

Annual Meeting of the Commercial Travellers' Association.

The annual meeting of the Northwest Commercial Travellers' Association of Canada was held Saturday evening, Dec., 21, in the board of trade rooms, Winnipeg. President, J. Y. Griffin, occupied the chair. There were also present Vice-president A. S. Binns, Treasurer J. Mundie, Secretary J. M. O'Loughlin, Directors M. W. Rublee, H. Bruce Gordon, A. L. Johnstone, L. C. MacIntyre, J. C. Gillespie, and over forty active travellers. The minutes of last meeting were read and adopted. The president appointed H. Bruce Gordon, E. W. Law, and A. Harper as scrutineers and while the ballots were being counted the following report from the officers and directors was read.

Gentlemen.—In presenting the thirteenth annual report, your directors have much pleasure in referring to the continued growth of the membership of the association and also that our reserve fund is still increasing. Our relations with the railway companies continue to be the most pleasant and satisfactory. A committee from this board interviewed Mr. Wm. Whyte, general superintendent of the western division of the Canadian Pacific Railway company, in the month of January in reference to permission for our members to utilize the freight trains in travelling; and we are pleased to be able to say that our efforts have at last been successful and our members now enjoy this privilege. When interviewing Mr. Whyte at this time he informed the committee that he proposed going to Montreal in a few days. We took this opportunity of consulting with him regarding a 1,000 mile ticket or a 2½ cent rate. This matter was thoroughly discussed and all matters of detail gone into very carefully, and your directors can safely say our arguments in favor of this were well advanced by members of the committee, and we feel safe in saying that Mr. Whyte's sympathies were with us. On his return from Montreal he said that at present they could not accede to our request in the matter of reducing the rate of fare to 2½ cents; but we still have hopes that in the near future the railway companies will meet our views in this matter. We are now carrying, through the Mortuary Benefit, insurance to the amount of \$12,416.93. During the past year, we are pleased to say, there has been no call upon this fund. Your directors have to report on the matter of the claim against the London Guarantee and Accident Insurance company for the amount of the accident insurance upon the life of the late C. F. Church. This suit has caused your directors a great deal of trouble and anxiety during the past year. However, we feel we have been well repaid, in that we have come out successful. Judgment was delivered in our favor by Justice Bain, carrying costs. An appeal was then made to the full court, and Justice Bain's judgment fully concurred in. The Accident company then appealed to the Supreme Court, and no doubt, the fact of your directors showing every willingness to fight the matter out in matter what it cost, was largely instrumental in prompting the company in offering to settle the matter out of court. Propositions for settlement were made to us, which did not meet your directors' views, and after considerable delay, the Accident company withdrew their appeal to the Supreme Court and paid the judgment in full with interest and taxable costs. This suit has cost the association \$281.69, but it must be gratifying to every member to know that it was brought to a successful issue. Mrs. Church very kindly offered that the amount of expense, \$281.69, be deducted from the \$1,000, but on the unanimous vote by your directors, it was decided that she be paid the \$1,000 in full. We have much pleasure in

informing you that our contract with the Manufacturers' Accident Insurance company has been carried out to the very letter, and that several small claims which were made upon them by a few of our members, have been promptly and satisfactorily settled. We also beg to report, that we have just closed a contract with this company for another year, and we are pleased to say, without any doubt, on the most favorable terms that this association has ever yet had the privilege to enjoy. Your directors are pleased to report on the very flourishing condition of our British Columbia branch. It has certainly advanced wonderfully fast. The interests of the association there have been looked after this year by A. R. Tufts, local secretary, John W. Gatter, local director of Vancouver; and A. Robertson, local director of Victoria. And with a membership there in 1893 of only six members, and in 1895 fifty-eight members, you will readily observe that our interests have been well looked after by those gentlemen. The annual celebration of the coming year is to be much the same as last year. At the annual meeting for nomination of officers it was decided to hold a conversatione and ball, and the directors with the celebration committee, have secured the best available talent for the entertainment. The conversatione will be held at the Manitoba Hotel, on the evening of Thursday, Dec. 26, and as there are a number of entertainments of a similar kind being held between now and the end of the year, it is specially asked, that every member make a special effort to not only attend themselves, but to see that all their friends are provided with tickets; and let every member start out now with a firm determination that he will make Thursday evening, Dec. 26, one of the most enjoyable in the history of the association. Your directors have arranged for the coming year that a leather cover shall accompany each certificate issued to the members. In retiring from office your officers and directors have to express their satisfaction at the manner in which the members have carried out the spirit of the by-laws in their entirety, there being no complaints of any violation on their part from any source. Prosperity has attended us during the year, and as the outlook for all kinds of business is much more encouraging than it has been for the past two years. It is our sincere wish that every member may get his share, and that our association may continue to prosper.

After discussion of the report, it was adopted without change.

The members were much pleased with the following report of the treasurer, which on being read was adopted.

Gentlemen.—The success which has attended our association during the past year is again a matter of congratulation. Our membership now consists of the following: Active 295; honorary, 20; and honorary life, 5; making a total of 320. There were a number of applications for loans during the past year, which have been declined by the board because security offered was not acceptable to the directors. The current bank account of the association is now transferred to the Molsons' bank. The interest collected during the past year amounted to \$673.30, and there are arrears on mortgage of interest unpaid \$232.00. During the year our association received the second, third, fourth and fifth dividends from the Commercial Bank of Manitoba (\$415.42), thus reducing the claim of the association against the Commercial bank by that amount. The balance of the funds is on deposit in the Molsons' bank, and that portion upon deposit receipt drawing three and one-half per cent interest. It is very gratifying to know that our funds continue to show a steady increase, the balance on hand at the end of this year amounting to \$14,818.86 in assets, which shows an increase over the balance of last

year of \$2912.59. There are no unpaid accounts. The books and vouchers have been duly audited, and the auditors report is submitted with statement. I have to thank the secretary for the great assistance he has rendered me, thereby lightening my work to a large extent. Upon retiring from the honorable position of treasurer, I cannot do so without thanking the directors for the courtesy they extended to me while a member of that board. Trusting the association may continue to increase in membership and funds.

Moved by A. L. Johnston, seconded by S. S. Cummings: "Whereas we believe that the time has arrived when the commercial travellers of Canada should enjoy lower passenger rates from the railway company west of Sudbury, and the various branch lines in Manitoba and the Northwest Territories, and to that end a committee be appointed, consisting of the president, vice-president, treasurer and secretary, as elected for 1895, with the mover and seconder, to collect and formulate evidence bearing on this question, and for a copy of the same to the different commercial travellers' associations in Canada, requesting their respective boards of directors to appoint a delegate from each association to act with a delegate appointed by our board of directors for the purpose of waiting on the Canadian Pacific Railway company in Montreal at as early a date as can be arranged, to obtain a reduction in passenger rates as aforesaid, for the benefit of the commercial travellers of Canada. That this meeting request the board of directors for 1896 to appoint such delegate, and that the necessary travelling expense be paid out of the general funds of the association."

Mr. Johnston in moving the above resolution showed that a traveller from Montreal or Toronto in buying a through ticket to Vancouver or Pacific coast points paid about 2½ cents a mile, while a ticket from Winnipeg to the same point would cost over three cents a mile and from the views of the different travellers they felt that the association should have a rate of least 2½ cents a mile, or a 1,000 mile ticket for \$25.

Mr. Johnston's motion was carried unanimously.

A resolution was passed that the new board of directors appoint a committee of three members of the association, whose duties shall be to report upon needed improvements in hotels and liverys. The idea is to divide the territory into three districts, and have one traveller in each district, one who is travelling the ground regularly, to report to the secretary any needed improvements. Also that a committee be appointed to wait on the provincial government, to suggest the advisability that the license inspector be instructed to investigate very thoroughly the sanitary conditions of every licensed hotel.

The scrutineers having completed the counting of the ballots, the president announced the following as the board for the ensuing year:

President.—A. S. Binns, acclamation.

Vice-President.—A. L. Johnston.

Treasurer.—L. C. MacIntyre, acclamation.

Secretary.—J. M. O'Loughlin, acclamation.

Board of directors.—J. A. Lindsay, K. McKenzie, M. W. Rublee, E. W. Drewry, T. H. Locke, G. F. Stephens, J. B. Persa.

After votes of thanks were passed to the retiring officers and board, the auditors, the scrutineers, the Consolidated Stationery company, for the use of the office for the meeting of the board during the year, the secretary of the British Columbia branch, the meeting adjourned.

A box of cigars was distributed among the Commercial staff on Christmas eve from Bryan and Lee, cigar manufacturers, of Winnipeg, for which the boys are grateful.