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First to show the general means whereby a kingdom may be enriched, and then proceed to those particular courses by which Princes are accustomed to be supplied with Treasure. But first of all I will say something of
1) England’s Treasure by foreign-trade. Ashley’s Reprint. P. L.
The love and service of our Country consisteth not so much in the knowledge of those duties which are to be performed by others, as in the skilful practice of that which is done by ourselves; and therefore (my Son) it is now fit that I say something of the Merchant, which I hope in due time shall be thy vocation: Yet herein are my thoughts free from all Ambition, although I rank thee in a place of so high estimation; for the Merchant is worthily called the Steward of the Kingdome Stock, by way of commerce with other Nations; a work of no less Reputation than Trust, which ought to be performed with great skill and conscience, that so the private gain may ever accompany the Publicke good. And because the nobleness of this Profession may the better stir up thy desires and endeavours to obtain those abilities which may effect it worthily, I will briefly set down the excellent qualities which are required in a perfect Merchant.
thus have I briefly shewed thee a pattern for thy diligence, the Merchant in his qualities; which in truth are such and so many, that I find no other profession that leadeth into more worldly knowledge. And it cannot he denied but that their sufficiency doth appear likewise in the excellent government of State at Venice, Luca, Genona, Florence, the low Countreys, and divers other places of Christendom And in those States also where they are least esteemed, yet is their skill and knowledge often used by those who sit in the highest places of Authority. It is therefore an act beyond rashness in some, who do disenable their Counsel and judgment (even in books printed) making them uncapable of those ways and means which do either enrich or empowerish a Commonwealth, when in truth this is only effected by the mystery of their trade, as I shall plainly shew in that which followeth. It is time indeed that many merchants here in England find less encouragement given to their profession than in other Countreys, and seeing themselves not so well esteemed as their Noble Vocation requireth, and according to the great consequence of the same, doe not therefore labour to attain unto the excellency of their profession.
Behold then the true form and worth of foreign trade, which is, "The great Revenue of the King, The honour of the Kingdom, The noble profession of the Merchant, The School of our Arts, the supply of our Wants, the employment of our poor, the improvement of our Lands, The Nurcery of our mariner, the walls of the Kingdoms, the means of our Treasure, the Srimens of our wars, the terror of our Enemies." For all these great and weighty reasons, do so many well governed States highly countenance the profession, and carefully cherish the action, not only with Policy to encourage it, but also with power to protect it from all foreign injuries: because they know it is a Principal in Reason of State to maintain and defend that which doth support them and their estates.
The prodigious increase of the Netherlands in their Domestick and Foreign Trade, Riches, and multitude of Shipping, is the envy of the present, and may be the wonder of all future Generations: And yet the means whereby they have thus advanced themselves, are sufficiently obvious, and in a great measure imitable by most other nations, but more easily by us of this Kingdom of England; which I shall endeavour to demonstrate in the following discourse.

Some of the said means by which they have advanced their Trade, and thereby improved their Estates, are the following.

First, they have in their greater Councils of State and War, Trading Merchants, that have lived abroad in most parts of the world; who have not only the Theoretical knowledge, but the Practical Experience of Trade, by whom Laws and Orders are contrived, and Peaces with foreign Princes projected, to the great Advantage of their Trade.
Improvement by sea and land, to undo the Dutch union of
England, Philanthropy (1690) on the advancement of
princes of the Netherlands (1697) Essay upon the advancement of trade in
England's interest and improvement (1663) Temple of
Tradesmen's Jewel (1699) Thomas Violet, Merchant of
Porter, Advancement of merchandise (1691) Madison: Bridges looking in and
of commerce (1699); Treasure of traffick (1697)

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In trade there may be likewise said to be two kinds, the one trade at home, one with another: the other our trade, or traffick abroad with strangers. And in each of these particulars, by the bounty of nature and divine providence, this nation doth not only equal any neighbour country, but far excels in all the most profitable advantages.

France we know to be a nation, rich, populous and plentiful; and this one by the measure of its own store, raised both by the fruit of the soil, and industry of the people. ......... ....... Holland hath not much of its own store, especially not answerable to supply the wants of that nation; and yet by their industrious diligence in trade, they are not only furnishad with whatsoever the world affords and they want, but by the profit of their trade they excel in plenty and riches, all their neighbour nations.

Two things therefore appear to be chiefly necessary, to make a nation great, and powerful; which is to be rich, and populous; and this nation enjoying together all these advantages, with part whereof only, others grow great and flourishing: and with all, a Prince, who above all things delights and glories in his peoples happiness: this


It is and interest more than reason commonly sways most men's affections. Why be something remote from them that promise it but the mischief known and certain to them that opposite, unless it be something new and all the more advantageous for public good? for commerce it is but coldly proceeded, because the benefit may pass.

The public's interest will be made to hinder the public's gain, from whence proceeds the ill success that commonly but private advantages are often indispensable to public profit. For in what any single person shall be a loss,

...nation can expect no less than to become the most great and healthful of all others.
dommage de l' autre (Cotton

Demades, Athenien, condamna un homme de sa vie qui faisait mestier de vendre les choses necessaires aut

enterrements, soubs tuestre de ce qu'il en demandoit trop de proufit, et que ce proufit veluy pouvoit venir sans la

mort de beaucoup de gents: ce injemement simple estre mal pris; d'autant qu'il ne se fait et anlcon proufit qu-

an dommage d' autrui, et qu'à ce compte il faudroit condemner toute sorte de gange. Le marchand ne

faict bien ses affaires qu'à la desbauche de laiemesse; le laboureur, à la cherté des bleeds; l'architecte, à la ruyne

des maisons; les officiers de la justice, aux procet et querelles des hommnes; l'honneur mesme et pratique des

ministres de la religion se tire de nostre mort et de nos vices; nul medicin ne prend plaisir à la sante de ses amis

mesmes, dit l'ancien comique grec; ny soldat à la paix de sa vie: ainsi du reste. Et qui pis est, que chacun se

sonde au dedans, il trouvera que nos souhaites interieures, pour la pluspart, naissent et se nourissent aux despens

d'autrui. Ce que considerant, il n'est venune fantasie, comme nature ne se desment point en cela de sa generale

police; car les physiciens tiennent que la naissance, nourrissement et augmentation des chasque chose, est l'ateration

et corruption d' une aultre.12)


When I assert that Vices are inseparable from great and patron societies, and that it is impossible their Volunteers


9) Literature. P. 352) 171.


5) Literature. P. 352) 171.

4) Literature. P. 352) 171.

3) Literature. P. 352) 171.

2) Literature. P. 352) 171.

1) Literature. P. 352) 171.
if laying aside all worldly Greatness and Vain-Glory, I should be ask'd where I thought it was most profitable
that Men might enjoy true Happiness, I would prefer a small peaceable Society, in which Men, neither envy'd nor
esteem'd by Neighbours, should be contented to live upon the Natural product of the Spot they inhabit, to a vast
Multitude abounding in wealth and Power, that should always be conquering others by their Arms Abroad, and
debauching themselves by Foreign Luxury at Home.

So vice is beneficial found,
When its' by Justice lost and bound.
Nay, where the people would be great,
As necessary to the State,
As Hunger is to make 'em eat.
Bare Virtue can't make Nations live.
In Splendor, they, that would revive
A Golden Age, must be as free,
For Acorns, as for Honesty.

Shopkeepers' nation

20) P. 12.
21) P. 24.
Since the ground of Trade cannot be deduced from Havens, or Native Commodities; it were not amiss to consider, from what other source it may be more naturally and certainly derived. For if we talk of Industry, we are still as much to seek what it is that makes people industrious in one Country, and idle in another, because, whereas all things necessary to life become dear, and all men who have possessions are induced to Parriety, but those who have none, are forced to industri and labour, else to want. Bodies that are vigorous fall to labour.

24) Zur Geschichte der englischen Volkswirtschaftslehre. S. 125.
Such as are not, supply that defect by some sort of Inventions or Ingenuity. These Customs arise first from Necessity, but increase by Imitation, and grow in time to be habitual in a Country; And wherever they are so, if it lies upon the Sea, they naturally break out into Trade, both because whatever they want of their own that is necessary to so many men’s lives, must be supplied from abroad; and because by the multitude of people, and smallness of Country, Land grows so dear, That the improvement of money that way is inconsiderable, and so turns to Sea, where the greatness of the Profit makes amends for the Venture.

And whilst no great Riches are seen to enter by Publick Payments into private Purses, either to raise Faniches, or to seed the prodigal Expences of vain, extravagant, and luxurious men; But all Publick moneys are applied to the Safety, Greatness, or Honour of the State, and the magistrates themselves bear an equal share in all the Burthens they impose.
Holland is a Country where the Earth is better than the Air, and Profit more in request than Honour; where there is more Sense than Art; more good Nature than good Humour; And more Wealth than Pleasure; where a man would choose rather to travel, than to live; shall find more things to observe than desire, And more persons to esteem than to love.

But the same Qualities and Dispositions do not value a private man and a State, nor make a Conversation agreeable, and a Government greater: Nor is it unlikely that some very great king might make but a very ordinary private Gentleman, and some very extraordinary Gentleman might be capable of making but a very mean Prince. 304

303 The Causes of their Fall in 1672. Sec. Ch. P. 259, et seq. 304 Chap. VIII. The Causes of their Fall in 1672. Sec. Ch. P. 259, et seq.
The Preface. 1

...
so prodigiously Rich and Powerful on a sudden (I mean the French and Dutch)........ The Nations and Races of people are the same, and the countries of England, France and Holland, stand where they did, they are not removed an Inch; nor do the English seem to have lost their understandings; they are as cunning in their private Contracts as ever, and appear nothing inferior to the French and Dutch in most parts of Literature.

England's Improvement by Sea and land: to outdo the Dutch without fighting, to pay debts without moneys, to set at work all the poor of England with the Growth of our own lands, to prevent unnecessary suits in law; with the benefit of a voluntary Register: Directions where vast quantities of Timber are to be had for the building of ships; with the advantage of making the great rivers of England navigable: Rules to prevent fires in London, and other great cities; with Directions how the several companies of Handicraftsmen in London may always have cheap bread and drink. London 1677 Part. II. London 1681
Reader, thou must take notice that all Kingdoms and Commonwealths increase in Strength and Riches, according as they are situated for Trade, and do convenience themselves with just and equal Laws and Customs, whereby they outdo the rest of their Neighbours. We see of late years what great Contests and bloody Wars have been betwixt England and Holland, and all to obtain the Mistress called Trade. Sometimes the English Merchants complaining how the Dutch out-trade them, and that they are not able to live. And so in process of time they and others under pretence of ascertaining the Merchants Rights blow up a War betwixt England and Holland, which hath seldom been composed with a Peace but the Merchant goeth by the worst, and the People of England seldom bettered, or the Trade advanced. And it being my fortune to be travelling, and at Draysden the Duke of Saxony's Court, when the sad News came of the Dutch burning our ships at Chattam, I made it then my business amongst other things I was employed in, to observe as far as I could how and which way the Trade of England might be improved and advanced...............it appeared to me that though we could not beat them with fighting, yet on the other hand it was as clear to me that we might beat them without fighting; that being the best and justest way to subdue our enemies.
To beat the Dutch with Fighting is difficult, by reason of the great Advantages they have by their Sands and Holds all along the German shore, from the mouth of the Texel, and other Holland rivers, unto the mouth or Influx of the Elbe; and within these Sands and Holds they lye close and safe as long as they please, and we cannot come at them with our Ships; the Reason is, we draw five foot water with our Ships more than the Dutch do with theirs; and we must lye beating at Sea, and receive all Storms and Accidents that the Seas and our Ships are lyable to, while the Dutch are at Anchor within their defensible Sands and Holds, and upon their own coasts, and there with ease may take in and be supplied with all manner of Annunciation, Provision, and Men, with all other things they stand in want of. And when the wind blows strong at East, we must bear away, and cannot keep our Station. The same wind that blows our Ships off, blows the Dutch out, and if they have a mind to follow us, they may, and when we are within some of our Bays they may come at us with ease: And as I said before, the reason is, we draw five foot water more with our Ships, than the Dutch do with theirs: They build for their shores and Harbours, and we build for ours; and we see by experience they make their sea water only defensive, and so will do until they find themselves strong enough to venture to fight at half Sea.
have been agreed upon, and some good Laws made to encourage Trade and the several articles into which the productions of these Islands may be divided. And we have been fortune enough to have the means of being able to trade to a great extent with the East and West Indies, and to have been able to do so with the greatest advantages to ourselves. It has been the design of our Neighbours for this long past year to prevent us from doing anything which would be injurious to their interests and which they would not themselves be willing to do. To beat the Dutch with anything so as to force them from their belov'd interests and declare (which is Trade)
and her Predecessors. London 1714

Differences with Holland, in which this maritime State, lie in the Dominions of the Sea so disposed, instead of the Novel

Papers and Improvements of Discoveries, Wars and Conquests at Sea, from the Beginning of Navigation to this Day.

Navigation and Commerce, their Original and Progress, containing a Second Account of Trincomalee (in General).
To demonstrate this in a most conspicuous instance, we need look no farther than Holland, of which ferile or enchanted Spot, 'tis hard to decide, whether its wants, or Abundance are really greater, than any other countries under Heaven; since, by the quality, and other circumstances of Situation it affords neither Grain, Wine, Oyle, Timber, Mettal, Stone, Wool, Hemp, Pitch, nor almost, any other Commodity of use; and yet we find, there is hardly a Nation in the world which enjoys all these things in greater affluence: and all this, from Commerce alone, and the effects of Industry, to which not only the Neighbouring Parts of Europe contribute, but the Indies, and Antipodes: so as the whole world seems but a Farm, scarce another province to them: and indeed it is that alone, which has built, and peopled goodly Cities, where nothing but Rushes grew. 323

A. treatise wherein is demonstrated that the church and State of England are in equal danger with the Trade of it. Treatise I. London 1671

(2) Reasons of the Increase of the Dutch Trade wherein is demonstrated from what causes the Dutch govern and manage Trade better than the English; whereby they have so far improved their Trade above the English. Treatise II. London 1671

(3) England's Improvements in Two parts. In the former is discoursed, how the Kingdom of England may be improved in Strength, Employment, Wealth and Trade, by increasing the Value of Lands, the revenues of the Crown and Church, Peace and Amity with foreign nations, without any charge to the subject. In the latter is discoursed
how the Navigation of England may be increased and the Soveraignty of the British Seas more secured to the Crown of England. Treatise III. London 1675

(4) How the Navigation of England may be increased and the Soveraignty of the British Seas more secured to the crown of England. Treatise IV. London 1675

So as, Reader, thou mayest understand, and that by demonstration, in the former treatise, from what causes, and by what means the English Nation is become so degenerate in strength, Wealth and Trade. In this thou mayest understand by what means and degrees the Dutch in less than 100 years have attained such prodigious Riches and Strength by Trade: we have little left but the French and Canary Trades (wherein we undo ourselves) and the Trade of our manufactures and Plantations. And in these two the Dutch may outdo the English in Foreign Trade, if their charge in acquiring them does not exceed their charge otherways. And herein they may clearly out-do the English, if it be true, as is said, That in them English Factors Trade in their own Names. Yet upon the account of Dutch Merchants; whereby it much more comes to pass, which Sir Walter Raleigh long ago observed, that our Sea and Land commodities serve only to enrich and strengthen other Countries against our own.
This is a very remarkable fact! Its author having been very far in advance of the preludes of his time. Were

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