



MR. LOWE, Secretary of the Commercial Travelers' Mutual Benefit Society, has received a large

number of replies to the circular issued last month on the question of \$1,000 additional insurance. They are all in the affirmative and many of them remitted the money for the fresh certificate. It is impossible, however, to do anything in that direction until the alteration in the by-laws is ratified at the next annual meeting.

#### AMALGAMATION.

A deputation from the Commercial Travelers' Association of Canada, consisting of President John Burns, second Vice-President R. J. Orr, Secretary James Sargent, and Messrs. W. G. Reid and H. G. Wright has been in Winnipeg with the object of endeavoring to amalgamate the Toronto and Winnipeg Associations. The result of their mission will not be known till they submit their report. The Winnipeg Commercial says the visitors were royally entertained by the local travelers who drove them about the city and dined them at Clougher's.

#### HYMENEAL.

On June 25th, C. A. E. Colwell, of Toronto, traveler for the well-known house of the W. E. Sanford Manufacturing Company, led to the altar, at St. John's Church, Hamilton, Miss Anna A. Pilgrim, of the Ambitious City. The ceremony was performed by Rev. Hon. R. Morton, in the presence of a large number of friends. Mr. Colwell's fellow travelers presented him with a handsome sideboard, while the old St. James Cricket Club, of which he was a former President, sent him a beautiful silver tea set. After the wedding breakfast Mr. and Mrs. Colwell started on a bridal tour of the Eastern States via Montreal.

#### VISITORS TO MONTREAL.

The members of the Maine and New Hampshire Commercial Travelers' Association, who visited Montreal on July 1st and 2nd, were kept busy in enjoying the city's hospitality. On the morning of the 2nd a review of the fire brigade was held in their honor on the Champ de Mars, and in the afternoon the visitors took in the various sights of the city. They returned home the following day highly pleased with their visit.

#### DROWNED IN LAKE ERIE.

Abel E. Bunker, traveler for H. J. Matthews Bros. & Co., Toronto, had reached Port Dover on his western trip, and taking advantage of the holiday (July 1st) went out on a fishing excursion to Long Point, accompanied by Major John W. Ryerson, one of the leading lawyers of Simcoe. Nothing further was heard of the party until the following Friday, when during the gale the yacht Mabel, in which they sailed, was seen eight miles from shore mastless, but before it could be reached it sank out of sight, too surely indicating the sad fate of the two friends. Every effort has been made to recover the bodies, but so far without success. Mr. Bunker was a most successful traveler, and was held in high estimation by his employers. He was a comparatively young man, and leaves a wife and two young children to mourn his loss. He was a member of the Commercial Travelers' Association and also of the Mutual Benefit Society.

#### THEIR FIRST ANNUAL PICNIC.

The City Travelers' Association of Toronto will hold their first annual excursion picnic on Wednesday, July 22nd, to Niagara Falls. All arrangements have been made for a good time.

#### CHANGED HIS QUARTERS.

The Winnipeg Free Press says: J. H. Holman, the popular western representative of H. Shorey & Sons, clothiers, of Montreal, is about to take up his residence in the east. "Jake's" many friends will be pleased to know that he will be a frequent visitor to the city, his headquarters merely being changed from Winnipeg to Montreal.

#### WHY SOME DRUMMERS GO TO CHURCH.

"I have known commercial travelers," said a hotel clerk to a New York commercial

traveler the other day, "to stay out until the early hours of Sunday morning, and yet they would get up and go to church Sunday no matter how severe the weather was. They said they were not particularly religious, but that they made it an invariable rule to go to church on Sunday, or they would have no success during the week. I remember the case of a young fellow who came in from the train late one Saturday afternoon. 'I never had a worse week in my life,' he said. 'Why, I haven't taken one decent order. And the reason is I neglected to go to church last Sunday, as is my usual custom. I am going out to-night and may be out late, but I want to be called in time for church tomorrow forenoon.' He did not come in until 4 o'clock in the morning, but he insisted on being called at 9 o'clock, and though it was raining pitchforks went to church after a hearty breakfast. I joked him when he returned, and declared that he had not been to church. But he told me the minister's text and several good points of the sermon. Well, he declared that he had good luck all that week, and booked several of the largest orders he had ever taken in this city."

#### THE ROAD TO SUCCESS.

A commercial traveler tells this story on himself. It was in his early traveling days; in fact, he had been taken out of the office to make his trip on the route of the regular traveler, who was sick. He visited two or three cities on his route, not meeting with much success, which he attributed to the fact that two or three other salesmen carrying the same line of goods were just ahead of him.

Being afraid the house would be dissatisfied, and a little doubtful of his own abilities, he telegraphed his employer, "Better call me in. There are three rival salesmen ahead of me."

Instead of calling him in, the head of the house telegraphed, "Push ahead. There are a hundred other fellows behind you."

So he went ahead, satisfied that he could at least hold his own with the fellows that were behind, with the result that he made such a good trip that he was kept on the road, and his salary increased. He said the idea that there were a lot of fellows following served to stimulate him, and he determined to go ahead and push things to the best of his ability, and he succeeded.—Ex.

No young man can possibly have mistaken his calling who finds in it what the world wants done.