

and wife; R. P. Perry, C.P.R., Bracebridge; H. J. Pettypiece, C.P.R., Forest, and wife; W. W. Porte, C.P.R., Brighton, and wife; J. I. Robinson, C.P.R., Sydney, N.B.; A. J. Roos, C.P.R., Berlin and wife; J. W. Ryder, G.T.R., Toronto, and wife; B. J. Sharp, C.P.R., Sussex, N.B., and wife; J. H. Sherin, C.P.R., Lakefield, and wife; C. L. Singer, M.C.R., St. Thomas, and wife; D. Smith, C.P.R., Tilbury, and wife; H. Stewart, C.P.R., Seaford, and wife; J. R. Tierney, C.P.R., Arnprior, and wife; B. Travers, G.T.R., Paris, and wife; Dr. H. A. Turner, C.P.R., Millbrook, and wife; W. Ward, G.T.R., Dresden, and wife; H. F. Whittier, G.T.R., Trenton, and wife; J. C. Whitechelo, C.P.R., Parry Sound, and wife; A. H. Wittmaak, C.P.R., Hespeler, and wife; C. C. Young, L.E. and D.R.R., London, and wife; R. W. Youngs, L.E. and D.R.R., Ridgetown.

The following were guests of the Association: B. H. Bennett, G.A., Chicago and North Western Ry., Toronto, and wife; C. Cameron, director, Northern Navigation Co., Collingwood, and daughter, Mrs. Holmes, Toronto; J. W. Cauvin, Advertising Agent, R. and O. Navigation Co., Montreal; C. E. A. Carr, General Manager, London Street Ry. Co., London; W. T. Dockrill, T.P.A., C.P.R., Toronto, and wife; G. H. Doherty, Niagara Navigation Co., Toronto; J. F. Dolan, C.P.A., R. and O. Navigation Co., Montreal, and wife; J. W. Donald, D.P.A., Chicago and Alton Rd., Buffalo, N.Y., and wife; L. Drago, C.P.A., New York Central Rd., Toronto, and wife; C. B. Foster, D.P.A., C.P.R., St. John, N.B.; C. W. Graves, D. F. and P.A., Great Northern Ry., U.S., Toronto, and wife; A. Lalonde, C.P. and F.A., Boston and Maine Rd., Montreal, and wife; A. J. McDougall, G.E.P.A., Illinois Central Rd., New York; A. Monteith, Muskoka and Georgian Bay Navigation Co.; A. H. Notman, A.G.P.A., C.P.R., Toronto; C. A. Pison, General Agent, White Star Line, Toronto; H. A. Price, A.G.P.A., Canadian Government Rys., Montreal, and wife; S. J. Sharp, Western Manager, Elder, Dempster & Co. S.S. Lines, Toronto, and wife; Dr. Shaw, Clinton, and wife; H. E. Tupper, G.E.P.D., Denver and Rio Grande Rd., New York, and the Editor and Publisher of the RAILWAY AND SHIPPING WORLD, Toronto.

The party met at Niagara Falls, N.Y., on Oct. 17. During the day a number accepted the invitation of the Niagara Gorge Rd., and took a trip over it from Niagara Falls to Lewiston, N.Y., and return. At about 10



W. JACKSON,
Retiring President C. T. A. Association.

p.m. the special train, consisting of eight Pullman sleepers, a smoking and baggage car and a refreshment car was placed at Niagara Falls station. Secretary De La Hooke had carefully located the berths in advance, the cars were conspicuously numbered and the party were settled on board very quickly and comfortably. G. R. Chesbrough, Western Passenger Agent of the Lehigh Valley Rd. at Buffalo, and R. S. Lewis, Canadian Passenger Agent at Toronto, joined the party here to represent their company, whose guests the Association were. Niagara Falls was left at 3 a.m. Oct. 18, and at about 6 a.m. Geneva, N.Y., was reached. Here the party was joined by C. S. Lee, General Passenger Agent; A. A. Heard, Assistant General Passenger Agent; J. H. Seal, Superintendent of Dining Cars; A. W. Nonnemacher, General Baggage Agent; and S. B. Noble, Secretary to the General Passenger Agent of the Lehigh Valley Rd. Breakfast was served in the L.V.R. dining-room at Geneva, and a basket of luscious grapes, grown close by, was presented to each lady by A. A. Heard on behalf of the L.V.R. Wilkes-Barre, Pa., was reached shortly after noon, where luncheon was served in the L.V.R. dining-room. South Bethlehem, Pa., was reached about 5 p.m., the run from Geneva having been greatly enjoyed. To the great majority of the party, who had not been over the route before, the charming scenery of the Susquehanna, Wyoming and Lehigh valleys was a revelation. The scenic attractions of the route are undoubtedly very great. The track is in excellent condition for fast running, being ballasted with stone and equipped throughout with automatic electric block signals. At South Bethlehem the party was met by E. Ramsay, ticket agent of the Philadelphia and Reading Rd. at Chestnut Hill, Philadelphia; W. B. Cenard, ticket agent of the Philadelphia and Reading Rd. at the Reading terminal, Philadelphia, and W. M. McCormick, Assistant General Ticket Agent of the Philadelphia and Reading Rd. at Philadelphia, who represented the Quaker City Association of Railway Men, and invited the C.T.A.A. party to accept its hospitality on visiting Philadelphia. From South Bethlehem the special train proceeded over the Philadelphia & Reading Rd. to Philadelphia, Pa., and thence over the Baltimore and Ohio Rd. to Washington, D.C., which was reached a little after 9 p.m. Special electric cars were taken from the station to the Ebbitt House, the headquarters chosen

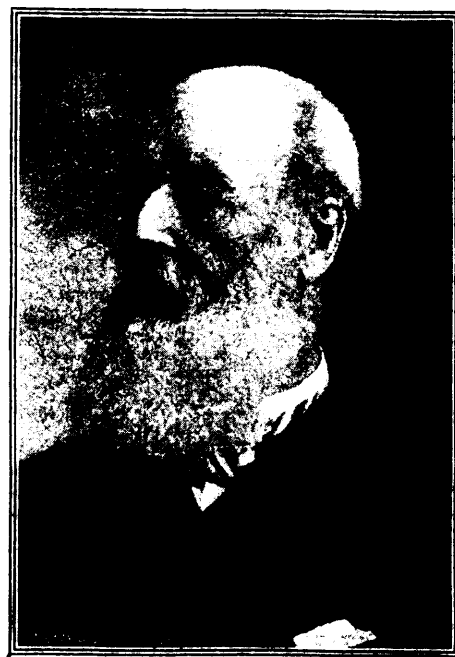
for the Association. Sunday, Oct. 19, was spent quietly in Washington. On Oct. 20

THE ANNUAL MEETING

was held at the Ebbitt House. On taking the chair President W. Jackson said: We have with us to-day quite a number of new members, and I presume they have often asked the question, What is the object of this Association? What good has it done and what does it hope to accomplish? In the first place, I would like to say that the stock-in-trade of a ticket agent's business is the knowledge of the geography of the railway world, a knowledge of which is of vast importance to himself and the company he represents. How is that knowledge to be obtained? Not by sitting in your office and studying time-tables, circulars and pamphlets, but by getting out over the systems with which you do business every time you get the opportunity. Knowledge is power, and the agent who is able to speak from the book generally gets the confidence of the travelling public. Supposing a passenger should come into your office next week and ask for information in reference to a trip to New York, what would be the result? You would at once become enthusiastic, you would tell him that the Lehigh Valley was the only road; you would tell him about the splendid roadbed, the magnificent scenery, the handsome and comfortable train service, the polite officials, and in a few minutes you would convince him that it was his duty to make that trip. The ticket business is on a level with the mercantile business, the one has merchandise to sell, the other has transportation to sell. When a merchant opens up business his first step is to supply his establishment with the best goods to be obtained. His next step is to engage assistants familiar with the goods which he has to sell. Why should not the ticket agent be thoroughly familiar with transportation? It is just on such a trip as this that he gets a great deal of information which constitutes his stock-in-trade. Then again, take the social side of our Association. For the past 16 years I have had the privilege of attending every gathering, and during that length of time I have formed many friendships, which I hope will not be severed for many a long year. We meet together as a large and happy family, renew friendships, exchange ideas,



M. McNAMARA,
President Elect C. T. A. Association.



EDWARD DE LA HOOKE,
Secretary-Treasurer C. T. A. Association.