

COMMERCIAL TRAVELERS



GOOD OF THE ORDER.

The leaven is working, but slowly. The Western Passenger Association has decided to sell 300-mile books for \$50 instead of \$60, which is not a reduction in price, but in the amount of rebate. Five-hundred-mile books will also be issued for \$12.50 without rebate. This will be a convenience, but it is not much of a concession and will not go far towards satisfying the traveling men. The Western association has been expected to do something in the way of increasing the discount on excess baggage, but this apparently has not been reached. The new excess baggage books of the northern roads are interchangeable, but a 500-book is now sold for \$45, which is the same as before, when \$10 books on either the Northern Pacific or Great Northern sold for \$12. A traveling man now need carry but one book, but he apparently has to double his purchase price. At the grand council meeting at Albert Lea the cry for a discount of at least 30 per cent on excess baggage books, instead of 20 per cent, will have no uncertain sound.

The Sample Case gives this pointer as to how the traveling men are trying to suppress the ticket scalper. It says: If the commercial travelers come to a general realization that the ticket scalpers are standing in the way of their getting equitable railway fares they will probably not hesitate to go after the scalpers. Right now it is getting to be very unpopular among commercial travelers to ride on scalpers' tickets, and if the sentiment spreads among the fraternity, the scalper will get a body blow. Commercial travelers are a very ethical set and if it gets to be considered unprofessional to patronize the scalper he will refrain from doing it. The general reduction of fares and the knowledge that he is getting as cheap fares from the railroads as they give anybody will help the matter along with the commercial traveler.

Here's some more newspaper advice: The Chicago Post thinks the railroads are right in claiming that the removal of the rebate and the selling of books at the flat rate would help the scalpers to carry on their business and furnish their stock in trade. It believes the solution is the abolition of the strip form of mileage ticket and the sole use of the interchangeable credential form which does not require any deposit, or cash to be paid for anything, but the ordinary fare to be paid for each trip with a rebate when 4,000 miles have been traveled within a year.

Down in Old Missouri the traveling men have been getting after the scalp of the state railway and warehouse association and are demanding its abolition on the ground of its general worthlessness and expense to the state.

A VETERAN OF THE ROAD



Aberdeen, S. D., May 26.—One of the pioneers of South Dakota traveling men is Fred M. Ingersoll, who has lived in this state for the past twenty-five years. Until three years ago, he traveled for an Aberdeen firm, but he is now identified with Griggs, Cooper & Co. of St. Paul. He was recently elected senior counselor of the Aberdeen council, No. 123. U. C. A. Ingersoll is a participant in behalf of the South Dakota Traveling Men's Association, which meets in this city June 1 and 2.

ANOTHER CONCESSION.

Western Passenger Association Loosens Up a Little Bit. Chicago, May 26.—In response by demands made by commercial travelers' associations and employers the executive committee of the general passenger agents of western lines have formulated a plan requiring the amount of initial payments of mileage books. Under the new plan 3,000-mile books will be sold for \$60 with a rebate of \$19.50 for the cover, instead of the present method, whereby local tickets are purchased and a refund of \$9.50 made on receipts for the distance. It is also proposed to issue 500-mile books for \$12.50, without a refund. The traveling men have for a long time urged that the railroads had the use of their money tied up in excess payments, refunded later, in a greater amount than is necessary and the new plan will in a measure eliminate this feature of the mileage book system. The railroads are expected to take final action in ratification of the proposed change in the near future.

PHASES OF THE LIFE

A gentleman whose name was "Turner," spelled his name thus: "Phthologyrrh." A friend said to him one day: "I don't see how you make 'Turner' out of 'Phthologyrrh.'" "Well," he answered, "when I registered plain 'Turner,' I attracted no attention, and now it causes a great deal of wonderment. 'Phthologyrrh' is good English spelling for 'Turner,'

too. In the 'phth,' there is a sound of 't,' as in 'pathos.' In the 'olo' there is the sound of 'ur' as in 'colored.' The 'gn' is 'gn' as in 'gnat.' Finally, in the 'yrrh' there is the sound of 'er,' as in 'myrrh.' There you have it.—M. C. Phthologyrrh—Turner."

A Minneapolis man once entered a doubtful looking restaurant in a small town and ordered a lamb chop. After a long delay, the waiter returned, bringing a plate on which reposed a dab of mashed potatoes and a much overdone chop of microscopic proportions with a remarkably long slender rib attached. The man waited down before him and then hurried away. "See, here," called the Minneapolis man, "I ordered a chop, and there is it." "Oh, so it is," replied the traveling man. "I thought it was a crack in the plate."—T. W. C.

Minnehaha Spray.

H. L. Patthey is hustling in his usual vigorous style to help make Minnehaha council show up second to none at the grand council meeting.

We would like to hear from all the brothers who expect to go to Albert Lea on June 8 at an early date as a member of the entertainment committee of the Albert Lea council would like to know as near as possible just how many brothers will attend from each city and the entertainment arrangements for their comfort while in Albert Lea. Kindly notify Brother C. A. Vandever, 505 Sykes block, if you will accompany the big bunch we will have with us for Albert Lea.

Tickets for the round trip on the special train may be obtained from Secretary Vandever for the small sum of \$2.00 before they are sold.

William Weed has just returned to the city and will be with us at the grand council meeting. He states that Minnehaha council figures on having at least forty members at Albert Lea.

The souvenir pins for Minnehaha council are now being made up and will be a very much handsomer pin than that which we had last year. It will not pay you to miss going to Albert Lea to receive one of these.

Minnehaha council have under consideration several propositions for a band which they will take to Albert Lea with them. While this council is not the largest in the jurisdiction it has the largest and when they go after anything they generally accomplish it. The executive committee of Minnehaha council met Saturday morning at the secretary's office and acted on several claims.

Walter Swart is out and attending to his duties again after quite a painful accident which he received a couple of months ago. Minnehaha council, No. 141, held their last meeting before the grand council on Saturday, May 26, at their hall. They had a large attendance and several were initiated into the mysteries of U. C. Tism. We had several visiting brothers from out of the city and the grand council and the meeting was very enthusiastic.

Brother Eli Zimmerman of Minnehaha council sends word from Duluth, stating that he expects to be at the grand council meeting at Albert Lea and will be very glad to exemplify the work, and as Brother Zimmerman is known from one end of the jurisdiction to the other as a pastmaster in this art, it is sincerely hoped that he will be with us.

W. J. O'Brien of 63, residing at Grand Forks, who is instrumental in dotting the North Dakota prairie with Stoughton wagons, spent a brief time last week in Minneapolis en route to the factory at Stoughton, Wis.

W. H. Vesper of No. 63 joined the benedictis Wednesday afternoon, marrying Miss Sue R. Shields at the home of her parents, 2842 Filmore street N.E. Tickets to the grand council session at Albert Lea June 8 and 9, also umbrellas and badges can be secured at the office of A. W. Crozier, 704 Sykes block.

Sig Hausen of No. 63, representing Rohitsek, Frank & Heller of Minneapolis, will participate in a mook trial daughter, sails from New York June 2 for a three-months' trip thru the Scandia country.

W. Crawford of No. 63 has sold his drug business in Hampden, N. D., and is putting up a new building in which he will open up in the same line at Strasburg, N. D. A rumble is heard from Billings, Mont. It's the voice of H. M. Shannon. "Coming!"

Winona Winnowings.

Winona, Minn., May 26.—J. E. Sarchbacher will attend the convention of the National Association of Managers of Newspaper Circulation to be held at Louisville, Ky., on June 5 and 6, and while there will participate in an excursion to Mammoth Cave.

Winona traveling men have in several previous summers taken an excursion to some near-by point and passed a pleasant day in open air recreation. There has been some talk of another outing of this kind this summer, but so far there has been no official action on the matter.

Herbert I. Howe, who as head of the Southern Minnesota Inspection bureau, does considerable traveling thru the southern portion of the state, figured in a new role on Saturday evening of this week, that of balliff at a mook trial. Mr. Howe is a member of the Saturday Night club, an exclusive organization composed of eighteen members, and on this evening it wound up its series of meetings with an elaborate mook trial at which Rev. Dr. Frank Doran, pastor of the Central Methodist church, officiated as the honorable judge. Mr. Howe went on to his duties as balliff all right and his work would have done credit to a professional officer.

Quite a number of the Winona traveling men are members of the Meadow Brook Golf club and are wont to seek recreation on Saturday afternoons at the end of their week's work on the local links. They have been disappointed at having their favorite pastime curtailed so far this season on account of high water on the lower portion of the links, so that it has been impossible to get the full course.

In two traps, set at a small water hole on an Australian ranch, 630 rabbits have been caught alive in one night. The traps used were ingenious devices which let the rabbits out, one by one, but as they are trapped, into a small yard made of portable wire fencing.

Art Aids for Busy People

By MATHA C. WELLS, Chairman of the Art Committee of the State Federation.

XVII—Fine Arts in Minneapolis; Growth, Galleries and Collections—Mankato Purchases Pictures.

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VISITORS to Minneapolis during the great summer conventions may be surprised at the large number and superior quality of the works of fine art. Settled by people of culture who appreciated the aesthetic value of art as well as material growth, the rapid contemporary development along both lines has been conspicuous. Guests should be shown the permanent art collections as well as the scenic beauty and industrial interests of the city. While the city was numerically scarcely 50,000, the inception of a definite art movement was manifested by the incorporation, in 1883, of a society of the arts by Professor William W. Folwell, then president of the state university, with twenty-four other citizens. Under the auspices of this society an art loan was opened Nov. 20, 1883, visited by 20,000 persons, and leaving the net profits of over \$1,500. All of this was devoted to the establishment of a permanent art gallery. Other loan exhibits and lectures added to the funds, and in 1884 the school of fine arts was founded which now numbers over 200 pupils, and is nearly self-sustaining. The school has since then given two such able art directors to the school for its twenty-two years, as Douglas Volk and Robert Koehler, of international reputation, have been most satisfactory in results and the high standard of work.

At the first Minneapolis exposition, 1886, the admirably arranged art gallery, under the direction of H. J. Smith, showed over a thousand pictures by foreign and American artists valued at over half a million dollars, besides a collection of antique casts. Continued expositions attracted artists, and purchases of pictures formed the nucleus of the present art gallery at the public library. To this has been added at various times by loans, gifts and purchases many valuable pictures.

At the Library.

The art book room of the library ranks as one of the three largest in the United States. Besides the books, the Arundel collection of prints of masterpieces, over 200, are mounted in twenty-four double frames on revolving standards, and admirably adapted to study. The large chromolithograph of San Marco, Venice, is one of the recent pictures on the wall of this room. These valuable art productions have been purchased thru the bequest of Dr. Spencer, a former public-spirited citizen, to the Athenaeum.

The collection of antique casts was given to the library, from the exposition art department. It comprises authentic casts of the most famous sculptures of ancient Assyria, Greece and Rome now in existence, in the chief museums of Europe. The casts were originally selected in behalf of the New York Metropolitan museum, by General G. Cennola, assisted by an expert of the British museum, London. They were ordered from the attiers of different governments and are a representative collection. Owing to lack of available space, the museum sold the collection to the Minneapolis Exposition association for their original cost, \$10,000. Adding the expense of transportation and mounting, the total cost was \$13,000. The most famous of the casts were taken from the original marbles in the British museum, called the "Elgin Marbles," as they were brought by Lord Elgin from the Parthenon, at Athens, in 1815, and purchased by the British government in 1816 for \$175,000. The originals of other marbles are in the museums of Naples and the

Vatican, Rome, also the Louvre, Paris and Berlin. There are about 200 pieces which were mounted by the sculptor, Leonard W. Volk, and form an indispensable study for the artist, as well as the art classes.

The Library Picture Gallery.

The library picture gallery has pictures by representative foreign and American artists. Among the older American painters are Benjamin West, who went to England, and from the patronage of George III remained there, and on his death was buried in St. Paul's cathedral; Bradford, who portrayed scenes in the polar regions; Bierstadt, early painter of western scenery on a large scale; the two Morans of marine fame; Inness, foremost landscapist, who took rank with the French Barbizon men; Hart, Johnson, and others. Examples of late American artists have been added annually. Among the valuable loans are many pictures belonging to T. B. Walker, "Napoleon in his coronation robes," by the great artist, David, was painted in 1805 and presented by the emperor to his field marshal, a former friend and schoolmate. After hanging in the family chateau for over eighty years, it was, on the sale of the estate in 1869, purchased by Mr. Walker. Dr. J. K. Hosmer in his recent book on the Louisiana purchase, speaks of the fitness of this picture being located in the Mississippi valley. On either side of this celebrated picture hang those of Levefres, the "Empress Josephine," and the Austrian "Marie Louise." Among other historical or military pictures loaned by Mr. Walker are Thorp's portrait of General Miles; the German Schoch's "Episode of the Thirty Years' War," a thrilling presentation of the nation's darkest days; Jazet's "Death of Nelson." Another famous picture presented by J. J. Hill of St. Paul, by the French military artist, De Nueville, depicts the battle of Tel-el-Kebir between the British forces under Sir Garnet Wolseley and the Egyptians. Some months ago a venerable looking stranger was in the gallery carefully examining the scene and the accompanying diagram with

absorbing interest. Finally, leaving the room reluctantly, he said to a visitor, "I have come hundreds of miles to see that picture; I was in the battle." The permanent collection has an excellent variety, landscapes, portraits, animals, game, interiors and mythological subjects, classic and impressionistic in style, and will well repay frequent visits and careful study.

The Walker Gallery.

The gallery of T. B. Walker represents artists of many periods and schools of painting and would be very choice in any country. Particularly good in French painters, it has masterpieces of German, English, American, Belgian, Dutch, Italian and other artists. It is a very rare privilege to have such a gallery opened so freely for inspection and which has many, many appreciators. Besides the pictures, chosen with exceptionally good taste, the gallery is also rich in Japanese bronzes, ivories, miniatures, and art handicraft. There are many valuable paintings in private homes of Minneapolis selected for their rare merits, regardless of cost.

The Capitol.

The capitol of Minnesota, St. Paul, places the state in front rank for the harmony of the whole building and its mural decorations by most distinguished artists.

J. J. Hill's Gallery.

The gallery of J. J. Hill is confined to the collection of the French artists of the Barbizon school, or "men of 1830," as they are often called. This is one of the finest collections, not only in the United States, but in any locality, of those artists, whose works now bring fabulous prices. The gallery is to be opened to visitors to the biennial convention of federated clubs.

Mankato Purchases Pictures.

During the recent art exhibition \$300 was raised which was purchased the painting by William Forsythe of Indianapolis, Ind., called "Late Afternoon." This picture received a bronze medal at the St. Louis exposition and

will make a fine addition to the Mankato public library. Arrangements have also been made for one of Mr. Forsythe's water colors. He was perhaps the only watercolorist west of the Alleghenies to receive a medal at St. Louis. J. Alden Weir's "Stepping Stones" was also purchased by E. S. Fatterson of Mankato for his private collection. Mankato long recognized as a center of culture, has set a good example to other cities.

IOWA NORMAL SCHOOL GETS VALUABLE CURIOS

Entire Collection Purchased from Dr. D. A. Hoffman of Oskaloosa, Iowa, by President Screeley.

Cedar Falls, Iowa, May 26.—President Screeley of the Iowa state normal school, and Professor M. F. Arey of the natural science department have returned from Oskaloosa, where they have been for several days negotiating for the purchase of the splendid collection of minerals and curios owned by Dr. D. A. Hoffman of that city.

President Screeley purchased the entire collection, which represents years of unremitting search by this geophysician, for the normal school, where it will be known as the "Hoffman collection."

The president is himself superintending the packing of the collection, while the stenographer takes the history of each specimen as dictated by Dr. Hoffman. The sale is the outgrowth of years of friendship between the two men. When Mr. Screeley went to Oskaloosa to teach in the high school he became acquainted with Dr. Hoffman, whom he often assisted in securing rare specimens of coal or minerals.

Most of the specimens are from this state and will be of inestimable value in the state institution, where they are to be placed. President Screeley says he has seen but two better collections outside of Washington, D. C., one at Davenport in the Academy of Science, and one at Madison, Wis.

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\$1.00 cash; 25c weekly.

Credit Terms:
\$25 Purchase, \$2.50 Down, \$2.00 Month.
\$50 Purchase, \$5.00 Down, \$4.00 Month.
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LIBRARY TABLES—Most artistic and massive of all Library Tables. The top is 26x46 inches in size, is fitted with shelf underneath and has large, invisible drawer. It is of superior workmanship and is finished in that most exquisite of all finishes, golden Empire quartered oak, richly flaked and hand polished. Buying these tables in vast quantities, made possible by the fact that we are operating 22 great stores, enables us to sell them at the exceptionally low price of..... **\$14.75**
\$1.50 cash; 50c weekly.

REFRIGERATORS—Extra large refrigerator made of selected hardwood; has double wall, charcoal filled. It is lined throughout with galvanized iron; has removable ice chamber, shelves and drain pipe. It is neatly ornamented, beautifully finished, fitted with cast brass trimmings and all modern hygienic and ice-saving appliances. Buying these refrigerators for 22 great stores enables us to sell them at the phenomenally low price of..... **\$12.50**
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SIDEBOARDS—This Sideboard is made of stores under their own supervision, of selected solid oak throughout. It is of superior workmanship; has beautiful hand polished finish, large French bevel mirror. It has pretty hand carved ornamentations; lined drawers for silverware and large linen drawer. Buying these Sideboards in large quantities enables us to sell them at the extremely low price of..... **\$12.50**
\$1.50 cash; 50c weekly.

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IRON BEDS—This iron bed is made of seamless tubing throughout. It is extra heavy and has ornamental chills. The design is an exclusive one to Hartman's. This bed has four coats of enamel baked on in all colors and combination colors. It is fitted with steel rails and patent casters. We have a limited number of these that we are closing out at the extraordinarily low price of..... **\$1.75**

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