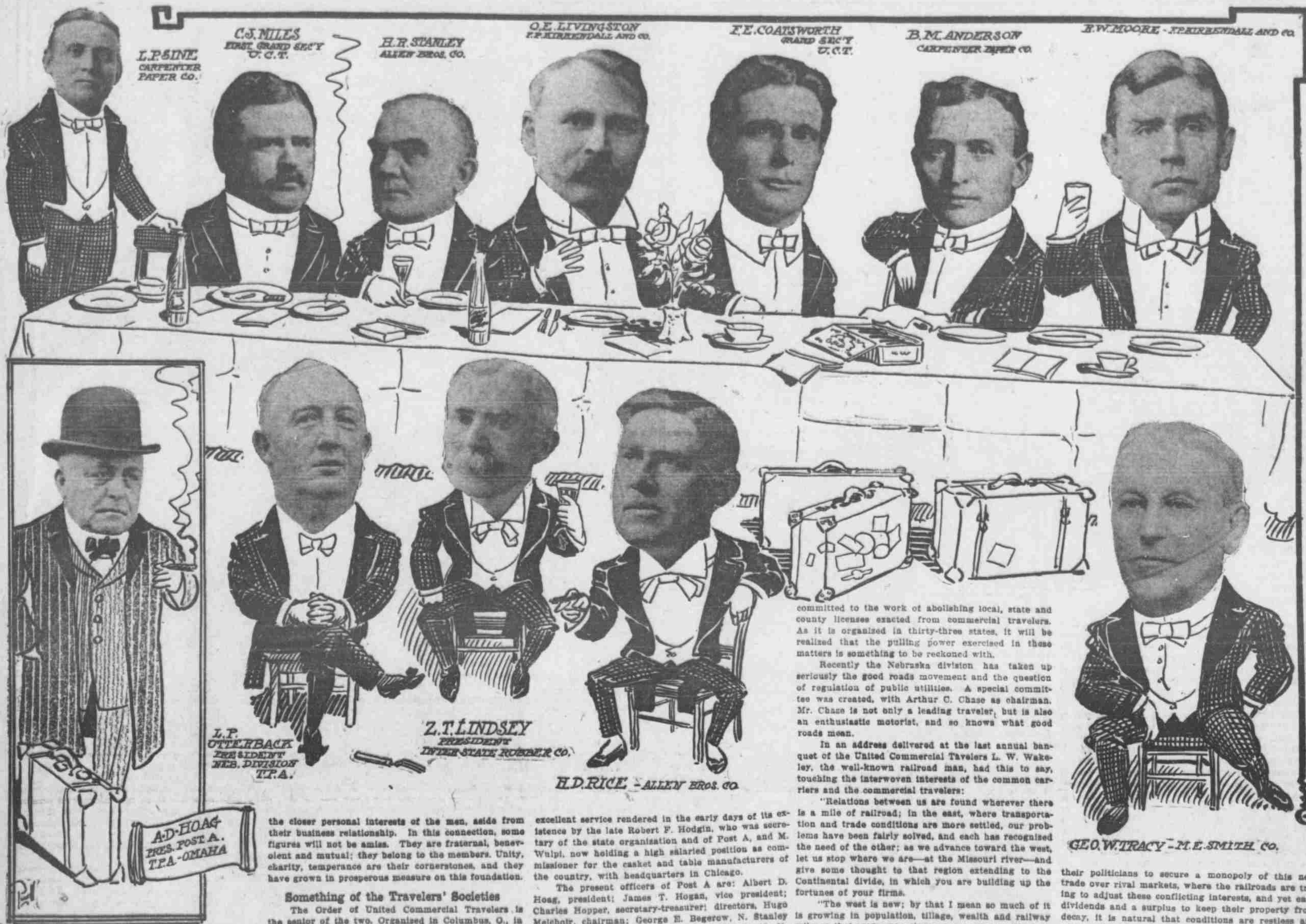


Travelers for Omaha Business Houses Have Gala Night



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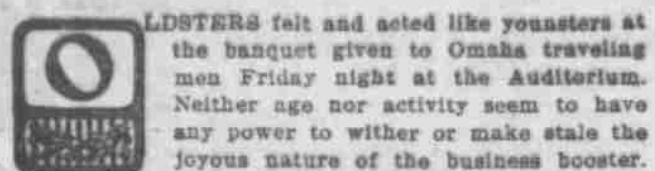
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LDSTERS felt and acted like youngsters at the banquet given to Omaha traveling men Friday night at the Auditorium. Neither age nor activity seem to have any power to wither or make stale the joyous nature of the business booster. The men who so strongly help to make Omaha's reputation for fair dealing and progress, in every hamlet and at every crossroads store, no less than in the urban centers, had one grand festive gathering devoted exclusively to their kind. And such a kind! Clean, clever, well dressed, of goodly presence and of a most excellent temper, the thousand or more travelers for Omaha houses who participated took every atom of pleasure that keen wit and quick mentality could possibly extract from such an occasion.

Greeting to friends, warm neighborliness to new acquaintances, story, reminiscence, spiritual communion of congenial souls, ruled the hour. Good humor was the keynote, business co-operation and commercial ethics the subject of the talks. Men seasoned by long years of frontier engagements renewed their sanguine youth in mixing with the boys who have now taken their old routes in easier circumstance; and the exuberant results in the great army of commerce gained new inspiration from this close rubbing of elbows with the veterans who blazed the way and made the paths that have led to remarkable success.

Good Cheer Warms Hearts.

"Nothing like getting your feet under the table with him if you want to get next to a man," says L. P. Utterback, president of the Nebraska division of the Travelers' Protective association, and out of experience he has gained wisdom. His thought is but typical of the sentiment that was abroad at the big banquet. No false note was heard at any stage, for these be level headed, warm hearted, straight dealing men. They know human nature to the core, yet never feel they know it all. To see and learn, to absorb prospects and make note of possibilities, is as much their business as to sell goods; and they are ever looking to the wider horizon. They accepted the compliment embodied in the banquet in the same royal spirit in which it was tendered and the result was fully compensatory of the hospitable effort.

As the hosts of the evening stand for the biggest and best in Omaha's commercial life—aye, for the solidity of the whole structure of Nebraska success—so the guests who broke bread with the Commercial club represent the field forces that execute plans and get results against every sort of competition. For Nebraska and the bordering states offer a rich field to the producer and the wholesaler, and every man of the field force who goes from a local house has his work cut out for him. Singly and together they have proved their fitness for the job; and a gathering such as that of Friday evening cannot fail to key every man up to a higher pitch of efficiency.

And as the Commercial club stands for the business organization that directs, so the two organizations in which the traveling men are banded stand for

the closer personal interests of the men, aside from their business relationship. In this connection, some figures will not be amiss. They are fraternal, benevolent and mutual; they belong to the members. Unity, charity, temperance are their cornerstones, and they have grown in prosperous measure on this foundation.

Something of the Travelers' Societies

The Order of United Commercial Travelers is the senior of the two. Organized in Columbus, O., in March, 1888, it has grown into a membership of almost 60,000. It has twenty-six grand councils and 502 subordinate councils. The grand council of Nebraska has now a membership of 1,607 members, and Omaha council has 274 members. In Nebraska are ten councils, the nine outside Omaha being located at Lincoln, Beatrice, Hastings, Norfolk, Grand Island, Fremont, Holdrege, Chadron and Columbus.

Fifteen men were on the charter list of Omaha council, No. 118, formed in January, 1898: W. L. McGee, E. E. Drew, O. E. Foster, R. H. Grotto, B. J. Joseph, U. G. Beala, James P. Brown, L. L. Boyd, R. M. Downey, E. L. Miller, J. G. Duboise, H. O. Fredericks, W. O. Butts, C. W. Hinsel, C. C. Patrick. Of the charter members and first officers H. O. Fredericks has been with his present house, Paxton & Gallagher company, for twenty-five years; C. W. Hinsel, present grand counselor of Nebraska, who has held every office of Omaha council and in another year will have held every office in the grand council of Nebraska, has been with the McCord-Brady company for twenty-nine years; the first secretary-treasurer of Omaha council, C. C. Patrick, has held every office in Omaha council, is a member of the grand council of Nebraska and has been with the McCord-Brady company for over thirty years; W. L. McGee has been with his present house, United States Supply company, for thirteen years; R. M. Downey, first past of Omaha council, has been with the Paxton & Gallagher company for over twenty years.

C. J. Miles is the only past supreme counselor from the grand jurisdiction of Nebraska. He has held all the offices in Hastings council, in the grand council of Nebraska and is the supreme council.

The United Commercial Travelers is the only secret fraternal traveling men's organization in the world. The present officers of Omaha council are: James T. Hogan, senior counselor; J. H. Sinkular, junior counselor; J. F. Griffin, past counselor; E. H. Button, secretary-treasurer; E. G. Harwood, conductor; W. W. Watt, past; W. A. Skaffe, sentinel; executive committee, R. F. Bacon, F. F. Osborn, F. F. Colvin, J. G. Robertson.

The United Commercial Travelers organization has paid indemnity and death claims in the last eleven months of \$356,939; and since its organization has paid out from the indemnity fund \$3,633,599. From the widows and orphans' fund it has paid out \$234,015, and has now in the indemnity reserve fund \$398,137.

T. P. A. of Wide Influence

The Travelers' Protective association was organized in June 1890, and in May last had a membership of 40,861. Indemnities were paid for death and disabilities to the amount of \$276,477 for the year ending May 1, 1910.

Omaha Post A was organized in April, 1898, with about fifty members, and that year entertained the national convention. The delegates were the guests of the exposition management on the opening day, and have always insisted that, being opened with such a bunch of boosters present, it could not help being the great success it was. Z. T. Lindsey was the first state president, and the present membership always bears tribute to his good work; likewise to the

excellent service rendered in the early days of its existence by the late Robert F. Hodgkin, who was secretary of the state organization and of Post A, and M. Wulpi, now holding a high salaried position as commissioner for the casket and table manufacturers of the country, with headquarters in Chicago.

The present officers of Post A are: Albert D. Hoag, president; James T. Hogan, vice president; Charles Hopper, secretary-treasurer; directors, Hugo Melchior, chairman; George E. Begerow, N. Stanley Brown, Walter W. Watt, Harvey J. Woeth, M. N. Woodward.

This organization pays a good deal of attention to legislative matters affecting the interests of traveling men and the business world generally. Railroad rates, excess baggage, good roads, hotel laws, all engage the interest of special committees. It also is

committed to the work of abolishing local, state and county licenses exacted from commercial travelers. As it is organized in thirty-three states, it will be realized that the pulling power exercised in these matters is something to be reckoned with.

Recently the Nebraska division has taken up seriously the good roads movement and the question of regulation of public utilities. A special committee was created, with Arthur C. Chase as chairman. Mr. Chase is not only a leading traveler, but is also an enthusiastic motorist, and so knows what good roads mean.

In an address delivered at the last annual banquet of the United Commercial Travelers L. W. Wakeley, the well-known railroad man, had this to say, touching the interwoven interests of the common carriers and the commercial travelers:

"Relations between us are found wherever there is a mile of railroad; in the east, where transportation and trade conditions are more settled, our problems have been fairly solved, and each has recognized the need of the other; as we advance toward the west, let us stop where we are—at the Missouri river—and give some thought to that region extending to the Continental divide, in which you are building up the fortunes of your firms.

"The west is new; by that I mean so much of it is growing in population, tillage, wealth and railway mileage that every year gives a new aspect to its trade possibilities, and adds to the shifting commercial situation the disturbing element of competition from local localities. In such a growing country, where the contest among you is intense to secure a grip on this new wealth, where man outwits man, capital matches capital, competing cities invoke the efforts of

their politicians to secure a monopoly of this new trade over rival markets, where the railroads are trying to adjust these conflicting interests, and yet earn dividends and a surplus to keep their property from decay, it is natural that conditions are restless and unsettled. When we reflect on the relations between us, we enter a field of complex features. Our relations up to date are really immature; we have been together not west but a few years, after all. Where there are no railroads there are no traveling men, there are no relations, and there are among us here a number who can remember such a condition in the west; with but thirty miles of railroad in '65 between the Missouri river and the divide, the traveling man appeared, and, true to tradition, started things going."



"Something in the World Besides Business"

HERE'S the best letter I ever received, that I remember," said one of the most prominent and prosperous of the younger wholesalers of Omaha. "It is so different from the ordinary letter a man gets, even from an intimate friend, that its contents have given my mind a new birth almost. I have shown it to a few intimate friends, and it has impressed them in the same way."

The letter was written on the stationery of a Sioux City business house, and was as follows:

"The yearly Christmas clock of time is about to reel off another record of all kinds of things, good, bad and indifferent. The season has been a busy one

Base Trade

She walked into a shoe store and said to the polite clerk:

"You may show me a pair of walking boots, No. 4. I used to wear 3's, but I go in for solid comfort now."

"Strange," she murmured, "it must be rheumatism. Try 4's, B width. I know I can swim in them, but my feet are so tender."

While the clerk was getting them on she said:

"I need to have such a beautiful foot, not small, but such a good shape. I never had a small foot, but I wore 2 1/2 size for years, until I walked so much and grew heavier."

"Your foot is a peculiar shape; the instep is so high—that is why you require a large size," said the clerk, who had no fear of Ananias before his eyes.

"I've heard," she said, "that the Venus de Medecy wears No. 5, and she is a model of true proportion."

"Exactly," said the clerk, growing red in the face as he pulled and tugged to get them on. He had never heard of "dee Medecy," but he was up to a trick or two himself. "After all," he said, "these are too large. You'll find the 4's just right."

He was only gone a moment, but in that time he had erased 5 E from the inside of a pair of shoes and substituted 4 B.

"There, I thought it was strange," she said, when they were on and paid for; "why, those are just as easy as my old ones. I believe I could just as well have 3's, after all."

And the young-man-without-a-conscience went back to his duties with the air of one well satisfied with himself.—Lowell Sun.

—the twelve months past. You have done more business; you have done building, and so have we. We have both done a whole lot of things, and I believe we have builded and negotiated within the honest limitations of the law; and I also believe that we have both made some profit out of it all. We have had another year's experience; we are a little older, but still, by gosh, we're in the ring—a little riper, but carrying no spots of mold.

"We're on the eve of Xmas time and, with the exception of poor Diaz, the whole world seems at peace, prosperous and happy. What a great record! And you and I, descendants of a once terribly oppressed race, reduced from the king row of kings to the hillside peasantry; denied even the heritage of a country; brothers to the wandering Jew—find ourselves in the rank and file of a posterity transplanted, reincarnated, unquestionably acknowledged an integral part, understanding and speaking the language of a world's citizenship the parallel of which has never been recorded in the annals of history. That's what you and I are—twentieth century Americans, and, notwithstanding all this great bundle of happiness which we can justly call our own, it is funny to realize—and still it's true—that we are not wholly without some little concern and an anxious yearning for the welfare of the ones that are gone, that endured the reverse of what you and I enjoy, played their part and went their way.

"It was in those old fellows that the spirit of determination was engendered; determination to shed the yoke of oppression; and that spirit of determination has grown—it has been handed down the line to you and I. In fact, the royal yoke of Europe has inflicted a treatment generally which has driven the oppressed to this great land of ours, hence the great progress which we Americans give demonstration of before the world in general.

"The Melting Pot of old civilizations, every country on earth makes its contribution, and out of it all we have a new man, a new country, new opportunities, new ideas, all governed by the Stars and Stripes. What a grand spectacle! And to think, D—, you and I living in middle age in the midst of it all. Great, eh! And just two nights before Xmas time.

"This is a little bit long; but, 'shaw, there is something else in the world besides business. I am glad to be knowing you—I am pleased over your success—I prize the good name you have—I wish you and your wife and all in whom you are interested, a Merry Xmas and a Happy New Year."

The letter is dated December 23, and it is almost needless to add that both the writer and the recipient are descendants of the Irish kings.

Will Keep Things Humming

And the travelers insist that things are still going and will continue to go. "There is no livelier class of men working for the west, or for any other part of the country," said Secretary Hopper. "We are always glad to co-operate in the endeavor to make things right where they appear to be wrong; and the utterances of a man like Mr. Wakeley are sure to have a most excellent effect."

The travelers felt they were entitled to take some measure of self-congratulation when Mr. Wakeley said in the same address:

"In those grand tables representing the wealth of this nation, we have seen the figures representing Nebraska's wealth and products go from nothing to billions. We have lived through the disasters of hot winds, grasshoppers, bad finance and ignorant farming methods. We have seen the waves of immigration roll back upon incoming tides, and send abroad their lamentations against this desolate land. We have seen the west at times actually stopped in the momentum of its advance, and hang in the balance through long and disastrous years, but we had to stay with it.

"We both know this country; we have more than once nearly starved together in it. We have built our lines over hundreds of miles of plains and desert, where our earliest revenue came from the traveling man following quickly to stock up his only customer, the section boss' family, with a full line of mother-hubbards and blue jeans. In short, if there are any two individuals out west whom boyhood acquaintance should bind together with ties of sympathetic regard, it is the Nebraska traveling man and the Nebraska railroad. Besides a fellowship built up through the years that marked the poverty of the west, there should be between us a mutual support in these days of its prosperity.

"Now, when we speak of relations, let me add a reference to the most important relations of all—your own—and when you bid farewell to your family and go roaming over the west, on all kinds of trains, by day and through the stormy night, let us hope, as you return safe, happy and in the recognizable condition to those for whom you have undergone these hardships of separation, that you will give fair consideration to the organizations that, with all their resources and intelligence, have guarded every foot of your movement by rail."

The travelers are pretty unanimous in the recognition of the fact that the railroad and commercial organizations are the strong arms of the business body of the country; and they take a large and genuine pride in being a substantial and very necessary section of that body.