

representatives have been here and there for many years, for their annual outing, and we think we are safe in saying that the hotel arrangements of the recent outing was the "top notcher."

Mr. Lidkea, of North Bay, not only landed the largest fish, but in between times he landed four men for life assurance. He thus made four families, at least, happy by his presence at the Outing.

It is said to take twenty to thirty cars to carry the baggage of the Shah of Persia when he travels. Mr. Sills, of Virginia, is far behind, only one baggage car was necessary for his luggage.

The "Old Guard" was well represented by Messrs. McIntyre, of Toronto, Macgregor, of London, and Hill, of Peterboro. These men who are still "in the firing line," began their work with conditions much less favourable than the representative of to-day enjoys. They could collect reminiscences enough for a good sized volume. Why not do it? We appoint Mr. Macgregor editor-in-chief.

"The Macaulay Club" was king. The enthusiasm of the men to see this Club go ahead was encouraging to the future success of the agency work of the Company.

The Agency staff did not mean to suggest to Mr. J. W. Simpson, the indefatigable Agency Inspector, that he needed to come in out of the rain, by presenting him with a silver-mounted umbrella. Mr. Simpson is an expert at arrangements. The secret of his success is that he is always on the job, and things cannot go wrong. The success of the Outing is in a large measure the result of his careful planning and seeing that the plans carried.

We do not wish to single out any one person in the Macaulay Club results, for all did handsomely; but too much praise cannot be given to Mr. Tremblay for his great work when it is considered that he is in a scattered rural community. This is evidence of what can be done when earnestness is coupled with untiring energy.

Macaulay Club Officers.

The officers' positions in the Macaulay Club are competitive. The president shall be the member who shall have secured, during the previous year, the greatest number of applications (as per rules) provided, his business for the club year shall have been \$150,000 or more; the vice-president must have secured the greatest number of applications during the club year (other than the president); the 2nd vice-president must have secured the second greatest number of applications (other than the president), and the secretary is appointed by the Head Office management.

The officers to June 30th, 1912, are as follows:

President, A. Lecavalier, Montreal,

168 Applications, amount \$479,000.00

Vice-Pres., W. C. Gaden, Montreal,

162 Applications, amount \$214,000.00

2nd Vice-Pres., A. Tremblay, Chicoutimi.

114 Applications, amount \$230,500.00

Secretary, A. M. Mackay, Montreal.

The Executive Committee is as follows:

R. R. Brooks, North Girard, Pa.

W. Merrill Eastcott, Ottawa, Ont.

J. H. Woolsey, Winnipeg, Man.

Thanks Gentlemen.

We are indebted for photographs from which the illustrations in this number were made, to Messrs. W. Merrill Eastcott, Ottawa; Julius Kaufmann Reading, Pa.; R. J. Stuart, Toronto; E. A. Macnutt, Montreal; and T. J. Parkes, Sherbrooke.

Banister Won the Bet.

(Strand.)

On one occasion a gentlemanly appearing individual walked boldly up the steps of St. Stephen's, passed the various officials, turned into the House of Lords passage and in a self-possessed manner, entered the robing room.

"Lord Normandy's robes."

The attendant looked surprised.

"I know it's absurd," said the stranger, "but my tailor cannot finish my robes in time and I must attend this sitting. Lord Normandy was so kind as to offer—You understand?"

"Oh, certainly, my Lord," responded the rober.

The crimson and ermine was produced and donned and the pseudo peer strolled into the