

and it would be very difficult to sell us anything else. The 33 1-3 per cent. preference in favor of British goods doesn't cut any figure at all in this particular business, as anybody who is in the business and owns machinery in this part of the world can tell you.

The foregoing correspondence has been forwarded to us, with the request expressed below: "We wish, if you have a spare copy of the Monetary Times, in which you expose the methods of a certain Canadian publication, you would send one to this English firm. You deserve the heartiest commendation for the service you have rendered the British manufacturer in bringing these offenders to public notice, even at this late day. In our opinion, it is a very serious reflection on the capacity of the British manufacturer that he would allow himself to be taken in by such flabby argument. The average Canadian schoolboy would have exhibited more perspicacity under similar conditions."

There is something to be said for the British export thus solicited for trade, and our correspondent does not make enough allowance for the circumstances: Let us illustrate:

Merchants in London, or Yorkshire, or the black country, read in their journals of Canada as growing, growing fast; they have heard of her as sending troops to help the Motherland in South Africa; they also know of her having voluntarily given the United Kingdom a preference of 33 1-3 per cent. over other countries by her tariff on imports. All these things create a friendly impression in their minds about Canada. So that, when a sleek, pompous, jewelled canvasser, with a gold-headed cane and resplendent equipage, comes along and presents his card and credentials—among the latter being the names of two ministers of the Crown in Canada—the minds of the British merchants have been favorably impressed in advance, and they listen to his tale. He assures them that he is an emissary of the Canadian Government, that his journal is subsidized by that Government (witness the