

Numerous letters have reached us this week from manufacturers in London, Manchester, Sheffield, Bolton, and other English towns, thanking the Monetary Times for having, in this article, exposed the disreputable methods employed in England by a canvasser or canvassers for two Montreal trade journals. We give extracts from several of these letters. One of them, it will be observed, states the canvasser said he was connected with the Canadian Government, just as an Edinburgh manufacturer of last year was told by the same canvasser, that the journal he represented was subsidized by the Canadian Government. The audacity of the man is colossal. One of the Sheffield firms—three have written us from that city—a cutlery house, writes:

"We beg to endorse the contents of the two letters you have printed. Fortunately, we did not send copies of our costly catalogue to more than a dozen firms, although we went to the expense of making copies of a particular form of letter. However, we destroyed these when we noticed that we had not received a single enquiry or order as the result of our advertising. Needless to say, we have cancelled our advertisement and refused payment altogether. We, too, would thank you for the service you have done for English manufacturers."

A manufacturer of cast steel writes:

"In your issue of July 4th, I note 'Humbugging the Englishmen.' It had occurred to us that the gentleman in question was a humbug, but not until after we had given him an order for advertising. We have cried off with the paper, the ~~—~~, but they still insert the advertisement. We are not going to pay unless we are compelled. It certainly is no good to us. Again thanking you for your favor, etc."

From Bolton, in Lancashire, a firm of tool makers write, on 17th July:

"We have just received a copy of your journal and note the article on page 18. We can corroborate the statements made in the two letters given as illustrations. The greasy-faced man with his diamonds called upon us last September with the very plausible remark that he was connected with the Canadian Government. We gave him an order for 52 insertions, which concludes in September. The list of 100 firms