

COMMERCIAL TRAVELERS



THE GOOD OF THE ORDER.

U. C. T. influence is being felt these days. The Ohio legislature has passed a rate bill fixing railroad fares at 2 cents a mile as the direct result of agitation set on foot by commercial travelers thru their organization. In Minnesota a uniform rate of 2 cents a mile for purchasers of 5,000-mile books is likely to be secured. At a conference of U. C. T. representatives with the railroads last Saturday the Great Northern, Northern Pacific and Soo railroads indicated that they would agree to interchangeable mileage with the Western Passenger association roads, provided a 5,000-mile book is adopted by them and another conference will be held at Chicago. This will do away with the rebate plan which holds \$19.50 of the traveling man's money on the purchase of a 2,000-mile book on the Western Passenger association roads and will secure a reduction of 1/2 cent a mile on the northern roads. It is thought that it will be no hardship to require the purchase of 5,000-mile books as all traveling men use more than that in the course of a year.

The Georgia U. C. T.'s are modest. They only ask to have a law passed to compel landlords to furnish hotel guests with clean bed sheets. In Ohio the U. C. T. have induced the fire marshal to make a hotel inspection thru-out the state in regard to the safety of hotels and the provisions for fire escapes. Minnesota has a good hotel law, covering everything that is really needed for hotel fire protection. There is just one thing the matter with it and that is vital—it has no penalty for non-compliance so that it cannot be enforced thru the courts. This will be attended to at the next session of the legislature, the assurance is given, and the U. C. T. is going to see that it is attended to.

Some of the best speeches made at the talk fest in connection with the eighth annual convention at St. Paul Thursday, of the Northwestern Leather and Shoe association banquet, were by traveling men. Will Hathaway gave some practical advice on the practice of allowing the return of goods. George H. Cavens presented the salesman as the customer's best friend in a strong light. F. T. Dexter talks of the consideration that the traveling representatives should have from their firm and H. K. Richardson fairly whooped it up on the subject of the enthusiasm that should be instilled into business.

Kansas City papers are praising a traveling man who took a poor woman's part at Newton, Kan. The woman was traveling with the corpse of her husband and was accused by a restaurant keeper of stealing \$20. The traveling man prevented her being arrested by taking up a collection among the passengers, that satisfied the hard-hearted lunch counter pirate and left \$37.50 for the woman and her children. The story was a very pathetic one in which the commercial traveler figured with credit to himself and his calling.

SEVEN YEARS OLD

Minnehaha Council Will Celebrate Its Birthday Next Saturday.



WILLIAM WEED, The Father of Minnehaha Council.

Minnehaha Council No. 141 was instituted Feb. 25, 1899, with a charter list of ten members of whom the following are still actively interested in pushing its growth: William Weed, C. A. Vandever, W. W. Smith, F. S. Spencer, Fred Thompson. The present membership is 150 and at Saturday's meeting it is expected that a dozen new members will be initiated. William Weed is entitled to the credit of having started the movement that resulted in the institution of Minnehaha council, and he has never relaxed his efforts to promote its growth, which has been really remarkable considering the fact that Minneapolis already had in No. 63 the council with the largest membership in the United States. Both councils have prospered, thus demonstrating that there was plenty of room for Minnehaha without conflicting with No. 63.

CROOKSTON NOTES

No. 88 Has Eighty-eight Members—Annual Ball a Big Success.

Crookston, Minn., Feb. 17.—Crookston Council U. C. T. No. 88, is planning upon one of the most active years in its history. The council now has eighty-eight members, a rather singular coincidence, and it is expected that before the end of another six months the number will be considerably over the 100 mark. The annual ball, which was held re-

cently, was one of the biggest social functions ever held in Crookston, and the social side of the organization will be more pronounced in the future. There is a movement now on foot to open a clubroom which will be for the exclusive benefit of the traveling men, the number who make this city their headquarters increasing steadily.

The latest acquisition to the council is Clifford Dufour, formerly city editor of the Crookston Daily Journal, who is on the road for the American Biscuit company.

Guy Thornberg, who has been with the Advance Thresher company with headquarters in Crookston, covering the northern part of the state, has been transferred to Grand Forks with increased territory.

GOING TO SLEEP

Two Incidents Related by Traveling Men of Personal Experiences.

A traveling salesman who arrived at 1 o'clock at night at Royalton, Minn., went to a hotel where he left a call to take an early train in the morning with the son of the German landlord, who was acting in the capacity of night



clerk. The boy went to sleep and was only awakened by the noise of the arrival of the train. Remembering his guest, and being also conscious of the fact that the traveling man could not dress and catch his train, he pounded on the door and delivered this message: "Say, you don't have to get up any more. The train has gone already."

A traveling man spending Sunday in a small town attended church and promptly fell asleep. At the close of an eloquent appeal for all to embrace



Christianity the minister asked those who wished to lead a better life and be saved to arise. The entire congregation with the exception of the traveling man arose. He awoke, however, and got to his feet just as everybody sat down. Seeing the minister standing, he said: "I don't know what the question is, but you seem to be, in a hopeless minority so I'll vote with you just to help you out."

THE GROCERS MEET

Random Notes About Traveling Men at the Rochester Convention.

The convention of the Retail Grocers and General Merchants' association of Minnesota, which convened in Rochester last week, was a grand success. The attendance was very good and all districts in the state were fully represented. Among the many traveling men in attendance, who are members of the U. C. T. organization, were the following members of Minneapolis Council No. 63: I. W. Cory of the Snider Preserving company; Alex W. Crozier and W. S. Gilkerson, of Winston, Harper, Fisher company; H. W. West, representing the Burnham Jellicoe company; D. A. McIntosh, with the Minneapolis Paper company; George Willson, Winston, Harper, Fisher company; John W. Clark, with the Retail Merchants' Fire Insurance company of Minneapolis; general Jack Tenvoerde, secretary of the Retail Merchants' Fire Insurance company; Charles Glockner, representing the J. H. Bell Coffee company of Chicago; B. B. Morris, a member of Minnehaha Council No. 141 and representing Word Cosby & Co., St. Paul.

The convention and all his many old

friends were glad to see the face and shake the hands of genial Fred Mason of the Diamond Match company, New York, who was a welcome visitor back to his native heath and who entertained and instructed the convention in a fine speech the text of which was "Confidence and Consistency." Fred is a loyal U. C. T. and holds his membership in our worthy sister council, Saintly City No. 50.

Good old genial, jolly, happy Frank X. Gravel of Duluth was also present and in a star speech of invitation succeeded in landing the annual convention for 1907 for the zenth-city by the unsalted sea, the seaport of the great northwest, the city where rails and ocean meet, Duluth, the pride of the north star state. Frank, too, is not only an enthusiastic U. C. T. now, but is an honored and esteemed past grand councillor of the order.

Brother H. H. Mayer, junior counselor of Chicago Council No. 30, was also an interested visitor at the convention.

Fred Lorenz, the world famous "Sapolio king," was the original inventor of Sapolio lawn, was also numerous at the convention and by his eloquence succeeded in enthralling the convention to that degree that \$1,000 was pledged in less than thirty minutes, wiping out all the deficit.

Honest John Keatley, the president of the Minneapolis City Salesmen's organization, gave an A-1 talk at the convention and the necessity of organization and loyalty to the organization. Mr. Keatley practices what he preaches in that direction as all the organizations to which he belongs can testify. He also has the distinction of being the first and only democrat ever elected to the presidency of the City Salesmen's association and is proud of that fact.

U. C. T. PERSONAL MENTION.

J. A. Jacobson of No. 63, the North Dakota representative for Wdm-Watt company, men's furnishings, spent last week in Minneapolis and St. Paul socially.

L. A. Emmerson, secretary and treasurer of the U. C. T. council at Minot, was in Minneapolis yesterday.

J. W. Kraus, who is known as a Swift man, made his swiftest time the other day getting out of a Michigan town which was likely to be quarantined because of smallpox. They say he was a regular moving picture.

At next Saturday's meeting of Minnehaha council several committees to arrange for sending the annual grand council meeting at Albert Lea will be appointed.

Will Hathaway, who has been with the Sherrod Shoe company for over ten years, has retired and will go into the retail business on his own account.

M. B. Dillon of No. 141 got as a valentine a check from his council for accident insurance which will help some, after what he has suffered from a badly sprained ankle.

Ed Henner, the genial manager of the S. R. Sykes Belting company, left Minneapolis Wednesday morning for a six weeks' trip to Portland, Seattle and way stations to look after the rapidly growing business of his company.

R. H. Gillette, the stock food hustler, with a Niagara Falls company, left Minneapolis Tuesday night last for a two months' trip to the coast. He will go south from Portland as far as San Francisco and Los Angeles.

W. B. Clark, one of the grand executive committee, residing in Albert Lea, a member of Albert Lea council, was a visitor in Minneapolis last Tuesday.

James F. Ellis, past counselor of No. 63, made a flying trip to Des Moines this week, in the interest of the National School of Salesmanship.

The "Australian Traveler" is the name of a fine publication edited by James Davis at Melbourne. It is devoted to the interests of the commercial traveler in the antipodes and is the official organ of the U. C. T. in the orient. Truly U. C. T. is covering the whole earth.

Minneapolis Council No. 63 was glad to receive the New Year's greeting of Brother R. L. I. Brock and wife from Riga, Russia. Brother Herrick represented the International Harvester company at Riga for the last four years. He is a loyal U. C. T. and holds his membership in old No. 63.

Dave Snedden, for many years representing the Iron Store company, is now permanently located in San Juan, Porto Rico. Dave maintains the U. C. T. banner there with the mystic figures "63" to vindicate his home council.

A letter recently received from W. A. Campbell, for many years traveling for John G. Miller & Co., but now in the general merchandise business at Wheeler, Wash., tells of the prosperity of his great state in which he, too, has shared. All his old friends will be glad to hear of his good luck.

Joe M. Bisson, formerly with Hart, Murphy & Whaley, St. Paul, a member of No. 63, is now living under the magnolia palace in sunny Cuba. He and Mrs. Bisson are enjoying the summer breezes there instead of the wintry blasts of our February days.

BE SOBER

Says President Roosevelt

"It is of incalculable consequence to the man himself that he should be sober and temperate, and it is of even more consequence to his wife and children, for it is a hard and cruel fact that in this life of ours the sins of the man are often visited most heavily upon those who are supposed to be his special care."—President Roosevelt to the Miners at Wilkesbarre, Pa.

ORRINE

Cures Whiskey and Beer Habit
ORRINE is the only guaranteed cure for the drink habit, can be used at home, and destroys entirely the craving for drink, without publicity or loss of time. It quickly destroys the craving for intoxicants, steadies the nerves, restores the appetite and gives refreshing sleep.

To cure without the knowledge by ORRINE No. 1; for voluntary treatment, buy ORRINE No. 2. Price, \$1 per box. Cure Effectual or Money Returned.

A registered guarantee in each box. Book on "Drunkennes" (sealed) mailed free on request. All correspondence should be addressed to ORRINE Mailed (sealed) on receipt of price by the ORRINE CO., Inc., Washington, D. C., or sold in this city by

VOGELI LROS. DRUG CO.
Cor. Wash. and Hennepin avs, cor 7th st and
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FOR THE BEST CLEANING and DYEING

for both Ladies' and Gentlemen's Clothing, go to

HENRY BROS.' Dye House
Cor. 1st Av. So. and 7th St.
Chas. Cronish, Mgr.

••••• In this city, for the cleaning and dyeing of your clothing, help of any kind state the attractions of the position you offer, as this will call forth answers from the most desirable and most capable persons available.

PHOTOS.

Great special offer all week!

THIS week—ending Saturday evening, Feb. 24, we will make our \$3.50

Arlington Folders \$1.75

Special per dozen

Studio 4th floor, main elevators.

Powers

Nicollet Ave. First Ave. So. Fifth Street.

ALICE BLUE.

So named and made stylish by Miss Alice Roosevelt.

SPECIAL display Monday in the new spring 1906 Silks and Dress Goods of this popular shade.

EXTRA! Monday we will offer ten pieces Alice Blue Silk Poppins and Pongees; regular price 69c yard, special at... **39c**

"Heatherbloom" demonstration.

Heatherbloom petticoats.

Second Floor.

HEATHERBLOOM is a splendid substitute for taffeta; a fabric whose excellent qualities are sure to attract the consideration of every woman. Heatherbloom closely resembles taffeta; it has all the sheen and that soft, silky rustle. It does not cut and crack in the folds and is an ideal material for petticoats and all lining purposes; lustrous enough to deceive the most careful observer and durable enough to outlast most silk petticoats. Heatherbloom comes in a wide range of colors, and now that one wears petticoats to match gowns and several are now necessary to every woman the economic value of Heatherbloom becomes doubly apparent.

We are making a special display of "Heatherbloom" this week.

"Heatherbloom" petticoats in all desirable colors, well made; Skirt Department, second floor, special price **\$2.19**

See our Fifth street window display of Heatherbloom. See Heatherbloom at the Lining Department. Visit our special Heatherbloom demonstration on second floor; expert demonstrator in attendance.

Heatherbloom linings.

Main Floor.

"Heatherbloom" fabric in all the popular colors; at our Lining Department; and the price per yard is only... **35c**

Note: Announcement EXTRAORDINARY!

THE RAPID RISE in the cost of all materials used in making shoes has made it necessary for the manufacturers to add from 5 to 25 per cent to the cost of their productions in order to maintain the quality, or make shoes at the old figures, and use inferior materials.

The retailer who pays the advance must necessarily raise his old prices to his customers or take a very small profit. This is why nearly every retailer is asking \$4.00 for a large majority of the shoes he formerly sold for \$3.50 a pair.

The point we wish to make is this:

Edwin C. Burt's famous New York shoes for women, and for which we are exclusive agents, have a strong hold upon the women of Minneapolis and vicinity. When we took the agency we established a flat price of \$3.50 a pair for all styles and leathers. Now, although forced to pay a heavy increase in cost we wish to announce that we will continue to sell these celebrated shoes at the old price! Making the Burt shoe for women the greatest value in the world today at the popular price of pair... **\$3.50**

Spring styles now on display.

Chiffonier sale Monday. Sewing machine special.

In our great third floor furniture department; all elevators.

CHIFFONIER—Exactly like picture in design; golden oak finish. Regular low price \$6.00—only a limited quantity on hand—while they last Monday the price will be only... **\$3.98**

Carpet dept. special.
Sale of Door Mats—Cocoa Fibre Brush Door Mats, 14 by 24 inches. 100 just received; usually sell for 50c—special Monday only... **29c**

SEWING MACHINES—Sale Monday. We are the sole Minneapolis agents for the "Domestic"—"Standard"—"New Griffin"—"New Sterling"—and other well known machines. Monday we offer our "New Sterling" Machines in 3-drawer drophead cases, complete with attachments, and a written guarantee—Housefurnishers and agents ask \$25 for such machines—Our price Monday... **\$10.95**

A carload of "Royal" steel enameled ware on sale Monday

In the Northwest's greatest housefurnishing hardware department... in our modern basement.

These goods are perfectly fresh and new, just received from the manufacturer, and every piece of first quality. The enormous quantity gives us a great price advantage. This ware goes on special sale Monday at prices a heavy percentage under regular.

Bear in mind that our regular every day prices are lower than most "special sale" prices about the city, so when we announce reductions our sale prices are fully half—and often less—than elsewhere.

<h4>Tea and Coffee Pots.</h4> <p>1/2-quart size, special sale... 18c 1-quart size, special sale... 20c 1 1/2-quart size, special sale... 23c 2-quart size, special sale... 25c 3-quart size, special sale... 33c 4-quart size, special sale... 35c 5-quart size, special sale... 39c</p>	<h4>Berlin Sauce Pans.</h4> <p>4-quart size, sale price... 29c 5-quart size, sale price... 33c 6-quart size, sale price... 35c 8-quart size, sale price... 43c 10-quart size, sale price... 53c</p>	<h4>Pudding Pans.</h4> <p>3/4-quart size, special each... 7c 1-quart size, special each... 9c 1 1/2-quart size, special each... 10c 2-quart size, special each... 13c 3-quart size, special each... 14c 4-quart size, special each... 16c 5-quart size, special each... 17c 6-quart size, special each... 21c 8-quart size, special each... 23c 10-quart size, special each... 27c</p>	<h4>Dippers.</h4> <p>Three sizes, special 10c 15c 19c</p>
<h4>Covered Buckets.</h4> <p>3-quart size, special sale... 19c 4-quart size, special sale... 25c 6-quart size, special sale... 33c 8-quart size, special sale... 39c</p>	<h4>Rice Boilers.</h4> <p>No. 14—Special sale price... 35c No. 16—Special sale price... 43c No. 18—Special sale price... 47c No. 20—Special sale price... 55c No. 22—Special sale price... 63c</p>	<h4>Pie Plates.</h4> <p>9-inch size, sale price... 9c 10-inch size, sale price... 11c 11-inch size, sale price... 15c</p>	<h4>Water Pails.</h4> <p>6-quart size, special sale... 33c 8-quart size, special sale... 37c 10-quart size, special sale... 40c 12-quart size, special sale... 50c 14-quart size, special sale... 60c</p>
<h4>Tea Kettles.</h4> <p>No. 4—Sale price, each... 39c No. 5—Sale price, each... 33c No. 6—Sale price, each... 47c No. 7—Sale price, each... 53c No. 8—Sale price, each... 59c No. 9—Sale price, each... 69c No. 10—Sale price, each... 85c</p>	<h4>Basting Spoons.</h4> <p>10-inch size, sale special... 5c 12-inch size, sale special... 7c 14-inch size, sale special... 9c 16-inch size, sale special... 10c</p>	<h4>Bread Raisers.</h4> <p>10-quart size, sale price... 69c 14-quart size, sale price... 79c 17-quart size, sale price... 89c 21-quart size, sale price... \$1.19</p>	<h4>Preserving Kettles and Sauce Pans.</h4> <p>3-quart size, special sale... 17c 4-quart size, special sale... 20c 5-quart size, special sale... 22c 6-quart size, special sale... 27c 8-quart size, special sale... 33c 10-quart size, special sale... 39c 14-quart size, special sale... 52c 18-quart size, special sale... 75c 30-quart size, special sale... \$1.10</p>
<h4>Soap Dishes.</h4> <p>Clean and sanitary, special... 10c</p>	<h4>Dish Pans.</h4> <p>8-quart size, special price... 33c 10-quart size, special price... 35c 14-quart size, special price... 39c 17-quart size, special price... 49c 21-quart size, special price... 59c</p>	<p>Everything needed about the kitchen or in the way of housefurnishing hardware can be had at this department—and you buy at the lowest prices in the Twin Cities.</p>	