

portation have been in process of solution by the industry, skill and enterprise of our own citizens. Lands are cheap and inviting for homes and for larger enterprises. Forests of fir, spruce, cedar, cotton-wood, ash, maple and oak, need only the hand and the brain of larger numbers of intelligent artisans to mould them into utensils and vehicles, dwellings and warehouses, roads and bridges, ships and cargoes for our own and others wants. Resources, like these now open to us, are the factors of fortune in the older States and in foreign countries. They invite settlers to secure and work out like fruits here.

#### THE RELATIVE PROFIT OF SUCH INDUSTRIES.

It is known that labor puts the chief value upon everything we use and wear. It is not the amount of materials which the artisans of Old or New England work up, if wood, or iron, wool or cotton, or silk, but the amount of work and skill which they apply to elaborate those materials into engines and useful merchandise. The wool in a suit of clothes costs say one-tenth, and the manufacture and sale costs nine-tenths of what you pay for the whole suit. If you raise and send off only the wool, and buy and bring back the clothes, you must make your profit upon one-tenth of the value of the goods, while other persons make their profit on nine-tenths of the goods. Suppose you furnish the work for a stock of \$10,000 worth of goods in a store, your profit must be \$1,000. Commissions and transportation and storage may be \$3,000 or \$4,000 which would leave \$5,000 or \$6,000 for labor. Suppose that labor or manufacturing is done in another State, or in a foreign country, the \$5,000 or \$6,000 will be earned and spent there for the food, clothing, houses, schools, churches, books, papers, and all the comforts and luxuries, which every family needs, or desires. The result is that the manufacturing centres become densely populated; for the people can earn money daily for daily wants. This cash goes into circulation and pays the farmer, gardener, orchardist, florist, clothier, tailor, shoemaker, tinsmith, grocer, merchant, carpenter, printer, binder, blacksmith, watchmaker, baker, butcher, teacher, lawyer, minister, physician, druggist, oculist, banker, boatman, railroad-man, or whatever other trade

or profession is found in civil and social life. Ten dollars paid by one man to another in such a community will pass to another and so on, and thus in a few hours it will pay ten times its value. Ten dollars serve the purpose of a hundred perhaps in a single day. A thousand will in like manner pay up accounts of ten thousand, and five thousand put in circulation among workmen on Saturday night will pay \$50,000 of debts before a week passes. Such a community always have money to spend, because they can always earn it. This is the secret of the prosperity of England, Scotland and North Ireland. Glasgow, Dundee, Leeds, Sheffield, Manchester, Birmingham, Belfast and Lyons, are cities which have thriven and grown up from the fruits of labor alone. England imports the raw material at low rates, and works it up into machinery and fabrics for the markets at home and abroad. The fruit cans and fruit pastes and jellies in Glasgow are made from cargoes of fruits imported from the tropics. The cordage and sail cloth of Dundee are made from the coarse flax of Russia. The linens of Belfast are mostly made from fibre grown in other countries. The finest linen fabrics of Leeds are from Belgium flax. All these manufacturers rejoice to find a region that can raise good flax, which they can import at \$200 or \$300 per ton. They will add by labor 600 to 1,000 per cent. to the value of the raw material. With factories in full operation at home, and open, free markets abroad, they can win and absorb the wealth of the world.

What is true of wool and of woolen goods is true also of wooden and iron goods, of stone and clay, and of all manufactures. Employ a people even on small wages, and they will, if economical, prosper and become independent and rich. The gains are largely in favor of the artisans. But export raw materials, and you will soon spend your tenth in buying back the goods to which others by labor, skill, and care, have added nine-tenths.

#### EFFECT OF HOME INDUSTRIES UPON LOCAL VALUES.

It is population which gives value to land. The more farmers and farms, the higher land rises in market rates. Cultivation is better, products are more abundant, and in greater variety. Farm-

ing land in England, interspersed with large towns and cities, is worth from \$100 to \$500 per acre. In New England, farms, though of worn, thin soil, are held high, and were it not for cheap Western lands, prices would steadily gain with the growth of home industries. The same is true in New York, Pennsylvania, and Ohio. Lands in the Upper Mississippi valley advance in price with the increase of manufactures. The reason is plain. The producers of foods, of the lumber, and metals, and clays, and stone, and other materials for labor, find a quick and profitable home market. This keeps money in circulation all the year. Every worker and producer shares in the payments, and becomes a good purchaser, and thus real estate advances steadily. This prosperity brings more of the comforts, and refinements, and luxuries, and independence of life, to every industrious and prudent family. Contrast this with the sale and export of raw materials to be worked into fabrics and merchandise by foreign artisans, while we pay out all the income of our fields, pastures, forests, mines and fisheries year after year to buy our clothing, furniture, utensils, farming implements, machinery, and many articles of food, and all of our luxuries. It is not strange that we have hardly enough left to pay taxes. It is not strange that farms are mortgaged for foreign gold. It is not strange that manufacturing countries like England, France and Germany, who have to buy 200,000,000 of bushels of our wheat on account of their poor harvests are yet able to pay us in goods, and to win back their gold, and thus turn the tables upon us who are mostly producers of the raw materials. The New England and Middle States have become able to compete with foreign manufacturers in a few lines of goods, and thus save their money at home, or win it back, but the Western farmer, and especially the farmers of the Pacific Northwest, and all the people with them, are held at the mercy of the foreign manufacturer, and the money lenders. Merchants perform the exchange and get their commissions, and win or lose just as the markets turn. The chief facts are that the manufacturer puts from fifty to sixty per cent. of the value on all goods that we buy, or use by his labor and skill, upon them. In some cases he