

(From The Monetary Times, 4th July, 1902).

### HUMBUGGING THE ENGLISHMEN.

It is great fun, sometimes, to make jokes of the ignorance displayed by John Bull as to his colonies. There is so much that English people generally do not know about the actual conditions of life in Australia, South Africa and Canada, that it is easy to mislead some of them without respect to the real state of commerce and manufacture. This being true, one can understand that any shyster, who is unscrupulous enough to take advantage of their want of knowledge, may by ingenious eloquence convince them that money is to be made in Canada, as commercially a virgin land waiting for the offer of Old Country merchandise. And some Canadians have been for a year or two busy in taking advantage of that faith and urging British manufacturers to send out to Canada circulars, catalogues, samples of goods which are already made plentifully in the Dominion, and of goods which have no chance of ever being bought in Canada.

Months ago, a partner in a prominent Toronto hardware house complained to us of the quantity of letters, circulars, samples, that were being received week after week by them from firms in Sheffield, London, Manchester, Wolverhampton, Glasgow, in whom they had no possible interest, asking the Toronto house to distribute these documents and samples. The reason given by these English firms for the liberty thus taken was that a certain Montreal weekly journal had recommended the Toronto house. A Montreal concern wrote us, during the winter just past, that they were in receipt of much correspondence and many circulars from English houses about matters in which they had no concern, requesting their distribution around Montreal and accompanied by the assurance that another weekly journal, published in that city, had recommended such British houses to write "in