

which he sent us only contained the names of about four firms which might be likely to use our class of goods. . . . We came to the conclusion that we had been duped, and decided not to spend any money in circulating the firms he gave us. . . . He is certainly doing a great deal of harm to the small tradesmen in this country; and the larger firms will be very reluctant in placing advertisements even with journals in your country which may be deserving of patronage. . . . Canadian journals ought to expose the greasy man's methods of business to the English press. We thank you for your clear article; you have done the English manufacturers a very great service."



(From The Monetary Times, 3rd October, 1902).

**"HUMBUGGING THE ENGLISHMEN."**

This disreputable business still goes on, of pretending to foster British trade with Canada by promising exporters lists (which prove to be untrustworthy), of Canadians likely to be customers. We are this week in receipt of a letter forwarded to us by a large wholesale dry goods house in an Ontario city. This letter is from an English firm of varnish makers, dated London, England, 4th September, and addressed to the wholesale dry goods house we have described above. We give it in full, suppressing names and places:

Messrs. ———, Ontario,—

Dear Sirs,—We have been referred to you by the editor of the ——— of Montreal, who has been to our place and authorizes us to refer you to his office in Montreal, as Canadian reference for us, and we should be glad to learn by return of post whether you could handle our Camphorated Wax Polish or our Varnish Stains, under the new Canadian tariff. We are sending a 3d. tin of Wax Polish, and shall be glad to furnish any other sample you may desire. Your correspondence shall have our careful attention.

Yours faithfully,

—————  
We must assume that the dry goods importers thus addressed did not care to be bothered buying varnish stain or wax polish, and were not even at-