

# UNITED COMMERCIAL TRAVELERS

## Notes off and on the Road—



The Journal will be pleased to receive stories from members of the U. C. T. of interesting experiences of life "on the road." They should not exceed 200 words and should be addressed to the U. C. T. department.

A U. C. T. hotel, or one devoted primarily, if not exclusively, to the needs of commercial travelers is a project that is being enthusiastically advocated and the plans for which are taking definite shape.

The idea that is to be carried out is for the erection of a good-sized hotel, modern in every respect, to be located in the center of the wholesale district, on either First avenue N or on one of the side streets between Washington avenue and Sixth street, in close proximity to First avenue.

The hotel will have one or possibly two floors devoted to a hall that will have a seating capacity for 500 persons, which can be used for conventions of various commercial and manufacturing organizations, as well as for the councils of the United Commercial Travelers.

Such a hotel will meet two long-felt wants. There is a demand for increased hotel accommodations in Minneapolis and for a centrally located hall for associations and conventions.

It is argued that proximity to the wholesale and jobbing houses would be a great convenience. Customers from outside the city could be entertained and clerks and traveling men would have accommodations that they do not now get, besides the advantage of proximity to their business.

The patronage of the commercial travelers and the jobbing houses would guarantee a business that would bring prosperity from the start, but it is proposed that the hotel should be for the accommodation of the general public as well.

The estimate of the probable cost of the hotel is in the neighborhood of \$500,000, and its capacity is placed at 200 sleeping rooms. There is likely to be a stock company organization back of it, but it is proposed that it shall be on the building and loan plan, so that members of the U. C. T. can subscribe for stock to be acquired by quarterly or semi-annual payments, and be in control of the management. A prospectus setting forth this plan is now in preparation.

### "ON THE ROAD"

#### Traveling Men Relate Some of Their Novel Experiences.

The Journal has received several responses to its request for stories by members of the U. C. T. of novel incidents of life on the road, and here are some of them:



Billy Weed writes: "My most novel experience was to have a red-headed girl wearing a Mother Hubbard wait on the table barefoot. Can anyone beat this? I had not told her to serve the tomatoes undressed, either."

H. K. Richardson of the Grimsrud Shoe company says: "We have a man in our employ who would not be with us if it had not been for something I heard about him, which was this: He was after a country cus-



tomber, but found he had gone to another town sixteen miles distant. He started after him with his sample trunks on a sled, and meeting him on the road half-way opened up his trunks on a snow-bank and sold him quite a bill of goods. I had been thinking of letting him go, but when I heard this I concluded that a man who was enterprising enough to do this rather than let a customer get away had it in him to make a good

salesman, and I am glad I did, for he has made good."

J. W. B. writes: "Three of us were very hungry, and we thought we would stop off at Mandan, get supper and then cross the river to Bismarck. We went to the hotel, and while waiting for supper happened to look out of the window. We saw one of the waiter girls



filling a pitcher that was evidently intended to furnish drinking water for the table from a trough at which a horse was drinking. We were hungry, but we hurried out and caught the train and went on to Bismarck."

"Old Timer" makes this contribution: "When the town of Mohall, N. D., started eight of us got there to attend the opening of the hotel just completed. We occupied the four beds in a room on the second floor, and the beds comprised the entire furniture in the hostelry. Downstairs a temporary bar had been fitted up, and a brass band was discoursing sweet music all night long."

### RED WING COUNCIL

#### Thirty-seven Charter Members Initiated and Officers Elected.

The new U. C. T. council instituted at Red Wing has thirty-seven charter members who are residents of Red Wing and nearby towns, as follows:

C. S. Sultzor, G. E. Minor, M. B. Soule, Harry Minor, C. E. Sheldon, F. D. Putnam, E. H. Foot, J. F. Diefenbach, H. J. Osterlund, H. P. Jorgensen, J. W. Lovegren, Edwin Foot, N. K. Simmons, William Zimmerman, H. E. Elm, Harry Lillyblad, Henry A. Swanson, Otto A. Remmer, Thomas C. Leonard, H. Herder, Charles Beckman, John G. Hall, George P. Eichinger, S. E. Nobles, C. H. Ashton, J. E. Teele, E. A. Ashton, Fred Kuhn, L. M. Ellingson, Peter Kempe, J. H. Bredehorst, William Newton and F. S. Toal.

The initiation ceremonies were conducted by Walter Jacobs, grand counselor, W. B. Clarkon, Albert Lee, and J. F. Ellis, Minneapolis, and the following are the officers:

Senior counselor, S. E. Noble. Junior counselor, C. H. Ashton. Past counselor, William Newton. Secretary and treasurer, Harry Lillyblad.

Conductor, E. A. Ashton. Page, L. M. Ellingson. Sentry, F. S. Toal. Executive committee for two years, J. E. Teele and Hugo Herder; for one year, C. S. Sultzor and H. E. Elm. Physician, Dr. J. V. Anderson.

### Owatonna Council.

F. M. Pratt, who has been covering the southern territory for the Washburn-Crosby mills, has been advanced to the position of St. Louis representative, promotion that is well deserved.

M. R. Hastings of Owatonna council, No. 85, has accepted a position with the Minneapolis Furniture company of traveling salesmen, and started Wednesday on a trip over his territory.

Miss Louise Hastings, daughter of M. R. Hastings of Owatonna, died Friday of last week at Sound, Wash. She was 19 years old and since childhood had made her home with the Stowers family, who were relatives.

Brother H. N. Winship of No. 85, was recently thrown from a buggy and painfully injured.

### Saintly City Notes.

Saintly City Council, No. 50, initiated a class of fifty-two at the close of the year, which is going some.

J. E. Burke, in charge of the branch of the National Biscuit company, has changed back from Minneapolis to St. Paul.

Max Rachelman, an old-timer in the clothing business, is selling hardware for Farwell, Ozmun, Kirk & Co.

A. A. Barbeau has quit the road to look after the house sales for Koehler & Heinrichs.

S. H. Ansell, formerly of St. Paul, is running a hotel at Newport, Ore.

J. W. Filshie, representative of Farwell, Ozmun, Kirk & Co. in North Dakota, recently lost his home by fire at Oakes, N. D.

H. D. Spoor has recently removed his family to Berlin, Wis., where he represents the Russell Glove company. Thomas F. Horrigan, representative of the W. F. McLaughlin Coffee company, by the extension of his territory now covers Minneapolis.

Minneapolis U. C. T.'isms. Thirty-seven traveling representatives of the Grimsrud Shoe company who were in for the holidays are all on the road again. Billy Weed starts tomorrow to go over his run, carrying with him the prospective championship of the Elks' pool tournament. C. J. Hartwell, traveling representa-

tive of the Advance Thresher company, who was injured seriously last August at Bricelyn, is on deck for business again.

W. N. Tinker of Minnehaha council, is again ready for the road, practically recovered from injuries received by a fall in October.

The factory lecture, illustrated by fine stereopticon views, of the National Cash register, will be delivered in Minneapolis the latter part of the month, and members of the U. C. T. are to be invited to attend.

W. J. O'Brien, with the Stoughton Wagon company, and wife are down from Grand Forks, spending a few days with old friends and taking in the sights with the keen enjoyment characteristic of people from rural districts. J. R. Gordon, representing the Minnesota Linseed Oil & Paint company, who has been seriously sick for several months, surprised and delighted his employers and business associates by a visit to the factory this week. He is fast regaining his health and hopes soon to be actively again at work.

The management of the Aultman Engine & Thresher company has been changed. Frank C. Smith, manager of the Chicago house, has succeeded O. G. Rosing, an old member of "63," who will remain with the company for the present.

V. S. Johnson, representing the Iowa Soap company of Burlington, Iowa, is in the city spending the holidays.

Bradshaw Brothers, the wholesale milliners, witnessed the exodus of all their traveling salesmen Wednesday evening. The early birds get the worm, and Bradshaw's boys are, certainly birds.

W. H. Allison, for many years with the Nichols & Dean company, now representing the Plumbing and Steamfitting Supply company in North Dakota, living at Jamestown, was at the big meeting of "63" on the 30th. He and his wife are visiting friends in Minneapolis for a few days.

A. G. Peterson, who has asked the question, "Do Uneda Biscuits?" for the past fifteen years, in the interest of the National Biscuit company, signed a contract with the Works Biscuit company Jan. 1.

John McCarthy, with the Minneapolis Plow works, is spending the week at home getting acquainted with his family after a three months' trip in North Dakota.

E. T. Jones, representing the Minnesota Linseed Oil and Paint company, will soon leave town on his southern tour.

Harry B. Jessup, "Hustling Harry," with the Paris Murton company, is circulating among his many friends this week.

Ed Tisdale of the Boston Candy company is again at his desk after a week's wrestle with la grippe. Ed says he didn't mind the grip so much as he regretted having to miss "63's" big night on the 30th.

T. J. Kelly, who was for many years with McCusick, Behnke & Co., St. Paul, left last Wednesday for Chicago, where he goes into a hospital to undergo an operation.

George S. Montgomery, an old-time traveler who formerly lived at Walpole, N. D., and now lives at Edmonton, Alberta, where he is engaged in coal mining, was in Minneapolis Saturday en route to Chicago and the east. He is one of the American Canadian boomers.

H. W. Viets, who was severely injured in the St. Cloud wreck the first of December, is still confined to the house.

### Of General Interest to the Order.

C. C. Porter of Otumwa formally announces himself as a candidate for the office of secretary and treasurer of the Iowa State Traveling Men's association to succeed the late F. E. Hawley. He has served three terms as grand treasurer, is also the Iowa vice president of the Secretary-Treasurer's National association of the U. C. T., and has been on the road in the harness trade over twenty years.

The North Dakota Retail Hardware Dealers' association holds its ninth annual convention at Grand Forks Tuesday and Wednesday, Jan. 30 and 31, and the Retail Merchants and Hardware Dealers' association of South Dakota will convene at Mitchell Jan. 23, 24 and 25.

The annual meeting of the U. C. T. Death Benefit association will be held next Saturday at the Commercial club, St. Paul, when reports for the past year will be made and officers elected. The association is now officially recognized by the commonwealth of Minnesota as a mutual life insurance association with authority to transact business, and its bylaws are approved by the insurance commissioner. Membership is limited to the U. C. T. and carries with it a life policy of \$200 payable immediately upon death to the beneficiary.

### THE VALUE OF CHARCOAL.

#### Few People Know How Useful It Is in Preserving Health and Beauty.

Nearly everybody knows that charcoal is the safest and most efficient disinfectant and purifier in nature, but few realize its value when taken into the human system for the same cleansing purpose.

Charcoal is a remedy that the more you take of it the better; it is not a drug at all, but simply absorbs the poisons and impurities always present in the stomach and intestines and carries them out of the system.

Charcoal sweetens the breath after smoking, drinking or after eating onions and other odorous vegetables. Charcoal effectually clears and improves the complexion, it whitens the teeth and further acts as a natural and eminently safe cathartic.

It absorbs the injurious gases which collect in the stomach and bowels; it disinfects the mouth and throat from the poison of catarrh.

All druggists sell charcoal in one form or another, but probably the best charcoal and the most for the money is in Stuart's Charcoal Lozenges; they are composed of the finest powdered Willow charcoal, and other harmless antiseptics in tablet form or rather in the form of large, pleasant tasting lozenges, the charcoal being mixed with honey.

The daily use of these lozenges will soon tell in a much improved condition of the general health, better complexion, sweeter breath and purer blood, and the beauty of it is, that no possible harm can result from their continued use, but on the contrary, great benefit.

A Buffalo physician in speaking of the benefits of charcoal says: "I advise Stuart's Charcoal Lozenges to all patients suffering from gas in stomach and bowels, and to clear the complexion and purify the breath, mouth and throat; I also believe the liver is greatly benefited by the daily use of them; they cost but twenty-five cents a box at drug stores, and although in some sense a patent preparation, yet I believe I get more and better charcoal in Stuart's Charcoal Lozenges than in any of the ordinary charcoal tablets."

# THE NEW STORE

## MONDAY, TUESDAY, WEDNESDAY

Three days of the most deliberate murder (that's the only name for it) of values on new, good and emphatically desirable merchandise ever known.

### The Evans-Johnson-Sloane Stocks, Which Invoiced Friday \$177,528.92, Must Be Turned Into Money.

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