

Are There too Many Commercial Travellers?

To bear the name of commercial traveller is to be passed as a prince of good fellows; a ready wit, long head and a persuasive tongue go to make up the characteristics of the successful travelling man. No further testimony is required as to the value of the training received on the road than the fact that the majority of those who to-day preside over our large business firms were once on the road. But one can have too much of a good thing, and we certainly have too many commercial travellers. Sussex, in King's county, New Brunswick, is a village of some 1,000 population, with six general stores and a number of smaller shops. In one day recently, according to an exchange, there were in this place, ten representatives of dry goods houses, four representing boot and shoe firms, two from grocery houses, three with fancy goods, one handling teas, and two others carrying odd lines, making twenty-two in all. This was, of course, an exceptional circumstance, but the fact remains that there are too many commercial travellers. What is the consequence? Each man, filled with the laudable desire of selling more goods than a rival, is compelled at times to actually force goods upon an unwilling buyer. Merchants, it is very true, should know better than to overload themselves with stock. But too often their better judgement gives way before the eloquence of the man with many trunks. Nor do they alone bear the consequences of their ill-advised action. For if this conduct be long continued, their names must at last figure in the columns of a commercial paper among the list of failures, and the very house in whose interest the traveller has spent his zeal must share in the losses. Each firm is the best judge of how often it is expedient for their representative to visit the patrons of the house; however, we can but think that the longer trips and more extended territory and fewer visits would in the long run yield better results.—Monetary Times.

Well-Informed Young Men.

One of the best salesmen I ever met, says a writer in New York Hardware, was one who always carried an educational book in his gipsack; when he had to wait for a delayed train or had an hour to spare at his hotel, he had his book in his hand. I found him a pleasant companion and so did his customers. He was respected and liked by all who knew him and deserved the success that came to him later. He was a well-informed man; interested in everything worth a man's thought, with no time to waste over billiards or bar-rooms or worse things, writes Mr. Maher. One of the high salaried men that called on me from New York had the faculty of picking up the latest story and telling it to perfection. He was equal to many men on the stage. But if I asked for specific information about an article in his line he could not give it; he had the sample and there was the price; he could tell a good story and was free in paying for refreshments, if you would have them, but beyond this he had nothing. I was not surprised when his employer told me that he would be allowed to resign at the end of the year. Said he: "He sells less each trip. Everybody likes him and speaks well of him, but each time they see him they buy less from him." I thought I understood the reason. Stories are good in their way; cigars and wine influence some, but, after all, men think "business is business," and they want to buy of a man who understands his goods

from A to Z. It is for this reason that merchants are looking around either for well-informed clerks, or for those of such frame of mind that they will inform themselves as they grow in the business. If the desire is there the rest will follow. Twenty-five years ago a young man worked in a stove store next door to me. He worked hard, too, for he had to run stoves out and in, black stoves, set them up, and do anything and everything that needed to be done. Shops in those days kept open till eight o'clock every evening, and were opened early in the morning. But that young man found time to study up everything connected with stoves and tin. By and by, with a very few hundred dollars and some credit, he opened a shop to make tin cans, and to-day he is at the head of the largest factory of this kind in the world. He read and studied "with a view to being well informed," and his information became valuable capital. The young man of to-day should take courage and press on in the same direction. Well-informed men are needed, always will be needed, and will always get to the top.

Horse Nail Association.

The following circular has been issued to the trade by the Horse Nail Association. It bears date of January 1, and is signed by the Canada Horse Nail Co., Peck, Benny & Co., and Montreal Rolling Mills Co., Montreal; and James Pender & Co., St. John, N. B.:

We have pleasure in informing you that the following prices, terms, and discounts for the sale of Horse Nails in Canada have been adopted by us, and will take effect this day:

	STANDARD LIST.															
No.	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Length	1 1/2	1 3/4	2	2 1/4	2 1/2	2 3/4	3	3 1/4	3 1/2	3 3/4	4	4 1/4	4 1/2	4 3/4	5	5 1/4
Price	\$1.10	1.00	75	60	50	40	30	24	18	12	8	6	5	4	3	2

Trade Discount: 60 per cent. Terms: (4) months, or three (3) per cent discount for cash in 30 days. Delivered, F.O.B. Montreal.

Winnipeg Clearing House.

Clearings for the week ending January 10 were \$1,110,573, balances, \$191,807. For the previous week clearings were \$1,282,458. For the corresponding week of last year clearings were \$1,115,807. The total clearings for the year 1891 were \$50,510,617.

Following are the returns of other Canadian clearing houses for the weeks ended on the dates given:

	Clearings.	
	Jan. 3rd.	Dec. 27th.
Montreal	\$8,889,004	\$8,158,847
Toronto	5,350,094	4,667,836
Halifax	1,079,821	936,847
Winnipeg	1,283,458	961,594
Hamilton	667,543	588,163
Total	\$17,170,770	\$15,812,817

Smaller Wheat Stocks than One Year Ago

On January 1 United States stocks of wheat, both coasts, with those in Canada, amount to 127,009,000 bushels, 17,000,000 more than one year ago, 11,000,000 bushels more than two years ago, 49,000,000 bushels more than on January 1, 1892, and more than twice as much as was in store at like points on January 1 in either of the three preceding years. Evidently the "hold your wheat" policy, so popular a few years ago, has proved a dismal failure among producers, but is fairly well adhered to by "carriers" and others.

DOMESTIC AND CANADIAN WHEAT STOCKS.

	Bushels	East Rockies.	Pac. coast.	Total, U. S.	Canada
January 1, 1895	113,707,000	14,202,000	14,202,000	127,909,000	17,000,000
January 1, 1894	107,612,000	10,721,000	10,721,000	118,333,000	17,000,000
January 1, 1893	107,667,000	9,345,000	9,345,000	117,012,000	17,000,000
January 1, 1892	61,140,000	8,813,000	8,813,000	70,000,000	17,000,000
January 1, 1891	47,116,000	12,914,000	12,914,000	60,000,000	17,000,000
January 1, 1890	6,227,000	7,585,000	7,585,000	13,812,000	17,000,000
January 1, 1889	53,740,000	5,765,000	5,765,000	59,505,000	17,000,000

Across the water, where are the customers for our surplus wheat, stocks of wheat in store out of farmers' hands, together with those afloat from all exporting countries to Europe, amounted to only 57,741,000 bushels on the 1st inst., 22,200,000 bushels less than were similarly reported one year ago. The falling off as compared with two years ago is 10,500,000, and with three years ago it is 20,700,000 bushels. Increased stocks of available wheat in the United States within the past three years have therefore been met in part by heavily restrained European stocks on hand and purchases of foreign wheat.

The net increase in December, 1891, of stocks of available wheat east of the Rocky Mountains, in the United States and Canada, was only 591,000 bushels, as compared with a December gain of 2,915,000 bushels in 1893, 10,451,000 bushels in 1892, 6,245,000 bushels in 1891, and 2,278,000 bushels in 1890.

On the Pacific coast, however, stocks of wheat fell away sharply, 1,281,000 bushels last month, as compared with a December decrease of only 92,000 bushels in 1893, 1,110,000 bushels in 1892, 2,559,000 bushels in 1891, and as contrasted with an increase in that month of 1890. This produces what may fairly be characterized as a somewhat bullish report as to the December wheat movement, when stocks on both coasts are considered, inasmuch as last month shows a net decrease of 689,000 bushels of wheat in the United States and Canada, in the face of a December gain of 3,537,000 bushels in 1893, of 8,950,000 bushels in 1892, 3,685,000 bushels in 1891, and of 2,855,000 bushels in 1890.

For the past six months, the latter half of the calendar year 1891, that portion in which, as a rule, available stocks of domestic wheat increase, the available supplies have gained net, over home consumption and quantities exported, 53,516,000 bushels. In the latter half of 1893 the like gain was only 31,145,000 bushels, but in the like six months of 1892 it was 78,370,000 bushels, in 1891 it was 55,461,000 bushels, and in 1890 only 32,583,000 bushels.

Grouping supplies of wheat in and afloat for Europe with those available in the United States and Canada on January 1, 1895, it is found that the "world's supply" in December last increased only 143,000 bushels. In December, 1893, there was a decrease of 1,300,000 bushels, and in 1892 a gain of 6,553,000 bushels. The December movement resulted in a decrease of 1,212,000 bushels in 1891, in a gain of 3,814,000 bushels in 1890, and in a decrease of 2,153,000 bushels in 1890.—Brad-streets.

The Kansas legislature is providing \$100,000 for the relief of the farmers in the drought stricken district of that state by the purchase of seed wheat and other necessities.