

THE DRUMMER'S DREAM.

A little room in little hotel
In a little country town,
On a little bed with a musty smell
A man was lying down.

A great big man, with a great big snore—
For he lay on his back you see—
And a peaceful look on his face he wore,
For sound asleep was he.

In his dreams what marvelous trips he made,
What tremendous bills he sold;
And nobody failed and everyone paid,
And his orders were as good as gold.
He smiled and smothered a scornful laugh
When his fellow drummers blowed,
For he knew no other had sold the half
Of what his order book showed.

He got this letter from home one day;
"Dear Sir—We've no fitter term
To use in your case than simply to say,
Hencelorth you are one of the firm."

And a glorious change this made in his life,
He now from the road withdrew,
And, really, soon got to know his wife,
His son and his daughter, too.

And then moved from his obscure flat
To the house on the avenue,
Lived swell, was happy, got healthy and fat,
Respected and wealthy, too.

But with a thump—bang—whang—thump
—bang! again

The landlord stood at the door;
"It's puty nigh time for that 6:10 train!"
And the drummer's dream was o'er.

— American Commercial Traveler.

MR. ROBERT W. PENTECOST.

R. W. Pentecost represents the well-known firm of W. R. Brock & Co., wholesale dry goods, Toronto. He is an Englishman by birth and came to this country when quite a young man. He commenced his brilliant career on the road about 21 years ago as representative for T. C. Kerr & Co., Hamilton, and after the retirement of that firm from business he was for a short time in the employ of D. McInnes & Co., then he transferred his services to Wyld, Brock & Darling, and has remained with the old firm in all its changes. When he went on the road in the counties of Waterloo, Perth and Huron a great deal of travelling was done by team. He always drove a splendid team and dashed into the village or town handling the ribbons with such exquisite grace and dexterity as to excite the envy of the men and the admiration of the fair sex. He has always been on the same route and is known by everybody, even by the rising generation. He is in every sense of the term a thoroughly steady, reliable and well-informed man, who retains the confidence of his customers in a marked degree, and it would take a very live man from a rival house to wean that con-

fidence from them. He is said to make as large returns in the course of a year as any traveler on the road, and bears the enviable reputation of scarcely ever making a bad debt. An unintentional but none the less deserved compliment was paid to Mr. Pentecost's abilities as a salesman by an old Scotchman, while talking with another representative of the firm in the following terse sentence: "Oh yes," said the old Scotchman, "I'll warrant yeh'll sell plenty o' goods." Mr. Pentecost we understand, has been as prudent and careful in his own affairs as in those of the firms he has represented and is therefore one of the few capitalists on the road. As an evidence of the confidence reposed in him by his customers some of them have made him sole executor to their estate and guardian of their children, which is as high a compliment as could be paid, not only to Mr. Pentecost's business ability, but to his private character. Mr. Pentecost is also a veteran of 1866. He was a member of the 13th



Battalion and went to the front with his company. His many friends say that his reminiscences of the Fenian raid are well worth listening to.

HALF-YEARLY MEETING.

The half-yearly meeting of the Commercial Travelers Association of Canada, was held at the headquarters, No. 57 Yonge street, Toronto, on Saturday evening, June 6th. President Burns in the chair. A report was presented by Secretary Sargent showing the affairs of the Association to be in a gratifying and prosperous condition, the membership being over 3000, and, notwithstanding the Association had paid out to the widows and orphans since the inception of the insurance scheme a sum of over \$100,000, the surplus in hand was \$190,000. The report was confirmed by the auditors who added that the title deeds of the property now occupied by the Association were in the hands of the executive. A resolution was passed to send a telegram of condolence to Lady Macdonald expressive of the profound sympathy of the Association with her in the death of her husband, Sir John Macdonald.

TRAVELERS' CIRCLE.

A most enjoyable evening was spent by the members of the Commercial Travelers Circle and a large number of their

friends in Webb's parlors, Toronto, on the evening of Monday, May 25th, in social intercourse and listening to the attractive programme provided for their entertainment. Rev. Dr. Stafford opened the proceedings with a humorous address and at a later stage Rev. Dr. Thomas delivered a capital address on "Talking," explaining that he selected that subject as commercial travelers were about the best talkers he knew of. The musical programme consisted of solos by Miss J. Mann, of Hamilton, Miss M. McGrath, Alexander Gorrie and Edgar Buck with a duet by Miss McGrath and Mr. Gorrie. Miss Scholey recited Luke, and G. W. Armstrong read an interesting essay on "The Hand of God in Modern Inventions." The Napolitano orchestra rendered instrumental music and Webb furnished refreshments. The hearty rendering of the national anthem brought the programme to an appropriate close.

HONORING AN EX-PRESIDENT.

The half-yearly meeting of the Commercial Travelers Association of Canada, held in their new building, No. 57 Yonge street, Toronto, on Saturday evening, June 6th, was made the occasion of a presentation to a deservedly popular member. When A. A. Allan retired from the office of President at the close of last year, after a service of over eleven years on the Board of Management, the members decided to mark their appreciation of his valuable and painstaking efforts in behalf of the Association in a tangible form. This took the shape of a life-size portrait of himself and the commission was placed in the capable hands of J. H. L. Forster. It was felt that this was not enough, and T. W. Ellis & Co. were instructed to manufacture a hunting case gold watch and chain, which would reflect credit upon themselves and all concerned. The portrait is a particularly happy effort, the likeness being perfect, and as to the watch and chain it is only necessary to say that the manufacturers carried out their commission in a way that left nothing to be desired. The watch bears the following inscription: "Presented to A. A. Allan by the members of the Commercial Travelers Association of Canada, June 6th, 1891."

The presentation was accompanied by the following engrossed address in book form:

A. A. Allan, Esq.,

Dear Sir:—

The officers and members of the Commercial Travelers Association of Canada desire to express upon your retirement from the Presidency of the association their appreciation of your valuable services.

During your incumbency of the several offices you have so ably filled, many important matters affecting the welfare of our association have been successfully completed by your tact, sound business ability and force of character, which have long marked you as a successful business man.

As our chief executive officer the zeal and sterling integrity you have brought to bear upon all questions affecting our welfare convince us that our interests were always close at heart.

We cannot allow you to separate from us without expressing our regret at your retirement and ask your acceptance of the accompanying testimonial as a token of our regard.

With best wishes for yourself and family Signed on behalf of the Association,

JOHN BURNS, President.
JAS. SARGENT, Secretary

President Burns made the presentation in a tellurous and happy manner and Mr. Allan feelingly replied. As an evidence of the great esteem in which the recipient is held congratulatory speeches followed from Fred. Burke, ex-President of the Dominion Travelers Association, Montreal; Warring Kennedy, Wm. McCabe, actuary, H. Symons, solicitor, C. C. VanNorman, first vice-president, R. J. Orr, second vice-president of the Commercial Travelers Association, of Canada; James Paterson, J. O. Black ex-presidents, H. Wright, vice president, W. G. Reid, director of the Hamilton branch; J. J. Alworth and F. Fielding. Among those present were many colleagues of the retiring president, among them J. H. Devaney, I. P. Hayes, W. B. Duck, J. Greenfield, M. C. Ellis, John Hooper, Fred. Warrington and E. L. Starr.

The committee having charge of the testimonial was composed of E. C. VanNorman, H. H. Gray and Jas. Haywood. The portrait will adorn the walls of the reading room at the headquarters of the Association.