



IF any doubt existed as to the possibility of carrying into effect the proposal for \$1,000 additional in-

surance with the Commercial Travelers' Mutual Benefit Society it has been thoroughly dispelled by the very full reply in the affirmative to the circular sent out by Secretary Lowe. There are, of course, a few chronic kickers who oppose the innovation but their opposition will be powerless to prevent the by-laws being amended at the next annual meeting. With such an experienced Secretary as Mr. Lowe it is no wonder that the Society is prosperous and has the full confidence of its members in regard to its stability and future prospects.

A GALA DAY AT ALTON.

The pretty village of Alton, Ont., was the scene of a merry gathering on Saturday, July 25th. The occasion was a picnic of commercial travelers on the Northern route, and the citizens joined in with such hearty good will in all the freaks, tricks, and masquerading that it was almost a miniature carnival. The boys arrived on the evening trains on the T. G. B. from the north and south on Friday evening, and were met at the station by the Alton brass band and a host of the citizens. The fun commenced as soon as the train stopped, and the visitors were presented with guests' badges and free tickets to everything, including bed and board. The procession then marched to the residence of W. Algie, where the brass band was holding its annual garden party. A number of the leading citizens of Orangeville, with their brass band, soon arrived to join in the merry-making. With speech-making, eating, singing, and dancing the evening was spent, and everyone seemed

happy. Next day the baseball match took place between the Travelers' team and the Alton Aetnas, resulting in a victory for the home team, the score being 5 to 1. The battery for the visitors was by Vernon and Thompson, and for the home team by Rowcliffe and Sexton, with S. Barber as umpire.

In the afternoon everybody adjourned to the picnic ground, where the unique and original programme caused uproarious mirth. The bear trap, ambulance corps, and ice box were entirely new features, and fairly took the visitors' hearts by storm. After dinner speeches were made by about twenty of the visiting fraternity, and letters from all parts of the province were read expressing the regrets of those absent. Among the visitors were G. Bradshaw, of Samson Kennedy & Co., Toronto; D. Smith, of Gordon, Mackay & Co., Toronto; J. Fraser, of C. Cockshutt & Co., Toronto; M. Grills, of Thomas Dunnet & Co., Toronto; J. Duffy, of Robertson, Monroe & Reid, of Hamilton; J. V. Nichol, of McPherson, Glassco & Co., Hamilton; W. Barclay, of McLaughlin & Sons, Owen Sound; J. J. Foy, of Gillespie, Ansley & Dixon, Toronto; D. Vernon, of J. Macpherson & Co., Hamilton; J. Grills, of Quebec; W. Armstrong, of Harvey, Van-Norman & Co., Toronto; G. Davies, of W. B. Hamilton & Sons, Toronto; W. Thompson, of Hamilton; R. Harvey, Toronto; W. Colville, of Sinclair, Hood & Co., Toronto; R. Bell, of John Macdonald & Co., Toronto; J. McLaren, of Hamilton Coffee & Spice Co., and a host of others. The meeting carried a unanimous motion to the effect that as the gathering had been so successful it should become an annual affair, and "the drummers' snack" has now become a fixture. The citizens and band escorted the travelers to the station, and there bade them good-bye with three rousing cheers for the occasion.

THEY WANT CHEAPER RATES

At the annual meeting of the Dominion Millers' Association in Toronto this month the matter of the millers obtaining commercial travelers railway rates was discussed,

many of those present being of the opinion that the members of the association should have such rates, and a committee was appointed to report on the question.

THE WORD "DRUMMER."

The traveling men in California object to the use of the word "drummer," as applied to members of their profession, and a movement is on foot to abolish the term. In olden times, says the San Francisco Merchant, when it was the wont of quack doctors, fakirs and itinerant mountebanks to make periodical visits to country towns on market days, they would beat a big drum to call up a crowd. This was termed "drumming for trade," and it is presumed, and in fact generally accepted, that this is the origin of this offensive name. It is strange that in England, where the expression was first born, that it is now unheard of in connection with commercial travelers. In that country traveling salesmen are called "bagmen," or "knights of the gripsack," but in no instance would any of the fraternity countenance such an appellation as that of "drummer."

TEMPERANCE LEAGUE IN ENGLAND.

The Drapers' Record, of London, England, of August 1st, says: On Saturday night a meeting of commercial travelers was held at the Central Temperance Hotel, Albion street, Hull, with the primary object of considering the advisability of forming a Commercial Travelers' Temperance League in Hull on similar lines to that in America. The gathering was a very representative one, the chair being occupied by Mr. B. Smith, and those present included Messrs. J. Ingham, C. E. Johnson, T. Fawcett, W. Dorman, R. Hargrave, C. Moulds, M. Craven, J. Clark Hebdon, W. W. Cogan, T. E. Wing, and the Revs. W. K. Stuart and J. Jackson. In the course of his address, Mr. S. A. Haines (of the Commercial Travelers' Temperance League of America) said the motto of his association, which numbered over 4,000 members, was, "No man is sure that he is temperate himself until he tried to make other people so." Drinking was the curse of commercial men. No man was so important to commerce and industry as the commercial traveler, and no body of men were so important to the commerce and industry of the