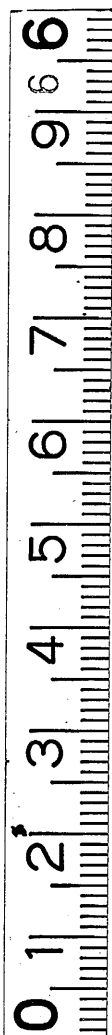


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A ⁿ
General History
OF
TRADE,
AND
Especially Consider'd as it Respects
THE
British Commerce,
As well at Home, as to all Parts
of the WORLD.
With ESSAYS upon the Improvement
of Our TRADE in Particular.

To be Continued MONTHLY.

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A
General History
 OF
TRADE, &c.

The INTRODUCTION.

AS the Title of this Work is very Extensive, so is the Undertaking, and it cannot but be acceptable to those who approve of the Attempt, to see in this our first setting out, what it is we intend to do, Tho' this whole first Tract should be taken up with Laying Down the Scheme, and Introducing the Thing it self into the World.

By a General History of Trade, it will not be expected that either this Work, which is design'd to be very long, should Content it self with giving only an Account of Trade in General, as to its Original, Introduction,

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and Extent in the World; or that it can be expected this Work should give an Historical View of the Nature, Original and Progress of every particular Branch of Trade, and every Manufacture, Plantation, or Improvement in all remote Parts of the World: These are the Extremes on both Sides, which will not be pretended to, neither would it be Useful to the Reader, or Suited to the Design of the Author, who purposes to apply himself to what shall be more Instructing.

It will therefore not be any part of this Undertaking, to Examine who was the first Planter of Vines in *France*, or when the first Brandy was Distill'd there; How long Oil has been made in *Spain*, or who brought over the first Oranges from *Sevill*; How the Plantations of Coffee are managed in *Turkey*, and *Persia*; or How they Plow the Land for the Tea in the *East-Indies*: Whether the Silkworms in *China* live on Mulberry Leaves or no; and what Difference in their Dyet produces the Difference in the Silk, and the like.

But on the Contrary, I shall content myself here, with Giving you a just Account of the Introduction of all those Foreign Productions into our own Countrey, and shall in the End Consider every Branch of Commerce in the World, principally as it respects our own; How they stand Related, what Concern or Dealing we have with them, or what part of our Trade is any way affected by them.

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To this purpose this Undertaking shall, in its Occasional View of the several Branches of Trade in the World, always take particular Notice of those things which in an especial manner endanger our Trade Here, and either as Rivals in their Exportation abroad, or Encroaching upon the Consumption of our Goods in their own Country, by which the Exportation of our Manufactures thither may in time be Lessened or Extinguished.

If in doing this, I should accidentally Clash with the popular Opinions of some People in Trade, It cannot be expected that I shall be backward to speak what Reason Dictates, and what Matters of Fact justify; for to rectify all the Mistakes which we are now fallen into in Trade, and to Inform those who are willing to Enquire into the Truth and Nature of things, is one of the Great Ends of this Undertaking.

In the pursuit of this Work, I shall endeavour to let the Reader see in the General, what the whole World is at this time employ'd in, as to Trade; Upon what foundation every Nation in the World acts in Trade, and How the several Interests of Trade in the World Consists with, and Subsists upon one another, and how they came to do so.

In doing this, something of the General Circulation of Trade in the World will come to be Discourfed of, and how Trade, like the Blood in the Veins, Circulates thro' the whole Body of Fraternities and Societies of Mankind, and Creates, as I may say, a kind of
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of Wealth which was never made before: For the Profits of Trade are an Encrease of Wealth, without an encrease of the Specie, and loading Men with Riches which were not found in the Creation.

It is true, that the Foundation of all Improvements was lay'd in the first principles of Commerce, I mean that all we call accumulated Wealth, is founded upon the Grand Species of Trade, the Fundamentals of Commerce; These are the Growth and Produce of the Land: Thus all that part of Trade called Manufacture is Deriv'd from the first Principles of Manufacturing, such as Wooll, Silk, Hair, Flax, Hemp, &c. These are the Materials furnish'd by Him that furnish'd all the Materials of the Creation. From which all the Improvements of Manufacturing are by the Invention of Men begun and carried on, and without which, all the Wit and Invention of Men had been nothing; no, not so much as a meer Speculation. Man's utmost extended Capacity does not allow him to Conceive of any thing which is not, but by something that is; He can form no Ideas of what he has not seen, but upon the foundation, and by the Form of something which he has seen, or which has been described to him: This is manifest in the Amusement which we give our selves concerning the state of our Souls after death; concerning which we can form no Conceptions either of Happiness or Misery, but what agree with, not our Sences only, but even with the Shape
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and Texture of Human Body, as if the Spirit of a Man in his exalted glorified State, was tied down to Human Form; nay, even the Heavenly Angels are imagined of by us as we describe them here, with Wings, Bodies, Hands and Feet, tho' we have no Foundation in matter of Fact for that Conception, and might as well take upon us to distinguish them into Sexes, and to represent them as Young or Old, suitable to the Occasion of our Fancy.

From hence to bring it down to the present Case, viz. That all the Power of Man's Invention and Understanding, could not have conceiv'd any thing of what we call Manufacturing; had not the Materials been furnished by the Author of Nature, which, as it were, led our Forefathers by the Hand to the Improvements of those Materials. Spinning, Weaving, and Knitting, had never been thought of, had not the Wooll been first furnished by Nature; which by its very Figure and Substance, dictated to the Invention of Men the Arts of Manufacturing. Nor could all the Wit of Man have form'd an Idea in his Mind of Wooll, Flax, Silk, or Hair, if there had not been such things form'd in the Creation.

Had the Sheep been cover'd with Scales as the Snake, the other Beasts with Feathers as the Birds, or the Skin of the Creatures been naked as of a Man, How was it possible any Man could have formed an imagination about Wooll growing on the back of a Creature,
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which being sheer'd off yearly, should grow again, and which should be capable of being Wrought into so many Shapes, Dyed into so many Colours, and made so Rich and Beautiful, so Warm, as at once to gratify our Vanity and Pride, and comfort us with needful Defences against the Rigor of the Seasons?

What Human Invention could have conceiv'd a Notion, or form'd an Idea, of a Worm, a meer Caterpillar, working out her own Bowels, and yet wrapping herself up in a bed of Velvet, from whence she shall Eat her way out, without breaking one Thread of her wonderful Warp? That she should spin a line Twenty times finer than Hair, so fine as hardly to be perceptible to the Eye; so true as to be equal in all its parts, and yet so strong, as, to be capable, by doubling its numbers, to make even a Cable stronger than that of Hemp, nay, than Iron it self?

But Nature having laid down these first Principles for the Wit and Invention of Men to work upon, Art has carried on so many Wonders of Improvement from them, that the Necessity of those first Principles seems to appear less to us than it did before.

In forming our General History of Commerce, it will, by a necessary Consequence, come in my way, to restore the just Veneration due to Original Nature, on whom all of that mighty thing called Art depends, and without which, Improvement and Manufacturing, had been as impossible, as Spinning
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Air, and weaving of Clouds, which have nothing in them but emptiness.

It will therefore be the first work in this History of Commerce, to lay down a General, though a Succinct Account, of all the Materials upon which the Arts and Inventions of Men have been employ'd, and from whence they have produced Manufactures, that Manufacture Trade; That Trade, Wealth, Navigation and Correspondence of all the distant Parts of the World one with another.

Having thus laid down the first principles of Universal Commerce, it will be very useful to tell you, Where, and How, the Wisdom of Providence has lodg'd them in the World; in what particular Climates, Provinces and Parts; how distant; how divided from one another; and why so divided.

From hence will be deduced by the plainest reasoning in the World, the true Beginning, Nature, and Reason of Trade. Had every Nation enjoy'd in it self every thing needful for the Life, Pleasure, Wealth, and Strength of all its Inhabitants; had every Production been the Child of every Climate and of every Soil, neither Navigation, Correspondence, Exchange, of one Commodity for another, or any kind of Commerce had been known in the World; every Family, as well as every Nation, had, like the Horses or Cows, been independant of one another, and had no business with one another; no employment but to cultivate a little Field or two, more or less, as his Family was greater or smaller, in which would grow
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his Wheat, his Barly, his Coffee, his Tea, his Wine, his Sugar, his Spice, his Drugs, in short, his whole Food and Phyfick, and and he would have no more need of Trade, than the *Indians of America*.

But Providence has cut out the World for other work, and the wise Creator has most evidently shewn to us, that he had design'd the World for Commerce, from the measures taken in forming the Globe, in appointing Seasons; varying the Productions according to the difference of the Climate, the Soil, and the position of the parts.

By this means some of those things which are very necessary for the Use of his Creatures, I do not say absolutely necessary, but very necessary I do say, are placed in the remotest distance one from another, that the Globe can allow; from whence, as Navigation is necessary to fetch it, so the Country which is wanting in that particular, has something to send thither equally useful, wanted by, and necessary to the People who Inhabit there, and which makes your coming to them, as acceptable and profitable, as the things you come for are to your own People.

This is the Foundation and Beginning of the Correspondence of Trade in the World; and this is that part of it, which we call Foreign Trade, or in *English* Merchandize; for observe, in all other Countries, every Dealer is called a Merchant, a Pin-seller is called a Merchant of Pins, a Hatter is a Merchant of Hats, a Hosiery a Merchant of Stockings, and

and the like; nay, if you go but into *Scotland*, every Shop-keeper is called a Merchant; but HERE the Word Merchant is confin'd or reserv'd by Custom, and I think truly not improperly to a *Negotien* as 'tis called Abroad, (*viz.*) a Negotiator of Foreign Correspondence; a Man of Negoce or Merchandizing, as by it we understand a Man who Trades into Foreign Parts, and such a one only.

The other branch of Trade, and which yet, for its Antiquity, goes before the other, is what we call in *England* Home Trade, and consists in two things chiefly, (1.) Buying and Selling, which we call Shop-keeping and (2.) Manufacturing. As to the other part of Home Trade, I think I may divide it from this, and speak of it by it self (*viz.*) Husbandry, which consists in managing and cultivating the Land, and selling its Products for the use of and supplying subsistence and necessaries to the Inhabitants.

Of all these, if this Work and its Author live long together, it is design'd to speak particularly, and as largely as consists with the extent of the Volumes we are confin'd to; so as if possible to make the undertaking compleat in all its parts, and shall finish every thing as we go, that if other hands may come to carry on what is now begun, the parts of the Work may appear by themselves, and not lead the Reader into a long maze of Words, without any Period to the particular Subject he Reads of.

Through all these Branches of Trade, I shall endeavour to observe this as a general

Rule (*viz.*) To bring the Discourses upon them home to our own Case; and State every thing to the particular Use and Understanding of the People to whom I write (*viz.*) the Subjects of *Great Britain*, and the Reason of this, is indeed the Reason of the whole Work, (*viz.*) the Ignorance of our People in matters of Trade; and which though it is a Satyr upon our own Country and People to mention, yet the Observation is so just, that none can be blamed for making it.

Though it is true, that we are the greatest Trading Nation in the World, and that the Affair of our Commerce is one of the most useful things for us to know, tho' almost all our People are, one or way or other immediately concern'd in Trade; nay, tho' our Trade has been the only Cause of the great encrease of the Wealth and Strength of this Island, and its encrease or decay is of the last moment to us many ways; yet I do not see that our People are more unaccountably Ignorant in any thing which so nearly concerns them in the World, than they are in the matters of Trade.

Nor has the pains to instruct them in the knowledge of a General State of their Trade, been at all equal to the Necessity and Usefulness of that Knowledge, since the endeavours that way are so few, and those that have been used so imperfect, that they hardly leave us the remembrance, that there has any thing Considerable or Effectual been done

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in it, which is still an additional reason for this Undertaking.

Take our People in the respective Branches of Trade, which they are severally and apart bred to, or, *as vulgarly we speak*, the *several Trades* or Employments which they are brought up in, and in this they are knowing enough, at least enough to carry on their own business, and for their own advantage: But where shall you find a Man knowing in what we call Universal Commerce? Where are the Heads turn'd for the General Advantage of their Country, by seeing into the Scale of the World's Trade? These are rarely to be found, and for this reason it is that our Trade lies, and has for many Ages lyen under Difficulties and Disadvantages, which any Nation but ours would long ago have enquir'd into. For this Reason our Harbours lye neglected; our Rivers not made Navigable; our Lands Uncultivated; our Colonies Unimprov'd; our Manufactures not Regulated; our Trading Privileges Unequally Granted; our Corporations Ungovern'd; our Poor Unemploy'd; Clandestine Trade Unsuppress'd; the fair Merchant Unencouraged; Taxes on Trade ill proportion'd; Leagues and Treaties for Commerce Imperfectly made, and Irrationally quarrell'd at when made; and Innumerable Inconveniencies and Oppressions dayly happen in the carrying on our Trade, to the Discouraging our Commerce in General, and to the Disadvantage of our Nation both at Home and Abroad.

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Nor is this all, But we are arriv'd to a strange height of Delusion among our selves, which can not be pass'd over in silence; The present Opulency and powerful Circumstances of this Nation, were Undoubtedly raised from the meanest and most despicable Condition that an Inhabited Country could possibly be supposed to be in: The People were Wild and Barbarous, the Lands Untill'd, Uncultivated, and almost Useless; Instead of Shipping and Navigation, the Unknown Dangerous Shores, Terrible to all the Mariners of the World, and few, if any Seamen, being brought up of our own, lay like the Seas of the *North* and *South Poles*, Unnavigated and Unknown. Instead of flourishing Towns and Cities, the People unacquainted with the World, lived like Wild Beasts in Woods, Bogs, Dens, and Caves; and Instead of the Riches of Clothes, Jewels and Furniture, which we now flow in, they went in Glorious Nakedness; their Skins cut and mangled; the Figures of Lyons and Dragons Drawn upon them, to make them look Terrible and Majestic: The Ladies, instead of Patches and Painted Faces, appeared with their Skins Painted over, in such manner as might be most agreable to the Men, and Draw or Invite them to View their Naked Beauties, which now they hide with the utmost Modesty and Art.

From this Horrid Circumstance, Three things have JOYN'D to bring us to the present State of Wealth and Greatness which we are now happily arriv'd at.

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1. The Fertility of our Soil.
2. The Encrease of our Trade.
3. The Industry and Application of our People.

And as I said above, That these three things have JOYN'D, I desire you would mark the word, for I cannot but observe here, That unless these had all JOYN'D, this great work had never been done; nor had the Wealth and Strength of this Island ever come up to what we now see it arriv'd to without it; the Fruitfulness of our Soil would never have enrich'd us, without the Trade to Export and Consume the Production; The greatness of Trade would never have enrich'd us, without the Production of the Land and Labour to carry abroad; The consumption of Foreign Merchandizes imported in return for what they carried out, could not have been without the encrease of Wealth, and People at home to support the Expence: Trade could not have done its part without the Adventurous Sailor, the Industrious Artificer, the Expert Manufacturer, to Build, Furnish, Freight, and Navigate the Shipping we Trade with. The Lands could not have done their part, without the Laborious Husbandman to cultivate and improve them, and without the substantial Farmer and Grazier to Breed, Feed, and Supply the numerous Herds that cover our Lands, and are one great part of the Wealth of the Nation.

And yet so unacquainted are we of the true reason of our Wealth, and of the only means to encrease it, that we are just now raising a
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Civil War between Land and Trade. The Landed Man says to Trade, G O you Purse proud Mechanick, *I have no need of thee*; and the Trading Man grown an Alderman, says to the Justice of Peace, G O you useless good for nothing Drone, I can buy a dozen or two of Gentlemen at any time, *I have not need of thee*; and these two are contending now upon this empty Notion, who are the most Substantial part of the Nations prosperity; which ought to be most respected, and most regarded. *Nor is this all*, for if they only Scolded, or if they only Contended for the Feather in the Cap, like the Horses who kick'd for a Wager, and he that kick'd best was to be Fore-horse of the Team; the consequence of which, made no manner of alteration in the Farmer's Team, for they all came into the Harness, and the same Load went to Market as before; I say, if this strife was like these Horses, somewhat might be; but it's carry'd too far, for now if a War comes, or any extraordinary occasion of Expence falls in, these two Contenders fall out thus; What do ye tell me of Trade, it is the Landed Men that are the Foundation, which the whole Body stands on; you ought to ease *them*, and be favourable to *them*, let Trade bear the Burthen; it is Trade reaps the benefit of the War, Tax your Trade, Load your Trade, Sink your Trade, If you will, what care we for your Trade, *and the like*. Trade again stands up for it self and cries, if you load Trade you ruin the whole Nation, you give it up to
 Foreigners,

Foreigners, and your Neighbours will Eat the Bread out of your Mouths; *e'en lay it upon Land and Houses*; Are not the Countries Rich and able to pay it? What if it does pinch the Landlords, let them pinch; they are Proud enough, they will recover it again; it is but being Good Husbands a few Years, and abating their Pomp and Pride, their Equipages and Retinues, and they'll recover; but if you Load Trade, you lose your Trade; and if you lose your Trade, you ruin the Nation; for Trade is the stay of the Nation, and what care we for the Lands.

What an abominable blindness now must possess a Nation, who in other things see so clearly; that a strife of so fatal a Nature, and yet in it self so ridiculous, can be named among us! What is this but the very same thing with the Story in *Esop*, I mean the strife between the Belly and the Members? The Members would not work for the Belly, because it seem'd Idle and Lazy it self, and yet devoured all their Labour; and then of Course the Belly could not supply the Members with Vital Strength and Nourishment, and so the whole Body droop'd and Died.

The connexion between Land and Trade in the Affair of the Nation's prosperity, is such, that it is impossible one can withdraw its influence and Assistance from the other without a manifest ruin to the whole, and therefore I said that these JOYN in making this Nation Rich and Mighty, and have ever gone hand in hand in the raising her
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from what she has been, *as before*, to what she appears now to be; and whoever he is, that would separate these from mutually assisting one another, to the general Good of the whole, exactly follows the Fable, and commences a War between the *Belly* and the *Members*.

The Ignorance in so essential an Article of the general Good, is owing to the very thing which I am now speaking of, *viz.* want of true Notions, and a right Understanding of Trade in General; the Unacquaintedness wherein, I look upon as one of the greatest defects among the knowing People of this pretended Wise Age; where People conversing among Merchants, and seeing a little *Exchange Alley* business done, presently fancy themselves capable of judging the General Interest of Trade, without having entred into the Nature, the Causes, the Originals, and the Prospects of things: Of this I say, as in other Parts of Learning, a superficial Knowledge of Letters serves to make a Man a Pedant, but not a Scholar; a superficial Knowledge of Medicine, serves to make a Man a Mountebank, but not a Doctor; a superficial Skill in Musick may make a Ballad Singer, but not a Musician; so a superficial Knowledge of Trade, may make a Man a Stock-jobber, but not a Merchant.

Another great Deficiency in the Knowledge of Trade is among our Lawyers; and no doubt but it is a great Error in the young Students of the Law, who knowing that at least

least one half of the Causes they are to come to Plead, are to be one way or other concern'd about Trade; yet when a Case between two Merchants chances to come to the Bar, what Wooden work do they make of it? How do they mumble and chew the Sea Phrases, Merchants Language, and Terms of Foreign *Negoce*; like the Ass chewing of Thistles: When they come to Argue about Charter Parties, Protests against the Sea, Demorages, Avarages, Primage, Port-charges, Damages, Running Foul, Solvage, Prizage, Barratry, Piracies, Breaking Bulk, Delivering Ports, Taking a Hull, and a hundred such things needless here to report, I say, when they come to these things, how odly do they talk? How Ignorantly, and not to the Point do they Argue? And how do the Merchants ridicule them when they come away? It would be well worth the while of our young Students, to apply to this particular part of Study, and make themselves Masters of it; that when they come to Practice, they may be known to be capable of Pleading in Merchants Cases; which is the true way to become the Merchants Counsellors: *But as it is*, the Merchants had at any time, much better, refer their Disputes in Business, to the Arbitration of Merchants, indifferent between them; for to bring them to Lawyers, is but meer throwing away their Money.

To Remedy these Evils, I find nothing extant in the World, which might assist to instruct the Age in this necessary part of
C 2 Knowledge,

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Knowledge, or to acquaint those who are willing to enquire, either what our Trade is, whence it came, by what Degrees it is risen to the pitch of Greatness we now see it at, what is its real present State, or what its prospect for the Future.

The present undertaking, whether it shall be effectual to these ends or no, is to be determin'd by the event of the performance; however it shall, at least, have made an Essay towards it, and having opened the way, shall perhaps encourage some more capable Hand to follow. I do not pretend in this short compass, to give an Index of Trade, or a Dictionary of Terms; I shall not descend to teach Merchants Accounts; to give you Schemes of Voyages, Tables of Exchanges, or Standing Rules for determining the Customs of Merchants: Tho' these things would be very useful in their place; But my View, is of another kind, (*viz.*) to shew you from whence our Trade is deriv'd, how it came to its present Magnitude, and what that present Magnitude really is; and for this reason I call it *a History*, after which I may descend according to my Title, to give you some view, how this great Article may be preserv'd and encreas'd, and this I call *Improvement*.

It is true, I do this part as an Essay only; Who will presume so far upon himself, as to say, He will make Discourses of Future Improvements compleat? Modesty permits me not to suppose it of any one else, much less practice it my self. In an Essay I may give my Thoughts,

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Thoughts, and leave room for additions of my own, or of other Peoples, as time and circumstances offer, and give more matter to speak of.

To write a compleat History of the Commerce of so Flourishing a Nation as this is, seems a Work of much greater compass than any single Book or Volume can contain; and therefore this Work is divided in small parts, that it may be extended as far as the Subject may require; much time may be employ'd in it, and many useful parts of Knowledge may be conveyed by it to Posterity.

But when, together with the extent of the Subject, I consider the humour of the Times, who love to have every thing of this Nature, lie in as little compass as they can, *perhaps to suit the better with their Understandings*; and above all, when I look back and see how absolutely an Author is confin'd by that humour, and bound to observe it, I agree, that it is necessary to bring this extensive Subject into as little room as possible, and therefore every one of our Tracts shall be as concise as may be, there being no fear of exhausting the Subject.

This will impose one task upon me in the whole Course of this Work, (*viz.*) to endeavour to draw every thing into as narrow a compass as I can; this I desire to have Understood to mean, *as I can* consisting with the Nature of the thing, so as not to abridge or cut off any thing which may be needful to make the Work, and the Design of the Work

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Work Correspond, and if the needful length of things proper to be spoken, carry me beyond the allow'd size of the Book, I shall rather leave out some parts WHOLE, Than have those not be WHOLE which are put in: And this is all the Apology I shall make for the Performance.

Of the First Principles of Commerce.

HAVING lay'd down by way of Introduction the General Scheme of this Work, I shall, without farther Circumlocutions, come directly to the matter of Trade, (*viz.*) the First Principles upon which Trade is Founded, and How the Reason of Commerce is also founded upon those Principles, and upon the Different and Remote situation in which they are placed throughout the Globe.

The first Principles of Commerce are as the *Ova*, or Seeds of Life, which are scattered by Nature through every Part of the World, for the Peopling the respective Parts with the Vegetative and Sensative Inhabitants, I mean the Plants and Brutes, those we find so Universally propagated even to the smallest Insects, and the meanest spire of Grass, that no part of the Earth, Air, or Sea, is Barren or Uninhabited: Neither in like manner is any part of the Creation left destitute, not only of something which is useful to sustain and support the People, *I mean by People here, Men and Women*, who Inhabit there; but even of something Valuable to other Parts of the World:

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World: From whence in Return that may be procured which those first Inhabitants may be said to want.

Perhaps it may be thought I extend this too far, and Confine my self too nicely to Terms, in saying positively, that no Place is so Barren, so Unprovided, &c. but I say it is not too positive, in a way of speaking which is allow'd to be General, and it is to be understood, *that Generally speaking, it is so*: It is very seldom otherwise, and perhaps where it may seem to be otherwise, it may be only that the secret Wealth of that Part is not yet fully discover'd: I say it therefore over again, and more explicitly, That there is not any Country in the World, Generally speaking; so Barren, so Unprofitable, so Unprovided, but it either has sufficient for the necessary support of Life, and even for the Pleasure, Wealth and Prosperity of its Inhabitants within it self; or something Valuable which other Parts of the World want, and by which they may purchase a reasonable supply of all those things which they want, or which their said Country does not produce.

Instead of searching the Globe for some little Barren spot now, whose Negative Circumstances will Contradict this Opinion, a Work which I leave to Criticks, whose general and just Character is to search diligently after the Defects of other Mens Works, and perform nothing Useful of their own. Instead of this, I say, I shall, in the Course of this Work, endeavour to Honour the Wisdom of Providence,

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in Describing How wonderfully the Blessings of the Creation are Dispers'd up and down, and how duly proportion'd for the Benefit of the whole; How assistant to one another, how happily proportion'd to the Advantages and to the Disadvantages of the People who Inhabit the respective Parts; How by Commerce every thing Needful is made present to every Part Needing, and every Part of the World Communicates to, and Receives from every Part, to the encrease of Wealth, and Encouragement of Art, Science, and Human Wisdom in the World.

I might suggest here How even Religion it self has been propagated by Trade, and the Common Business of the World made subservient to the Glorious Design of God, in spreading the Knowledge of the Truth into the Darkest Corners of the Earth; which had not Trade and Navigation been made Instrumental to do it, could not have been done, the situation of the present known World being Consider'd, but by the help of Miracle and supernatural Operation.

But I shall rather make such Observations as these run thro' the whole Work, Moralizing also thereon as there shall be Occasion, than enter into separate Discourses of this kind, in an Account of Trade; as to the Propriety of such Digressions, I have this to say, It is very much my Opinion, that due Observations of the Wisdom, Foreknowledge, and Omnipotence of God, should run through all our

our Discourses of Civil Affairs, and be the Constant Application of every Branch, as well of our Writings as Conversation: This is not only our Debt to the Glory of the Creator, and a natural Duty in all People to do; but it is the most profitable and useful way of conveying Sacred Knowledge, and Improving both our selves and others. If any who Read these Papers think it burthenfome and unseasonable, we must venture their Dislike, and be Content that they refuse the Work for the sake of that Religious Impertinence.

It will also come in my way here, to speak something of the People, Customs, Manners, &c. of several Countries, and especially of the Wonderful and Unaccountable ways the Providence of God has taken to Convey People and Plant Inhabitants in the remotest Parts of the World; distant from the other Inhabited Continents, and utterly unacquainted with Navigation or with Commerce, as particularly the Continent of *America*.

But above all, it will necessarily come to be Discours'd of under the Head I am now entred upon, How, and by what Wonderful Concurrence of Accidents, the Discovery of the Hidden Vertues of the Productions of several Countries has been made, and particularly How the Productions themselves have been Discovered; as how the Physical Vertues of Herbs, Plants, Waters, Minerals, &c. has been Known, how Applied to such and such Uses, and why it could be suppos'd such and such

such Vertues has been in them: How the Pearl, which seeming to be a Cordial only to the Possessor, whose Pride might solace it self in the Ornament of Wearing it, or whose Covetousness might be exhilarated by the Value of it, or Price which it could be sold for, yet is found to be a rich Cordial to the Heart it self, and to support Nature when Weaken'd by the most violent Distemper. How the *Cortex Peruviana* or Jesuits Powder, should repel the Force of Intermitting Fevers, and stop the unaccountable distemper call'd the Ague, and the like.

More especially the Discovery of Metals hid in the Bowels of the Earth, and in the Rocks, Mountains, and most Inaccessible parts of Nature; How the *Americans*, who had neither Spade nor Pick-ax, neither Tools to work with, or Rules of Art to work by, neither Iron, Brass or Steel to assist them, yet Found out, and Dug into the Silver Mines in the Great Mountain of *Potosi*; and how they knew that Silver and Gold were Valuable above other Metals; How they Melted, Refin'd, and applied them as Money in Exchange for other Things, even as we do: All these may in the Course of this Work come to be spoken of.

But to return to the Method of this Undertaking, and the first Head propos'd to (*viz.*) The Principles of Commerce, or the Species of Things, which are the foundation of Trade: The Reason of Trade may be spoken of in its order.

The

The Principles of Commerce are such things, from which the Necessaries or Conveniencies of Human Life are Supplied and Derived; and however the Variety may afterwards be extended to a kind of Infinity, the Originals are not many in Number, and may be first Divided under the Heads of the Uses they are applied to, Such as,

1. Food.
2. Physick.
3. Wearing Apparel.
4. Furniture.
5. Ornament.
6. Art.

The Species may from these Generals be Introduced under a second Class of Generals; for we must not call them Particulars which have such an Infinite Number of True Particulars contain'd under every Denomination, and therefore they shall rather be called Generals, till we come to enumerate some of the great Variety which they have respect to, and shall thus state them over again.

1. Food, Under which Head are Contain'd things very properly called Foundations of Commerce, as being by absolute Necessity frequently Transported from place to place, and those Places sometimes very Remote, as from *Europe* to *Africa* and to *America*: Such are,

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1. Corn.

- 1. *Corn.*
- 2. *Cattle.*
- 3. *Fish.*
- 4. *Fruits.* In which last I particu-

larly suppose to be Included,

- 1. *Wine.*
- 2. *Oyl.*
- 3. *Spice.*

2. *Physick,* Which I shall not extend into Particulars, *Solomon's Herbal* being, as our Book-fellers call it, out of Print; but shall include this Head under that General, or indeed Universal Term as to *Pharmacy*, which we call DRUGS, which to the Honour of the Practice of Physick are both brought from, and carried to the remotest Parts of the known World: How the Physicians, Chymists, Simplers and other Artists, either found out the Vertues of those things, or indeed found out the things themselves, remains to be enquired into.

3. *Apparel,* This, whether Needful or Ostentatious, is not the Case; but put them together they make up the most Considerable Branch of Trade in the World, and have the greatest variety of Originals, (*viz.*)

- Wooll.*
- Silk,*
- Hair,*
- Cotton,*
- Flax,*

Hemp,

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- Hemp,*
- Bark,*
- Skins of Beasts,*
- Feathers,*
- Plants.*

These are those which are the Originals of Apparel, and which after they are taken in their first Species, are prepared by the Labour and Industry of an Infinite Number of People, and are made useful to what we call Covering or Wearing. This Labour and Industry, is what we call Manufacturing; That Mechanick Employ which sets so many Nations to Work, and in which the Rich are so much beholden to the Poor, that were it not for the said Poor, the Rich would go Naked, or be but very indifferently Clothed: And on the other Hand, the Poor are so much beholden to the Rich, that were it not for these Labours, tho' the Poor might be Clothed, they would be Starv'd, or very indifferently Fed: But the Harmony between both those, and their Dependance upon one another, makes up the Beauty and Glory of God's Creation.

4. *Furniture,* This takes in a part of the World, less founded on a Natural Necessity of Life, because we may be said to live without fine Houses, &c. but by Custom and Usage, are made equally Necessary in some sense. However, to avoid Disputes, I subjoyn the Word, Convenience of Life. These are

Timber

Timber, } and all Materials for building
Stone, } Houses.
All the Necessaries for Building and Fitting
out Ships.

All the same for Habilliments of War,

- Such as *Timber,*
- Iron,*
- Seeel,*
- Brass,*
- Lead,*
- Minerals,*
- Sulphur,*
- Salt-Peter.*

5. *Ornament,* These, Exclusive of the Ma-
nufactures above specified, may be restrain'd
to

- Gold,*
- Silver,*
- Jewels,*
- Glass,*
- Shells,*
- Feathers,*
- Fine Furs,* mentioned before in Ap-
parel, as *Skins of Beast,*
- Perfumes.*

6. *Art,* The Originals, upon which this
Operates, at least as far as seems necessary in
the Method I have taken to Discourse, may
be justly prescrib'd to some Vegetables, Such
as

Mercury,

- Mercury,*
- Dying Woods,*
- Colours for Paint,*
- Metals for Tools and Instruments.*

From these, as from so many Original Foun-
tains, Manufacturing in its several Branches and
Streams flows forth, to Employ and Improve
the World: Necessity which is the Mother,
and Convenience which is the Handmaid of
Invention, first Directed Mankind from these
Originals, to Contrive, Supplies and Support
of Life. Corn was not to be Eaten whole,
but receiv'd, lay'd up, brought to maturity,
and then suffer due preparations to make it
the better become Food proper for the sup-
port of Human Life. Flesh was not to be
Devoured, as one Wild Beast Devours and
Preys upon another; but to be Kill'd, separ-
ated from the Filth, Blood, Hide and Un-
eatable Parts, and then Prepar'd, Drest, and
made Palatable, and suited to Decency and
Nourishment.

The Wooll, the Silk, the Flax, the Hair,
all appear uncapable to serve to the Uses for
which they had an Inherent fitness, till they
had pass'd the various Operations of the Ma-
nufacturer; and were brought to such Degrees
of Fineness, by Combing, Carding, Hackling,
Dressing, Twisting, Throwing, Spinning, &c.
as to be ready for the Loom, and so to be
produced with the Strength and Softness of
the Broad-Cloth, the Fineness and Delicacy
of the Satin, the Richness of the Velvet,
the

the Beauty of the Damask, the Warmth of the Flannel, Coverlids, Blankets, and the like.

It is Impossible for a Mind disposed to make a Right Application of these things, to avoid the Natural Observations which occur here, (*viz.*) How the Wisdom of the Original Providor Concurr'd with the Necessity and Advantages of his Creatures; First in Creating Species of things, which potentially had in them the Excellencies suitable to all that Mankind could Want or Desire, and yet, that like the Flint which suffers a strong attrition before it sends forth the Sparks of Fire which it is Capable to produce, these things must suffer the several Applications, and necessary Operations to prepare them for our Use; these Operations are the Fund of Employment and Business; and thereby, indeed, of the Comfortable Subsistence of the poorer Families of almost all the Nations of the World. This leads us then to the manner of Managing and Conducting these several Species and Originals, so as to bring them all to the several Offices they are appointed to supply, either in the Necessities or Accomodations of Life: And here we shall meet with the second Head, upon which some Observations and Explanations are Necessary. (*viz.*)

2. *The Reason of TRADE.*

This is partly Express'd in the last Word on the foregoing Head, (*viz.*) That because the several Principals and Originals of things, requir'd Aptitude and Preparation to suit and qualify them for the Functions of their Nature, and to bring them to that Consistency which they had only a Potential Power for before; Therefore the Employment of many Hands were requir'd to Perform these Operations, &c. But when I am to speak more nicely, I must Distinguish between the Reason of Labour, and the Reason of Trade; for Labour and Manufacturing is not properly Commerce, but rather what we call Employment, and might have been so ordered in the World, as that every Man should have been his own Labourer, or his own Manufacturer. Nor indeed does the bare Employment of the Poor by the Rich denominate Trade; for thus a Prince, or Chief of a Country, or a Family, may be served by his Subjects, his Servants, or Children, and yet not be said to Trade. I believe an Instance of this may be found in the Children of *Israel*, who in their Forty years March through the Wilderness, had the Necessary Offices of Life perform'd for them by Servants and Children, and yet cannot be said to have any Trades among them.

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But the Reason of Trade is Originally Founded in the Distant Situation of these several Originals of Manufacturing, which not being produced by Nature in any one particular Place or Part of the World, but in many Cases, the necessary Materials for the same Manufacture being to be furnished from differing Parts of the World, and those extremely Remote from one another, those Manufactures cannot be wrought, and those Necessaries obtain'd, till those Materials are procur'd, bought, fetch'd, and brought together into that Place where the said Manufacture is to be wrought. To Purchase these Materials in those Remote Parts, something equally Valuable must be Exported from the Country wanting them, to that Country where they are to be had, or a medium of Trade produced to pay the Price of them, and this is called Trade: The Reason and Foundation whereof, as is already hinted, was with Infinite Wisdom so provided for by the Creator in the first Disposing the Order of the World, That there is scarce a Manufacture wrought in a Country, of any Considerable Value, but that Country stands in need of something from another Country for the Working and Finishing that Manufacture, which it must buy, and fetch Home, before it can Compleat that Work; which when it is done, shall supply that very Country from whence that part or Material was fetch'd, with that Manufacture which the other has not of its own, perfected, tho' this part want-

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ed its help to make it Compleat. This is eminent in our Cloathing Trade of *England*, which we cannot Work without the Oil of *Spain*; or Dye in some Colours, without the Cochineel of *Mexico*, the Indico of *Jamaica*, the Logwood of *Campeche*, the Woad of *Germany*, the Galls of *Turkey*, and the like; For these Reasons, and to Compleat, and bring it to a Manufacture fit for the Uses it is Design'd for, Ships are fitted out to bring, and the Value Exported in Merchandizes to buy, those Necessaries: When they are once obtain'd, and thereby the Beautiful, Substantial, Broad-Cloth, Woven and Dress'd, the Rich *Bow-dyes*, the Scarlet, Crimson, Violet and Purple fixt in the Piece, it is then sent Abroad to those very Countries without whose help it could not have been wrought, and there it is Sold, to Purchase more of the same Materials, in order to multiply the Kind, and preserve a Power to make larger quantities than that part of the World can make use of: Then they are Transported to other Countries to Purchase Silks for yet a finer Manufacture; Drugs for the use of Physic, Copper, Brass, Silver, Gold, Iron, Steel, Hemp, Flax, Salt-Peter, Tar, Rosin, Naval Stores, and all the Materials of other Manufactures, which the Country they go from cannot supply.

This is the Reason and Nature of Trade: In the Describing this variety, it will appear that Nature has so Wisely, and yet so Providently Furnish'd the World with those Valu-

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able

able things we have been speaking of, that altho', *as before*, every Country has something to spare to Carry out, or Export, in order to Purchase those other things which it may want; so every Country also wants something which it must fetch from Abroad, *and which* requires the Carrying out of that Overplus which it enjoy'd, *to Pay for, and Purchase.* As no Country is so Barren and Unprovided, but it has something over and above the necessary Supply and Support of its own Inhabitants, which Enables those Inhabitants to Trade to Foreign Countries to Purchase those things it wants; so no Country is so Fertile, so Rich, so Abounding in Productions of its own, but it wants something that is not to be had at Home, and must be sought *without it self*, which it is oblig'd to fetch far off, at large Expence, and perhaps with extraordinary Hazard. Nay, *to go farther*, That Particular which is wanting to the most Fertile and Fruitful Country, is often supplied by the most Barren and Unhospitable, the most Uncultivated and Desolate part of the World, as Gold from the Coast and uninhabited Burning Shoar of *Sierra-Leon* in *Africa*; Ivory and Civet from the Remotest Desert of *Lybia*, *and the like*; of which I shall speak more particularly when I come to set out the Product of the World, and give an Account what every Country produces from its self, and what every part wants from its Neighbours, which will be the Immediate Introduction to the Particulars of the Trade

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Trade and Commerce of the World, and which I purpose to make the Subject of the next Months Discourse.

Mean time, it may be worth while to enquire, by what steps the Commerce of the World began, and how the Productions of every Country came to be known. This would naturally lead us into the History of the Discovery of the several Parts of the Globe, and how they Planted the several Countries in order of time; but this may rather come in to be touch'd at in order, as we go on in this Work, with examining the Trade of the particular places, *rather I say*, than by a long digression to interrupt the present Design.

As the dispersing the Blessings of the Creation into all its most remote Parts, was the Reason and Foundation of Trade; so the necessity *every Part* has of *every Part*, push'd the inquisitive World upon searching out, where, and what part of the Globe, every thing, they found any want of, was to be had. I will not say, but that the Gain and Advantage of fetching any thing New, and Useful, has been encouraging in the search after Novelties, in order to bring them Home, at a price that might answer the Expence, and Hazard, of the most dangerous and tedious Adventures.

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But I am speaking here, rather of the Necessaries wanting, than those Trifles which have been brought as Rarities from remote Parts: These have been but as Accidents to the former, the other have been as Originals and Occasions of the Voyages, and these have been drop'd in casually. The first Discoverers of New Countries having had some capital Article in View, have pursued their Discoveries with those Views only; but have found other accidental things fall in, which they had no Notion of in their first setting out, which yet have proved more considerable, than the main thing which was the Cause of the Discovery.

This is evident in fundry particular Cases, of which I shall give you but some few brief Hints here, and leave them to be enlarg'd upon in their Order.

It was about the days of Queen Elizabeth, when several successful Adventures having been made, both to the East and West-Indies, to the Streights of Hudson's Bay, and the like; and Sir Francis Drake in especial manner, having sail'd round the Globe; the Merchants encourag'd, by the Success of the Discoveries they had effectually made, in the North parts of America especially, made many attempts to find a Passage to the South Seas, and the Coast of China by the North Cape in Europe, and by the North-West Passages of America, but all in vain.

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As the design of a Discovery of a Passage round the North parts of Europe, drove the Adventurers by various accidents of Wind and Weather, Mountains and Islands of Ice, and the like, higher up to the North than they expected, beyond the Cape, which is in the Latitude of 72. to the Shores of Nova Zembla, the Streights of the Wygates, and the Latitude of 81. Here, tho' they miss'd their main design of a Passage into the Eastern Ocean, a new Scene of Trade open'd, by accident, to their View, (*viz.*) the Whale-Fishing of Greenland, which, tho' an Accident to the Voyage, has proved since That a very considerable Branch of Commerce, and Employs very great Fleets from Holland, Hamburgh, France, and even from Biscay in Spain; and formerly from England too, however of late we have declin'd that Trade.

The like may be said of the Discoveries of New England, Virginia, &c. where the first view of the Discoverers was chiefly the Trade of Furrs, Skins of Beasts, and some few Plants, which they found in their hasty Survey of the Country, together with Timber, such as Clap-board, Cedar, and the like; not at all fore-seeing the prodigious increase of Trade, which afterwards fell in upon the farther Settlement in that Country, and the addition of the Carribee Islands to our Colonies, whereby the Sugars and Tobacco's, not then thought of, are become the principal part of the Production; to which the Furrs and Skins, which were the first reason
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of that Trade, are now but a very small part.

Thus from small beginnings, the greatest Branches of the World's Commerce have fallen in, as it were accidental, to the first views of the Undertakers, and have spread themselves gradually over the whole World; the Reason is evident, (*viz.*) because the inquisitive Merchants searching every corner of the World; with the Discovery of Countries, always found some hidden Treasure, either in the Earth, in the Sea, or on the Surface, which added to their Hopes: Every part of the World, how Remote, how Uninhabited or Unhabitable soever, being furnished with something which these Parts of the World, however Fruitful, Cultivated, and Improved, either did not, or was not capable to produce; in these new Discoveries, the Reason of our present Trade, and of its present Posture, is founded; as the reason of Trade in General is founded in the disposing the Blessings of the Creation at such Remote and Unknown distances one from another.

The like may be said for the Discoveries of Places, which have been many ways Accidental and Undesigned, as particularly the Discovery of *Bermudas*, was by the accidental Distress of an *English* Ship bound for *Virginia*, with the Governor of that Colony, who had been driven by a Storm out of his Course, and coming to the last extremity, ready to Sink, by great and singular Providence

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dence discover'd an Island, to which they immediately run for Life, where, tho' they lost their Ship, they saved their Lives, and discover'd a Rich, Plentiful Knot of Islands; since that, and purely by that Occasion, possess'd by the *English*, and now made a most, Profitable, and Flourishing Colony.

In this manner the Advances made by the *Portuguese* along the Coast of *Africa*, extended gradually to the *East-Indies*; and in meer search, originally of the Gold, and other smaller Advantages of the Barren, Sun-burnt Continent under the Line, and in the Torrid Uninhabited Zone, they gradually running forward, fell into the discovery of the Passage by Sea to the *Bays of Bengall*, the Gulph of *Persia*, the Large and Rich Coasts of the *Indies*, &c. and made that happy Introduction to the greatest Branch of Foreign Trade in the World, a Trade every day Improving and Encreasing, and which has yet undiscovered Branches in it, which may suffice the Ambition of the *European* Merchants for many Ages to come.

As this has been the Reason of Trade, so from the Remote distance of Place, in which the Treasures of Nature are thus hid and laid up, The encrease of Shipping, the Improvement in Knowledge, as well of Geography as of Navigation, the discovery of Climates, the Reason and Nature of things, utterly occult to, and reserv'd from the former Ages of the World, has been improved, and in

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Discovering, Men are rendred more able to Discover. The World is now laid open; the Distant and Difficult Parts, are made familiar; the Dangers some have miscarried upon, are thereby avoided; the Dangers others have avoided, are known, and made easy; the Bays, Creeks, Ports, Harbours, Shores, and Seas, formerly Terrible, Unknown, and Unfrequented, are made familiar and easy; compassing the Globe, passing the *Streights of Magellan*, measuring the vast *Southern Ocean*, Coasting the *Indies*, and the Shores of *China* and *Japan*, are now no such extraordinary things, every Nation almost have done it as well as we, and we do that now every Year, which was accounted next to miraculous in the first Ages of Trade.

It is now almost impossible to make any Shore, or discover any Land in the whole Globe, but where some Testimonies will be seen, that some *European* has been there before; scarce any Water flows where our Ships have not Sail'd, the *Frozen Zones* excepted, where Habitation is impracticable, and ever will be so; and altho' there are no doubt New Oceans of Commerce yet undiscover'd, and Treasures of Nature not yet found out; yet we are well assur'd, there are no places in which those receptacles of Trade shall be discovered, but where we have at one Time or other been.

So that the encrease of Trade NOW seems to depend upon the Improvements to be made in the Countries already found out, rather than

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than the Discovery of New *Climates* or Countries not yet made known.

And altho' it is true, that there may be more Expence, Adventure, and Employment of Time and Men, in the search after New Countries and Places, for the Planting and Spreading the Nations of the World upon; yet the Labour of the Thoughts, the Wit and Application of Mankind, seems to be more particularly adapted to, and taken up about the Improvement of what is already found out, than in prosecuting new Discoveries of Lands, Coasts, Countries, and *Climates* not yet known, and where no previous Plantation had been made.

For this Reason, I judge it shall be much more useful to Project or Consider of the Ways and Means by which the present Inhabited, or Discover'd Part of the World may be Improved, and thereby made useful to one another, as the God of Nature, no doubt, Design'd they should be; than by Directing the Curious Eye to the Search of those Undiscover'd Parts, if any such be, which may yet afford a farther Extent of Dominion to those who find them out.

When I come to Treat of New DISCOVERIES, which I purpose to do in a Tract by itself, I shall more strictly enquire whether farther and greater Discoveries of the yet unknown Parts of the World really are, or are not for the General Good of the Trading World, since all that has for many Ages been Discover'd, especially in *America*, which has been

the Center of New Discoveries for Two Hundred Years past, becomes a Property and Possession to the Discoverer, and serves to add to the Power of the Princes whose Subjects Discover it, and who, as matters now stand, seem to be Great enough already.

This Addition of Power seems already to threaten, that succeeding Ages may see the *European Wars* Transferr'd into *America*, as has in some Degree been done in these last Wars, and the Greater may at last devour all the rest; and become the Exclusive Lord of the Largest, and by far the Richest part of the World.

Nor does the hopes of this fail to give Motions to the Ambition of Men already; What cannot the King of *France* promise himself from the additions of Strength, which he is able to add to his Possessions in *Canada* and the *North* parts of *America*, where he is Lord of more Country, and may Plant upon more Land, than the whole Kingdom of *France*? and by Reason of the Great Rivers of *Canada* and *Missisipi*, may in Time Surround the *English* Colonies, join the Gulph of *St. Lawrence* to the Gulph of *Mexico*, and be Lord of the whole *Northern America*?

But of this, as I say above, by it self, when I shall enter farther into the particulars of New Discoveries, and how they are, or are not, may, or may not, be for the General Advantage of Commerce in the World.

In

In the mean time, as Peace is the Fountain of Plenty, and both assistants to Trade, I shall go upon the Suggestion abovemention'd, (*viz.*) That the Improvement of what is already Known and Discover'd in the World, is the most useful Design, more to the General Good, more to the Immediate Enriching the World, and more to the Advantage of Trade in General, than New Discoveries, which often occasion *Strife* and *War*: Former Ages have already gone on to such a heighth, as that there does not appear any possibility of making farther Discoveries, that will be equal, or in any proportion Considerable to what have been made already.

It is therefore Improvement of Trade, not Discovery of Countries, which I shall pursue the Discourse of in these Tracts, and shall upon all Occasions as I go on, endeavour to lay down probable Schemes of Improvement, especially in our own Commerce, so as may, if possible, make it both Profitable and Pleasant to the Reader.

*Impiger extremos curvis Mercator ad Indos,
Per Mare pauperiem fugiens, per Saxa, per ignes:
Ne cures ea, qua Stulté miraris & optas,
Discere & audire, & Meliori Credere non vis.*

Horace Epist. Lib. 1.

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