

stands his business, will not be guilty of either of the above-named conduct, objections. I consider him just as likely to do so as the most travelling inexperienced bagman on the road, for the simple reason that the becomes majority travel not for pleasure, but to make money, knowing that credit stands the larger their orders, and the more they can obtain of them, the past expense greater is their own gain. Balanced against this weighty consideration, I fear the judgment will be found wanting in many in getting cases. The traveller's opinion of a customer guides his employer's that if the decision about selling him goods. If the employee is receiving at the his state salary, and his expenses paid, he is likely to be much more necessary searching in his enquiries than when remunerated by commission. the best of Such, at least, is the writer's opinion. It has been formed from trouble; a personal knowledge of many facts, that, to him, bears out the with out truth of the deductions. He only hopes, for the sake of the black personal side of the Ledger account, that they were isolated exceptions. The pr

In a settled country like England, where nearly every mile of firms and one's journey can be performed by railroad, and where one is sure resort to to meet with comfortable hotel accommodation, the position of a the name commercial traveller is a much more desirable one. There, also, course, at your customers are more easily dealt with than with us. Nine-injury up tenths of the goods purchased in England by retail dealers are eral whole bought through commercial travellers. Such a medium is recog-indulgence nized by the purchaser as one in every way satisfactory, and much their cust more convenient to himself. With us in Canada it is widely the second different. If I may be allowed to say it, the retail dealers of the when the Dominion are not as yet educated up to that mark of intelligence. oftentimes True, every year shows an improvement in this respect, but still tions ma there is, upon the part of a great many buyers, an unwillingness to such thr purchase from sample agents; and I feel compelled to admit that itable to much of this unwillingness can be traced to the conduct of some of point of v our wholesale dealers. In England, a country merchant gives his the best order to the traveller, selecting from his samples what best suits his business trade, and orders these goods with confidence that he will have countena sent him that which he bought, and nothing more. I wish I could depend u say the same amount of confidence existed here, but the experience It wou of every man on the road declares the contrary. The system of class call stuffing, which, to a certain extent, is still practised, is prejudicial chant in to the interests of every firm that allows such dishonorable commerc