

est on his investment, is protected by law to the very fullest extent. In the eye of the law the interest on the landlord's capital is a much more valuable consideration than the capital and interest combined of all his other creditors. If this is not an injustice we would like to know what is.

The true remedy for this state of affairs would be to make the landlord rank the same as any ordinary creditor. By doing this he would be in no worse position than any other creditor, and if he even lost his rent, he would, as we have before pointed out, only have lost the interest on his investment. There would, however, be no need for this, the effect here would be the same as it is in the United States, where this law has been in force for years; the landlord would either get his rent paid in advance or have himself secured from loss beyond a peradventure. So far as the landlord is concerned, he would not suffer any serious loss or inconvenience by being placed on a fair footing with the other creditors, while any ground of complaint regarding the injustice of the present law would be thus entirely swept away.

As a matter of fact the present law is not only a relic of a by-gone age, but a premium upon unbusiness like habits on the part of landlords, who know that they can at any time step in ahead of all the other creditors and easily secure themselves. Surely some of our politicians ought to have sufficient courage to bring this matter up in the House, and at least have it thoroughly ventilated if it cannot be amended.

Selected Matter.

THE COMMERCIAL TRAVELLER.

ON A COURTEOUS RECEPTION.

The importance and value of a courteous reception to all commercial travellers is by no means as generally appreciated as it should be. Many dealers grow very impatient at interruption of this kind, and from thoughtlessness—we are sure it can merit no harsher name—greet travelling men with coldness, if not absolute rudeness of manner. This is altogether a mistake. A courteous reception should always be shown to the travelling salesman from the houses which carry your line of goods. There are several good and sufficient reasons

by which we can support this assertion. In the first place, then, these men are human, and appreciate human kindness. In knocking about the world and finding much selfishness and rudeness in it, and very little of the kind and unselfish Christian spirit, they have come to be very callous to coldness and unkindness; still they can fully appreciate courtesy, and will always be grateful and willing to aid you in remembrance of it.

In the second place you can learn much from travellers if you will. They bring new ideas; they go from one part of the country to the other, and it is their constant aim to keep up with the Trade fully. They are usually possessed of keen observing minds, and give you hints well worthy of adoption. Always look over their samples, take their prices, rates, etc., even though you do not require to buy just at that time. Never be too busy to do this, for by this means you are gaining information that will be of direct profit to you. You are posting yourself in styles, prices and grades; when your next purchases are needed, you will know the advantages you have gained through the traveller.

To have the good will of the commercial traveller is a good omen for any dealer. They are a class that have their peculiarities, it is true, but as a rule, they are smart, intelligent men, and walking encyclopedias in their trade. It is their capital to know all about their business, and to make friends with all. These men can help the retailer by giving him valuable information, as we have said, and also in many other ways. Their lot is a laborious one, their efforts are often but little appreciated. The retailer who remembers this, and who does what he can to make this hard lot easier, will surely not fail of his reward.—*Bookseller and Stationer.*

PERSEVERING TRAVELLERS.

Another instance of perseverance, which met with its due reward, is recorded of a sharp young fellow in the needle trade from Redditch, who waited upon a gentleman at Newark. The customer's shop had a door for entrance and exit at each end.

Harrup, the commercial, called on this worthy one day, and, after the usual introduction, the following conversation took place:

"But you are perhaps not aware, sir,

that I represent 'Savery,' the greatest needle manufacturer in Redditch."

"Yes, I am quite aware, but I require nothing in your way; besides I do with Borrell & Co., and they serve me very well indeed."

"But perhaps you will be good enough to look at my samples, sir?"

"I tell you, man, I'm quite full. You annoy me with your persistence."

"But if you were just to favor me with a look, sir, I think an order might —"

"I'll give you an order. Leave my shop!"

"Certainly, sir," said Harrup, as he at once bade the man good morning, and made a speedy exit by the lower door; but only to return and re-enter the shop by the upper door, addressing the man as though he had never seen him before.

"Good morning, sir: I have the honor of representing Savery & Co., of Redditch, in the needle trade. I hope to do a little business with you."

"Confound you, sir! you were here only this very minute!"

"Yes, sir; I then had the honor of taking a very small order from you, which I hope was duly executed to your entire satisfaction? Any favors of a more business-like and profitable nature shall have equally prompt attention."

The customer burst into a loud laugh, and the tide was turned in Harrup's favor, for the shopkeeper cleaned a place on his counter for the coming patterns, and said,

"Well, you're about the most cheeky and original traveller I ever met with. But, come, to reward your punctuality, I'll even give you some sort of an order."

Out came the needles and the order book, and a small order, which eventually led to larger ones, was soon booked, and the seller and the buyer parted, equally pleased with each other. To this day, these two relate the curious and original method of Harrup's introduction.

Harrup, like Johnson, the subject of our former anecdote, was an original, and depend upon it, these are the men who make the most successful commercial.—*Leaves from Sketch Book of a Commercial Traveller.*

The 'Knights of the Maccabees of the World,'—which is the imposing name of a secret co-operative life 'insurance' organization in Canada—met at London, Ont., last week, says the *New York Insurance Chronicle*, and expelled W. D. McCloghlan, the Mac who invented the Maccabees, and he now proposes to expel all the other Macs.