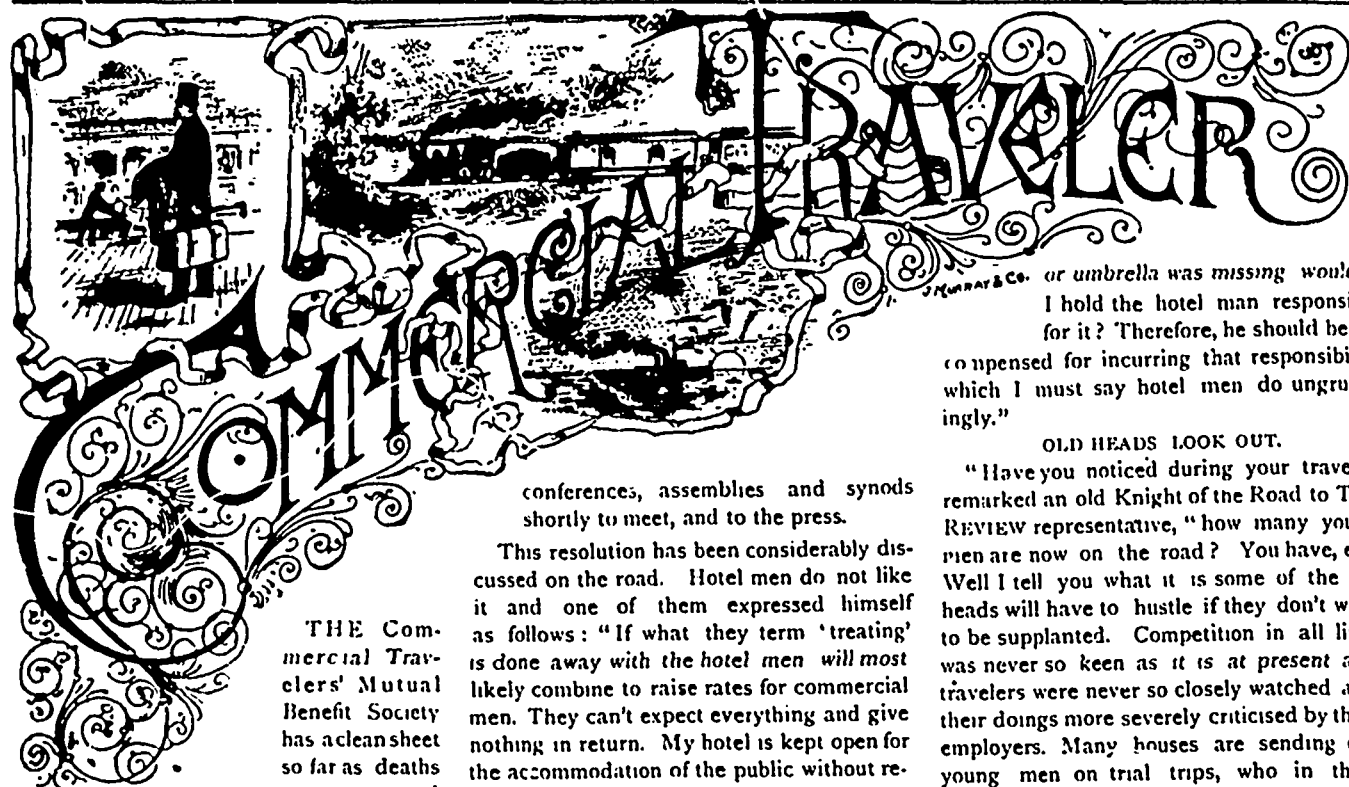




THE Commercial Travelers' Mutual Benefit Society has a clean sheet so far as deaths are concerned

since our last issue. Applications for membership are coming in freely which is a very good sign.

THE TREATING CUSTOM.

On May 2nd a mass meeting was held in Victoria Hall, London, Ont., under the joint auspices of the Commercial Travelers' Circle and the London Temperance Union, to inaugurate a movement against the custom of "treating" with intoxicating liquors. Mayor Taylor occupied the chair. After addresses by John Cameron, William Armstrong, H. Bellamy, (Montreal), George A. McGillivray and William Hamilton, the following resolution was unanimously adopted:—

Resolved, that the custom of "treating" with intoxicating drinks is a source of evil in many ways, that it is not alone useless and expensive, but distinctly harmful, bringing in all cases temptation in its train, that the habit is unbusinesslike, its supposed advantages from a business standpoint being illusory. Therefore resolved That this meeting calls upon leaders of opinion to discountenance among young and old the treating custom above referred to, and urges merchants, commercial travelers and business men generally, to unite in discouraging such "treating" in connection with business as something unnecessary, expensive and leading into temptation. and further resolved, that we earnestly invite concerted action on these lines throughout the Dominion by business men and others, and that copies of this resolution be sent to the various presidents of boards of trade throughout Canada, to presidents of commercial travelers associations, to the various

conferences, assemblies and synods shortly to meet, and to the press.

This resolution has been considerably discussed on the road. Hotel men do not like it and one of them expressed himself as follows: "If what they term 'treating' is done away with the hotel men will most likely combine to raise rates for commercial men. They can't expect everything and give nothing in return. My hotel is kept open for the accommodation of the public without regard to class or creed. Some men must have liquor and I know travelers who would not get an order unless in a sociable way they asked the customer to have a cigar or drop of something. This may be wrong in principle but it's the practice all the same. If a traveler can do business without it so much the better. My bar as you will observe is entirely out of view of the office and commercial room. None of my guests are asked to drink; they do so of their own volition. Do you suppose for one moment that if I hadn't a bar on my premises that those who wanted liquor would not get it elsewhere? Why I have known men to buy a bottle of whiskey from some saloon and bring it into their bedroom so as to keep up a reputation for not drinking at the bars of hotels they frequented."

A traveler speaking on the same subject says. "When I get a big order from a customer I feel so good that I can't help asking him to come and have a cigar. I would consider it mean to do otherwise, and surely we can be depended upon to exercise our judgment in such a matter. The fact is we are expected to treat. I have been on the road for several years and have seen very few travelers the worse of liquor from treating customers. Some travelers, like other human beings, are no doubt inclined to indulge too freely among themselves, but they are the exception and soberer heads use every influence to keep them straight. Another thing, if I take my samples to a hotel, get through my business in time to catch a train before being able to partake of a meal, what other means have I of repaying the proprietor for his kindness than by asking him sociably to have a cigar with me? If I offered him money he would feel insulted. If my valise

or umbrella was missing would not I hold the hotel man responsible for it? Therefore, he should be recompensed for incurring that responsibility which I must say hotel men do ungrudgingly."

OLD HEADS LOOK OUT.

"Have you noticed during your travels," remarked an old Knight of the Road to THE REVIEW representative, "how many young men are now on the road? You have, eh! Well I tell you what it is some of the old heads will have to hustle if they don't want to be supplanted. Competition in all lines was never so keen as it is at present and travelers were never so closely watched and their doings more severely criticised by their employers. Many houses are sending out young men on trial trips, who in their enthusiasm drum up every retail store in a town whether it has a good, bad, or indifferent reputation and solicit orders. They book these orders and send them in, leaving the firms they represent to approve or reject them. By this means they get the name of being pushers, and the old head who knows the standing of every retailer, and for the sake of his employers is careful in booking orders gets hauled over the coals or perhaps is told that his services are no longer required. This is happening almost every week, and I would like you to give this matter publicity so as to put these old heads on their guard. Things have come to this pass now, that instead of depending upon his own knowledge and judgment in not soliciting an order from a certain storekeeper, the traveler must waive that and get the order leaving his employers to do whatever they like with it. It will shew them one thing at least, and that is that he is pushing for business. One great fault of old travelers is that they have been so much in the habit of calling upon their old customers and neglecting new business houses, that in time they are ashamed to call upon the latter with the result that their old customers either die or fail in business, and the firm they represent having no business connection in that particular locality are forced to start a supply account. This is one of the principal causes of the failure of old heads on the road, and a word to them in season may save them from having their positions filled by younger men."

Joseph Katz, a traveler in the employ of Scheyau & Co., New York, while being arrested on May 6th for embezzling goods of the firm, whipped out a revolver and shot himself dead, preferring death to disgrace. He was only 22 years old.