

Taking it by and large Mr. George W. Fowler, Conservative M.P. for Kings and Albert, N.B., appears to have been the most uniformly and phenomenally successful member of the Foster group. He appears to have unloaded more property on the Union Trust Company, and to have relieved them of more surplus cash than anyone else on record. Indeed it is not recorded that he ever tried to sell the Trust Co. anything and failed, or that he was ever forced or asked to take less than he demanded.

George does not owe his success to the smallness of his operations or the fewness of his ventures. On the contrary, there was always "something doing" in that quarter, and usually something of more than ordinary proportions. Nor did he confine his attention to a single line and rely on practice to produce perfection. He took up the cause as "to the manner born" and appears to have been equally at home in securing "the best that is going" from Sir Thomas Shaughnessy and in negotiating with Peter Ryan for duplicate agreements of sale.

Certainly he never resorted to cutting prices to force sales, though the temptation must sometimes have been strong. When the C.P.R. land deals were on the carpet, for instance, the syndicate had put up their cash assets, \$6,000, and had raised \$16,000 more on the endorsement of Mackenzie & Maun to complete the down payment. A few weeks later they were obliged to get Mackenzie & Mann's backing for \$40,000 more, and still there was \$56,666.66 due only a month ahead. Where was this to come from? Would Mackenzie & Mann back them again? Would the C.P.R. wait? And if not what would happen? Well, pretty nearly anything might happen. The strain must have been terrible. The sale must be made in a month. But did George cut prices? Not a bit of it. He marked the property up \$1.00 per acre and conducted the deal as coolly as though he had eternity to play on, and no interest charges.

To be sure there was no feature in his favor. His customers had ample funds and had also very generous views regarding prices. They never were broke nor hard run; neither did they quibble or dicker. With the resources of the Foresters at their command they were not disposed to count a dollar here or there of much consequence. They simply paid over the money and took the goods. What more could a salesman ask? Allowing for this, there is credit coming to George W. History does not record that he was ever worsted in a financial bout with Mr. Foster or that he ever besieged the Union Trust in vain.

Despite the "rake-offs" he took from the funds of the Union Trust, the "rake-offs" Mr. Fowler divided with him, and the "rake-offs" he gathered from the speculations financed by the Union Trust, Mr. Foster declares that he is a poor man.

Then where did the money go?

These transactions were carried on preceding and during the general elections of 1904. During that campaign constituencies in every province from sea to sea were flooded with Opposition campaign funds.

Where did this money come from?

If Mr. Foster did not keep his "rake-offs" what would he be most likely to do with them? The success of the Opposition meant that Mr. Foster would become Minister of Finance.

What for?

DO THE PEOPLE OF CANADA WANT THEIR MONEY HANDLED BY FRENZIED FINANCE METHODS FOR THE SOLE BENEFIT OF MR. FOSTER AND HIS GROUP OF FRIENDS?

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