

this went a great way in overcoming their rival's weight of numbers. Joncaire boasted of this to Washington, when this Virginian messenger went to carry the warning of Dinwiddie. Pownall understood it, when he said that Canada did not consist of farms and settlements as the English colonies did, but of forts and soldiers. "The English cannot settle and fight too," he adds. "They can fight as well as the French, but they must give over settling." Thus the two peoples, seeking to make the new world tributary to the old, sought to help their rival claims by gaining over these native arbiters. It was soon seen that success for the one side or the other depended largely on holding the Indians fast in allegiance.

The savage is always impressed by prowess. The French for many years claimed his admiration through their military success, and the English often lost it by lack of such success. In personal dealing with the savage, the French always had the advantage. They were better masters of wiles. They knew better how to mould the savage passions to their own purposes. With it all, they were always tactful, which the English were far from being. William Johnson, the astutest manager of the Indians which the English ever had, knew this thoroughly, and persistently tried to teach his countrymen the virtue of tact. It was not unrecognized among his contemporaries that Johnson's alliance with a sister of Brant, a Mohawk chief, had much to do with his influence among the six nations.

"General Johnson's success," wrote Peter Fontaine, "was owing under God to his fidelity to the Indians and his generous conduct to his Indian wife, by whom he hath several hopeful sons, who are all war-captains, the bulwark with him of the Five Nations, and loyal subjects to their mother-country." This Huguenot, Fontaine, traced much of the misery of frontier life to the failure of the English to emulate the French in intermarrying with the natives, and he, curiously rather than accurately, refers the absence