *Miseries* of their *Country*, and breathe after any *Opportunity* of relieving them: There are too many others again, who are so *intent* upon their own *private Interest*, that they can easily consent to the *Ruin* of their *Country*, tho' not to that of their *Party*; and as they foolishly imagine their *private Estates and Rents* are very *little concerned*, the *Groans* of their *Country* prove no *Interruption* to their *Satisfaction*.

In order to move *those latter*, I shall here endeavour to show them, that their own *Interest*, and that of their *Estates and Families*, are more con-

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cerned than they are aware of, and so their *own selfish Principles*, abstracting from any Consideration or Regard to the *Good of their Country*, ought to awaken them out of *their Indifference*: For not only *the Nation*, but their *own Fortunes*, are likely to be involved in immediate Destruction. And I shall next show, that, as their Conduct has been the real Source of the Poverty and Misery of the Country, so they, and they only, have it in their Power, in our present Situation since the Union, of saving their Estates, and the whole Nation. And, lastly, I shall propose some few Things, which will obviously tend to that End.

The landed Gentlemen of this Country, for some Years past, have been at *great Pains to know* how to equal the *English* in *improving* their Estates, and in *raising* the Rents of their Lands; and some of them have been at *indefatigable Pains*, as well as *great Expence* to accomplish this End. But tho' these Gentlemen perhaps have arrived to a far *greater Skill* in the Knowledge of Agriculture, than ever their Predecessors did, yet the Lands of this Country continue still at a *low Rent*, even where they are improved by the ablest Gentlemen-Farmers, and if the *Money* they have expended in these Improvements be duly attended to, and the *Annual Rent* thereof be taken into the Account, their Lands will, in many Places, be found not much to exceed the old Rent.

And they never will be *more successful*, unless they be at equal Care to *improve the Inhabitants* of their Lands. There is no *Maxim* more certain, than that *the Value and Rents of Lands depend entirely upon the Condition of the Inhabitants*; their real Worth can only be in Proportion to the Number

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ber and Wealth of these. Human Creatures are the only Foundation of all Improvements, and their Labour, when profitably employed, is the only Source of Riches to a *County* or to a *Nation*: For Gentlemen, therefore, to pretend to *improve* their Grounds, without *improving* the Inhabitants of these Grounds, is to build a House without a Foundation; and it is entirely owing to our *neglecting* this Maxim, that all our Schemes of this Kind have tended to so little Advantage to the Projectors.

There is nothing *more certain*, than that every Penny which is laid out by the Proprietors of Lands, in order to *improve the Inhabitants*, by leading them from *Idleness and Poverty*, to *Industry and Labour*, is a more certain and lasting Method of improving their Estates, than by *Ditching, Draining, Inclosing, &c.* People being the Foundation of all Improvements of this Nature. *As our People therefore are the only improveable Riches of the Nation*, let us look into their Situation, and how *criminally* ignorant or negligent of this Maxim our Gentlemen have been, if we cast our Eye over all the *Counties in Scotland*, and look into the *wretched and low Condition* of the common People and Poor, we will find *some famished* for Want of Bread, *others dispirited* for Want of Employment, and not *a few starved* with Cold and Nakedness, and many whole Families throughout *every County*, especially in and about Villages, commonly remain in a *languishing, nasty, slothful and useless Condition*, uncomfortable in themselves, unprofitable to the Proprietors of the Grounds, and by their Idleness, picking and thieving, they are a *heavy annual Charge* to all about them. The Children

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of these poor, bred up to Laziness, Beggary and Theft, are not only of *unhealthy Bodies*, and more than ordinarily subject to many loathsome Diseases, whereby very many dy in their younger Years, and such as come up to Years and Strength, by their *vicious and idle Habits* contracted in their Youth, are rendred for ever after *unfit for honest Labour and Industry*, and serve only to *stock* this, and the next Generation with Thieves, and lazy idle Beggars. Indeed Want and Poverty has seized the common Inhabitants of *Scotland* in general; *Hunger and Nakedness* so universally prevail among them, that *these* who are the only *improveable Riches* of the Country are truly a *Reproach* to their Superiors. These poor neglected Creatures at once shew the World *that Ignorance of their true Interest* which prevails among the Proprietors of Land, and the *low Value* of their Lands is *wrote upon the very Faces* of their Tenants and Cottars: How little does their Food or Cloathing go to improve the Value or Rents of Grounds? which can only be done by the Consumption of the Inhabitants. Is there one Spot of Earth *more improveable* than *Scotland*, and yet so *barren and unfruitful*?

In this dismal and neglected Situation of the Inhabitants of *Scotland*, it will be found that a *tenth Part* of them, at least, serve for *no other Purpose* but to be a *Charge and Burden* upon the Rest, and a Loss to the Lands.

Now, to bring this Matter nearer the Eye of Gentlemen, supposing that in any County in *Scotland* there are fifty thousand Inhabitants, and the *tenth Part* of *these*, which is five thousand, are *useless and idle*, and so a Burden upon the rest of the Coun-

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County: For, if they have no profitable Employment laid to their Hand, if they will not, or cannot get Work, they must *be obliged to others, or beg or steal for their Subsistence*. And if, in this Manner, we can suppose they only get one Penny Halfpenny per Day off the Inhabitants, it amounts to above forty Shillings in the Year to each of them, and, in the whole, to above ten thousand Pounds; so that here, by the *Ignorance* of the Proprietors of Ground of their own Interest, or their *supine Neglect* of it, those Creatures which are the *only Riches* of their Lands are turned to be the *Destruction* of them and their Tenants: Whereas, were they to *consult* their own Interest, and provide these Creatures proper Work and Labour, each of them, tho' they could gain no more than two pence per Day to themselves or their Masters, yet, at that Rate, every one of them would be a *Consumer* to the Lands, to the Value of three Pounds annually, which would amount in whole to fifteen thousand Pounds a-Year, and this, added to the above ten thousand Pounds, would be in all *twenty five thousand Pounds*, by this Management saved to the Country, or rather to the *landed Interest*, as the greatest Part of this does *in fact terminate here*.

Gentlemen *seldom consider this*, they fondly imagine that they receive their Rents from their Tenants, but it is, in Truth, the *Consumer that pays it*. He pays the Price of the Corn, and of the other Grain, the Cattle, and the Wooll, and the Coals to the Tenants, and neither Gentlemen nor Tenants can be paid, but by the *Consumption* of the Inhabitants. Every one of these for what he eats, drinks and wears, is a *Tenant* to the Lands, and a *Paymaster* to the Labourers; and if the idle Poor can

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can be led into any Employment, so as to gain each three or four Pounds annually, every one of these becomes of so much Value to the Landlord.

As the Value and Improvement of Lands therefore depend entirely upon the Industry and Labour of the Inhabitants; the Proprietors of Land are chiefly, if not solely, concerned to promote every Design, Manufacture or Trade, which can give profitable Employment to the People, for the Advantage and Gain of all redounds to themselves: Nor is there any other possible Method of their improving their Estates to Purpose, but by doing so.

But do they do so? or do they consider this? No; for while our Lands are capable of equal, if not greater Improvement, than many Lands abroad, the Proprietors are so abandoned to all Regard to their own as well as to the real Interests of their Country, that they appear to be wholly unattentive to those Things; and, while their Grounds lie uncultivated, their Tenantry poor as Beggars, and their own Consumption would employ their People in manufacturing Goods to themselves; by not doing so, Poverty and Want of Employment forces annually Numbers of the most valuable Inhabitants to fly abroad for Bread; and all that poor Scotsmen now serve for is, to begot People to enrich and cultivate every other Country but their own. And thus the improveable Riches of a Country, human Creatures, are become the most considerable Part of our Exportation, to the Ruin of the landed Interest, and to the Scandal and Destruction of Scotland.

The Conduct of our great Men and of our leading

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ing Inhabitants in this Matter, is one real Source of their own Poverty and of the Destruction of their Country; and till their Eyes are opened to see their Interest, and they are bestirred to pursue it, all other Remedies to save this Nation from utter Destruction are but palliative Cures. Our Country is ruined by those whose chief Interest, as well as Duty, it is to save it; and they in Divine Justice are the greatest Sufferers: For how deeply sunk is the landed Interest in Debt? to what Straits are they reduced? how poor and uncultivated are their Lands, and their Tenantry Slaves for Bread and Water? Our Gentlemen in general groan under Poverty and Debts; and those that have Children cannot so much as provide for them, but, for Want of beneficial Manufactures at home, they are obliged to export and lose them in other Countries. These Gentlemen ought therefore now to be convinced, that Thinking and Talking, which is the greatest Length most of them are come to in these Matters, signifies little. They ought now to unite in Action, or they still will be greater Sufferers; and, if they begin here, their Endeavours cannot fail of Success. Our Grounds in Scotland are nigh four Times of as great Extent as those of Holland, and are capable of the greatest Improvements. We are every whit, as to many Branches of Trade and Manufacture, as well situated as the Dutch: They have not above Three Millions of Acres of Ground in all their Dominions; and they were once reduced, tho' not perhaps so low as we are at present, yet to a poor and distressed Condition: But, by their Application to Manufacture and Trade, by the Wisdom and Care of their leading Inhabitants, and especially by their following out this very Maxim,  
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*That the Labour and Increase of a People are the only Source of Riches, to what Grandeur and Wealth have they raised themselves? Their Trade and Manufactures have brought together Numbers of People from all Nations, whom they cheerfully entertain and employ; these they have improved to such a Degree, towards aggrandizing the State, raising the Lands, and enriching all the Inhabitants, that the Change of their Affairs affords to every Man, that will think at all, a living Proof, that the Riches of a Nation only arise from the Labour of the People: They have increased their Subjects to such a Degree, that upon this small Spot of Ground nigh Four Millions of People live; and these are employed in such useful Labour and Manufacture, that the Land-owners have their Lands raised from a very low Rent to above Thirty Shillings for every Acre of their poorest Grounds. The Confluence of such a Number of industrious People has spread Plenty and Riches through every Corner of Holland; and the Traders and Manufacturers have fenced out Ground, built Houses, and reared up such Accommodations, that the Rent of their Lodging amounts to near the Value of their Lands, which has immensely enriched the landed Interest. The States General can, without loading the Subject with heavy Taxes, levy immense Sums for the Support of the Government and Defence of their Country; the landed Men reap the Effects of the Labour of their People; and Plenty and Wealth abounds in Holland.*

*The Customs and Excise of Holland amount to immense Sums: They are not squeezed out of half starved dispirited Beggars; but they depend upon the vast Consumption and easy Payment of Millions*

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*lions of wealthy People, Ten of whose Manufactures will consume more exciseable Goods, and more Product of the Land, than the Inhabitants of whole Shires in Scotland.*

*By the direct opposite Conduct and Management, is Scotland now reduced to Ruin: And we have no great Reason to expect Relief in our unhappy Situation from the British Parliament, in any Branch of Manufacture which is beneficial; for the English have ingrossed all Manufactures that are so: And, as it is only by introducing Manufactures that the Poor can be employed, those Gentlemen, whose Interest is so deeply concerned, must either unite together in promoting them, or they and their Families and Estates must sink: For, in every Branch of beneficial Manufacture, Scotland will be discouraged by the English; yea, many Scotsmen have commenced Champions for the English Interest, and, by their Political and Party Maxims, have joined with them in their favourite Design, of making the Scots Hewers of Wood and Drawers of Water to the South British. And our Country is truly turned into a barren Wilderness of hunger-bitten dispirited Creatures, by the leading Inhabitants of the Country being made a Market to the English Manufactures, instead of being a Market to our own; and so our People can neither be employed, nor any beneficial Manufactures encouraged.*

*I hope, from what I have said, it will appear, how deeply they of the landed Interest are concerned in employing the Inhabitants of their Lands, and that they cannot preserve or advance their Rents without doing so: I hope they will likewise allow, that their Inhabitants cannot be employed to the en-*

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riching of the Lands and the Country, but in Manufacture and profitable Trade; and that no Manufacture *can be established* in any Country, so as to employ the Inhabitants and enrich the Lands, unless *those* whose Lands are *enriched hereby*, do encourage and promote the *Sale and Consumption* of the Goods. Yet here, I take, is the *Plague of Scotland*: Our Gentlemen either *do not know*, or *will not believe*, that their Interest, and theirs chiefly, is advanced by Manufacture: They consider Manufacture as a Thing which *tends chiefly* to enrich Traders, &c. and they are so *stupidly ignorant* or *criminally indifferent* about their own Interest, that they will not so much as buy the Product of their own Manufactures; and some who pretend to love their Country, will gravely refuse to give one Farthing a-Yard more for a Cloth made at home, than one made in another Country; and sunk in this Indifference that favours of the deepest Stupidity, they are *quite easy* whether or not their Poor are employed, or Manufactures are encouraged upon their Lands.

But those Gentlemen know not, that *Traders* are not a Farthing *the worse*, whether they buy foreign or home manufactured Goods; yea, they are *greater Gainers* by selling them foreign, they *run* none of the *Risques* that must necessarily attend home Manufactures, and they have greater Profit upon them, and they do *gain more Money* in those Trades which are to the Destruction of the Gentlemen and the Country, than in *manufacturing Goods to their Advantage*: And therefore they *hurt* not Tradesmen, but *themselves*, by their Folly. Traders will gain Money, however Gentlemen turn Trade; and, as to their private Interest, it is *quite equal*

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*equal* what Goods they sell, providing they have Profit. The Interest therefore of Traders is not at all *concerned in this Manner*, nor does it harm them, tho' the whole Gentlemen in *Scotland* are *united* in their own Destruction.

But, upon the other Hand, the smallest Reflexion may convince Gentlemen, that they themselves, their Families and Estates, are truly ruined by this Conduct. The Improvement and Bettering of their Fortunes, I say, depends wholly upon Trade and Manufacture; they *have* the Balance of Trade in their Hands, and *can turn it* so as to employ and enrich the Inhabitants of their Grounds: But, instead of doing so, *the leading Inhabitants* of this Nation are so obstinately united in their own Ruin, that they will *encourage* no Manufacture, *buy* no Goods, nor *turn their Interest* any Way, but to *consume* those Things which are evidently to the Ruin of their Estates and the Country; and, if we impartially view our Situation now, it cannot miss *deeply to affect* every Man who has any Regard to his Country.

Sometime before the Commencement of the Union, we were just beginning to *attend to our essential Interests*: Those in the Legislature had for some Time employed their Care in studying the Trade, and in regulating accordingly the Policy of the Nation; the most wholesom Laws were enacted, for *suppressing the Idleness*, and for *regulating and encouraging* the Labour of the Inhabitants; our Manufactures and foreign Trade were attended to, and very great *Encouragement* was given to all the Inhabitants who were engaged in them: Those in the Government had those Things at Heart, and

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Trade and Manufacture would in all Probability have flourished.

One *admirable Part of Policy*, and which indeed is the Foundation of all real Riches in any Nation, the regulating the Labour of the Inhabitants, *was wisely* attended to; and this appears from those excellent Laws enacted for suppressing of Idleness, and for employing and relieving the Poor: And as those at the Helm of Affairs found the absolute Necessity of Manufactures, in order to *complete this Design*; so they had their Eye *equally attentive* upon every Thing which could cherish and encourage all Sorts of Manufacturers, and the most severe Prohibitions were laid upon all foreign Commodities, which tended to *hurt or stop* the Consumption of the Goods they manufactured.

There was a wise Design laid, of *making our own Inhabitants a Market to their own Manufactures*, which is the first Step towards the enriching of a poor Nation. Through the Attention of several wise and discerning great Men at the Helm, I say, our Trade, our Manufactures and Commerce, began to be regulated, encouraged and revived, and, which is always the Effect of such a Government, a quite different *Spirit began to breathe in Scotland*, inasmuch that the *long neglected Arts of Peace* were studied, and adapted to the Situation of the Nation; and the Inhabitants, being led by their Superiors, turned their Genius from Fighting and Knight-errantry, to learn Industry and Manufacture.

*Edinburgh* was then the Seat of the Legislature, as *London* is now; and having a *Parliament entirely of Scotsmen*, whose Interest it was to cultivate and enrich their Country, they not only deliberated the

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the *wisest Measures*, but had it in their Power to attend duly to the Execution of every Law which regarded the essential Interests of the Nation, their Trade and Manufactures.

And at the same Time, excepting one or two great Men who attended the Court at *London*, the *whole of our Nobility and Gentry* lived within the Nation; and, as they spent their Money in it, their Rents circulated, to the *cherishing* of our own Manufactures, and *did enrich* the Inhabitants: And our Gentlemen being then not much intoxicated with *English Luxury*, their Inclinations and Consumpt were in some Measure subservient to *cherish and encrease* our own Manufactures; and their Dress, Living, Houses and Equipage, were in some Degree of a *Piece* with their Fortunes.

The Clothing of our Army and other Inhabitants tended to encourage and enrich our own Manufactures. No *Scotsman* dared some Time ago to assert, that our Natives should clothe themselves with *English* Manufacture, which *yield them 30 per cent.* Profit, and not manufacture these Goods within ourselves, rather than make Linens at *8 per cent.* to others.

'Tis true, we are allowed to make *these*, and *Politicians* tell us what mighty Obligations we are under for this; but, if a Man will but pull off *the Mask*, the Truth comes out thus: The *English* know, that the Linen Manufacture has arrived in *Holland* and other Countries to such Perfection, that neither *they* nor *we* are upon an equal Footing with them: They know, that not much more than Bread and Water can be saved by carrying on this Manufacture; and, as it is not their Interest to *fly at so low Game*, they throw this *bare Bone*

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to the hungry Scots; and their Agents tell us, it is our Duty to be content, and to chew this bare Bone contentedly. When we come to hint at a Remedy for our present Poverty, this Subject shall be further handled.

Our great Men, Nobility, and Persons of Fortune, of Scots Extraction, by living so much at London, are so deeply corrupted with English Luxury, that they not only have wholly abandoned their Country, and left it desolate; but many of them seem to have forgot and lost any Affection or Regard to it. They riot in Expence and Prodigality in England; and, providing they can levy Money from Scotland to support their Extravagancy, they seldom think further of it: If they can drain their native Country of so much Money every Year, so as to answer their Pleasures in England, they rest satisfied in living there; and, excepting once in seven Years at an Election, poor Scotland is not one Sixpence the better for them.

This is a sad tho' a true Story: For by this Means the Country is not only drained of an immense Sum annually of pure Cash, more than can be easily imagined; but this Nation has lost so many of her chief Supports and Guardians, who used to be, in their different Stations and Shires, of the utmost Consequence to her Interest. Their Eyes were Witnesses to the Miseries and Poverty of their Country when they lived here, and their Hearts were often touched with Sympathy, which made them upon many Occasions exert themselves for relieving it.

But now, the intoxicating Pleasures of English Luxury, the Ambition of attending a Court, especially if joined with a good Pension, intercept the  
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Groans of their miserable Countrymen at 300 Miles Distance.

It will be obvious, what an immense Loss this must be annually to Scotland, and I don't know, but it would have been better for the Country, if the Inhabitants had collected among themselves the Salaries and Pensions which our great Men have got at London, and over-bribed them to stay at home, and spend their Rents in their own Country.

Besides, many of our Countrymen of the best Fortunes, tho' they do not constantly reside in England, yet are always there for one Half of the Year, attending the Parliament. Many others are annually there, prosecuting and defending Appeals. And if we cast our Eyes further to those numerous Attenders at Court, who spend their Money in quest of Posts and Pensions; we must be convinced that a great Part of our Rents are consumed and spent in England.

So that if we calculate upon the one Hand the immense Sums thrown away in this Channel, or the still greater Sums remitted annually by our Merchants and Traders, who swarm in incredible Multitudes all over Scotland, we must see Gentlemen and Traders united in its Destruction. These Dealers to England may be termed Agents for the English Manufactures; for they levy, at indefatigable Pains, the Rents of Gentlemen, and the Money of the other Inhabitants, who are all now become a certain Market to the English Trade and Manufactures. If any Man impartially consider these Things, he must be convinced, that this Country hereby is truly ruined.

And it is certain, that, were it not for our chimerical Paper Credit, this Country would be reduced

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duced to Hardships scarce possible to conceive: Indeed we are tolerated a boundless Use of *Paper Credit* without any real Cash; and therefore, tho' the Inhabitants are *reduced to Poverty*, and the landed Interest *drowned in Debt*, yet, so long as Bank-notes circulate to such a vast Extent, and we are hereby supplied with *imaginary* instead of *real Riches*, it is absolutely impossible to know how near we are to Destruction. But, whenever a great War happens, or *some other general Disaster*, which only can discover (like Death to a Merchant) *our true Circumstances*: There will then probably be *Discoveries made* which will confound and surprisè both ourselves and our Neighbours. For *Bank-notes*, tho' they are very convenient to serve the Necessities of a People, *as a Pledge* to gain Time, yet they can never answer the Ends designed by Money, which is finally to pay and discharge the Debts of the Inhabitants.

But, tho' we cannot know exactly our Circumstances, yet every where we cast our Eyes, Ruin and Destruction attend them: And all *Scotsmen*, who know any Thing (*Politicians excepted*) are convinced, that we are *reduced to the last Gasp*; and yet, which adds to our Guilt, as well as Misery, we are involved in Luxury and Extravagance, like *desperate Spendthrifts*, who, knowing they have little to lose, are quite indifferent what becomes of the *Remainder*.

And our Members of Parliament have been an *unhappy Mean* of introducing this into the Nation; for they, being tempted *to ape* after the *English*, not adverting to the great Disproportion between the *Scots* and *English* Fortunes, not only *squandred away their own Estates*, but, by their fatal Example,

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ple, tempted many of their Countrymen, and Friends likewise, *to do so*, and so Luxury and Extravagance has been introduced into the Nation: And, just now, excepting a *few Misers* scattered up and down *Scotland*, who will not *spare Money*, no not hardly for their *own Subsistence*, we have not many landed Gentlemen who live *within* the free Rent of their Estates: The greatest Part of them live up to their *Neighbours, or Expectations*, rather than to *their Possessions*, and cut a Figure more proportionable to what they *hope to be* than what *they have*. 'Tis true our Members of Parliament have Posts and Pensions to support their Expence at *London*, and therefore it may be said, that what they spend in *England* is not *drain'd* from *Scotland*; but, not to mention the Dust that is thrown against them by some *furious Patriots*, that these *Posts and Pensions* are given them for no onorous Cause; and as Money which comes in this dirty Channel seldom lasts, it is generally *thrown away as fast as* it is got, and becomes only *Fuel* to foment more the Demands of Luxury which consumes both these *Gentlemen's Rents* from *Scotland*, and this Reward to the Bargain.

However this be, it must be owned, that our great Men, and Members of Parliament, generally are tempted to out-run their Income, as hoping *to make up* what they every Year sink of their Estates out of the Profits of some imaginary *future Place or Project* they are pursuing: Few of them are so *lucky* as to gain their Ends, and those, who do so, find their Demands for Luxury and Expence increase as they are exalted. And when they *design* to visit their own Country, they appear

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in all the Splendor of *English Extravagance*. Our Gentlemen's Tables must be furnished with Delicacies to entertain them, and *their Example*, wherever they come, is so *catching*, that they have been an unhappy Occasion of tempting their Neighbours in the *Country* to drown their Estates in Debt for the Pleasure of being as extravagant: And this Contagion has infected all Ranks in the Nation; yea we may see Traders and Tradesmen aping their Betters, and involved in *petty Luxury* and *Expence*.

How many Gentlemen's Families do we see *extirpated*, and how many others reduced to Poverty and Want by *this Disease*: And tho', so long as Men possessed of landed Estates, and other visible Subjects, can make a Shift to pay the Annualrents of the Money that burdens their Estates, which, in many Cases, equals the free Rent, their Circumstances are kept a Secret from the World, yet every Year makes *Discoveries* how many have *bartered* their Estates for *Luxury* and *Extravagance*.

And as all *these dreadful Evils*, we have mentioned, have been brought upon the Country by *the Conduct* of our leading Inhabitants, so they have landed in their own Desolation and Destruction; for were there a *general Demand* to be made upon the Proprietors of Land in *Scotland*, what surprising Discoveries would be made of the Poverty of the Nation? were their Agents and Doers obliged in that Case to give up a *general and compleat List of the Debts contracted and owing by them*; the most of our Gentlemen would be found to be drowned in Debt, and the Generality of this Country to be *a Bite upon one another*.

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And without this Discovery the Circumstances of our landed Gentlemen are apparently very low; hence all the *Hardships upon Trade, bad Payments, Accounts owing, two, three, four Years, desperate Debts, litigious and dilatory Law-Suits*, which *oblige* Merchants and Tradesmen, who have no other Misfortunes, to *stop Payment*; and hereby industrious Men and their Families are reduced to *Ruin and Want*.

Many Gentlemen's Children, for Want of Patrimony, are exported as so *much Lumber* off the Country, and those who stay at home, for Want of beneficial Trade and Manufactures, remain an *idle Burden* upon their Parents.

In short, our Gentlemen are most justly groaning under that Yoke of Poverty and Bondage which *their own Hands have wreathed*, and many of them are, in a Manner, *a Sort of Dependents* upon the Ministry for some pitiful Post or Subsistence to themselves or their Children. Hence *our Elections are corrupted*, and many, otherwise honest Men, are tempted to vote contrary to their Consciences, and to be Tools to any who will relieve them of *the Burden of an idle Son or a Brother*.

And there cannot be a greater Proof of the distressed and miserable Condition of the landed Gentlemen, than when we see Numbers of those we think to be of good Fortunes, and so *independent and above the World*, as we say, sacrificing their *Duty to their Country and their Characters*, for the pitiful Rewards of a Pension or a Post of two or three hundred Pound a-Year: A strong Proof this is, that, as *Luxury and Extravagance* has reduced them, so hidden Debts, and pinching Straits, must

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force them to venture all that is *venerable and dear to Patriots* for the Sake of so small a Temptation.

From all this it is plain, that the immediate Ruin of the landed Interest is *near and unavoidable*, unless they alter their Course: This every Man must see who will open his Eyes; Politicians may say otherwise, but some of them could open up still stronger Proofs of the Truth of this, if they pleased.

As I have proved that the *leading Inhabitants of Scotland* are the main Instruments of its Destruction. As those of the landed Interest are the *greatest Sufferers*, and as their Interest is chiefly advanced in promoting any Remedies, I would humbly suggest; and as they have them absolutely in their own Power, if they will *not exert themselves*, after seeing and feeling the Poverty and Distress their Conduct has brought upon them and their Country, they are *more inexcusable* than either the *Smuggler or Wine-merchant*.

It has been shewn them, that the only *improvable Riches* of a Country are its Inhabitants; that every Spot of Ground on the Face of the Earth *differs* only from another as to *Value*, in Proportion to the Circumstances and Numbers of its Inhabitants; that there is no *solid and lasting Manner* in which Lands can be improved but *by leading* the Inhabitants into *profitable Labour*; that every one of these can be made of so much Value to the Lands, and to the Country; and, lastly, that, in any County or Nation, where the Inhabitants are allowed to remain idle or employed in destructive Trades, that County or Nation must be poor and contemptible for ever.

As the Labour of the People, therefore, is the only

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only Source of Riches to a Country; *hence arises the Necessities and Advantages* of beneficial Trade and Manufacture; these all wise Nations, as I have observed, have ever esteemed as the only profitable Way of employing the Labour of the Inhabitants, and, wherever they are *duly encouraged*, it is visibly seen what surprising Effects they produce. Trade indeed, in numberless Instances, tho' it may be to the Advantage of private Adventurers, yet is often to the *Destruction* of the landed Interest, whereas, upon the other Hand, *every Manufacture*, which can be introduced into a Country, invariably enriches it.

And here I must again repeat, that it is not *the Interest* of Merchants and Traders, who are engaged in importing Commodities from *other Parts* to the Destruction of our own Manufactures, to alter the Channel of Trade: They find great Profit upon foreign Goods, and they will go on in feeding the Luxury, and gratifying the Inclinations of Gentlemen, because, in this Manner, they make Fortunes; and, as the *Introduction* of home Manufactures tends naturally to undermine and stop this beneficial Trade, it is their Interest to *oppose* any Attempts of this Kind, and this they ever will do; so that, unless the landed Gentlemen, whose Interest is *chiefly promoted* by Manufactures, *unite* in introducing, cherishing and supporting them, they can never flourish in *Scotland*. It has been proven, that, as the Proprietors of Land in any Country have the Balance of Trade in their Hands, so, according to their Humours, Inclinations and Consumpt, all Trade and Traders must follow. They can, if they please, subject the whole Hands engaged in Trade, at the same

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same Time to promote the Interest of the Lands and of the Country. If it is not the Interest of Traders to introduce Manufactures; if, upon the other Hand, the low Condition of the landed Interest can *only be retrieved* by doing so; if these are the only Sources of Wealth to a Nation, and the only Means of employing in a profitable Manner the Labour of the People; I apprehend that the discouraging of the *Wine, Brandy and Tea, and other destructive Trades*, is but a partial Remedy, and even *this is absolutely impossible*, unless the numerous Hands, which are employed in them, to the Destruction of the Country, have some other *beneficial Branches of Trade and Manufactures immediately opened up to them*, to which they can turn their Hands, and by which they can support their Families; this, and no less, will be an effectual Remedy.

Now, if the landed Gentlemen in *Scotland*, from whose Endeavours I have proven we can only expect Relief, will *exert* themselves to purpose, they *must unite* in a fixed Resolution, not only to suppress these pernicious Trades, by entering into an *Obligation* in their different Counties, not to use or consume any Thing relating to them; but further, they must *confine* their Inclinations and Demands to the Produce of these Manufactures which can easily be carried on in *Scotland*. Hereby they will not only turn the present *destructive Channel* of Trade into a *Course* that will advance their Lands, raise their Tenantry, and enrich the Country; but they will *provide Business and Bread* for Smugglers and others, and oblige those thousands of Hands, which are now employed to the Ruin of the Nation, to be equally active for its Relief.

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This I take to be the only Remedy for saving *this Nation* from Ruin and Destruction.

For hereby there will not only be an effectual Stop put to those Trades which remit the Cash of the Nation into other Countries; but, by the introducing of Manufactures, the Inhabitants of the Lands *can be employed*, upon which their Value depends; and these Manufactures again can be supported and cherished by the *Gentlemens Consumpt*, a large Field for *Action and Gain* be opened to employ those who now trade to the Destruction of the Country: And I humbly think, *this, and this alone*, will be a Remedy sufficient for our Disease.

Nations who, by *Luxury, Corruption, and Ignorance of their true Interest*, have been reduced to *Extremity*; when *Necessity and Poverty* roused them out of their *Lethargy*, their Practice has ever proved to the World, that, when here they began, they found, that it was morally impossible to *retrieve* their Losses, or to *establish* themselves in a tolerable Condition for the future, by any other Means, than by *reducing* their Living, Cloathing, and other Expence, under such Management, as to *answer and encourage* the Labour of their own People; and, as I take this to be our Case, so I take this to be the only Mean of our Relief: For, as I have said, the Source of our Poverty is, that our leading Inhabitants for a long Course of Years have *become a Market* to enrich the Inhabitants of other Countries, and to encourage their Manufactures, and therefore it is plain, *our only Remedy* in this Case is, by their now *becoming a Market* to our own Manufactures, and a Mean of employing and enriching our own Natives.

It is, at the same Time, of *great Importance* to the



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the Interest of a Nation, when those in it are convinced of the Necessity of Manufactures, that they distinguish those Manufactures that are most beneficial with particular Marks of Encouragement: An Error here must be an immense Loss to a Nation; for if the People are employed in Manufactures which yield only 8 or 10 per cent. Profit, instead of those which yield 20 per cent. hereby the one Half of the Value of the Work of the Inhabitants is lost, and by this Mistake and Error immense Sums may be lost annually to the Country. If, at the same Time, that the Inhabitants are reduced to this low Game, they are employed in making Goods, for the Sale of which they must depend upon the Caprice of those in other Countries, and, if so, their Market be uncertain, they must be greatly discouraged, and will soon be wearied in working in this Manner. Now, in every wise Nation under Heaven, they are equally solicitous to secure the best Market for the Produce of their Labour, as they are careful to employ them in the most beneficial and profitable Manufactures.

The first, surest and best Market for this Purpose are the Natives and Inhabitants, and therefore their Uses, Wants and Necessities are first to be considered, and Manufactures are first to be set up and adapted, so as to answer these. As it is not only the Duty, but the Interest, of the leading Inhabitants to provide themselves of what they want from amongst themselves; so, in the Infancy of Manufactures, this is absolutely necessary for them, or all Attempts in making Goods for Exportation is vain and imaginary. These two Things, therefore, Gentlemen must have in their Eye, when they consider of proper Remedies for the Relief of

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of the Nation, that, as the Labour of the People is the only Source of Riches, so that Labour ought to be employed in those Manufactures which are most profitable; and next, that, for those Manufactures, the best and surest Market ought carefully to be secured: Hereby our People will be occupied to the greatest Advantage, and have the most certain Consumpt and Encouragement for their Labour.

And this the Gentlemen of the landed Interest, and the leading Inhabitants, have absolutely in their Power. They can apply this effectual Remedy, if they please, without being obliged to, or dependent upon any but themselves, and nothing but their Ignorance, Inattention or inveterate Corruption, can hinder it. These Gentlemen are the best and most certain Market: Their Uses and Wants are now supplied from Manufactures in other Parts, and, if they will only now supply themselves from their own Manufactures, the Inhabitants will be employed to the greatest Advantage, their Lands will be improved, their Tenants enriched, and this impoverished Nation saved from Ruin. This is an effectual Remedy, a Remedy that is easy, a Remedy that is within our Power, and which, in the Course of Things, will improve the Estates and advance the Gain of those who promote it.

As Politicks have corrupted our Parties, so they have, by the Address of the Promoters, undermined the essential Interest of our Country, and false Principles of Trade and Manufacture are, as was hinted at, spread through the Nation: Our landed Gentlemen, and other leading Inhabitants, have constant Use for superfine and coarse Cloths, Drabs, Druggets, Camblets, Hats and Stockings; their

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their Wives and Families have Use for innumerable Things annually; the manufacturing of which yields 10 per cent. more Profit than the manufacturing of Linen; they have it in their Power to become a certain Market and Encouragement to their own Manufactures for these Things, without any Trouble or additional Expence.

By the Gentlemen's being intoxicated with that pernicious Principle, that it is the Interest of Scotland only to encourage the Linen Manufacture, these Manufactures, which are more beneficial, and for which we have a certain Market within ourselves, are entirely discouraged, our People are idle, and Gentlemen are deprived of the only Means they have in their Power of enriching themselves and the Country.

And as not the fifth Part of the idle Hands we have in the Country are employed in the Linen Manufacture, those who pretend to affirm that the introducing these Manufactures would ruin our Linen Manufacture are grossly mistaken: To any impartial and cool Thinker it will appear obvious, that it would have the quite contrary Effect; for, if we shall suppose, as is commonly calculated, that there are above a Million of People in Scotland, if we shall set aside one Tenth of these, as the leading Inhabitants, who do not, nor will not manufacture. Now it appears, that, at a Medium for 16 Years past, we have exported only 175,000 Pounds Worth of Linens in the Year; if we shall suppose the Consumpt of Linens for our own Market be as much, which I believe it may, the whole Extent is 350,000: Now this Manufacture employs only 100,000 Hands at 3 l. 10 s. the Head; and, if we consider the high Wages of our  
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Weavers, we cannot compute but it will amount to 5 l. the Head, in which Case there can only be 70,000 Hands employed, tho' the first Cost of Flax be not reckoned at all.

Indeed the Gentlemen, who have promoted the Linen Manufacture, and are still carrying it on, wrestling with many Hardships and Discouragements, deserve the Thanks of their Country, and all the Support it can give them. Yet it is regretted by many, who have been in Holland, Ireland and other Linen Countries, that, unless we can equal them in the Expertness of working, the Cheapness of Wages, of Bleaching, of original Materials, unless we have the same publick Encouragements, advantageous Methods, and Address, and Facility of making, which they are Masters of, Things which cannot be obtained in our Situation, nor learned, but by long Practice and Experience; It is absolutely impossible that the Linen Manufacture can be carried on to very great Extent, or great Profit, in Scotland: And, therefore, tho' it is to be regretted, there is no Probability of many more Hands, than those we have now employed, will get Bread in this Manufacture. I do not mention this to discourage our Attempts in the Linen Manufacture, but to show the Necessity of introducing others.

For were there 300,000 of the remaining 800,000 Inhabitants of Scotland to be employed in manufacturing Goods for the Wants and Uses of our own leading Inhabitants, there would not only be still four Times more Hands left than needful for the Linen-Manufacture, but these 300,000 People thus employed in these Manufactures, which are much more profitable than the Linen, would,

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in a very little Time, become a *more certain and a more beneficial* Market for our Linen Manufacture than *England* is at present: They are, 'tis true, now *not able* to buy a Shirt, but often steal to themselves or their Children, and are incapable of *buying* either the Produce of our Lands, or increasing our Excise. But to what is this owing, but to *this pernicious Principle*, and the fatal Effects of it. Our Gentlemen now remit their Rents to support the Manufactures, and enrich the Natives of other Countries, when their own People are idle and starving.

Were they to employ, in every County in *Scotland*, the Inhabitants in such Manufactures as are most proper from the Situation of these Counties, and the Demands of the Inhabitants, there might be in Time 300,000 People *raised* from Poverty and Idleness to such Circumstances that they would most certainly consume more Linens *for themselves and Families*, and be a *more certain Market* for our Linen Manufacture than *England* itself is at present, and by our not doing so, this Manufacture itself is inconceivably hurt.

This pernicious Principle, formed for the Advantage of *England*, who give us no Thanks for it, and introduced by *Politicians*, has lost this Nation, within these twenty Years, such an *immense Sum*, that it is scarce credible to those who do not understand Trade. Our Linen Manufacture *has suffered*, by Want of Home-Consumpt, more than the *Value* of Linen we have exported, and besides our whole Gentlemen have been *made Fools* to advance the Riches of *England*, and have calmly yielded their Necks to the Yoke.

And as I now come to mention some of those  
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Manufactures which are necessary to supply the Wants of our Natives, and the Manner in which they can be introduced and supported in the Country. As *the woollen Manufacture* is what I have *chiefly in my Eye*: Before I enter upon this Subject, I will pave the Way by answering the Objection against introducing this Manufacture into *Scotland*. "Our Politicians tell us, that, if we establish the woollen Manufacture in *Scotland*, the *English* will, in that Case, not buy, or consume, our Linen."

As I have shewn that the settling of the woollen and other Manufactures in *Scotland*, would very soon *rear up* as valuable, and a much *more certain Market* at home for our Linens, than the *English* now are; so, I hope, if it shall appear, that the *English* will buy *Scots* Linen *as readily*, and to as great Extent, whenever *we do so*, as *they do now*, that Politicians will shut their Mouths for the future upon this Subject.

The Foundation of all Trade, Men of Understanding must know, lies in *buying, as well as selling, on the most advantageous Terms*; Linen Drapers do not buy Linen out of *Complaisance* and Friendship, as this Objection seems to imply; they know the *Nature and Art* of Trade too well, to give one Sixth of a Penny more to their *own Countrymen* for Linen, when they can purchase them from their *greatest Enemies* so much cheaper: Therefore, were our Country Gentlemen to remit their *whole Estates* to *England* for Goods, and *never attempt* to make one Yard of woollen Cloth, the *English* Linen Drapers would not *buy one Piece* more from *Scotland* than they do now, unless our Linens were *better and cheaper*. Upon this Footing, and upon  
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no other, can we expect Sale in *England* for our Linens; so long as they are so cheap and good, as the *English* find it their Interest to buy them, they will do it; and the *joint Interest* of all the Clothiers in *England* could not move them to buy *Scots* Linen at a *higher Price* than they can purchase those of the *Irish, Dutch* and other Countries.

Yea, tho' it were possible for us not only to manufacture woollen Cloth, so as to answer the Consumpt of our own Natives, but even to rival the *English* in Exportation, which, I fear, never will happen, yet it is absolutely certain, that, if our Linens are so good and cheap, that the *English* Linen Drapers find it their Interest to buy them, they will do so, and no Man, in his right Senses, can imagine they ever will buy them upon any other Terms. They now buy several Articles in the Linen Trade from foreign Nations, who rival them in the woollen Manufacture, against whom they have an innate Aversion, and which it is the Interest of *England* to keep low, because the Traders in these Articles find it their private Advantage to do so; and Men in Trade will ever act thus, nor will the Authority of Parliaments, the real Interest of their Country, or even the Bonds of Relation, make them do otherwise: Goods made perfect and sold cheap, tho' made by a Trader's mortal Enemy, will be greedily purchased by him before those made by a Father or Brother, if not equally so; for, if any Trader acted otherwise, his Brethren of the same Craft would undersell him, and so undermine his Business, and ruin him and his Family.

I take this to be a solid and plain Answer to  
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political Objection: But, further, I apprehend, that, as from the Introduction of the woollen Manufacture a great and certain Market for our Linen would be reared up at home, so this Extent of Consumpt would naturally tend to low the Price of our Linens, and, in that Case, we have a better Chance for Sale in *England*, and so this very Thing lays a Foundation for a larger Market there, than if we did not do so: Every Mean which can lessen the Price must enlarge the Market; nothing can have so much Influence that Way as home Consumption, and, as that will be greatly enlarged by the flourishing of the woollen Manufacture, so both these Manufactures will be a Market to each other, and can afford to give each other such Profit as will tend to make the Manufacturers live, tho' they lessen the Price on Linens exported.

And to have done, the introducing this large and beneficial Manufacture would not only be the best Means of enriching the landed Interest, but it would retrieve the Reputation of our Country, which has been lost by our Conduct; if we consider the contemptible Idea which the *English* have of our Country. How do they look upon the Generality of the Nation as a Set of Mercenaries? How do they contemn us for our Ignorance and Folly, in neglecting the only honest and true Source of Riches, our Trade and Manufactures? How do they despise us for our Poverty, and our Readiness to accept of Employments and Pensions? Were our Ears open to hear how they enlarge on these Things amongst themselves, and how they prove their infamous Assertions, were we thoroughly sensible how our Character is sunk by these Means, this could not miss to affect our Gentlemen in the tenderest

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tenderest Manner; nay, it would animate the whole Nation with Spirit to exert themselves in *retrieving the Honour* of their Country.

Have not we the *same Privileges* with them as *British* Subjects? Have we not a Right to establish Manufactures? Are we not at full Liberty to exert these? Does not *Poverty and Want, Misery and Necessity* cry aloud to our Gentlemen, to unite together and exert themselves in doing so? Are they so enslaved that they dare not buy their Cloaths from their own Manufactures, nor introduce the woollen Manufacture thus into *Scotland*? Or *is there any Manufacture so beneficial*, for which we have such certain Consumpt, or, that can so much improve our Lands and enrich our Gentlemen? If therefore either *Duty or Interest, or Necessity* can influence Men, they ought to assume this Power and exert this Liberty, for this *extensive Manufacture*; they would soon enrich themselves and Families, they would soon become honestly wealthy, and easy in their Circumstances, and be raised above that fatal Necessity, which has laid them so much open to Corruption; yea this large and beneficial Manufacture would lay a Foundation for Employment, and handsome Support to their younger Children, who are now obliged either to *loiter at home*, a heavy Charge upon their Friends, or to *go abroad* to seek Subsistence, and it would be a Mean of enriching thousands of their Offspring to future Generations.

And if we consider that when *England* is enriched *so many Millions* annually by the woollen Manufacture, can we suppose our saving something by cloathing our own Natives in *Scotland* will at all affect their Trade, or give any *English* Clothier

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Clothier Concern, but five or six Dealers who monopolize this Trade to *Scotland*, this is so ar-rant a Trifle to them that they must despise and overlook it. And when we consider the other vast Sums which *England* annually drains from us by our *Great Men's* constantly residing at *London*, by the vast Confluence of our Inhabitants who are *continually resorting* thither of all Ranks and Stations, by the Remittance of our Taxes, by the Interest of lent Money, which is owing upon Estates in *Scotland* to the *English*; if we consider what vast Sums they get every Year for that vast and *expensive Article of Silks*, and every other Thing that is made use of for our *Women's Attire*; and that our *whole Shop-keepers* throughout all *Scotland*, are just *so many Agents and Gatherers of Money* for *England*, for *China, Sugar, and other Grocery Wares, for tanned Leather, for Toys and Babbles, for that expensive Article of hard Ware and Brimingham Goods, for Gold and Silver Plate, Jewels, Watches, &c. for Soap, Moyhair, Gold and Silver Laces, Pewter, Iron-Work, and innumerable other Articles*: Nay, there is scarcely any Thing we have use for but we have from *England*, and there is hardly a *Shop-keeper* in *Scotland* but keeps a *Magazine* of their Goods. If we consider how these Men *swarm* all over the Country, and what *vast Sums* they collect every Year for *England*, we must be convinced, nay the *English* themselves must be so, that the *allowing our poor Natives* to buy their own Cloaths at home is such an Act of Charity, that it cannot be supposed, when otherwise they are *such vast Gainers by us*, that they are destitute of so much Compassion as to grudge it; if they should, they are barbarously cruel, and we are in a worse Condition than

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*Ireland*



*Ireland, a conquered Country*, which is allowed all Sorts of woollen Manufactures, and without the Influence of which upon their Linen, it could not have been brought to that Perfection it is now.

Nay it is undoubtedly the Interest of *Britain*, that we in *Scotland* should be as expert in the woollen Manufacture as they are in *England*; for, however, a Number of *Manufacturers* in one Part may complain from private Interest, that those of another Part of *Britain* are setting up the same Manufacture: Yet their doing so must effectually promote the Interest of the Nation in general, and the Revenue of the Crown. The *English* chiefly depend upon foreign Markets for the Sale of their Cloaths and woollen Goods, and as they are Masters of that Manufacture, large as it is now, yea, tho' it were carried on to a greater Extent, they have a very large Market to provide and supply; and had they much greater Numbers of Hands to spare, from their other numerous Manufactures, than they have, they have Use for them all in this; so that the Loss of not cloathing our own poor Countrymen is not to be mentioned, nor can it be reckoned any at all to them, who have abundance of Consumpt otherwise for all the Cloaths they make. But it must be a great Advantage to *Britain* in general, and especially to the Revenues, if by this Manufacture, this Country, which is so poor and uncultivated, and yet, which is so considerable a Part of Great Britain, can be improven, and thereby thousands of People, who are idle and consequently a Burthen on the Nation, who are poor and do not add one Shilling to the Revenue, can be made the Instruments of enriching both: Nothing can be of more Advantage to *Britain* than to

to have those Parts of it improven which are wholly desolate, and those Inhabitants employed who are the most useles and idle; and indeed if this, or some such general and effectual Remedy be not set on Foot, so as to relieve the sinking Interests of the landed Gentlemen; our Nobility and Gentry must be reduced to such Circumstances, that they will either be an annual Charge upon the Crown for Bread, or be pinched for want; so that it is the Interest of the Crown to prevent an Expence which will every Year be enlarged, as it is evidently the Advantage of the Revenue that so great an Addition be made to the Excise and other Taxes, the certain consequence of this Manufacture taking Place in *Scotland*.

Besides the Surplus of all we gain in *Scotland*, by the Employment of our poor Natives in this or any other Manufacture, except what is just necessary to carry on our Labour and Trade, will probably by various Channels be ever conveyed from us again into *London*, which is the Seat of Empire and of Trade. For were it possible for us to hope, that this poor Country should by a constant and regular Employment of their Inhabitants acquire Wealth; yet this would be constantly poured into *England* by the Trade.

It would be accounted a very narrow way of thinking, and highly hurtful to the Wealth and Power of the Publick, to allow that a few Men should monopolize a Trade, and deprive others of it, who being admitted, would add vastly to the Wealth and Power of the whole Community; or should the County of *York* say, by depriving the next Counties of the woollen Manufacture, the County of *York* would grow immensely rich, and all its



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Poor would be employed, and they would gain more than *they do now*, when this Manufacture is dispersed into so many Counties: I would ask our Politicians, if this could be esteemed good Reasoning? When the other Counties *could show*, that by their being admitted to carry on this Manufacture, greater Numbers of *British* Subjects would be maintained and employed, and a greater Wealth acquired annually to the Publick, tho' by its being dispersed amongst more Hands, some *particular Persons* would not reap so great Benefit as when confined to themselves, yet is it not from a *parallel way of Reasoning* that some would deprive poor *Scotland* of the same Advantages in Manufactures which *England* enjoy, and which is secured to them by the Articles of the Union, which can be shewn would vastly add to the Power and Wealth of *Britain*. And indeed the corrupt and contrary Politicks we have *unhappily adopted* in *Scotland*, has lessened the Common-wealth, and sunk the Grandeur of the Nation: Such *dangerous Politicks* has introduced Jealousies and Misunderstandings between us; and we are so oppressed in our Taxes and Trade, that *some are enraged*, and *others are dispirited*. By these our numerous Poor has increased, for Want of Trade and Money to employ them, and become a Burden on the Remainder; the Value and Rents of our Lands have fallen, and our Gentlemen are reduced to poorer Circumstances than the Manufacturers in *England*; and we are become so *weak and dispirited*, as we are not capable to defend ourselves against a foreign Enemy, *were we invaded*. And if Things be not redressed, to what may not *Despair and Poverty* reduce us? The whole Community may become

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come *turbulent and uneasy*, and be ready to embrace any Change to alter their Condition. *God Almighty* prevent these Evils; but I am afraid they will be the Consequences, if we continue to follow such unhappy Maxims in Politicks.

Thus I have endeavoured to remove these Objections which are too often made against the introducing the woollen Manufacture into *Scotland*; and as I humbly conceive that upon our doing so depends the only and effectual Remedy of our Poverty, so I hope I will be excused in insisting so long, and repeating several Things, in order to remove the common Prejudices against it.

I propose this large and extensive Manufacture as the first and principal Cure for our Poverty, because as it is the greatest Source of Riches, and brings an immense Treasure every Year to *England*, so, if settled in *Scotland*, in a few Years it would, without any *other Remedy*, soon enrich this poor Country; and likewise because the Gentlemen in the Country have this Mean of saving their Estates in their own Power: So that it is both an effectual Remedy, and can be *easily applied if they please*. And as in our present Circumstances this Manufacture, which is the most *beneficial and extensive one in the World*, cannot be introduced into this Country, nor *established on a solid Foundation*, unless the leading Inhabitants in the Country *unite together*. In doing so, I shall first show of what Importance this Manufacture must *be to the whole Nation*, and what Advantages must accrue from it to *every Person whatever*. I shall point out those Counties it ought to be settled in, as I have shown the Proprietors of the Lands the *especial Benefit* they will reap by it, I shall show *the Manner how it ought to be*

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introduced, and mention *those Obstructions* which have hitherto prevented its taking Place in *Scotland*, and show how they can be removed.

Were the landed Gentlemen to *unite in a Design*, in order to enrich themselves and Families by the Sweat and Labour of others: Were they to *form a Project* to make all the lower Inhabitants Tools to advance their Interest alone, they could not take so sure and effectual a Way as uniting together in settling this Manufacture in *Scotland*. Gentlemen, whose Interest is so much promoted by this Manufacture, must push it forward, or it will never be introduced nor subsist. And not only they, but all *those Gentlemen* whose Employments entirely depend upon others, are deeply concerned, in Point of Interest, to promote it; *Lawyers, Physicians, Writers, Surgeons, Clerks, &c.* none of those Gentlemen, how great soever their Merits, Parts and Pretensions to Gain may be, add one Shilling to the real Riches of the Nation, but depend not only for their Riches, but even for the *Supply of their Necessities* upon the landed Gentlemen, and the *Sweat and Industry* of the rest of the Nation; it is but *common Justice* therefore in such to support those by whom they live: And indeed they cannot take a more effectual Method of securing their own Interest; for according as the Wealth and Riches of the other Inhabitants are increased, so will their Gains and Payments be. These Gentlemen are all a sort of *Factors* for the rest of the Nation, and they can only expect to be rewarded according to the *Circumstances of their Employers*; and so far as they advance these, they in the strictest Sense advance their own Interest, the Increase of Trade and  
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Manufacture being the only *Means of increasing* their Gains and *enlarging* their Employments.

We shall suppose that the leading Inhabitants in *Scotland* give every Year above One hundred thousand Pounds for Cloths and other Woollen Goods to *England*, which is just so much Cash given away to advance the Lands and enrich the Inhabitants there instead of their own: If they would bestow this Money in *Scotland*, it would effectually cherish and support the woollen Manufacture; and this whole Sum, unless the *first Cost* of some *Spanish Wool*, which we can import as easily into *Scotland* as they do into *England*, would go to improve our Lands, and enrich our Inhabitants: So that the Odds is much more than that Sum of Loss to the Country. Upon the other hand, we shall suppose that this Country is drained of an unknown, tho' a vast Sum of pure Cash for *French Wine*, if instead of importing Wines from *France*, our Gentlemen would import them from *Portugal* and *Spain*; they would take of our coarse woollen Goods for all the Wines we had Occasion for; by which we would enlarge the Consumpt of this Manufacture to a great Extent.

Upon these two important Things depends one chief Mean of the Relief of our Poverty; hereby 200,000 *l.* annually would be saved to the Country, and particularly to the landed Interest: The flourishing of our woollen Manufactures, and the discouraging of *French Wine*, are so interwoven, that I have therefore mentioned them together.

Again, supposing the Amount of all the *free Rents* in *Scotland* to be one Year with another about 1,300,000 *l.* if so much: Now this is the present Fund for supporting the landed Gentlemen  
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and their Families, and *all these other Gentlemen* whose Bread depends upon the rest of the Nation; for Lawyers, Physicians, Writers, Surgeons, Merchants, and others, have no other Fund for the Support of their Employments than what they *can catch* of this Money: If therefore the landed Gentlemen, and they, will thus extend this beneficial Manufacture, which they can do in time if they please, and at the same time discourage *French Wine*, and open a Market for our Manufactures in *Spain* and *Portugal*, by importing Wines from thence, a Sum nigh equal to one fifth of the Rents of the whole Nation would be saved; for we may justly deduce two thirteen Parts of these, as spent in Cash by our own Inhabitants in *England*, or remitted for Debts and Goods there; by this means the whole Nation would become one fifth richer; which Increase *would circulate* to the Advantage of every Individual in proportion to the *Value* of their Lands, and the *Nature* and *Extent* of their Employments. And if this large and extensive Manufacture were thus universally cherished and encouraged, our Inhabitants, whose *Living* and *Labour* are cheaper than in *England*, might be trained up by Practice to be as *expert* and *perfect* in it, and to sell as cheap, if not cheaper, than the *English*, so as that *in time* we might equal them at a foreign Market; and so this Manufacture might be extended to such a Degree as it might be the Source of the greatest Riches to *Scotland*.

This Hint may shew to *every one*, that there can be nothing proposed which would be of greater Importance to the Nation, nor any thing which would so much advance the Interest of every one  
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in it, excepting those Traders who deal to the Destruction of the Country.

Next, as to *those Counties* in which it is most proper to settle this Manufacture, and these I take to be *Mid-Lothian*, *East-Lothian* for fine Cloths and other better Sorts of woollen Goods, and the Shire of *Teviotdale* for the coarser Sorts. The Shires of *Mid-Lothian* and *East-Lothian* not only are most proper, as being near the City of *Edinburgh*, which is the *Metropolis*, and the greatest Market in the Kingdom for these Goods; but as these two Shires were formerly the Seat of the woollen Manufacture for fine Cloths in *Scotland*, so there are still extant in them several Manufacturers, and many of the Inhabitants of both Shires are trained to the spinning of woollen Yarn: But the Plan that follows is conceived so as to encourage all the Manufacturers of woollen Goods throughout *Scotland* without Distinction, so that every Gentleman will have Access to give Countenance and Encouragement to those who inhabit his Grounds.

And having shown the *Importance* of the woollen Manufacture, and how *deeply* the landed Interest is concerned to promote it, I come now to mention the Way how this *Treasure of Riches* can be introduced into *Scotland*; and, indeed, here we meet with Difficulties which must either be removed, or this national Good will never take Place.

To expect that Merchant and Traders, who now make large and handsome Profits by selling *English* Cloth, will introduce it, is vain and foolish; they have no Lands to improve, their Interest will not be one Bit advanced by the Introdu-

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 ction of it; nay, not only so, but their present *beneficial Trade* will be ruined by its being introduced: And, in the Manner this Manufacture ought to be settled in the Country, their Profits will be abridged, and they must then be Losers by what they are now. So that Views of their Assistance, in this Matter, are as ridiculous, as to propose to Courtiers to lay down their Offices, rather as vote for the Ministry: To expect, therefore, they will be so self-denied, as to serve the landed Interest at their own Expence is altogether a Whim.

It must be therefore introduced by the joint Unanimity and Interest of the landed Gentlemen of the Nation, and of the leading Inhabitants: Their Fortunes, their Employments and Families, depend upon doing so; and, if neither these, nor the saving of their Country from Ruin and Poverty, will move them to a resolute and vigorous Attempt of this Kind, they may *stick in the Mire* till they sink before ever Merchants or Traders pity or relieve them.

If they please they may relieve themselves, and this they have absolutely in their own Power independent of King or Parliament, Politicians, Merchants, or all others; and, if they exert themselves, they cannot fail of Success: For, if they unanimously unite in *becoming a Market* to their own woollen Manufactures; if they come under a Bond or Obligation to do so; if they convince the Merchants and Manufacturers, they are thus resolute in pursuing their own Interest, and unite in advancing Money to promote it, this Manufacture, *with all its Advantages*, must be settled in the Kingdom in spite of all Opposition.

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 I say, they must all unite in becoming a Market to this Manufacture, and come under the strongest Ties to wear nothing but *Scots Cloth*; and this is *absolutely necessary* on several Accounts, which are obvious: First, Unless they do so, no Manufacture can be established, for no Sale, no Consumption can be had for it, as has been fully shewn already: And, next, unless they oblige themselves to be a constant Market to this Manufacture, what Trader, what Manufacturer, will engage in it, or employ his Stock in carrying it on; or, if the *English* pour down Cloth, in order to undermine this Manufacture in *Scotland*, and undersell us in the Price, which may be the Case at first; unless the Gentlemen, whose *Interest is so highly advanced by it*, resolutely support those concerned in it; unless they become bound to do so upon all Hazards, the People immediately concerned in it, tho', during the Continuance of the Resolutions of the Gentlemen to encourage it, they have Subsistence; yet, as our *Gentlemen's Resolutions* are esteemed by Traders, and that from Experience, to be no great Security without a further Obligation, if, in Fact, they should break them, all that the Traders and Manufacturers concerned would get by *being engaged* must be the *Loss of their Stocks* for their Pains. It is, therefore absolutely necessary that our Gentlemen give Security to those whom they can prevail upon to set up the woollen Manufacture, that they shall promote it by their constant Consumpt, and, as by this Means, they will encourage many Hands to engage in it, so, by the Method proposed, it will be obvious to themselves, that the Price of Cloths

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will be so regulated, as they shall run no Hazard in being imposed upon by doing so.

And, in the next Place, in order to give *the utmost Security* to those Traders and Merchants, whom they can prevail with to introduce and carry on this Manufacture, that they ought to stand by them with their Interest, they *ought to advance Money* to them, in order to carry it on. From what has been said, it will appear obvious, that they cannot bestow Money more for their own Interests. But, lest this Proposal should alarm them, I propose, they should do this in such a Manner, as they shall not run any *Hazard of losing* any Part of this Money advanced, but that it shall be effectually secured to them, and only serve for a Pledge for their unanimous Assistance in forwarding the Consumpt of this Manufacture, which terminates wholly in their own Interest, and a Mean of procuring some Trader of Understanding and Fortune to undertake the Managment of it.

I shall suppose then that the Gentlemen, from a Sense of their own Interest, shall enter into an unanimous Resolution to wear *Scots Cloth*; and, in order to set on Foot sufficient Manufactures to furnish this, they shall, by their Interest, prevail with a considerable Number of Merchants, Shopkeepers and Traders, to engage in carrying on the woollen Manufacture. I shall suppose that their Stocks may be of real Value, thirty thousand Pounds, and that they actually advance *twenty thousand Pounds* in this Attempt, *upon the Condition* that the Gentlemen, whose Interest is chiefly promoted by this Manufacture, shall advance other twenty thousand Pounds: I would not chuse to mislead Gentlemen, and therefore would not advise them

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them to become Partners with the Merchants, because, to tell the real Truth, they have been often made great Losers by doing so.

But then, as the Gentlemen's Interest is chiefly advanced by this Design, they ought to advance this Money frankly upon this Company's Security upon Interest, obliging themselves to sink their Sums, if they withdraw their Consumpt and Sale from this Manufacture, which, according to the Plan, is to be conducted in such a Manner, and under such Rules, as no Part of this Money can be lost, nor no Frauds can be committed, either by Merchants or Manufacturers.

If four hundred Gentlemen of the landed Interest, and of the other leading Inhabitants, were to sign a Note, payable to this Company, of fifty Pounds each, (this makes up the Sum of twenty thousand Pounds) every Gentleman runs only the Risk of fifty Pounds *Sterling*. The Money is secured in the Hands of a rich Company, as safe as if it were in the Bank: From the Method in which this Manufacture is proposed to be carried on, the principal Stock runs no Risk of being impaired; and, for the Interest, the Company is to pay this annually, so that the Gentlemen here are only advancing Money on good Security, in order to procure Hands to advance their own Interest: And, of this fifty Pounds, they may only be bound to advance twenty, till such Time as a Trial be made, and they be fully satisfied of the whole Management and the Effects of it: And, indeed, the leading Inhabitants of the Country cannot be at too great Pains to persuade and gain Traders to engage in earnest in setting up this

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Manufacture, nor be too careful to have it settled on a fixed and certain Foundation.

And therefore the whole Design ought to be conducted and managed by the Gentlemen as well as the Merchants, and that in such a Manner as that those Obstructions be effectually removed, which truly have prevented this profitable Manufacture from taking Place hitherto in *Scotland*; and, therefore, as the Gentlemen ought to employ all their Interest to procure such a Number of honest, understanding and rich Traders as may form this Company, as they ought to give them the outmost Encouragement possible, seeing, hereby, they procure so many Hands to work for their own Interest; so this Company ought to be laid under *such Rules* as they shall be obliged to exert themselves to the outmost in promoting this Manufacture, and they ought to be laid under such Restrictions, that it should not be in their Power to impose either upon Gentlemen or Manufacturers. For this End the Traders concerned ought to advance an equal Stock with the Gentlemen, and suppose it is twenty thousand Pounds, their real Stocks ought to amount to double that Sum, that so the Gentlemen may have sufficient Security for their Money: They ought to admit an equal Number of Gentlemen with themselves, to be chosen by the other Gentlemen, to *inspect their whole Management and Conduct*, that so this great and beneficial Manufacture may be carried on in the most advantageous and certain Manner, for the Interest of the Nation: And the Gentlemen ought to be particularly careful, that the Merchants in this Company come under such Regulations, as to prevent those *Obstructions* which this  
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Manufacture has ever met with by the Management of our *Scots* Merchants, who, tho' they pretended to encourage it, did, by their deceitful Practices, undermine and ruin it: And, as I *have freely* wrote, my Thoughts concerning the Conduct of the Gentlemen, so I shall as severely examine the bad Conduct of our Merchants, that it may be effectually guarded against by the Gentlemen, if this *national Good* take Place.

And, *first*, It is an old Observation *that all Men* are generally led by their Interest, and as our Merchants, since the Union, have been involved in the *English* Trade, and in Debt to *England*, and have dealt much more in *English* than *Scots* Cloth, it has therefore ever been *their Interest* to discourage the Sale of the last, and many of them have been at Pains to hinder People from buying it, and Taylors, whose Opinion is often taken by Gentlemen, have been influenced, and this Artifice so far hath prevailed, that many of them are become Tools to destroy it, and, unless they should have acted a Part destructive of their own Interest, they must have preferred that Article in which they were most concerned, and Men generally will do *so*; and, so long as Merchants are concerned in two different Interests, they will throw the *Balance* to that which will most tend to their own private Advantage, and deal to the greatest Extent in that Article which brings in the most Profit.

The Gentlemen can remedy this Evil, by admitting no Merchant to be one of the Company, unless such as have no Concern in the *English* Cloth Trade, or who will come under an Engagement to give it up; and they ought all to come under the strictest Obligation to lay out themselves solely

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ly to promote and encourage the Interest of the woollen Manufacturers, and of the woollen Manufactures of *Scotland*.

2<sup>dly</sup>, When the Merchants, in order to please some particular Customers, did buy *Scots* Cloth, they generally kept the Manufacturers long out of their Money, and, as the Stocks of such were small, this occasioned not only a Stagnation in their Trade, but it considerably augmented the Price of their Cloths, especially, as sometimes it happened that the Merchants broke, and gave Way, by which the poor Manufacturers were made considerable Losers: To prevent this, the Manufacturers ought to have their Money paid immediately upon Delivery of their Cloth.

3<sup>dly</sup>, The Merchants have generally exacted too great Profit, which hath effectually prevented this beneficial Manufacture from taking Place in *Scotland*; and, in order to remedy this Evil which strikes at the Root of the whole, the Merchants concerned in this Company ought to take the smallest Profit possible; and their Profits ought to be laid on under the Inspection and Approbation of the Gentlemen concerned, and such Rules and Restrictions ought to be laid down in this Matter, that it should not be in their Power to exact any more from any Person than the Price so affixed.

And that the Price may be made as low as possible, than which nothing can more tend to the flourishing of this Manufacture, the Merchants must be tied down not to give any Credit for Goods, but sell all at ready Money: For, if once Credit were given, the whole Stock would be ingross'd into Debtors Hands, who, for Years, would not return it, in which Case this Trade must stop to  
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the Ruin of the whole Country: Therefore, as there ought to be a fixed Price, so there ought to be nothing sold but for ready Money; and, by this means, there will not only be a quick *Rotation* promoted, so that the Company can trade in the Year to double their Stock, but it will appear, as we go along, they can sell *Scots* Cloth so cheap that the Buyers will find it their own Interest to pay ready Money for it.

4<sup>thly</sup>, The Merchants were guilty of another Practice more destructive than any yet mentioned to this beneficial Manufacture, and which effectually ruined it; and that was, They were in Use to sell *English* Cloth under the Colour of *Scots*, and, by this means imposed upon the Country in a most unpardonable Manner: When this Fraud became general after the Union, it was lookt upon as such a notorious Piece of Deceit by all true Lovers of *Scotland*, that they were not only enraged against the Authors of it, but the Country was perfectly discouraged from buying *Scots* Cloth, as not being certain of having it; and, as such a Practice would be of the most dangerous Consequences in this Undertaking, so it cannot be too carefully guarded against.

To which Purpose, all the Merchants concerned ought not only to give up dealing in the *English* Cloth Trade, but ought to allow no Cloth to be given out of their Ware-house to those that deal in *English* Cloth; for, under the Colour of one Piece of *Scots* Cloth, they may sell twenty Piece of *English*: Nay, the Merchants concerned ought to give their Oaths, that no *English* Cloth shall ever be admitted into their Ware-house. And, lastly, Every Piece of woollen Goods ad-  
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mitted into this Warehouse, ought not only to be marked with the Maker's Name and Place of his Abode, but they ought both to be stamped by publick Authority, and sealed with a Seal, kept by the Gentlemen for this Purpose, before any such Goods can be exposed in the Warehouse.

Under these, and any other Rules the Gentlemen think proper, the Company of Merchants and Traders ought to be intrusted with the Management of the Money allotted for this Manufacture. How this Stock can be laid out most for the Encouragement of this Manufacture, by the Gentlemen and Merchants, is the next Thing to be enquired into, or, in what Manner Manufacturers are to be employ'd, so as *their peculiar Frauds and Impositions* may be guarded against, and all the Manufacturers throughout *Scotland*, besides these in the Country mentioned, may have equal Encouragement.

When we cast our Eye backward, and consider how often Gentlemen and Merchants, when in Company with Manufacturers and Clothiers, have been *cheated* out of their Stocks, it will appear *absolutely necessary* to guard against this Danger. The Company of *New-milns* were ruined by the *Fraud and gross Impositions* of these People; for they being ignorant in a great Measure themselves of the *first Cost* of Materials, *Charges* of Workmanship, and the *precise Quantity* of Wool which every Piece of Cloth required, of the *tear and wear* of Utensils, &c. They were subjected to the Fraud of the immediate Overseers and Manufacturers, who enriched themselves to the Ruin of their Masters; and this with the exorbitant Salaries which they allowed their Clerks and Servants,

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was such a Load upon this Manufacture, that it drained the *Profits* of the Company, and augmented the *Price* of their Cloths.

After the Union, how far some concerned in this Manufacture were *influenced* by the *English* is uncertain. Perhaps *this Influence* weighed with some, and *this Imposition* of the Manufacturers with others, to give it up: And, I apprehend, it will *never fare* better with Merchants, or Gentlemen concerned in this Manner in Company with Manufacturers, for they have such Opportunities of, and such a large Field for Fraud, that they will ever be tempted to undermine the Company's Interest, and sacrifice it to their own private Gain: The Fate of most of the large Companies that ever have been in *Scotland* proves the Truth of this, and this *Deceit of Manufacturers* has been one principal Cause of the Ruin of all our Projects of this Kind in *Scotland*. To *secure the Company's Stock*, and to prevent this Evil, as well as to extend the real Benefit of this Manufacture to all Manufacturers whatsoever, the Company ought to employ all and each of them without Distinction, and to afford them Money for all Sorts of woollen Cloth, and other woollen Goods, at such a fixed Price as they can agree on. The Manufacturers who now are in these Counties, or all others whom it shall be found necessary to bring into them, ought to run all Risk in making the Goods themselves, to furnish all Materials and Utensils, and deliver the Cloths and other woollen Goods at a certain Price, by which Means this Evil is prevented, and it will not be in their Power to impose upon the Company one Farthing.

If this forty thousand Pounds be employed as

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a Fund for encouraging all different Clothiers, and woollen Manufacturers without Distinction, it will promote Emulation amongst them, it will increase the Numbers of such Men, who are the Riches of the Country, and diffuse the Advantage to all the Lands inhabited by Clothiers, and will have a more general and universal Influence than to confine it to a Company. This I take to be the safest, and best way of laying out this Money, for the Advantage of the Country and of this Manufacture.

We shall therefore consider the *Circumstances* of our Manufacturers, the *Hardships* they ly under, and in what Manner they ought to be assisted, so as to give them the *greatest Encouragement*. And *1st*, Though immediately after the Dissolution of *New-mills*'s Manufacture, there were many *expert and perfect Clothiers* in *Scotland*, yet they soon went off the Stage; and for some time there was a perfect Stop put to making of Cloths in this Country. Within these few Years several of their Successors have been taken by the Hand, by some *eminent Encouragers* of this Manufacture, and now both their Spirit and Skill are in a great Measure revived; but yet it will be necessary, if this Design be execute, to bring some right Hands from *England*, which can easily be had.

*2dly*, The Manufacturers have been hitherto upon a very *unequal footing* as to Encouragement: These of them who have been so lucky as to get into the Favour of Friends and Customers have had Bread, but then the *greatest Number* of them have met with no such Encouragement here; these, tho' *equally as deserving*, have been oblig'd in a Manner to starve: Now if they had been all put upon the *same advantageous Foot-*

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*Footing* as to Encouragement, it would have promoted Emulation amongst them, a Thing absolutely necessary to advance Industry, and to extend this national Good.

This Company, therefore, ought to agree to give all and each of them Encouragement without Distinction; and every Manufacturer and Clothier should be placed on the same *impartial Footing*, and not one should be preferred before another, but only upon the Account of the *Perfection and Goodness* of their Work.

*3dly*, The Manufacturers have had no Knowledge how, and less Money, to provide themselves with the original Materials necessary for carrying on this Manufacture, and being obliged to buy them at *second hand*, in *small Parcels*, and at improper Seasons, this *bad Management*, which they could not help, has added to the Expence of *Scots Cloth* not a little. To remedy this, the Managers ought to provide and furnish them with all *original Materials*, imported from the first hands, and bought at the best Market, in as easy a Manner as possible, and the Clothiers ought to have these at the *first Cost*, including the Charges of Importation: And this Company can be of the greatest Use to lessen the Price of the original Materials in this manner, far below even what the *English Clothiers* generally pay for them, which will be of the utmost Consequence to this Manufacture: For it has been found by Experience, that by Exportation of our home Manufacture to *Spain*, the Wooll in return may be imported from the *very Place of its Growth*, which was the constant Practice of a Merchant in this Country, by which he found that the *Clothiers* could be provided with *Spanish Wooll* cheaper than



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than these generally have it in *England*; for the Clothiers in *England* are supplied in Wooll by the *Blackwall-hall Factors*, and they again purchase it from the foreign Merchants, so that *two heavy Profits* are added to the Cost, before it is put into many of the Manufacturers Hands in *England*.

4<sup>thly</sup>, The whole of the woollen Manufacturers in this Country have hitherto been working like *blind Men in a Mire*; the very *Fabrick, Nature, and Kind* of several Branches of the woollen Trade are *misjudged*; so that Goods which cost them the same Labour and Expence in making, for want of being *rectified* in their *Nature, Kinds, and Colours*, are in a great Measure *useless* at home, and *not fit* for exporting abroad; whereas were several *understanding and ingenious Merchants*, and of such this Company ought to consist, to take them under their Direction; they could without putting them to more Labour or Expence, *amend and reduce* their present Goods into such *Fabricks, Sortments, and Colours*, as would not only *answer better* the Demands of our own Natives at home, but foreign Markets: And they could in the compass of a few Years, in a manner, *alter entirely* the woollen Manufacture, as it is now carried on in several Branches; so as Goods, which are now *offensive to the Eye, consumptive of too much Wool, and so wholly unfinished* that they are *not fit for Sale*, could be rectified, as to their Look, reduced to a proper Consistency, and finished equally well with the *English*. And upon the other Hand, they could direct the Manufacturers to lay aside all *useless and unprofitable woollen Goods*, which many of these poor Creatures have *been in Use to make* from Father to Son, without reaping any Profit for their Pains

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Pains, because they know no better, and they could introduce in their room other Goods *more saleable*, upon which greater Profit do arise, and which are more adapted to the Demands of our own Natives. Instances and Proofs of the *absolute Necessity*, and Possibility of doing this to the incredible Advantage of the whole Nation, and the establishing this large and beneficial Manufacture I cannot now insist on; they are obvious, and will occur to any one who understand its present Situation in *Scotland*: And this Province the Company ought to make their chief Business and Care, and *without such a Company* it is wholly impracticable.

5<sup>thly</sup>, The Breadth of woollen Cloths, and of other woollen Goods, have, contrary to the Laws existing, never been as yet adjusted; infomuch that the private Manufacturers have made them of very *unequal Breadths*: And every Man, in this essential Matter, has been allowed to *act as he pleased*; by which means the Manufacturers have not been put upon an equal footing; the Lieges at home have been most *horridly imposed upon*; yea, our fine Cloths have neither been made all of an equal Breadth, nor all of them so broad as the *English*. To remedy this, all Cloths and other woollen Goods which are made by the Direction of this Company, should be unalterably fixed by them as to their *different Breadths*; and they ought to be examined and stamped accordingly by publick Appointment, so as for the future no *Child could* in this Matter be imposed upon.

6<sup>thly</sup>, The Manufacturers in this Country have laboured under *another great Difficulty*, which they have never been able to remove, nor never will, unless this Company take place; a Difficulty which hath



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hath crushed and discouraged them all, but more especially the *poorer sort*, and some of these who are the *best Makers*: For many of these having small Stocks, when ever, for want of *proper Direction*, they have failed in right Colours or Kinds of Goods, and in that Case have exhausted their small Stocks in making Things for which they could not get immediate Sale, being conscious of their Goodness otherwise, they would not sell them for less than they cost them, their Trade stood still, and being of such Spirits in Trade, which the best Makers generally are, they would not work to rich Manufacturers, who wanted to subject them to be *Slaves* to their own *selfish Designs*. In this *pitious Case* these poor Men have been obliged to allow their Trade to stand still, their Servants to be idle, and to spend their *precious Time* in seeking Customers for their Goods to no Purpose: And so by this means this beneficial Manufacture has been greatly retarded, not only to the private Loss of those who deserved so well of their Country, but to the Ruin of the woollen Manufacture itself. To remedy this sore Evil, the Company ought to take all and each of them *impartially* by the Hand, and ought to advance them, the Moment their Cloths or other woollen Goods are produced at the Company's Warehouse, three fourth Parts of the Value in Cash, the other one fourth being necessary to retain, in case of any Fraud or Deceit: And by this Means *this Stagnation* will effectually be removed; and a Manufacturer who now makes but Twenty Pieces in the Year, will be enabled, by this quick Return, to make One hundred, without the Loss of Time,  
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or the least Hindrance in pursuing to the utmost Extent this beneficial Manufacture.

7thly, There are several Manufacturers again who, tho' their Stocks were exhausted by Cloth lying upon hand, and so their Trade stopt, yet they have Friends and Relations who would be prevailed upon to afford them Credit, providing they saw them in such a prosperous way, as to give them the probable View of being repaid, which in their present oppressed Circumstances they could not expect. And as the Company ought to *have nothing more at Heart* than to promote to the utmost of their Power the *Interest* of Manufacturers, that being absolutely necessary to carry on this Design, the Company ought, in this Case, to be ready to lend them Money upon sufficient Security, they being fully satisfied by Bail, that they are to employ this Money towards extending the Manufacture of woollen Goods. This would be a Method of *promoting* in the most effectual manner their Interest, and of *raising* their Fortunes; and at the same time, when their Friends see them taken by the Hand, and thus supported, they would cheerfully grant them all the Assistance in their Power.

8thly, All the Manufacturers in *Scotland* together will not now make two hundred Pieces of superfine Cloth in the Year, tho' there is a Number of them sufficient to make twenty times that Quantity, with the Addition of more Servants; upon the Profits of these two hundred Pieces, the Families of the Master Manufacturers are now subsisted, and the Smallness of the Sale obliges them to take an *exorbitant Profit*.

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Now as the Foundation of all Trade is to be laid, in *affording Goods at as low a Rate as possible*, so the Price of the Goods of such a great and beneficial Manufacture ought especially to be made as low as possible to the Buyers, so as to make *every one* feel that it is not only their Duty but their Interest to encourage it: Upon this Principle therefore, which, *like a Wheel, must move the whole*, this Manufacture can only be solidly established, so as to be a Source of Riches to the whole Nation. And if the Gentlemen promote the Consumpt to the Extent proposed, the Extent of the Sale must low the Price *15 per Cent.* at least, if not more. The Manufacturers at present take *25 per Cent.* Profit; upon buying their Materials in the manner proposed, *8 per Cent.* at least can be saved, which makes *33 per Cent.* By the extending the Sale so much, and buying the *Wool so low*, there may be *20 per Cent.* saved in the Price: For a Manufacturer who now subsists his Family upon making twenty Pieces of Cloth at *33 per Cent.* and trusts out his Cloths upon twelve Months Credit, if he can sell a hundred Pieces for ready Money, tho' he should have but *8 per Cent.* yet makes much more Gain, and that with much more Certainty; and if he is allowed *10 per Cent.* he must soon grow rich.

By this it will appear how much the flourishing of this Manufacture depends upon the *general Consumpt* of the Natives; for this only can enable both Manufacturers and Merchants to low the Price; and without this be afforded them, *Scots Cloth* cannot be made so cheap, as to make this Manufacture of great Benefit to the Nation. But by the Method laid down, there is a vast Consumpt

sumpt to be ascertained to the Merchants and Manufacturers, by which means they will be encouraged to carry on this Manufacture with *Spirit and Success*, and be enabled to *lessen* the Expence of Cloths to all the Nation. But without the landed Gentlemen, whose Interest is chiefly promoted, vigorously unite together in procuring this Consumption, it cannot take Effect.

*9thly*, At present there is too just Ground for Complaint against the *Goodness of Scots Cloth*, it being made too *much at Random*; by *this Company's taking Place* this will be effectually remedied, in regard *sufficient and perfect Manufacturers* will be introduced into the Country, and those that are already in it will be better instructed, and all and each of them will be under the Direction of this Company, who will make it their Study to have every Piece made *as perfect as possible*, by *checking* those Manufacturers who do not *finish* their Cloth perfectly, and by *giving* the outmost Encouragement to those who do; and, indeed, it is only from Want of Practice, Inspection and Encouragement, that Cloths are not made as well in *Scotland* as in *England*.

As this important Manufacture is of such Consequence to the landed Interest, and of such vast Importance to the whole Nation, I have endeavoured to give my poor Opinion how it can be *introduced, managed and established* in the Country, and, as there is an absolute Necessity for an Union amongst our Gentlemen in promoting it, so there is the *same Necessity* that they ought to take care it do not suffer by either *Merchants or Manufacturers*, which I have endeavoured to prevent, and

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at the same Time, both of them have all the *Encouragement* they can desire.

The Merchants have a *large and extensive Field* of Trade opened to them, which may give Bread to those who now are so wise and honest to give over the Brandy and Wine Trades; they have *certain Consumpt* ascertained them, they can here trade with Safety and with Profit; and, if they exert their Genius and Parts *as actively* to the Interests of their Country as they have done to its Destruction, they may soon enrich themselves without any Risk; and, tho' their Profit be not so great as they now make, yet, if we consider the *ready Payment* that is secured to them, and how often they can return their Money, their Gain must be so considerable as to engage Men of Honour and Stock to adventure here.

As to the Manufacturers, the Plan is laid down with a View to encourage them to the *utmost*; for hereby some expert Clothiers will be introduced into the Country, which will be a Mean of instructing and perfecting the Manufacturers which are already in it: All, and each of them are to be put upon the same *impartial Footing*; *Wool, and other original Materials*, are to be provided them at the most easy Rate, a vast Consumpt is to be secured them, so that they can easily make more Advantage than they do now, tho' their Goods were sold 10 *per cent.* cheaper; *ready Money* is immediately to be advanced them upon Delivery of their Goods, so that they can make ten Times more Goods, upon the same Stock, than they do now; the *best Advice and Direction* is to be given them, and they are to be led into the most beneficial and advantageous Branches

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Branches of Trade: And, lastly, they are to be supported with the Interest and Money of the leading Inhabitants of the Country. These are such Advantages as no Manufacturers ever enjoyed in *Scotland*, nor any where else, for ought I know.

And the Advantage which will accrue to the Manufacture itself are no less obvious; for hereby this most beneficial Manufacture is introduced and settled upon the only *solid and lasting Footing*, *viz.* the united Interest of the leading Inhabitants.

Several of its *unprofitable Branches* will be altered, and the whole of it rectified, so that all the Goods which shall be made will be better adapted for both *home and foreign Consumpt*: A Company is to commence, who can procure Contracts for woollen Goods in other Countries, and forward Sale by *Exportation*; the *Breadth of Cloth* will be exactly adjusted, and all *former Impositions* of this Kind prevented; the Country will be provided in Cloth both *better made*, so that the Reputation of the Manufacture will be secured, and considerably cheaper than hitherto. There will be a Foundation hereby laid for a *Nursery* for Numbers of expert Clothiers, Dyers and other Workmen, which may prove a *Blessing* to future Generations; the Country Parishes will be reliev'd from the Charge of maintaining any Hands that can so much *as move their Fingers* to tease or card Wool, Idleness will be suppress'd, and thousands of Hands employed to the *Advantage* which are now a *Destruction* to the Country; vast Sums will be saved within the Nation, and our common People, who now cannot buy a Shirt, will be enabled through Time to be as *great*, and a much more

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*certain Market* to our Linen Manufactures than *England* is now; and as, by the Extent of the home Consumpt of our Linens, the Price may be lessened, so this will occasion greater Sale for our Linens abroad; vast Numbers of all Sorts of Artificers will get Employment and Bread in making Tools to this Manufacture, and the *Issue of all* will terminate in *raising* the Value of our Lands, and enriching the Tenantry, and in promoting the Interest of Lawyers, Writers, Surgeons, &c. who must have more Business, and better Payment according as the Number and Wealth of the other Inhabitants, who are their Employers, are increased.

And *this whole Design* is so contrived, that it cannot misgive for Want of Consumpt, nor by a Run from *England*, as the leading Inhabitants are bound to support it; and tho' hereby the *Manufacturers* receive the greatest Encouragement, yet this is given them in such a Manner, and under such Terms, that neither the immediate Managers, nor the Gentlemen proposed to be concerned, run the least Hazard of having their Stock lessened, or their Interest undermined by the Manufacturers, which hath ever been their Fate when joined in Company with such, and has been the chief Cause of the Ruin of all our Undertakings in *Scotland* of this Sort: But, upon this Plan, the *Company's capital* Stock is proposed to be laid out in a Way that absolutely secures it; for there is a *certain Price* to be fixt upon all Goods with the Manufacturers, so that those concerned run no Risk in the manufacturing at all, nor is the *whole Value* of this Price to be immediately advanced, but only three fourth Parts, the other one Fourth be-

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being *retained* to secure the Company against all Frauds, and not to be paid till the Sale of the Cloths themselves produce it; and as hereby the Money ventured is *solidly secured*, so the Manufacturers may have Notes of the Company for the remaining one Fourth, which will afford them Credit. And, upon the Whole, both they and the Merchants must *be sensible*, that, providing the Payments are ready, and the Consumpt so large, they must be very great Gainers.

Some may object that ready Money cannot possibly be expected for the Cloths; but, upon this Plan, as three Profits will be saved in dealing immediately with the Manufacturers, the Cloth can be sold *so low* by this Company, and that with Profit, that the *Leiges* will save 15 per cent. if not more, by advancing prompt Payment, which will be a Temptation to every Man, that has any Regard to his own Interest, to buy them. In *England* the richer Clothiers buy up at Fairs and weekly Markets more Cloths than they make themselves, from the poorer Sort, who are the *first Hands*; they again send these to *London* to the *Blackwall-ball* Factors, who generally impose upon them exorbitantly; the woollen Drapers buy their Cloths again from them, and many of our Merchants are provided from the woollen Drapers. By this Plan we may see *how many Profits* are saved, as the Company are to deal immediately with the first Hands.

And, indeed, providing it is thus carried thorough by the landed Gentlemen, and leading Inhabitants, it cannot miss to introduce *this Treasure*, and establish it in *Scotland*; whereas, if it be left to Merchants or Manufacturers, it never will be effe-

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effectually introduced, and, if left to their Management, it will still be undermined and suppressed by those Deceits and Obstructions we have mentioned.

I should now proceed to mention some other Manufactures proper to be settled in *Scotland*, but as the woollen is the most *large and beneficial Manufacture in the World*: If the Gentlemen introduce this on a proper Foundation, it will naturally give Rise and Employment to *many others*, and will be the Source of many other useful Trades in *Scotland*; and therefore, not to confound Gentlemen with many Things at once, I chuse to stop here.

And, to conclude, if *landed Gentlemen* value their Estates and Families, if *Scotsmen* have any Concern for *Scotland*, if those who would appear as *Patriots* are in *Truth* so at the Heart, and by this Time are not *moved* to attend their true Interest, if their Spirits are not *roused* as to force them to *Action* as well as *Talking*, it is a manifest Proof that our Disease is *inveterate*, and that we are in a State of *Insensibility and Death*, and that nothing but *Contagion and Infection, Ruin and Destruction*, can be conveyed from us to Posterity.

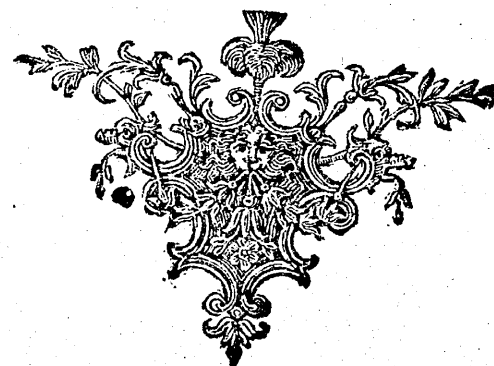
But I cannot but hope otherwise, especially as a *View of the present State of Scotland* has awakned the Attention of the Author, who was once, in *Truth*, as *rotten and degenerate*, as *insensible and stupid*, as to the Interests of his Country, as any Reader can be, and yet who has ventured to expose such a weak Performance to the Censure of the Publick, rather as not give in *his Mite* for its Interests, and who can have no other Reason for hoping for Forgiveness, but that he has done it, as *he promised, honestly and impartially*, and, if  
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any Reader be offended, as thinking himself struck at, he can, with *Truth*, declare, that his Intention is neither *publick* nor *private Satire*, and that the worst Thing he wishes any Man in *Scotland* is all the Happiness which *Honour, Honesty and Industry* can yield him.

But, to have done, I acknowledge, that, before a Number of common People can be trained up to spin, card, &c. to Perfection, so as to answer the Demands of this Manufacture, if extended to the Length it might be, it will take both Time and Labour, yet this, with a *little Care and proper Management* in the different Counties, can, in Time, be easily brought about.

F I N I S.





The first part of the document  
 deals with the general principles  
 of the law of contract. It  
 discusses the formation of a  
 contract, the elements of a  
 contract, and the remedies  
 available for breach of contract.  
 The second part of the document  
 deals with the law of tort.  
 It discusses the elements of a  
 tort, the defenses to a tort,  
 and the remedies available for  
 a tort. The third part of the  
 document deals with the law of  
 property. It discusses the  
 elements of a property right,  
 the defenses to a property  
 right, and the remedies  
 available for a property right.

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