

the reason that the duties of a salesman are not as a rule fully understood. It is generally presumed that his sole duty is to sell goods, as is the case with the foreign traveller, who sells all he can at least expense and in the shortest time. While selling is, of course, a very important part of the Canadian traveller's mission, he has other duties as well which are just as important, and of these may be mentioned the establishing, maintaining and guarding generally of credit and confidence, as well as advising judiciously and recommending extensions or curtailments as the needs of the times and circumstances demand. The majority of Canadian manufacturers' salesmen are men well qualified for this class of work, and their value to the community is of a nature to be seriously missed if withdrawn or curtailed, for, living in and travelling continuously through the country as they do, they become possessed of a knowledge of the country's needs and conditions which makes a decision from them worthy of the highest consideration. In this respect alone the travellers of Canadian industries, as will be seen, are a most valuable aid to the general commerce of the country. Nor is this the only way that Canadian commercial travellers benefit the trade of the country. Through them the railways, express and telegraph companies, the hotels and restaurants, the post-office, and even the cartage and livery concerns of the country, derive large and constant revenues; the manufacturers of trunks, sample cases and order books receive lucrative trade; the large salaries drawn by the travellers themselves are circulated freely throughout the country, and in many ways the business welfare of many people is by them and through them directly and indirectly benefited.

It is such men as those that the carpet industry employs and keeps in the country. They are, one and all, of the very highest type of skilled assistance, and not only contribute largely to the resourcefulness and general well-being of a nation, but, as earners of large wages, they, in turn, directly and indirectly, promote the prosperity of all other branches of trade and commerce. The workman who draws his pay for making carpets in Canada is a contributor to the support of the whole community in which he lives.