

The Commercial Men.



THOS. JOHNSON.

Thos. Johnson, who is the subject of illustration this week, is one of the old time commercial men of the West. He was one of the very first men to start out on the road here as a representative of a wholesale house, and he can tell some interesting stories of his experiences in those early days. Some of the young fledgelings who now invade the country, seem to think it their special duty to 'kick' about hotel accommodation and everything else. They should have been compelled to do the country in the seventies. Manitoba has made wonderful strides since those days. The country has passed from ox carts to palace cars, and now fairly comfortable quarters can be enjoyed in even nearly all the smaller towns and villages.

Mr. Johnson first came to Manitoba in 1875, in the interest of Hughes Bros., of Toronto. When the firm of G. F. & J. Galt was established in Winnipeg, in 1881, Mr. Johnson accepted a position with them and he has remained with this firm ever since, where his long and faithful service is duly appreciated. He was the moving spirit in the organization of the Northwest Commercial Travellers association, which has since become such a flourishing institution.

Mr. Johnson is not now doing duty on the road, but he is still usually thought of as a commercial traveller. When he retired from active service on the road, he was presented with a silver service by the Northwest Commercial Travellers association, of which organization he was the esteemed president for several terms.

R. H. Climie, of Gordon, Mackay & Co., returned this week from a visit to headquarters at Toronto, and will start on a sorting trip next week.

Archie Mount, late with Stobart Sons & Co., has accepted a position with Gault Bros. & Co. He was presented with a pair of gold cuff links by the employees of the former house, on his withdrawal from his connection there. Mr. Mount started for Montreal last evening.

E. H. Taaffe, western representative of Tooko Bros., returned this week from an eastern trip to the headquarters of his firm at Montreal. He also visited New York while east. Mr. Taaffe reports that there is great difficulty in getting delivery of orders from both Canadian and British manufacturers, as the mills are all sold ahead and are unable to keep up with their orders. Mr. Taaffe will remain here until his samples arrive, some time later.

Canadian glove manufacturers are having a big season's trade and are behind with their orders. The Winnipeg branch of Jas. Hall & Co., report that their business has expanded to such an extent both east and west this season that they can hardly keep up with the demand.

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Headquarters for Commercial Men

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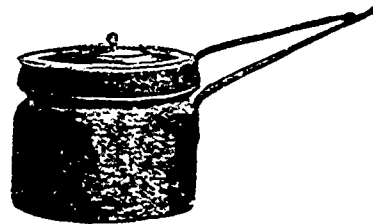
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Enamelled Ware

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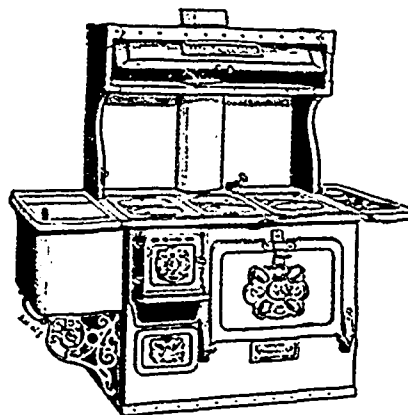
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