

That Expense Account.

That strict surveillance some houses keep on their road salesmen is as derogatory to their interests as it is harrasing to their equanimity. To require that a detailed statement, accounting for every cent spent on the trip, should be submitted to the scrutiny of the house, is doubtful policy. It implies that a low view of the status of the traveller is taken, whereas the sort of service the traveller is engaged to do, and the extent to which he is thrown upon the guidance of his own judgment, justify the belief that the wholesale trade have a rather high conception of the nature of the traveller's work. He is no mere servant with a specified limited commission to carry out. If he were, it is probable the ways and means whereby he should proceed to do the thing directed to be done would be as clearly defined as the duties themselves. He is an executive agent, entrusted with some of his principals. He has to decide for himself in as many cases as they have to decide for themselves or their agents. His house must delegate some authority to him, in the same way as the country must delegate authority to its government, and—to bring the parallel a step further—while he must render an account of the money he spends and receives—as a ministry must—so, like a ministry, he should be allowed to put the details of some classes of expenses under the general entry of secret service outlay. There is no doubt the traveller has to be diplomatic in his methods. With one customer expenditures pay in an altogether different direction than that spent in company with his neighbor, and it takes a good judge of human nature to discriminate when a mistake is apt to mean the loss of an order. There is no need to indicate more closely some very necessary expenses that probably, if made self-explanatory or justifiable on paper, which indeed being put on paper, might wrongly be deemed more condemning than justifying. All this is said upon the supposition

that the traveller has a creditable record that is well known to his firm. If he has, he ought to be allowed to lump his secret service expenses in one entry. The test of whether or not he is worthy of this confidence will be found in the returns from his work, and it is by this criterion that his expenditures should be judged. —Exchange.

Canada is to replace her copper coinage with nickel pieces.

Merrick, Anderson & Co., Winnipeg, say in a circular issued to the trade last week, that in a few weeks' time they will be offering a manilla twine far superior to anything offered in this market, either made here or in the States, and at a price that will enable dealers to sell to the farmers at about 10½ to 11½¢ per pound.

NOTICE!

We take this opportunity of Warning the Trade against Low-Price Blue Stone. We give a guarantee of purity with every purchase. See the opinions of the Grain Exchange re pure Blue Stone

BOLE, WYNNE & CO.,
WINNIPEG.

WATER POWER.

THE Mayor and Council of the Town of Minnedosa, Manitoba, invite correspondence from parties willing to undertake the construction of a Dam and working of Water Power on the Little Saskatchewan River. On the basis of a Report and Plan prepared by Geo. H. Webster, Esq., C.E., Chief Engineer of the Manitoba & Northwestern Railway Company.

Mr. Webster's report provides for a Reservoir or Power Canal, 600 feet long, 150 to 200 feet wide, and of a minimum depth of 13 feet, with four good mill sites adjacent thereto, and states that there is every opportunity for the utilization of a splendid Water Power, estimating that the revenue derived at the low rental of \$10 per horse power from the 400 horse power to be provided will probably repay the whole outlay in three or four years.

The Report and Plan may be examined at the office of

ERNEST W. PEARSON,
Clerk and Treasurer.



—MAKERS OF—

BAGS

PROMPT SHIPMENTS FROM WINNIPEG STOCK.

Prices and Samples on application to our Manitoba and Northwest Agents,

Merrick, Anderson & Co., Princess St. Winnipeg