

COMMERCIAL TRAVELLERS AS JURORS.

Two commercial travellers, of Montreal, Messrs. Heenan and Robinson, were summoned as jurors, but as they were compelled in the nature of their business to be on the road they failed to appear when their names were called and were accordingly fined. The case was appealed, but the appeal was dismissed. Chief Justice Dorion in giving judgment said that it was no doubt a hardship to be compelled to leave employment on the road and come upon the jury. It was, however, a duty which every citizen owed to the country, and he could not make an exception in favor of commercial travellers. If the employers of the travellers desired to send them away on their trips when they should be doing duty as jurymen the fine should be paid by them. The decision is of importance to commercial travellers, as it may occur often. In the present case one of the travellers was served with the writ about the third week in October, a day or two before he departed upon his trip, and he was required to be on the jury commencing November 17th, an awkward position for him. The wives of the two commercial travellers were in court, and were told by the Chief Justice that they would have to pay the fine and costs, which would amount to over \$17 each. In the event of the fine not being paid warrants would be issued. The fines were paid. It is no doubt a duty that every citizen owes to the state, but as exceptions are made in the case of professional men, why shouldn't the exception be extended to commercial travellers? They are at the beck and call of their employers and must go whenever and wherever they are ordered. This matter should be agitated.

WESTERN ONTARIO TRAVELLERS' ASSOCIATION.

The Annual Meeting of the above association was held in London, Friday, Dec. 26. The yearly reports showed the membership to be \$90, an increase of 65 for the year. The reserve fund is \$17,216.05. Following are the officers for the year: President, William S. Case, London (re-elected); first vice-president, Robert Tait, London; second vice-president, F. J. Conway, London; third vice-president, R. H. Greene, Hamilton; secretary, Alf. Robinson (re-elected); treasurer, Samuel Munro, London.

Directors: London—F. H. McGillivray, T. W. Armitage, C. E. Perry, William Turnbull, William Gray, N. Jeffery, W. D.

Wright. Hamilton—R. K. Hope, John Booker. Toronto—F. W. Heath. Stratford—James Dow. Brantford—George Watt. St. Mary's—James Maxwell. Ayr—John G. Watson. Oshawa—E. O. Felt. St. Thomas—W. T. Cochrane. Windsor—James F. Smyth. Ingersoll—W. L. Underwood and R. H. Cotter.

TEMPERANCE AND SOCIAL INTERCOURSE.

"The Canadian Drummers" have organized a new association, the object being temperance and social intercourse. The initial meeting was held in Association Hall, To-

**MR. FRED HUGHES,**

(Caverhill, Hughes & Co., Montreal) President, Dominion Commercial Travellers Association

ronto, on the evening of the 30th of December, Mr. Warring Kennedy presiding. Interesting addresses were delivered by Rev. Wm. Patterson, of Cooke's Church, and S. H. Blake, Q. C. Songs and piano selections helped to make the meeting a most pleasant affair.

A most important event in railway circles was the retirement of Sir Joseph Hickson, on January 1st, from the position of general manager of the Grand Trunk Railway owing to impaired health. His successor is Mr. L. J. Sargeant, who has been for sixteen years traffic manager of the road.

BUSINESS CHANGES.

Messrs. Russell, Seybold & Co., wholesale dry goods, Ottawa, who suspended payment last month have again resumed business.

Messrs. Lamallice Bros., wholesale dry goods, Montreal, have assigned; assets from \$35,000 to \$40,000, liabilities direct \$40,000, indirect, \$35,000.

Messrs. J. A. Patterson & Co., wholesale millinery, Montreal, have assigned. The principal creditors are English, French and German firms.

The businesses of Foster & McCabe, and

Frank Robertson & Co., wholesale fancy goods, Toronto, have been amalgamated under the name of McCabe, Robertson & Co.

Messrs. J. & J. E. White, lace importers, Toronto, have retired from business, and Mr. J. W. Lawrence, of John Macdonald & Co's., will wind up their affairs. The business has not been a paying one, but the creditors will be paid in full.

Messrs. Dunnet, Macpherson & Co., wholesale hats, caps and furs, have dissolved partnership, Mr. Macpherson retiring.

NEW YEAR'S PLAT-FORM.

The new year is now upon us and every merchant should enter it better equipped than he did the last. The following resolutions will be beneficial if adopted:

To be more careful in giving credit, and thereby save on the year's losses.

To be more careful in buying, and not make purchases larger than your trade demands, thereby opening the way for old stock to accumulate.

To keep your stock in better condition than you did last

year, thus forming a habit of neatness that always saves money by preventing waste.

To set an example of correct business principles before your clerks. Be honest.

To allow no goods to be misrepresented to customers.

To keep your books on a business basis.

To file all bills for reference, so arranged that the one desired may be found in a moment.

To pay bills as promptly as possible and if discounts can be secured to take them. Discount is profit.

To increase your trade by careful dealing, proper advertising and hard work.