

## THE COMMERCIAL MEN.

F. G. CRAWFORD.

The subject of our sketch this week cannot be described as one of the old timers on the road in the west, but we may safely say that he is now one of the best known western travellers, and a general favorite among his fellows. Mr. Crawford came to Winnipeg direct from his home in Ireland and was first employed for a time in the "Cheapside" retail dry goods store in Winnipeg, then carried on by McKiechan. Later he engaged to go on the



F. G. Crawford.

road for Geo. H. Rodgers & Co., and spent two years in this position, which he finally relinquished to take the samples of Gault Bros. & Co. about four years ago, and he has continued with this house to the present time. In a few weeks Gault Bros. & Co. will open business in Winnipeg in their new warehouse, now approaching completion, and Mr. Crawford will become assistant manager, a position which he has well earned by his success in working up the business of his house in the west. This change will necessitate his remaining in the city much of the time in the future, instead of on the road, as in the past.

Mr. Crawford, as we have already intimated, is an Irishman by birth, and he has been brought up to the dry goods trade, his father before him having been in the retail dry goods business in Ireland.

## Business Pointers.

"Do not lose your temper in conversation."

"Never consider time wasted that is spent in learning."

"It should be a source of pride, in all vocations, to do one's best."

"Be punctual in your engagements."

"Profane language should never be used."

"Never praise or speak ill of yourself, in either case, others will do it for you."

"What promotes the efficiency of clerks reacts to the benefit of the employer."

"Familiarity with the line of goods in your charge is essential to the success of a salesman."

"Charge an article to a customer at the moment of sale, no matter if other customers are needing your attention."

"Learn to make show windows attractive; there is no surer way for a clerk to get ahead than to have the ability to do this."

"The inattention, not to say discourtesy of clerks, is often a matter of great loss to the employer, for the experience of hundreds of customers goes to prove that they will trade where they receive the promptest and politest attention."

"Be careful about tying up parcels; have them neat and secure; a parcel that won't hang together till a customer gets home, is apt to make mischief. It may cost the dealer the trade of that customer, or it may cost the careless clerk who tied it, the loss of his situation."

"The personality of the salesman has very much to do with his success; he should present a neat appearance, should put his heart into his work, and strive to please the people with whom he comes in contact, and try from the commencement of his career to make friends with his customers."

"A careless and disobliging clerk will wreck any business if he is employed long enough, and all the advertising in the world will not help matters. If there is one thing more than any other that annoys a person it is to be waited upon by such a clerk. One experience is enough for the average person to invariably go somewhere else."

## LEADING COMMERCIAL HOTELS

## MEDICINE HAT

## ASSINIBOIA HOTEL

H. H. ROSS, Prop.

Commercial headquarters. Commodious sample rooms. Newly furnished bath rooms. Rates \$2.50 per day.

## MOOSE JAW

## THE MAPLE LEAF HOTEL

EDW. C. MATHEWS, Prop.

First-class cuisine. The newest and best equipped hotel in the West. Heated by steam. Lighted with Acetylene Gas. Hot and cold baths.

## REGINA

## WINDSOR HOTEL

D. D. McLEOD, Prop.

All modern improvements. Steam heating, etc. Good sample rooms. Rates \$1.50 to \$2.50 per day.

## WAPELLA

## HOTEL MUNDELL

STUART MUNDELL, Prop.

Good sample rooms. Hot air furnace heating

## WHITEWOOD

## WOODBINE HOTEL

R. MAY, Prop.

First-class accommodation for travelling public. Good sample rooms.

## EDMONTON

## ALBERTA HOTEL

JACKSON &amp; GRIERSON, Proprietors.

Sample rooms. Free bus. Livery in connection.

## STRATHCONA

## HOTEL EDMONTON

W. H. SHEPPARD, Prop.

First Class. Opposite Depot.

## WINNIPEG.

## HOTEL LELAND

Headquarters for Commercial Men

City Hall Square.

## RAT PORTAGE.

## HILLIARD HOUSE

LOUIS HILLIARD, Prop.

First class accommodation for Commercial Men

## SELKIRK.

## CANADA PACIFIC HOTEL

Best accommodation for Commercial Travellers

J. H. MONTGOMERY, Prop.

## CARMAN.

## THE CARMAN HOUSE

J. J. McMILLAN, Prop.

Good Sample Rooms and every accommodation for Commercial Travellers and the General Public. Free bus to and from all trains.

## TREHERNE.

## LELAND HOTEL

G. F. McHAIN, Prop.

First class accommodation for Commercial Travellers, etc.

## BOISSEVAIN

## RYAN HOUSE

Every accommodation for commercial travellers and the general public.

W. H. SAULTS, Prop.

## KILLARNEY

## LELAND HOUSE

S. ROWE, Prop.

First class accommodation for commercial men.

## HOLMFIELD

## MANSION HOUSE.

W. J. AWDE, Prop.

Accommodation First-Class in every respect.

## CRYSTAL CITY

## THE MANITOBA HOTEL.

SMITH BROS., Props.

Refitted and refurnished throughout. Commodious Sample Rooms. Everything first-class.

## FLEMING.

## WINDSOR HOTEL

W. GEO. CLIVERLY, Prop.

New Management. Rates \$1.25. Renovated and Refurnished. Commodious Sample Rooms. Heated by Hot Air. Livery and Feed Stable in connection. Inside Closet.

## OAK LAKE.

## HOTEL MANITOBA

GEO. WRIGHT, Prop.

Newly remodelled and heated by hot air. Commercial headquarters. First-class Sample Rooms.

## ELKHORN.

## HOTEL MANITOBA

W. J. DIXON, Prop.

New Building. New Furnishings. Furnace Heating. Acetylene Gas. First-class. Large Sample Rooms.

## VIRDEN.

## BALMORAL HOTEL

ALEX. PATTERSON, Prop.

Headquarters for Commercial Men.