

THE COMMERCIAL MEN.

A. L. JOHNSON.

We present this week a portrait of A. L. Johnson. Mr. Johnson, as is well known to his many friends, is not now on the road, but he was a sufficiently long time engaged in this avocation to fairly entitle him to a place in this column of The Commercial. Mr. Johnson left the road two years ago to take the management of the large boot and shoe house of the Ames Holden Co., Winnipeg. Previous to this he put in eleven years on the road here for the same house, making in all thirteen years with that company.

Mr. Johnson's business experience has been almost entirely in the boot and shoe trade. He was employed in con-



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nection with the wholesale manufacturing in this branch at Montreal, previous to his coming west. In 1832 he arrived in Manitoba and at first engaged in the general store trade at Cartwright, which was one of the early towns of Southern Manitoba. Later he accepted a position with the Ames Holden Co., as traveller, and has remained with that house ever since. When Mr. Redmond was called to Montreal, Mr. Johnson was appointed to succeed him as manager of the Winnipeg branch, which alone is sufficient indication of the manner his services were appreciated while he occupied the position of traveller. His advancement to this high position is a source of gratification to his many old friends on the road.

Mr. Johnson is an active member of the Northwest Commercial Travellers' association and has occupied the highest position in the gift of the association, having been its president for the year 1897. Though coming here from Montreal, Mr. Johnson is not a Canadian by birth. That important event in his history happened in the great continental capital—New York. He is now, however, a naturalized and thoroughly staunch British subject.

COMMERCIAL TRAVELLERS MEET.

The annual meeting of the Northwest Commercial Travellers' association was held last Saturday evening in the board of trade rooms, for the nomination of officers for 1900. There were present: F. W. Drewry, president; Fred. Cox, vice-president; L. C. McIntyre, treasurer; J. M. O'Loughlin, secretary; directors, Messrs. Mundie, Agnow, Bryan, Morgan, Gordon, and

about 25 active members of the association.

The meeting opened at 8.30, and the combination of officers was proceeded with, resulting as follows: President, Wm. Hargreaves, acclamation; vice-president, Fred Cox, acclamation, treasurer, L. C. McIntyre, acclamation James Thompson, of Victoria, B. C., was elected vice-president for that city by acclamation. Alex. Cunningham, of New Westminster, was elected director for that city by acclamation. Thomas Parkinson was elected director for the Kootenay by acclamation.

The following were nominated for the board of directors for Winnipeg: Messrs. Agnow, Morgan, Wilson, Bryan, McDowell, McGowan, Jeffreys, Black, Westbrook, Gregg, Fahey, Hatcher Buehler, and Holden. Of the foregoing eight are to be elected: F. W. Drewry became a director for 1900 according to by-law.

The following were nominated as vice-presidents for Vancouver from whom one is to be elected. Messrs. Beveridge, Prentice Douglas and Clark; for director for Victoria, one to be elected. Messrs. Steele and Welsh; for director for Vancouver, two to be elected. Messrs. Walbridge, Stephens, Carman, Hamilton Johnson, Kenning and Adams.

Messrs. A. L. Johnson and J. Thompson Black were elected auditors by acclamation.

Messrs. Cox, Gordon and Smith were appointed scrutineers.

It was resolved that no annual entertainment be held this year, but a large committee was appointed to take into consideration holding an excursion of the members of the association and their lady friends in June next to the Pacific coast. The meeting then adjourned.

The annual meeting for the election of officers for the association, will be held on the 16th of December next, in the board of trade room.

ON THE ROAD.

Rod McLennan has returned to the city from a trip to the coast.

E. M. Kallmeyer spent this week at his sample rooms in the McIntyre block, Winnipeg.

W. G. Rickert, western representative of Jas. Coristine & Co., will return east within a few days.

F. G. Crawford, western representative of Gault Bros. Co., leaves to-day for Montreal, en route to the old country.

W. G. Shera is in the city, having about completed his first trips for spring orders. He reports business good on the road.

E. E. Vincent, representing the Calgary Breeding Co., was in Winnipeg last week. His company contemplates opening a warehouse here in the spring.

Railway and Traffic Matters.

The Wascada extension of the C. P. R. is open for traffic.

McKenzie, of McKenzie & Mann, says the Rainy River railroad will be opened to Winnipeg in 1901.

McKenzie & Mann state that at least 15 miles of their Gilbert Plains extension will be in operation by Christmas.

The Fortage and Northwestern extension of the Northern Pacific Railway was expected to be open for traffic on Dec. 1.

Wool Advances Sharply.

The following cable has been received regarding the series of wool sales Nov. 28:

"The London auctions of colonial wools opened to-day. Buyers very numerous from all quarters and competition brisk. Prices are 10 to 15 per cent higher than last auctions closing rates."

In Ontario markets Canadian wools have advanced 2c, in consequence of buying for export to the United States. Nearly all the available wool has been picked up for export to the United States.

Live Stock News.

Randall & Short, of Shoal Lake, have handled over 1,000 head of beef cattle this year. They are wintering 150 head.

With the sailing of the Elder-Deampster live steamer, up Andoni from Montreal for Bristol on Tuesday morning the last cattle shipments for the season from Canadian ports were made.

Tenders.

The Winnipeg city council has decided to call for tenders for from 200 to 1,000 tons of steam coal for the electric lighting and pumping station.

Tenders addressed to the chairman of the committee on works, Winnipeg, for the construction of a cover on College avenue, from Aikins street to Charles street, and in Alexander avenue, from 7th street to a point 315 feet westwards, will be received up to Wednesday, Nov. 29.

British Cattle Markets.

London, Nov. 27.—Owing to short supplies of cattle the market was firm. United States cattle sold at 12 3/4c. Argentine sheep brought 11 1/2 c. No Canadian stock offered.

Liverpool, Nov. 27.—The market was firmer and prices for both Canadian cattle and sheep were higher at 11 1/2c.

B. C. Mining Notes.

The Dundee Gold Mining company have sold out their Rossland property to an English firm.

The Evening Star, Rossland, a snuffing mine, has been sold to Geo. B. McCauley and associates.

The following new mining companies have been incorporated under British Columbia laws: Noble Five Consolidated company of Cody, capital, \$12,000; British Bank Gold Mining company, of Rossland, capital, \$500,000; Lavinia-Bute Consolidated, of Rossland, capital, \$1,000,000.

H. C. Cooper is commencing in the harness and saddlery business at Armstrong, B. C.

United States mills bought one million pounds of Ontario fleece wool in Toronto paying in the neighborhood of 18 to 20 cents. With the exception of less than half a million pounds, all last season's clip has been sold for export.

The appointment of James Kent as manager of the C. P. R. telegraphs, succeeding Charles M. Hosmer, elected to the board of directors of the company, is announced. The appointment of B. S. Jenkins, of Winnipeg, as general superintendent of the C. P. R. telegraphs west of Lake Superior to the Pacific coast, is also announced.