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Although an American writer, he by no means approves America's trade policy.

In the United Kingdom at the present time the economic arguments for protection appear to be taking a minor place, and emphasis is being laid on the political or military arguments. National, or rather Imperial, self-sufficiency is urged as the only sure defence against Germany in the future, especially in view of the sinister aims believed to underlie her trade policy in the past. One does not expect this aspect of Protection to be analysed in all its bearings in an economic treatise, perhaps least of all in an American one, but considering the importance it is assuming one would like to see it dealt with rather more fully than in the book under review.

Mr. Brown's treatment of the general theory of international trade, and of State interference therewith, is clear and concise, and the book may prove a strong competitor to Professor Bastable's treatise on the same subject. A.D.W.

11.—I. *The Handicap of British Trade, with special regard to East Africa*. By W. H. Hooker. With a foreword by Charles E. Musgrave. xi + 143 pp., 8vo. London: John Murray, 1916. Price 2s. 6d. net.

II. *Notre commerce d'exportation avant, pendant, et après la guerre*. Par Adolphe Landry. 243 pp., 8vo. Paris: H. Dunod et E. Pinat, 1916. Price 4 fr. 50.

Mr. Hooker and M. Landry have a common aim, to extend the export trade of their respective countries, largely at the expense of Germany, but the scope of their books, and their method of treatment, are very different.

I. Much is being written on trade during and after the war. A good deal of this is to advance pet doctrines entertained by the writers, and the suggested means of improvement are frequently on the grand scale—scientific tariffs, State ownership of railways and steamships, State establishment of “vital” industries. Discussion of all such topics is desirable in every way, but it is also well that we should occasionally hear the person who has no theories or State policies to advance, but who can show that the wheels of commerce might run better if a piece of grit were removed here, and a drop of oil added there. We regard Mr. Hooker as fulfilling this function.

He is an exporter who feels very keenly the restrictions and difficulties under which external trade is at present carried on. He is anxious that we should get a good share of the former export trade of Germany, which is, or rather was—the United States of America, Holland, and other countries are already annexing it—going begging. But in his efforts to secure a personal share in this trade, or even to keep his pre-war business going, Mr. Hooker finds himself hampered at all points. The war is, of course, responsible for many of the difficulties, but public authorities, manufacturers, shipowners, and exporters themselves, all come in for blame. The manufacturer frequently imposes very onerous terms of business, disclaims responsibility for the carriage of his goods to the ship, is careless in

invoicing his goods, and unenterprising in cataloguing them. The shipowner is not obliging enough in what he will carry, and often shuts out British goods while accepting foreign. The exporters are lacking in combination and mutual helpfulness. Of course, there are exceptions. The Government's contraband regulations and export licensing system are declared to be harassing and vexatious, and the requirements of the Customs Department and other authorities too exacting. (Mr. Hooker questions the legality of the Customs practice of fining exporters for errors in specifications. But what the Customs do is to mitigate a much heavier penalty to which the exporter renders himself liable under the Customs laws.)

We doubt whether Mr. Hooker has made out a good case against the Government Departments. After all, they have to watch closely an export trade (besides an import trade) aggregating some five hundred millions sterling in a year, and involving the scrutiny of millions of documents, and it is not often an easy or practicable thing to delegate power to relax, in matters of apparently small consequence, a rule or requirement designed for larger purposes. The Departments have no desire to throttle our export trade, rather the reverse, but they are responsible for seeing that this trade does not run counter to the Government's war policy, even if it means holding up the export of a fiddle string. This argument may not appease Mr. Hooker, but we think it must be held to excuse many things that may appear to be harsh or unnecessary to individual exporters.

The shipowners and manufacturers also, no doubt, could say something in defence of themselves. But Mr. Hooker makes a large number of good points, and is ever ready to suggest a way of reform or amelioration, frequently by reference to Germany's methods of doing business. He sums up much that is true in the sentence: "The Germans make business, while we expect it to come 'to us'" (p. 62). German civility and British indifference, to put it no worse, are well illustrated in the author's story of the export of two launches (p. 63). The entertaining chapter about British manufacturers' catalogues, invoices, &c., is sound sense, and emphasises what many a consul abroad has written. The whole book, in fact, deserves consideration by those interested or concerned in the subject-matter.

II. M. Landry's book is one of a series designed to impart knowledge and ideas on current questions of the day, and the particular subject discussed in this book is the export trade of France and its future prospects. The author's survey is wider and more general than Mr. Hooker's, and his suggestions often involve questions of policy. In some respects the indictment he brings against the French manufacturer and merchant is the same as that brought by other persons against the British. For example, M. Landry deplores lack of initiative among his compatriots, and failure or refusal on their part to adapt their wares to the local tastes of the overseas markets which they seek to supply.

Germany, the arch-enemy, is constantly cited as an example to copy, and as the country whose trade must be captured. German trade and French trade before the war were largely competitive, *e.g.*, coal, iron, machinery, paper, glassware, were important exports of both. On the other hand, British, and to a less extent United States, trade is said to be largely complementary to the French, *e.g.*, foodstuffs are a considerable item among French exports, but are of much less importance in the British export trade. Raw materials and partly manufactured articles enter largely into the latter, while finished articles, especially articles of luxury, fill a large place in the French exports. We are afraid that this view of French and British exports is tinged with the desire to avoid revealing any cause of rivalry between the two countries, but such rivalry in trade surely exists, and is likely to grow, especially if both countries are out to capture German trade. But however this may be, M. Landry directs attention mainly to the competition of Germany. He contemplates a renewal of trade relations with Austria-Hungary and Turkey, partly because their competition is not feared, partly because the antagonism to them is feeble compared with that felt towards Germany.

The greatest interest of the book lies in the author's statement of the difficulties that will confront France in her efforts to build up again and enlarge her export trade, and his suggestions for securing the end in view. Germany at the close of the war will find her means of manufacture largely intact, and will possess a stock of goods for exportation, produced during the war. (Great play has been made in our own country with this alleged stock of goods in Germany all ready to flood the markets of the world on the conclusion of peace, but so far no proof of its existence seems to have been adduced.) France, on the other hand, will be handicapped by the exhaustion of her pre-war stocks of goods, except perhaps certain articles of luxury; by the destruction of some of her means of production—factories will be ruined, labour reduced in amount and partly disabled, many of her leaders in industry killed, raw materials lacking; and by the insistent demands of the home market, which will tend to absorb the available activities of the country.

But there is no cause for despair if France bestirs herself, and begins to prepare now for the coming commercial struggle. Among the many suggestions discussed by M. Landry are the establishment of free trade zones, the simplification of bonded warehouse regulations, through transport rates, the establishment of direct lines of French steamships with Russia and certain other countries, the improvement and extension of credit facilities for exporters, including the foundation of special "banks" for their assistance, the functions of which are to be much wider than those associated with banks in this country. The State's part is a Minister of Commerce holding high office, and endowed with ample powers for co-ordinating work now performed by various public departments, and for fostering the export trade.

The question of tariffs and Customs regulations is very briefly noticed. The desirability is urged of reciprocal concessions between

France and Russia, but we do not read of any intention to modify the French Customs in favour of the United Kingdom.

The book is evidence of the widespread interest being taken in questions of trade, and will provide the French politician with plenty of matter for discussion.

A.D.W.

12.—*Law and Order in Industry; Five Years' Experience.* By Julius Henry Cohen. xviii + 292 pp., 8vo. New York: The Macmillan Co., 1916. Price 6s. 6d. net.

In 1910 there were 1,696 collective agreements in Great Britain involving 2,400,000 persons; in the same year there was established the principle of collective bargaining in the cloak and suit industry of New York, and the story of its working is the theme of this book. One's first reflection is that America's claim to be the leading industrial country and the home of liberty and comfort and all the rest of it seems to consist mainly in stumbling along at an immodest distance behind Great Britain. The second is that Dr. Dana Durand's protest (in his recent book on *The Trust Problem*) that the United States have not yet made a full trial of competition is singularly ill-timed. In the garment industry of New York anarchy ruled among the employers, anarchy and violence among the employees. The year 1907 saw a bitter strike because a factory owner altered the dinner-hour of his "hands" in order to prevent the women from thronging Fifth Avenue and interfering with the comfort of the lady customers of the department stores. In 1910 there was a bitter strike in the cloak and suit industry for the "closed" or "union" shop, involving nearly 60,000 people. The union ultimately withdrew their claim, and the best of the employers being sick of anarchy and warfare, a "Protocol Agreement" of peace was signed on September 2. "By this document there was created a Board of Arbitration, "consisting of the appointee of both sides and a third person chosen "by both, a Board of Sanitary Control made up of representatives "of the employers, workers, and the public, and a Board of Grievances "made up of representatives of both sides."

The Board of Sanitary Control was most successful, although State and local inspection had broken down. "Under the "jurisdiction created by the few lines in the Protocol, this institution "had raised the sanitary standing of the entire city, affecting the "health and lives of not less than eighty thousand workers, had "established a system of regular fire-drills, a system of careful medical "examination for the workers who applied for it, had created a "Sick Benefit Fund, had worked out measures for fire protection, "first aid to the injured, had studied a plan for insurance against "tuberculosis and other infectious diseases, and had given instruction "in hygiene to the workers themselves." Voluntary effort, in fact, came to the rescue of a broken-down government. The Board of Grievances dealt with shop questions, and followed the Lancashire plan of enquiring by "clerks" or official representatives of both sides,