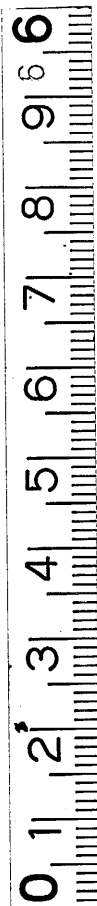


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PROPOSALS

For preventing the

Running of WOOL,

And encouraging the

Woollen Manufacture.



L O N D O N :

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(Price Six Pence.)

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PROPOSALS

For preventing the

Running of WOOL, &c.



IN Order to illustrate and inforce what I have to say upon the following Subject, let me suppose a People inhabiting an Island famous for its natural Productions, *viz.* all things necessary for Life, and many for Exportation; such as Tin, Lead, Iron and Wool: That, by their Prudence

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dence, Application and Industry, join'd to an advantageous Situation for Traffic and Commerce, with many Nations lying near them; they are signal for their Trade, and Excellence in many sorts of Manufactures; capable of fitting out and maintaining Fleets and Navies for the Protection of their Trade, and sufficient for the Defence of the Island; capable of being the happiest People on Earth: A People who are the Envy of all their Neighbours. Let me suppose that these Neighbours of theirs in general, being destitute of such civil and natural Advantages, strive with their utmost Skill, to accomplish by Art what Nature seems to have denied them, or but with a sparing Hand hath at all bestowed upon them; that they moreover observe, that in Proportion to the Numbers of People usefully employed, is the Riches of a State; that all Countries which are ignorant and careless of employing their People in useful Manufactures and Productions for Commerce, are poor and beggarly; that those Countries which are so unhappy as to be under

(7)

under the Government of such as despise Merchants and Encouragers of useful Manufactures, are miserable and poor, or soon will be so; since it is evident that such Princes who either want Power or Capacity to improve and invent useful Employments for their People, are under the Necessity of becoming Mercenaries to those who encourage Trade and Commerce. Now, in comparing these Nations thus differently situated, one with another, are there any People or Nations in *Europe* (beside those possessors of the Mines in *America*) who are either rich or powerful, but in Proportion to their Trade and Manufactures? Can any People but such as these, maintain and exercise Fleets and Armies abroad? It is true that there are many who maintain vast Numbers and Armies among themselves, but such if they are not already miserable, will soon be so, where Trade is wanting.

But to return: Let us imagine these People of the Island, by the Skill and Industry of their Ancestors grown very rich,

(8)

rich, and to such a Degree of Luxury and Excess, that even the poorest and meanest Person in the Island will not work, unless his Wages are raised to one fourth more than was usual before such Excess was introduced. In this Circumstance, any Person who is under the Necessity of having his Work done, must give that Price, or he may lose his Market; or perhaps he might be under Contract to deliver a certain Quantity of Cloth, for Example, of a certain Fineness and Goodness at a certain Day. Hence he finds himself under this Dilemma, either to pay an advanced Price, or break the Contract; he chuses to pay that Advance, and contrives within himself the most feasible Ways and Means to be even with the Workmen. He sees them under a more absolute Necessity of having his Corn and Cattle; for they can no more go to another for those Commodities, than he could to others for their Work, because all are agreed to advance those Commodities to one fourth more than was usual: And by that Means they are able

(9)

able to pay such Workmen, with the very same Quantity of Corn or Cattle as would have paid them before.

Hence we may supply all Things, whatever the Island produces, raised in Proportion to the Demand or Usefulness of them; and if we consider this Island, without any foreign Trade or Commerce nothing is altered but in Name, for all Things bear the same Proportion and Analogy as before. The landed Man, who hath raised his Lands from one hundred Pounds to one hundred and twenty five Pounds, will find that the hundred and twenty five Pounds will not purchase any more Goods than the hundred Pounds used to do: And if all were raised to double, the Island would not be richer, nor, if lowered to half, would it be poorer. But when considered as a trading Island, it may appear that the less the Commodities thereof, and the Labour of the Inhabitants were valued at, they might have the fairer Opportunity of gaining by Trade and Commerce with their Neighbours, who valued their Produce

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duce and Labour more or higher. Where no Laws or Restrictions were in Force, this is undeniable, especially by how much the Produce and Manufacture was more than, or over and above their own Consumption. And it is as certain, that under such Circumstances and Situation it would be Madness to suppose they should take any Goods or Manufactures, such as they produced and manufactured themselves, from any such Neighbours, or that they should want, at any Time, a ready Market for such Wares and Manufactures among any of their Neighbours, while they had any Thing which was not of equal Value to themselves, to give in Exchange for such Produce and Manufacture of the Island to the Islanders.

Now let us imagine a Governor of one of the neighbouring People capable of Observation: He sees the Islanders have some natural Advantages above his own People; but he also observes that their Labour, Employment and Skill in Manufactures, is of much more gain and Advan-

(11)

Advantage to them, than their natural Produce; and tho' he despairs of ever having equal natural Advantages, yet being possessed of many Materials fit for the carrying on of such Manufacture, he attempts it; and by giving great Bounties and proper Encouragement, he soon perceives, that by the employing of a great Number of Hands, which before were useless or unemploy'd, his Countrey hath gained or saved just so much as they must have given to the Islanders, or any other People, for so much Manufacture, exclusive of the first Cost of the Materials, which in most Cases, of the most valuable Manufactures, may not be one fourth, and in some not one tenth of the Value. Of these Bounties not a Penny goes out of his Countrey; on the Contrary, it was owing to these that so much was saved. The Effects of this are as obvious, as if so much were brought in by any other Ways or Means whatever.

He goes on, and by his own Example encourages the Use of the Manufactures

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at home; and Consumption of the Native Productions, preferably to all others: Such an Example creates Emulation. Who is not desirous to please, when it will be Happiness to succeed? He who excels most in useful Arts, who invents or improves any Means to enrich and benefit his Country, will be praised or deserve to be so, and under the Administration of a wise Governor, will also reap Advantage and Profit to himself. Such an one we may suppose a Governor to be, who by his Skill and Address, in a few Years brings to a very great Degree of Perfection, Manufactures, which before his Country was thought incapable of, under the Disadvantage of having Materials not equal in Goodness with the said Island. For carrying on one of the most beneficial Manufactures, he finds Means, by giving an advanced Price for such Materials as he wants, to be supplied with sufficient to carry on the whole; and though it may seem to be considerable upon the Commodity so purchased, we will suppose twenty *per Cent.* if his People manufacture these very Goods

(13)

Goods so purchased, but one Shilling in ten cheaper than the Islanders, and the Goods when manufactured are four Times the Value of the first Cost of the Materials, even in that Island, it is demonstration he can afford them two and a Half *per Cent.* cheaper. And by this Means alone, (should there be no Regulation in the Affairs of the Island, or Reduction of the Prices of Labour and Work) if they can obtain sufficient Quantities of Materials for such Manufacture, the Islanders will in vain expect to serve any People with such Manufacture, where the others may with equal Convenience. And is it not obvious that from such a Situation, these People under such a Governor, may become superior to the Islanders, even in all Things which those Islanders were signal for?

From what hath been said, I am of Opinion that the Necessity of some Regulation will appear, and that we ought no longer to delay the Consideration of it. There is nothing of greater Consequence to the Kingdom. And if a Reduction of
Wages

(14)

Wages would in its Consequences have some of the Effects hereafter mentioned; or if the Measures and Methods here proposed seem altogether as effectual, and much more easily put in Execution, it is most humbly submitted whether this following Scheme, which proposes the preventing of the Running of Wool, and Ways to encrease our Exports, deserve any Consideration.

To prevent the Running of Wool out of this Kingdom let an Excise or Duty of three Halfpence *per* Pound be made payable to the Government, immediately on sheering of any Wool; let a Bounty of three Pence *per* Pound be paid to the Exporter on all manner of Woollens manufactured into Cloth: That Excise will pay that Bounty, or in Proportion. If this shall be considered and approved of, I shall shew, if required, how to prevent any such Manufacture being run in again upon us; which seems to be the only Objection, at least the most considerable, to this Project.

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This Hint, I doubt not, will be productive of some Benefit to the Woollen Manufacturers; and if it be improved as far as it is capable of Improvement, we may be again able to under-sell any of our Neighbours at any Markets, even those which they now wholly supply.

This will proportionably increase our Exports, employ many more People, and bring the Balance of Trade more in our Favour; for though it may seem a Paradox, yet it is certainly true, that this Kingdom would grow rich by keeping all their Hands employed, if they were constantly to give Bounties on all our Manufactures, in Proportion to the Difference between us and the cheapest Manufacturers in *Europe*.

Admit we have Materials as cheap for manufacturing Cloth as any other Country; and also that for every twenty Shillings value in that Commodity manufactured, we pay to our own People two Shillings more for the manufacturing and dressing it, than any other People

(16)

ple pay theirs; it is evident, while we manufactured all these Materials for our selves, we should not have one Penny less amongst us; and while our Expence of any Produce and Manufacture was equal to the Quantities produced, &c. we should never gain or lose as a Nation; but if we are capable of producing and manufacturing to a greater Quantity and Value than our own Countrey requires, we may be Gainers of near half the whole Value so exceeding our own Consumption; and that may be accomplished thus, by allowing two Shillings Bounty for every twenty Shillings Value exported from hence by our own People. Not a Penny of this Bounty will be carried from us, nor will it be so much as suggested, that any of our Bounties ever were. The manufacturing of Woollen is at least half of its Value, often vastly more, which will be clearly gained; the vast Numbers of People which are now in Distress, will be relieved; by preventing the Carrying out of our Wool, we shall have sufficient to employ our own People constantly, and Markets sufficient

(17)

ent to take off our manufactured Woollens, while we can send and sell them cheaper than others. I need not use any Argument to enforce the Consideration of this Matter; there are none, who can think at all, but know that the very Being and well being of a Nation depends solely on the People's being employed properly and profitably.

It hath often been urged, that to reduce the Price of Labour, and Wages of Artificers, would answer the End much better. This never was denied, as it would save the Public, or gain to it, the Value of the Labour of all those who shall be employed as Officers by any Regulation.

But will it not appear reasonable at the same time to regulate and reduce the Prices of Bread, Beer, Beef, &c. Now where would this Reduction end? Why constantly with the Land-Owners; for when the Farmer cannot sell his Wheat, Barley, Ox, &c. for as much as usual, he cannot pay as much as usual; whereas,

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by the Method here proposed, the Lands would be raised in Value, as they infallibly ever are and will be, where the Exportations are increased, either in Quantity, Value, or both; for no Nation or People, who have not within themselves what the World agree to call Riches, can ever be or become rich, but by Trade, (*i. e.*) by producing or manufacturing something that those rich People want, and for which they will give you of their Riches.

Now if the Materials of any Piece of Manufacture did not cost above ten Shillings, and we valued the Labour and Art among ourselves at ten Shillings more, (*i. e.*) twenty Shillings; yet, if after all our own Wants were supplied, we had one Piece of this left, would it be any Loss to us to sell that Piece at eleven Shillings? Surely no; there is one Shilling gained for ever to the Nation; though that Shilling would not have subsisted the Manufacturers and Workmen above one tenth of the time that they were earning that: But if no such thing had been done

(19)

done, they must have been subsisted; therefore that Shilling was got.

And if we are now so circumstanced, or in such a Situation, that we cannot make so much Advantage in Proportion as we used to do, shall we be so weak as to neglect or despise a real Advantage, while there is yet a certain, and truly a more considerable Gain to be made by us, than any other People whatever? For if it be allowed that we have all or most Materials in Value and Quantity for that Manufacture, cheaper than others; as a Nation we can get by them by the Means aforesaid, when others cannot; which I shall thus demonstrate.

C 2 Admitting

Admitting the Materials }
 for making, dressing, dying }
 and compleatly finishing a } 05 00 00
 Piece of Cloth for the last }
 Market, should cost us, — }

And that Materials equal }
 in Goodness and Quantity, }
 would cost any other Peo- } 05 05 00
 ple five *per Cent.* more, }
 which would be ——— }

That two Pieces of Cloth were made
 of these, equal in Quantity and Good-
 ness,

The making of those Ma- }
 terials into Cloth, would } 12 00 00
 cost the Foreigner but ——— }

But cost our Clothier ——— 15 00 00

Wherefore he cannot sell to save him-
 self for less than twenty Pounds, what
 the other can sell for seventeen Pounds
 five Shillings: But if by the Countrey
 he is allowed a Bounty of fifteen *per*
Cent. upon the whole, he can afford to
 under-sell

under-sell the other in that Case one
 and a half *per Cent.* and our Nation
 gain absolutely and to all Intents, just
 as much as if we had manufactured or
 made the Cloth as cheap as the other.

Hence the Reasonableness and Ad-
 vantage of keeping Hands at Work; for
 when we are supplied with our own
 Necessaries, the Surplusage is turned in-
 to real Treasure: And nothing but our
 Labour and Industry can make us either
 rich or powerful.

With regard to *Ireland*, let there be
 the same Excise, and in the same man-
 ner; let them have the whole Draw-
 back for all the Wool they shall send to
Britain, upon Certificate of its being
 landed here; which upon Importation
 shall pay the same, and no more Excise
 or Duty, than if produced here.

In fine, if sumptuary Laws are not
 thought proper, and the Wear of fo-
 reign Fopperies increase, as they have
 lately done, all the Woollens we export
 will

(22)

will not pay for them, unless we come into some such Method as is here proposed, which will make us send not only a greater Quantity (which will employ, as hath been observed, more Hands) but deprive our Neighbours of the Means they now have of rivalling us in our own Commodities and Manufactures, by cutting off that Communication by which only they could get our Wool. And when that shall be accomplished, the clandestine and fraudulent Conveyance of prohibited and high-customed or excised Goods and Merchandize to us, which is always an Injury to the fair Trader, would also, in a great Measure be cut off, as there would be, perhaps, a full Half of the proposed Advantages taken away, and the Reason for their Hazard so much less in Proportion.

There will not be any Necessity to encrease the Number of Officers now employ'd, to prevent the Running of Goods, or for any new Offices or Officers. I will shew, if need be, how this
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(23)

may be managed and effected, without the Farmer's advancing any Money.

Such Arguments as are made use of against laying an Excise upon Wool, where the Exportation of it unmanufactured is allowed to be a Loss to the Kingdom, may, perhaps, shew the Unreasonableness of excising any Materials of any Kind or Sort whatever, which are useful in our own Manufacturies, as it increases the Value of the Materials, makes fewer Hands from their Want of Stock capable of manufacturing, and therefore lessens the Quantity of such, by clogging it with Charges. But in this Case, as upon this Commodity, there will be an Encouragement for the Manufacturing, for Exportation, which is the only Way we can be said to get by it, (for as hath been observed, we neither get nor lose by what is done among ourselves, and for ourselves,) it will certainly be a Means to make us able to undersell our Rivals, and prevent their being supplied with our Wool, without which, it is generally thought, that they could
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(24)

not in any wise become our Rivals, or give us any Uneasiness in that Point.

If our Necessities and Condition, as well as Reason, call upon us to settle Trade, so as to make it of more Advantage to the Nation, Arguments drawn from particular Interest, ought to be of no Force. Yet those possessed of any Charter or Privilege, will be loath to part with either, while they are profitable, whatever Arguments can be given that they are unprofitable to the Nation. Do we not see the People of *Bristol* opposing the Repeal of a Statute, when the Reason, for which that Statute was made, is no more? That Statute was not passed for the Sake of *Bristol*, but the Kingdom; and when the Reason for that Statute, or any Part thereof ceases, every other Part of the Kingdom ought to be in *Statu Quo*.

I have often thought that that great Man, Sir *Josiah Child*, was very instrumental, if not the Cause of the Decay
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of our Woollen Manufacture, by leaving the Weavers and Clothiers to their Liberty in making what Sort of Goods, and after what Manner they pleased, *Vide his Discourse on Trade, Chap. VIII. Page 145.* Since his Time we have been so far from endeavouring to excel other Nations in the Goodness of our Manufactures, that we have, I am afraid, learnt all the Ways, and even improved upon the Foreigners, in their Arts to deceive those who used to be our best Customers.

I never yet heard of any People in Trade and Commerce, who were famous for Manufactures and Productions of any Sort, who, whenever they have been left to themselves, did not endeavour, in some Degree, to defraud and cheat the Nations or People they dealt with. See *Temple's Misc. Page 120. 8^{vo}.* speaking of the *Irish* while they were left to themselves: “ Besides, either
“ the Unskilfulness or Carelessness, or
“ Knavery of the Traders, added much
“ to the Under-Value and Discredit of
D “ these

(26)

“ these Commodities abroad ; for the
 “ Hides were often - made up very
 “ dirty, which increased the Weight,
 “ by which that Commodity is sold,
 “ when it comes in Quantities abroad.
 “ The Butter would be better on the
 “ Top and the Bottom of the Barrel,
 “ than in the Middle, which would be
 “ sometimes filled up or mingled with
 “ Tallow ; nay, sometimes with Stones.
 “ The Beef would be so ill chosen, or
 “ so ill cured, as to stink many Times
 “ before it came so far as *Holland*, or
 “ at least not prove a Commodity that
 “ would defray the first Charge of the Mer-
 “ chant before it was shipt. Nay, I have
 “ known Merchants there fain to throw
 “ away great Quantities, after having
 “ lain long in their Hands, without any
 “ Market at all.” The same great Man
 Page 126. proposes a Way to remedy
 that Evil, which in Part was put in prac-
 tice in that Kingdom, and had all the
 Effects he proposed. While our People
 are left to make what Sort of Goods
 they please, and can buy Seals by the
 Bushel to put on such Goods, when and

as

(27)

as they please ; I say, when this is the
 Case, will it be any Wonder if *Spain*,
Portugal, or any other Countrey, is
 grown more cautious in their Dealings
 with us? When Duroys were first made
 in this Kingdom, they were worth from
 forty Shillings to three Pound *per* Piece,
 and were universally worn, not only
 here, but in *Spain*, *Italy*, *Portugal* and
 our own Plantations, by the most fa-
 shionable People in all those Parts; and
 in all Probability would have continu-
 ed to have been the Summer Wear of
 the greatest Part of those People, ’till
 this Time, had not our Manufacturers
 or Merchants given Encouragement for
 the making that very Sort of Goods, so
 very bad, that many Pieces of Goods
 of the same Denomination, marked with
 the same Seals, have been exported
 hence, which did not cost above one
 Half of that Price, yet have been sold
 abroad, as if they were really of equal
 Goodness and Value with the best ; and
 I wish with all my Heart that I had never
 seen the same Sorts of Frauds and A-

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buses in several others of our Woollen Manufactures.

If we as a Nation set up among other Nations any Manufactures, which they have been and yet are famous for, what more safe or more prudent Methods can be pursued than such as, if the whole Kingdom and Nation were to be considered as one Man, are obviously for his Interest and Advantage? Would it not be a private Man's Interest, though his Trade was ever so valuable or extensive, not only to make his Goods as well as he used to do, in order to supply his Customers, but likewise to take so much Care of his Business himself, that if but one single Piece of his Manufacture were not perfect according to the Pattern or Standard (which may possibly happen with the most careful) I say, would it not concern him that that Piece should not be sent to Market or to his Customer, lest he endangered the Loss of his Reputation? Or, if he were so negligent as to leave it to his Servants, he then would
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(29)

be in Danger of being abused, though he designed no Fraud himself; but if he put on, or tolerated (which is all one) false Marks, and tried all the Ways he could to cheat and impose upon his Customers, or permitted others to do it, I should not wonder if he lost his Business, and that his Customers left him to go to another; who though they knew that he could not serve them quite so cheap as the first could afford to do, yet as he used them honestly, they were at a certainty with him, and knew it would not be much more one time with another than the Sharper had made them pay. I say it would be no Wonder if such an one lost his Reputation so far, that none but Sharpers, like or worse than himself, would care to deal with him. The Reputation and Credit of private Men depends entirely upon their Justice and Punctuality; a Nation is but a great number of private Men. Hence may be seen the same Necessity for the Care and Oeconomy of the Whole, exactly in proportion to any Part, and that what is just and true in every Part thereof, is
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(30)

right and good for the Whole. This I think will shew the Reasonableness of our inspecting the Goodness of our Manufactures, and the Danger of leaving every one to himself, though it may be contrary to the Opinion of a Man who was generally in the right in his Thoughts about Trade.

The Act for burying in Woollen was past on purpose to consume our own Produce and Manufacture; but it would have been altogether as reasonable, with regard to the Price of our Corn this Year, to have ordered one twentieth Part of our best wheaten Bread to have been buried with the Deceased: And the last would have been just of the same Consequence, namely, both would have been wasted and lost to this Kingdom, as really as if any things of the like Value had been lost in the Ocean for ever; yet as one increases the Price of Wool, the other would do so of Corn. As by all such things as are wasted among our selves, the Kingdom is always so much poorer; so, for whatever

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is the neat Produce of any of our Manufacture sold abroad, the Nation is just so much richer. Other Ways of growing rich this Kingdom hath none, than by producing and manufacturing Goods, Wares and Merchandize for Exportation, to a greater Value than is consumed of all sorts of Goods, Wares and Merchandize imported. Therefore I wrote this, to shew which Way we may increase our Exports, and consequently our Riches.

F I N I S.

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