

statesmen like Richard Cobden, large hearted philanthropists like George Moore, and a vast number of the leading merchants of both this continent and the British Empire. Selected as representative men by the various houses that send them on the road, they are the pick of our young commercial men, the future merchants of the land, and from the very nature of their business they must be active, energetic, persevering, determined men, with a deep insight into human character, and with ability to so move men's wills as to induce them to listen to their message, and induce them often under most difficult circumstances to purchase goods which sometimes they do not require. For the most part they are fairly educated and well read upon the various topics of the day, which frequently they use in pursuit of their business, they cannot easily be deceived, and soon understand the true inwardness of any man or matter presented to their notice.

Again, the commercial traveller has a large and peculiar influence—coming from the larger cities—representing important industries, he naturally becomes a sort of model both in manner, dress and character to the young clerks of the merchants upon whom he calls, to them he represents the culture and tone of city life. They regard him with a sort of envy, looking upon his work as easy, pleasant and light, and hopes at some future day to occupy a similar position, and thus for good or evil the influence of the commercial traveller upon the rising generation of young men is marked and powerful, and along with this peculiar influence he is surrounded with fearful and peculiar temptations. Unlike the majority of men he is away not only from home and all its hallowed and restraining influence, away from the eye of his father, away from the solicitude of his mother, away from the love of his sister, away from the counsel of his brother, away from the guidance of his minister—but he is compelled to pass much of his time in the hotel or tavern, and in close contact with the evil influence that so frequently surround such places. In the large cities it is better, but in the towns and villages where he spends a large proportion of his time there is generally no room outside of his bedroom or the bar where the commercial traveller can spend his leisure time. Under such circumstances it is no wonder that before the hot scorching breath of such temptation many a young man's purity and manhood is shrivelled up—killed. Considering all things the wonder to me is that so many really excellent young men have had enough strength of character to keep themselves free from the terrible allurements that daily and hourly stand in their path. And here allow me for one moment to diverge from my text and say that I am and always have been a determined advocate for the total prohibition of the sale of intoxicating liquor, and not one of the least benefits of such a