

WESTMINSTER REVIEW

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Editorial

"Hold-Ups" in Business

"It's a hold-up; that's what it is!" These words were used last month by the chief of one of the largest businesses in British Columbia. The representative of this Review was interviewing him for the first time to raise the question of advertising the commodity of his company in this Magazine, and the words quoted were applied to an advertisement of their goods appearing in a certain distributed publication of recent origin.

The chief, who is a big man so far as money-making business is concerned, was good enough at that first interview with him, to promise to consider our request later, but (no matter what his goodwill may be worth) it has since been suggested to us—by a public announcement—that a question may arise as to the validity of our accepting such advertising, even were it to be offered to us. Publications as well as business men may have reputations which are more valuable than big trade profits.

We believe readers will agree with us that the words of that manufacturer, though it evidently did not so occur to him, imply a regrettable admission on his own part, and prove that, while he may be a man whose business arrangements bring big trade profits, he is not necessarily a big man.

It is the weakness which (among other things) so consents to be "held up," and thereby gives at once to "trade pull" or other undue influence what other businesses may do upbuilding work for years to earn, that leads honest workers in every line of service to ask almost despairingly at times—Is honesty practised in some business quarters only so long as it is the best *policy*?

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South Vancouver and the Liquor Question

The short contribution of "B. M. T." in our last issue, bearing on the influence of the liquor element in the recent contest for the Reeveship, seems to have been even more warranted than the writer knew at the time. His strongest point was that the help of the liquor men had just managed to carry Mr. Russell through to victory. It has since been revealed that from the temperance point of view the situation is far more serious than was manifest at that time. The new Government has put on the Licensing Commission a man, who, to put the case as mildly as possible, does not possess the confidence of the people in the municipality, and his appointment was made in the face of strong protests from the Social Service Council. Since the appointment was announced, a further protest has been sent by that body to the Government. It is stated that the office was withheld from the new commissioner until he gave