

OFFICIAL HISTORICAL
REVIEW
UNITED COMMERCIAL TRAVELERS
VANCOUVER B.C.

Compliments
of



DESCRIBED

ILLUSTRATED

VANCOUVER
THE
CANADIAN GATEWAY TO THE
PACIFIC

OFFICIAL

Historical Review

Vancouver Council, No. 284

United Commercial Travelers

CONTAINING

A history of Council 284, engravings of its officers and members, an alphabetical membership directory, facts about the order of United Commercial Travelers, as a fraternity, as a factor in social life, as a guardian of the helpless and as a protection against loss of time

INCLUDING

A descriptive and illustrated review of Vancouver "The Canadian Gateway to the Pacific"

Compiled and Published for Vancouver Council, No. 284, by F. T. HARRIS
Field Manager: C. F. LATIMER

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INSCRIPTIVE

TO the diversified business interests of Vancouver whose liberal support and hearty co-operation have made possible the publication of a suitable descriptive and illustrated review of Vancouver Council, No. 284, the United Commercial Travelers as an organization, and of Vancouver, the most progressive city on the Pacific Coast —this work is respectfully inscribed.

Vancouver Council, No. 284

TO THE UNITED COMMERCIAL TRAVELERS OF THE JURISDICTION OF OREGON,
WASHINGTON AND BRITISH COLUMBIA

Greetings



GIVEN herewith is a list of the financial, commercial and industrial institutions and individuals of Vancouver, who take these means of extending an invitation to all United Commercial Travelers to visit Vancouver, together with best wishes for their continued prosperity, health and happiness.

Kelly, Douglas & Co., Ltd.
Leeson, Dickie, Gross & Co., Ltd.
The British Columbia Sugar Refining Co., Ltd.
J. Leckie Co., Ltd.
The Gurney Foundry Co., Ltd.
Leek & Company
McDonald & Wilson
Columbia Hotel
Ross & Howard Iron Works Co., Ltd.
Union Steamship Co. of British Columbia, Ltd.
The W. H. Malkin Co., Ltd.
Storey & Campbell
Pither & Leiser
Stewart & McDonald & Thompson, Ltd.
Bank of Vancouver
Travelers Hotel
Astor Hotel
Campbell Storage Co., Ltd.
Bank of Hamilton
The King Warehouse Co.
Hotel Windsor
The Webster-Hanna Co., Ltd.
Vancouver Engineering Works, Ltd.
Wm. N. O'Neil & Co., Ltd.
Canadian Consolidated Rubber Co., Ltd.
Westminster Brewery
Bogardus, Wiggins, Ltd.
Murray Bros.
Vancouver Lumber Co.
Vancouver Machinery Depot, Ltd.
Commercial Hotel
B. C. Permanent Loan Co.
Great Northern Transfer Co., Ltd.
Hampton Bros., Ltd.
Royal Transfer Co.
Stanley Park Stables
Brown Bros. & Co., Ltd.
The Northern Electric & Mfg. Co., Ltd.
Howard J. Duncan
Dominion Safe Works
Grandview Hotel
Hotel Winters
Keast & Allan
D. Burns
Smith, Davidson & Wright, Ltd.
Vancouver Estates Co.
Badminton Hotel
Elysium Hotel
H. M. Ellis & Co.
New England Fish Co.

Fairview Transfer & Cartage Co., Ltd.
The Anglo-British Columbia Agency, Ltd.
Twentieth Century Express Co.
T. R. Nickson & Co., Ltd.
Canadian Builders' Supply Co., Ltd.
Fleck Bros., Ltd.
M. P. Cotton Co., Ltd.
Terminal Lumber & Shingle Co.
Waghorn, Gwynn & Co.
Joshua Johnston
Great Western Transportation Co., Ltd.
Jos. Tetley & Co., Ltd.
Columbia Bitulithic, Ltd.
Federal Investments, Ltd.
Dominion Fish Co., Ltd.
Cummings Storage & Forwarding
Harron Bros.
Palace Livery, Sale & Boarding Stables, Ltd.
Vancouver Milling & Grain Co., Ltd.
McColl Bros. & Co.
McLeod & Clarkson
E. C. Binkley
Standard Fisheries, Ltd.
G. H. Harrower
A. W. Young
Pacific Coast Importing Co., Ltd.
Columbia Paper Co.
Knowler & Macaulay
B. C. Market Co., Ltd.
W. H. Gunn & Co.
Alberta Pacific Elevator Co., Ltd.
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Vancouver Ship Yard, Ltd.
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Western Sheet Metal Works, Ltd.
W. J. Haddock
Oppenheimer Bros.
Geo. A. Stone
Shallcross & Macaulay, Ltd.
J. S. Tait & Co.
Macdonald, Marpole & Co., Ltd.
W. J. McMillan & Co.
A. G. Brown-Jamison Co., Ltd.
Thorpe & Co., Ltd.
Mainland Transfer Co.
Vancouver Transfer Co.
Pease Pacific Foundry, Ltd.
British Columbia Cement Co., Ltd.
Anderson & Miskin
Canadian Pipe Co., Ltd.
False Creek Lumber Co., Ltd.
Hamblin & Brereton, Ltd.

Coast Steamship Co., Ltd.
A. Macdonald & Co.
Canadian General Electric Co., Ltd.
Northern Securities, Ltd.
Brown & Howey
The Standard Brokerage Co.
Goddard & Little
Independent Transfer Co., Ltd.
Oscar Brown & Co., Ltd.
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S. F. Munson
C. C. Jarvis & Co.
Geo. A. Campbell Co.
Donnelly, Watson & Brown Co., Ltd.
Parkinson & Archibald, Ltd.
Western Dominion Land & Inv. Co., Ltd.
Martin & Robertson, Ltd.
Taylor-Forbes Co., Ltd.
Holmes Disappearing Bed Co.
Western Plate Glass & Importing Co., Ltd.
Canada Cycle & Motor Co., Ltd.
Hayward & Scott
Rainsford & Co.
McPherson & Teetzel
A. DesBrisay & Co.
Ross & Shaw
Columbia Taxicab Co.
Center & Hanna
Wm. Rennie Co., Ltd.
The Hose & Brooks Co., Ltd.
B. C. Cigar Factory
G. H. Cottrell
Empress Mfg. Co.
The Malcolm Co., Ltd.
The Paterson Mfg. Co., Ltd.
Kirkland & Rose
Davies Paper Box Co.
Milne Produce Co., Ltd.
Mackay, Smith, Blair & Co., Ltd.
British Columbia Life Assurance Co.
The Coquitlam Terminal Co., Ltd.
Robert M. Moore & Co.
Robertson-Godson Co., Ltd.
C. Gardner Johnson & Co.
London & British North America Co., Ltd.
Coast Shale Brick Co.
West End Liquor Co.
Mount Pleasant Livery Stables
Clark, Hennessy & Co.
B. C. Breweries
Ames-Holden-McCready, Ltd.

Roll Call of Officers

Of Vancouver Council, No. 284, from the time of its inception in 1904 up to and including 1912

1904		1908	
Senior Counselor	E. F. Gerster	Senior Counselor	A. R. McFarlane
Junior Counselor	E. B. McMaster	Junior Counselor	Will Hill
Past Counselor	R. L. Phelps	Past Counselor	E. B. McMaster
Secretary-Treasurer	W. W. Burke	Secretary-Treasurer	G. R. Riley
Conductor	L. D. Birely	Conductor	T. S. Dixon
Page	W. I. Linton	Page	F. R. McIntosh
Sentinel	K. N. Jones	Sentinel	H. B. McKelvie
Executive Committee	R. J. Scott	Executive Committee	W. W. Burke
	A. H. Wallbridge		G. H. Hewitt
	Jas. Beveridge		H. M. Burritt
	C. E. Mellish		R. J. Scott
1905		1909	
Senior Counselor	E. F. Gerster	Senior Counselor	A. R. McFarlane
Junior Counselor	E. B. McMaster	Junior Counselor	T. S. Dixon
Past Counselor	R. L. Phelps	Past Counselor	E. B. McMaster
Secretary-Treasurer	W. W. Burke	Secretary-Treasurer	F. R. McIntosh
Conductor	W. I. Linton	Conductor	H. B. McKelvie
Page	Wm. F. O'Neil	Page	H. C. Martin
Sentinel	C. P. Egan	Sentinel	E. L. Fraser
Executive Committee	C. M. James	Executive Committee	R. H. Arnott
	A. H. Wallbridge		H. M. Burritt
	Jas. Beveridge		R. J. Scott
	C. E. Mellish		C. A. Ross
			R. E. Jamieson
1906		1910	
Senior Counselor	C. P. Egan	Senior Counselor	T. S. Dixon
Junior Counselor	W. I. Linton	Junior Counselor	H. C. Martin
Past Counselor	E. F. Gerster	Past Counselor	A. R. McFarlane
Secretary-Treasurer	G. R. Riley	Secretary-Treasurer	F. R. McIntosh
Conductor	A. R. McFarlane	Conductor	W. W. Burke
Page	G. L. Campbell	Page	A. J. Brady
Sentinel	B. W. Bailey	Sentinel	J. W. Curran
Executive Committee	C. M. James	Executive Committee	F. P. Watson
	R. L. Phelps		R. E. Jamieson
	W. W. Burke		C. A. Ross
	C. R. Lonergan		H. M. Burritt
			E. B. McMaster
1907		1911	
Senior Counselor	E. B. McMaster	Senior Counselor	H. C. Martin
Junior Counselor	A. R. McFarlane	Junior Counselor	R. E. Jamieson
Past Counselor	C. P. Egan	Past Counselor	R. W. Clark
Secretary-Treasurer	G. R. Riley	Secretary-Treasurer	T. S. Dixon
Conductor	G. L. Campbell	Conductor	W. W. Burke
Page	H. W. Taylor	Page	C. A. Ross
Sentinel	P. U. Higginson	Sentinel	A. J. Brady
Executive Committee	W. W. Burke	Executive Committee	W. W. Moore
	G. H. Hewitt		G. P. Cathrea
	C. R. Lonergan		R. J. Scott
	C. M. James		A. R. McFarlane
			E. B. McMaster
			H. M. Burritt
1912		1912	
Senior Counselor	R. W. Clark	Senior Counselor	R. W. Clark
Junior Counselor	W. W. Moore	Junior Counselor	W. W. Moore
Past Counselor	H. C. Martin	Past Counselor	H. C. Martin
Secretary-Treasurer	G. R. Riley	Secretary-Treasurer	G. R. Riley
Conductor	W. Butchart	Conductor	W. Butchart
Page	P. Martin	Page	P. Martin
Sentinel	R. A. Simmons	Sentinel	R. A. Simmons
Executive Committee	R. J. Scott	Executive Committee	R. J. Scott
	H. W. White		H. W. White
	H. M. Burritt		H. M. Burritt
	W. A. Allan		W. A. Allan

Vancouver Council, No. 284

1904—1912

SINCE the dawn of the new century Vancouver has passed on from "that little city out west" to the position of metropolis of Western Canada, noted as a distributing point, a wholesale, jobbing and manufacturing center, and the most progressive city on the Pacific Coast. With this development there has come into being many fraternal forces which in the aggregate have advanced educational, religious, business and social conditions equally with the growth of the city. True some of these have had only a short existence and the good result of their birth in only a flash in the pan. Of those passing the intermediate stage to become permanent factors in the uplift of humanity a great deal has been written and much remains to be told. As a composite subject there are others more competent to prepare a comprehensive review of the great work these organizations have accomplished, therefore we shall devote the remainder of our remarks to one of the younger fraternal orders, yet at the same time one of the strongest and most popular in the city.

It was back in 1904 that Mr. R. L. Phelps, then and now a booster for Vancouver, succeeded in interesting a number of traveling men with reference to organizing an order of travelers to be affiliated with the United Commercial Travelers of America. After giving the matter due consideration a meeting was called for September 4, 1904, for the purpose of placing the proposition upon a more material basis. Those attending this meeting were James Beveridge, temporary chairman; R. L. Phelps, temporary secretary; Geo. A. McIntyre, Chas. M. Jones, Chas. P. Egan, O. H. Dingman, Lew W. Birely, Frank S. McKee, J. A. Chambers, Geo. Cathrea and R. J. Scott. The first motion put before the meeting was to organize a Local Council of the United Commercial Travelers of America. This motion was carried, as was a second motion to secure fifty names to appear on application for a charter. It was then moved and carried that a committee of three be appointed for the purpose of securing names and fees for charter application the following week. Those appointed on this committee were W. W. Burke, Chas. P. Egan and R. L. Phelps. A motion made to the effect that the local body be known as Vancouver Council was carried, after which the meeting adjourned to meet at 4 p.m. October 1. On December 31 Vancouver Council 284 was instituted by Grand Counselor W. F. Lewis, who has since passed on to the Eternal Council, there to reap the reward due to those who on earth have lived a life of brotherly love, gladly sacrificing

self to better the condition and lives of their fellow men.

Those present at what may be termed the first meeting of United Commercial Travelers in Vancouver were Jas. Beveridge, chairman; R. L. Phelps, secretary; E. B. McMaster, F. W. Ferguson, R. J. Scott, C. E. Mellish, C. M. James, W. L. Linton, J. L. Duncan, W. A. Montgomery, L. D. Birely, J. E. Stephens, C. P. Egan, G. A. McIntyre, J. L. Loutit, G. H. Hewitt, F. S. McKee, G. P. Ballantine, A. H. Wallbridge, E. F. Gerster, C. A. Ross, G. H. Ramsay, A. L. Teetzel, K. N. Jones, A. B. Morris, C. R. Lonergan, J. A. Murphy and W. W. Burke—twenty-eight charter members. Not a very extensive membership certainly, but where the Council was short in members it was long in enthusiasm, a fact amply demonstrated in the years which have passed since the last day of December, 1904. At this meeting Mr. Lewis gave an interesting discourse on the Order of United Commercial Travelers, explaining for the benefit of those present the aims and purposes of the organization and the great good it had done and was still doing to better the conditions of the commercial travelers. He referred feelingly to the colors of the organization—blue, gold and white, representing unity, charity and temperance—and besought the members to let these principles become a part of their daily life.

Mr. Beveridge, from the chair, thanked Mr. Lewis in behalf of the members for such information as he had imparted and the assistance he had given in instituting the council, and called attention to the fact that the members were largely indebted to Mr. R. L. Phelps, whose untiring energy and determination had made possible a Council of Commercial Travelers in Vancouver. A vote of thanks was tendered Mr. Phelps, who replied with a few well-chosen words to the effect that at all times he would do all within his power to advance the interests and growth of the order. Here let it be stated that he has been true to his word—this same Council 284 having no more active or aggressive worker than Mr. Phelps. Following other primary business came the election of the first officers of the Council, and in official order their names appear herewith: R. L. Phelps, past counselor; E. F. Gerster, senior counselor; E. B. McMaster, junior counselor; W. W. Burke, secretary-treasurer; L. D. Birely, conductor; W. I. Linton, page; K. N. Jones, sentinel; R. J. Scott, A. H. Wallbridge, James Beveridge and C. E. Miller, executive committee. It was then moved and seconded that the Council affiliate with the Grand Council

of Oregon and Washington. Motion carried. Other important matters were transacted and the meeting adjourned at 11:45 p.m.

So Vancouver Council 284 was born. A child diminutive in size, but strong of constitution and determination. Gradually the knowledge of its birth and the benefits, social, fraternal and otherwise, it offered to its members became known to the commercial travelers of the city, and as gradually its strength and membership increased until now it is a husky youngster with a membership of nearly 400, with every indication that this number will be increased to the half-thousand mark in the very near future. It has had a larger percentage of growth than any other council in the jurisdiction, and is one of the most prosperous. Without fear of contradiction it may be said that it has done more for the uplift of the traveling man than any other medium, and certainly it has extended him protection against loss of time, due either to sickness or accident. It has added to his comfort by bettering hotel accommodations and transportation facilities, and as a fraternal organization it has afforded him companionship and entertainment of various kinds, which otherwise he would have had to seek at the risk of business, health and self-esteem. Naturally the merit of the organization itself has been an important factor in the rapid growth of Vancouver Council, but no more important than has been the energy and enthusiasm displayed by the members. Throughout its career the Council has been fortunate in having at its head men of exceptional

executive ability. They have let pass no opportunity to further the interests of the Order, whether it applied to the Local Council or to United Commercial Travelers in general, and as a consequence there has never been deterioration, but rather a constant march forward, both in growth of the Council and in the respect and appreciation of the members for the good it has accomplished.

Once since the organization of Council 284 the Grand Council of the jurisdiction of Oregon, Washington and British Columbia has met in this city. This was in May, 1909, and it is a matter of no little pride to those who had active charge of the affair and to the members, generally speaking, that the reception and entertainment extended to the visiting brothers, their wives, sweethearts and friends, was in keeping with the hospitality for which Vancouver has become famous, and quite equal from the standpoint of attendance and good time generally to any like meeting ever held in the Pacific Northwest.

In the closing of this brief review we direct your attention to the "Story of the Order of United Commercial Travelers," appearing in another section of this booklet. It is interesting reading, telling as it does the tale of how the Order was given life, how it has developed into one of the largest fraternal organizations in the world, how it is a factor in social life, how it is a guardian to the helpless, and how it protects you through the medium of its insurance department.





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SECY. - TREAS.



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W.A. ALLEN
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JAS. A. YOUNG



H. ST. J. JELLETT



W.G. BIRDSALL



A.V. ROBINS



A.T. ROBSON



W. COPELAND



F.P. WATSON



A. MCKINNEY



J.P. PRICE



C.W. ARMSTRONG

Photo by G.A.

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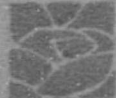
J.W. CRAWFORD



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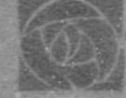
R.D. DOUGLAS



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J.W. DAWE



R.J. LANG



R.A. FULLERTON



M.T. GRIFFIN



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J.A. HALEY



M.A. WHITE



G.N. MABERY



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FRANK WARING



Wm L. BURNS



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G.L. CAMPBELL

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W.L. CRAIG



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F.G. BENSON



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N.H. LAIDLAW



G.H. SCOTT



G.B. SAYERS



W.R. VASS



G.P. CATHREA



W.J. LESAGE



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H. FOOTITT



A.C. FOREMAN



J.W. TAYLOR



G.W. ACTON



A.S. WILSON



H.B. GEARY



A.S. EATON

Membership Directory

Vancouver Council, No. 284, United Commercial Travelers

A

Acton, G. W.
Adams, G. W.
Allan, E. F.
Allen, W. A.
Allice, T. H.
Anthony, M. B.
Armstrong, C. W.
Armstrong, T. J.
Arnott, R. H.
Avery, M.
Archibald, A. G.
Ashby, A.

B

Bailey, B. W.
Bailey, L. W.
Baker, E. A.
Ballentine, G. P.
Beddeson, H. G.
Beddington, R. G.
Begg, W. C.
Benson, F. G.
Beveridge, G. L.
Beveridge, Jas.
Binkley, E. C.
Birely, L. D.
Bowden, R. B.
Bradley, S. E.
Brady, A. J.
Branston, J. E.
Breeze, W. G.
Brown, C. C.
Burke, W. W.
Burritt, H. M.
Butchart, W.
Burrows, J. M.
Burns, W. L.
Brignall, F.
Butchart, J. D.
Buxton, R. T.
Birdsall, W. G.
Blakney, W. W.
Bain, A. S.

C

Campbell, G. A.
Campbell, A. M.
Campbell, G. T.
Campbell, L. H.
Campbell, G. L.
Cathrea, G. P.
Chapman, J. H. A.
Chisholm, J. T.
Clark, R. W.
Clark, W. G.
Cody, C. G.
Collins, A. R. L.
Collis, J. W.
Comiskey, J. H.
Cooper, R. T.
Cornell, C. N.
Cosens, A.
Cowan, J. E.
Craig, W. L.
Crawford, I. W.

Creech, R. A.
Curran, J. W.
Chambers, H. W.
Conlan, Thos.
Cameron, W. L.
Crear, G. A.
Cooper, L. I.
Colston, W. F.
Clarkson, W. L.
Copeland, Wm.
Crause, W. B.
Carter, W. F.
Chase, F. L.
Colgan, G. P.

D

Dalmadge, G. G.
Davison, W. E.
Disher, C. E.
Dixon, T. S.
Doble, J. T.
Dougan, W. H.
Douglas, R. D.
Darlington, R.
Dabbin, J. L.
Dingwall, Colin
Dilworth, J. W.
Dawe, J. R.

E

Eagleson, H.
Egan, C. P.
Ella, T. R.
Elkington, S. C.
Elliott, J. E.
Everett, J. M.
Eastman, C. P.
Elliott, F. B.
Eaton, A. L.

F

Field, A.
Fleming, T. C.
Footitt, H.
Ford, R. S.
Forrest, P. W.
Fortier, J. A.
Fraser, E. L.
Frith, H. G.
Fullerton, R. A.
Forleizer, Sidney
Foreman, A. C.
Farr, A. M.
Forbes, Wm.

G

Galbraith, J. A.
Gerster, E. F.
Gladwin, C. C.
Godfrey, C. A.
Gordon, F.
Gunn, W. H.
Gunn, J. S.
Grautham, F. L.
Griffith, G. E.

Griffin, M. T.
Geary, F. B.
Goddard, J. A.
Green, J. R.

H

Haddock, W. J.
Hall, F. J.
Harrison, F. E.
Harvey, E. A.
Heddle, W. T.
Herger, W. E.
Hewitt, G. H.
Higginson, P. V.
Hill, W.
Hodge, G. C.
Honey, F. G.
Hudson, J. H.
Hueston, F. D.
Henley, W. A.
Hickman, E.
Harrover, G. W.
Hood, R. M.
Hunter, Jas.
Haskins, L. B.
Horsman, G. D.
Haigler, G. F.
Haywood, W. A.
Henderson, H. J.
Haley, J. A.
Haddock, R. H.

J

Jamieson, R. E.
Jaques, W. A.
Jernberg, G. H.
Johnstone, P.
Jones, C. V.
Jarvis, L. S.
Johnston, J. J.
Jellett, H. St. C.

K

King, S.
King, E. H.
King, P. L.
Knight, M. J.
Kirkham, F.
Koontz, D. J.
Kelly, L. H.
Kinj., J. P.

L

Laidlaw, W. A.
Laidlaw, M. H.
Leavens, B. W.
Leigh, L. H.
Liersch, H. J.
Linton, W. I.
Loutit, J. J.
Lumsden, F. J.
Lillie, G. W.
Lillico, J. D.
Lang, R. J.
Longfellow, Wm.
Lawes, H. G.

Lesage, W. J.
Lea, W.

M

Mackay, J. J.
Marshall, C. J.
Marshall, G. K.
Martin, H. C.
Mason, L. R.
Mather, G.
Miller, G. M.
Mellichamp, J. G.
Mix, O. C.
Montelius, H. W.
Montgomery, W. A.
Moore, W. W.
Moore, R. M.
Moore, F. T.
Morris, W.
Morris, A. B.
Morrison, H. W.
Muir, W.
Muirhead, H. A.
Maiccolm, W. R.
Mabey, G. W. P.
Morris, H. L.
Martin, S. G. P.
Morris, J. W.
Mulligan, G. H.
Morris, D. S.
Martin, C. F.
Madlen, T. J.

Mc

McAllister, A.
MacDonald, D. M.
McFarlane, A. R.
McFarland, F. L.
McFeeley, F. E.
McGachie, J.
McIntosh, J. P.
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McIntosh, W. R. W.
McIntyre, C.
McIntyre, G. A.
McIntyre, F.
McKee, F. L.
McKelvie, H. B.
McMaster, E. B.
McSwewyn, M.
McWilliams, A. L.
McIntosh, J. G.
McCarter, W. L.
McDonald, R. M.
McKinney, A.
McClelland, S. G.
McKenzie, D. K.
McLeod, H. M.
McCrea, G. E.
McMaster, R.
MacEdwards, W. D.
McMullen, C. C.

N

Nicholson, L. H.
Northwood, C. J.

O

O'Loughlin, W. G.
O'Neil, W. G.
O'Neil, W. N.
Oullet, L. C.
Ogilvie, R. A.
Oughton, J.
Offerhaus, H.

P

Papin, A. O.
Parker, R. A.
Pearson, O. W.
Peters, W. O.
Phelps, R. L.
Porter, W.
Potts, E. E.
Prentice, Jno.
Price, J. P.
Peiser, K. K.
Proud, C. M.
Pettapiece, G. S.

Q

Quigley, F. A.
Quilgley, C. B.
Quinn, F. F.

R

Ramsay, L. L.
Rawson, E. W.
Riley, G. R.
Ritchie, G.
Robins, A. V.
Rolston, C. T.
Ross, C. A.
Rawbotham, C. F.
Regan, S. J.

S

Sandels, W. J. M.
Saulter, B. R.
Scott, G. A.
Scott, R. J.
Shain, W. H.
Simms, R. G.
Simmons, R. A.
Snider, W. A.
Stephens, J. E.
Stephens, T. J.
Stephenson, F. L.
Stewart, S. D.
Stinson, S. D.
Stockton, G. P.
Stoddard, R. C.
Stone, G. A.
Searson, Jno.
Steele, C. R.
Swaffer, H. H.
Stuart, A. G.
Sackett, E. V.
Strachan, R. G.
Slattery, T.
Soutar, Jas.

Sangster, Chas.
Sabin, J. C.
Shields, J. W.
Swann, S.
Sayer, H. R.
Story, J. H.
Sayers, G. B.
Seater, H. R.

T

Taylor, H. W.
Thompson, J. J.
Townley, W. B.
Travis, G. D.
Tryon, L. N.
Taylor, J. W.
Tait, T. H.
Tasker, W. K.
Tune, W. H.
Trapp, F. H.
Tattersall, T. D.
Tullidge, W. B.
Thomson, W. H.
Thorpe, B. E.

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Upham, G. F.

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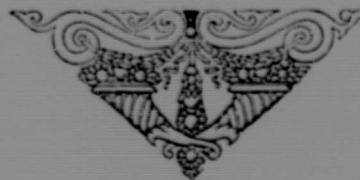
Vass, W. H.
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Waddell, B. L.
Waldo, J. R.
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Weir, J. B.
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Whalen, J. J.
Wilson, F. P.
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Wilson, Gid M.
Wonder, G. J.
Witherspoon, J. C.
Welch, C.
Waring, Frank
Wyndham, E. W.
White, N. A.
White, H. W.
Walsh, W. E.
Walby, H. C.
Willson, S. W.
Wright, H. A.
Watt, J. T.
Wilcox, A. G.
Wilkie, P. J.
Woodland, G. A.
Walsh, J. J.

Y

Young, J. D.
Young, J. A.
Young, C. D.



Facts about the Order of United Commercial Travelers of America

THE Order is a Social, Fraternal, Beneficial, Secret Society, exclusively for commercial travelers, city salesmen and merchandise brokers.

It was incorporated under the laws of the State of Ohio in January, 1888.

Its purpose is to unite fraternally all eligible men for their greater social advancement and the protection of mutual interests; but is not a commercial travelers' union.

It maintains a council or lodge system, with subordinate bodies in all the principal commercial cities and towns in the United States.

Frequent social affairs are given by these Subordinate Councils, which keep the traveler and his family in touch with social life, both at home and while the traveler is covering his territory.

It maintains a Widows' and Orphans' Fund for the relief of beneficiaries of deceased members who may be related, as wife, mother, sister (unmarried) or daughter (unmarried) who are left without means of support.

It provides for the education of orphan children of members up to their fifteenth birthday.

It insures its members against loss of time resulting from totally disabling accidental injuries in the sum of \$25.00 a week for a period not exceeding fifty-two weeks, with specific benefits payable for the loss of eyes, hands, feet, etc.

In case of death by accident, the Order pays to the beneficiary of members the sum of \$6,300.00—\$5,000.00 in one check on proof of claim and an income of \$25.00 a week for the period of one year.

The cost of joining the Order is \$10.00—\$5.00 application fee and \$5.00 initiation fee. The

applicant must join the Subordinate Council nearest his place of residence.

The maximum possible cost of maintaining membership in the Order is \$18.00 a year; but in the experience of nearly twenty-one years the actual cost of membership ranges very close to \$12.00 a year, covering local Council dues, all beneficial features and a 10 per cent. contribution to the Order's Reserve Fund, which now amounts to over \$245,000.00. All benefits are afforded members at the actual cost of operation.

To be eligible to membership in this Order the applicant must have been engaged for not less than one year as a commercial traveler, a city salesman or a merchandise broker; must be a man of good moral character and free from bodily infirmities; must not be under 21 nor over 60 years of age.

The Order has 25 Grand Councils, and over 440 Subordinate Councils.

Members initiated since January 1, 1908, up to October 31, number 6,536.

The total membership of the Order on October 31, 1908, was 49,950.

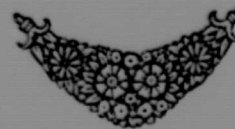
The Order has paid for the relief of dependent widows and orphans since it was founded, up to and including October 31, 1908, the sum of \$144,038.25.

The Order has paid back to its members in benefits since it was founded, up to and including October 31, 1908, the sum of \$1,253,523.25.

The number of assessments for the Indemnity Funds of the Order, in amount \$2.00 each, in a period of twenty years and ten months, is 93.

The above is but a brief statement of the character aims and purposes of the Order. Any additional information or printed matter desired will be forwarded promptly to any interested person.

Address, Chas. C. Daniel, Supreme Secretary, Supreme Council Headquarters, Columbus, Ohio.



THE STORY OF THE ORDER OF UNITED COMMERCIAL TRAVELERS OF AMERICA

IN the light of its present splendid development and assured success, the story of the early struggles and vicissitudes of the Order of United Commercial Travelers of America adds an interesting chapter to the history of commercial travelers' organizations in America.

The conception and birth of this Order were brought about through a meeting of the East and West. Levi C. Pease, who was responsible for the ground plan of organization, is a native of Connecticut. John C. Fenimore, to whom was assigned the defining of the duties of the officers and the drafting of the ritual, was born in Indiana and had lived in various parts of the West and South. At one time he was engaged in storekeeping in Louisiana. Upon organization Charles Benton Flagg became the Supreme Secretary of the Order, and lent valuable assistance in working out the clerical details at this period of embryo. Indeed the development of the Order in its early days was largely due to the indefatigable work of the first Supreme Secretary.

For over two years the germ of the idea lay fallow in the minds of the conceivers. The plan of a secret society among commercial travelers without benefits had been tried with indifferent success. Exclusively beneficial organizations for commercial travelers had, some of them, grown up, flourished and decayed. Successors to these, profiting by the sad experience of those gone before, appeared to be occupying the field to the exclusion of all new comers of whatever kind or character. The prospect was not particularly flattering.

The U. C. T. idea was something along the middle ground between the strictly fraternal orders and the strictly beneficial associations. The scheme was not quickly grasped by those to whom it was unfolded, because it seemed to possess no new features—and yet it was entirely new; so new that it was necessary to blaze a trail all the way.

It was here that the combined elements of character possessed by the pioneers in the movement came in for a rare trial of conclusions with the hard conditions presented.

Fortunately the founders and first Supreme Secretary possessed in composite the qualities of intelligent persistence, brilliant leadership, singleness of purpose, fact, executive ability, earnestness, sincerity, optimism, far-sightedness, confidence, resource, tireless energy, good fellowship and supreme patience; all these, in about the degree necessary to the accomplishment of the giant task to which they had set themselves. A

weakness at any of these points would have meant failure.

Consciously or unconsciously, the plan evolved by them was destined for a large development; it was a wide and nationalized movement from the start; it was not to be confined to any single section or grand division of the country; it was purposed that Eastern thrift and Southern chivalry should join with Northern steadfastness and Western energy in a concert of sympathetic co-operation.

Of the eight men associated as incorporators, L. C. Pease, J. C. Fenimore, C. B. Flagg, F. A. Sells, John Dickey, S. H. Strayer, W. E. Carpenter and C. S. Ammel, no two represented the same line of trade and all of them were recognized as leaders in their particular field of salesmanship. And what is more to the point, all founders and incorporators who are still living are today active and vitally interested in all that pertains to the Order's welfare, thus showing the unselfish zeal that has prompted them from the beginning.

All this is set forth for the purpose of showing that the Order of United Commercial Travelers of America was not a thing of accidental or freakish conception or growth. The foundation was laid broad and deep, and the superstructure has been reared with grace and symmetry and has grown in prestige and solidity with the passing years.

The plan of organization in the Order of United Commercial Travelers of America, conforms closely to the usages of the standard secret and fraternal bodies. The basis of the plan is the Subordinate Council, which may now be found in all the principal commercial centres of the leading States of the Union, with several flourishing bodies across the border in Canada.

It is in the Subordinate Councils that the degree of the Order is exemplified; no further degrees being required for advancement into the two higher bodies of the Order. Good standing in the Subordinate Council, however, is made a condition to a voice and vote in the higher bodies.

The Order was fortunate in having as one of its founders a ritualist of marked ability. The result of John Cooper Fenimore's labor was a ritual which is a pleasing surprise to the novice, without any of the oft-expected burlesque features and entirely free from vulgar or objectional elements. Building about the Order's tenets of Unity, Charity and Temperance, the ritualist has evolved an initiatory ceremony that is capable of a beautiful and an impressive exemplification, strongly imbued with elevating lessons and thoroughly in keeping with the Order's character, aims and purposes.

The Grand Councils, to which all Subordinate Councils are attached, with the exception of those in detached and scattered territory, are twenty-five in number. Meetings of these bodies are held once a year between the first of May and fifteenth of June. The Grand Council is made up of representatives from all of the Subordinate Councils in the jurisdiction. Five contiguous Subordinate Councils, by their representatives, may

organize a Grand Council; but no less than three Subordinate Councils can maintain one. Grand Councils fix their own basis of representation, and exercise the greatest freedom in the handling of their local and jurisdictional affairs. Only Senior Counselors, Past Counselors or Past Senior Counselors are qualified as representatives to a Grand Council.

The Grand Councils are the educational department of the Order. It is from them that a constant stream of information goes out to the members, and from this source, too, is conducted the business of investigating grievances which members may have against hotels or transportation companies. Many Grand Councils, in addition to this, conduct an information bureau through which members of the Order are brought into touch with the employers of traveling help, and assistance is given members in securing favorable positions.

The annual meetings of the Grand Councils are held in some city of the jurisdiction chosen at the previous session and are made the occasion of a happy reunion of United Commercial Travelers and their families. Entertaining Councils vie with each other in extending the most gracious hospitality to visiting brothers, and the result is a delightful social and fraternal occasion, free from all extravagances and excesses of every kind.

Right here seems a good place to say that it is expressly provided by the Constitution that "The use of malt or spirituous liquors at any meeting of a Council, or at any banquet, social, ball or other entertainment, given by or under the auspices of a Council, or in any clubroom conducted in the name of, or under the auspices of this Order, is prohibited. The Supreme Counselor shall arrest the charter of any Council violating this provision."

With this regulation strictly enforced, as it is, no member need feel a hesitancy in taking to the Grand Council meetings his wife and family and mingling freely with the good humored and companionable crowd that is always present.

The Supreme Council is made up of representatives of each of the Grand Councils on the basis of one for every five hundred Subordinate members, or fraction, embraced within the Grand jurisdiction. The meetings of the Supreme Council are held annually, opening on the last Thursday in June, at the Supreme headquarters of the Order in Columbus, Ohio. Grand Counselors, Grand Past Counselors or Past Grand Counselors are all that are eligible as representatives to the Supreme Council. The Supreme Council is the national law-making body of the Order. Its sessions are in the nature of an annual meeting of a corporation. No formal entertainment is provided for, or expected by, the delegates.

As avowed by the articles of incorporation, issued under the general corporation laws of Ohio, January 16, 1888, "The Order of United Commercial Travelers of America is organized for the purpose of (1) To unite fraternally all commercial travelers of good moral character, (2) To give all moral and material aid in its power to its members and those dependent upon

them; also to assist the widows and orphans of deceased members. (3) To establish an indemnity fund to indemnify its members for total disability or death resulting from accidental means. (4) To secure from all transportation companies and hotels, just and equitable favors for commercial travelers as a class. (5) To elevate the moral and social standing of its members."

It will thus be seen that membership in the Order embraces four distinct features: Fraternality, Social Advantages, the care of the Widows and Orphans, and Indemnity for Accidental Injury or Accidental Death.

THE ORDER AS A FRATERNITY

The Order of United Commercial Travelers of America has been called by some of its enthusiastic admirers, "The Commercial Travelers' Masonry." This may, or may not be, too strong a phrase. There is daily evidence, however, that there exists a strong bond of sympathy and fellow-feeling among the members of this Order that may be witnessed in the cordial relations between wearers of the button who may perhaps hail from widely separated sections of the country. The Order, in all its principles, purposes and aims, is uplifting, and every influence it exerts makes for the ennobling of the character of the member, both in his relation to society and to the profession to which he belongs. It teaches him that his is an honorable and useful calling; that upon his faithfulness and integrity rest large responsibilities in the world of business and in the complex social systems of our times. It teaches him to respect himself, to guard against excesses, to shun evil associates and to use his God-given energies for the betterment of mankind rather than in the useless and ruinous dissipation which has proven the pitfall of so many of the brilliant men engaged in the selling vocation. It teaches him that in unity there is strength; that grievances and unjust discrimination yield to speedier and more satisfactory adjustment when approached by a collective force. It also teaches that collective forces should be used with judgment and moderation, and that due regard should be exercised for the rights of others. The Order assumes no phase of unionism or paternalism, but it holds steadfastly to the highest ideals and embraces within its precepts all of the mercantile graces of the age.

It is not strange, then, appealing as it does to the better side of the commercial traveler, that membership in it should be highly regarded by him and that its prestige should be large among those of the craft.

The Sunday preceding the 9th day of April of each year is set aside and observed by all councils of the Order as United Commercial Travelers' Memorial Day. In the fixing of this date for the annual memorial service, the Supreme Council sought to commemorate the unselfish life and death while in the Order's service of the first Supreme Secretary, Charles B. Flagg, who died on April 9, 1901. On this Memorial Sunday all brothers of the Order who have "gone

on before" are recalled to their friends, and the services are a tribute to the dead and an inspiration to the living.

The members assemble in "Memorial Council" and the rites of a beautiful ritualistic memorial service are observed. As the roll of honored dead is called, a beautiful white lily, fitting symbol of the life perennial, is placed upon the fraternal altar in loving memory of each councilor who has "gone on before," and an eulogy to departed fraters is pronounced by some brother of the council. This is sometimes followed by a memorial address by some noted public speaker. With appropriate musical program and graceful floral decorations these memorial services are made inspiring and helpful to the entire membership of the council.

As an example of the high esteem cherished by the members of the U. C. T. of A. toward those men who made it possible for them to become affiliated with an Order which was created by and is maintained for the exclusive benefit of commercial travelers, there was dedicated on June 30, 1907, in Goodale Park, Columbus, Ohio, a handsome memorial of granite to Charles Benton Flagg, the faithful first Supreme Secretary, built with small voluntary contributions of Councilors of the Order from all parts of the United States and Canada. So far as known, this is the only monument ever erected on public ground to a commercial traveler in the entire history of the craft. This much-admired memorial was designed by a member of the Order and gracefully symbolizes the Order's tenets of Unity, Charity, Temperance. It was to plant forever these high principles in the hearts of the Commercial Travelers of America that Charles Benton Flagg, as one of the promoters of this beneficent organization, gave up the best years of his life.

In the highest sense, the fraternalism of The Order of United Commercial Travelers means the promotion and protection of each others interests. It is an enlargement of that sentiment of the traveling salesman that makes him rather do a favor to one of the "boys" on the road, than anybody on earth and which has been felt and recognized since commercial traveling began. Sometimes in the old days the recipient of the favor proved unworthy; and with all the circumspection exercised in admitting men to membership, such a thing is not impossible in the ranks of the U. C. T.; but the man who wears the button of blue, white and gold can be sure when he meets another man wearing the emblem that here is a man who is thought by sober, respectable members of his own craft to be worthy of confidence. By reason of the fact that the badge of the fraternity admits the wearer to such close business and social relations, and that it is looked upon far and wide as a guarantee of character and respectability, the utmost caution is enjoined on all members of the Order in admitting new men to membership. To be asked to become a member of the Order of United Commercial Travelers is a compliment to any eligible man.

THE ORDER AS A FACTOR IN SOCIAL LIFE

One of the great privations inseparably connected, of necessity, with life on the road, is the complete isolation from the family circle and from the enjoyment of those social pleasures, large and small, which compensate so greatly for the rough and tumble encounter with the world. No one realized this more than the founders of the Order of United Commercial Travelers of America. To in some measure overcome this, and assist in providing the commercial exile with at least a substitute for his social circle at home, there has been encouraged from the earliest moment of this Order's existence the maintaining of an active social life in all Councils. The success of the work has been most gratifying. The social session is now a feature in almost all of the Subordinate Councils, while "Ladies' Nights," "Smokers," balls, parties and picnics are things of frequent occurrence. In many of the Councils a social session is held once a month. To these pleasant affairs all members of the Council are invited, together with their wives and children, if they are so blessed. The visiting member, who happens to be in the city on the evening of one of these socials, is entitled to participate in the enjoyment, and through his affiliation and good standing is made just as welcome as he could be in his own social circle. His membership vouches for him socially, and if he possesses the social instinct, as most commercial travelers do in a marked degree, there is nothing to prevent his entering as fully into the pastimes at hand as any of those present.

The families of commercial travelers who are compelled to make long trips are, in a way, cut off from the social life of their own city. The husband and father being always away the zest is taken out of social pleasures and the wife stays at home a prey to lonesomeness and perhaps discontentment. The Order of United Commercial Travelers of America says to such wives, "Come out and attend the socials. You will likely find a number of the ladies who are situated just like yourself. Don't make yourself a social recluse because your husband is forced to be away from home. If you have no one with whom to leave the children, bring them along. Come out and enjoy yourself." A mutual interest breeds a mutual sympathy; which is the basis of all that is best and most helpful in social intercourse.

All that is true of the Subordinate Council is true in even a greater measure of the annual meetings of the Grand Councils, mention of which has already been made. To many a hard-working United Commercial Traveler the annual reunion afforded by the meeting of his Grand Council gives him the one period of the year of relaxation and enjoyment. The cost of these gatherings to the individual member is such that they may be indulged in by those most modestly situated, and the events planned for his entertainment and that of his family are those that most appeal to the active, energetic temperament of the average commercial traveler, and he returns to his territory a better man, a better sales-

man, and with a widened mental horizon; his wife and family enriched by a happy memory and many cherished acquaintances.

It has only been a few short years since commercial travelers were not admitted into the best society. They were not looked upon as eligible—not because they lacked mental qualifications, for a bright mind has always been associated with successful salesmanship—but because of a popular idea that they were not up to the moral standard.

Unfortunately this opinion was not without foundation. There was in the old-time commercial traveler a pronounced tendency toward reckless habits, ungoverned licenses in the matter of personal conduct, and a disposition to go the pace under all circumstances. All traveling salesmen were not so addicted of course, but the tendency prevailed to such a deplorable extent that the sober and industrious were ranked in the public mind with the reckless and dissolute.

The pioneers of the Order of United Commercial Travelers of America, being Commercial Travelers themselves, realized this condition and also took cognizance of the fact that, with their native acumen and well-developed social qualities, the traveler could, with encouragement, elevate his profession to a point where it would be looked up to, instead of being regarded with grave shakes of the head by the respectable classes.

Unselfishness being one of the cardinal teachings of this Order, it would be but a poor exemplification of the principle to lay claim to the entire reformation; but the Order can, and rightfully does, claim credit for being a potent factor in promoting and advancing the social status of traveling men and elevating the profession of selling goods on the road to its present high standard. The profession of salesmanship is today regarded as only one step below the learned professions of the law, medicine and the priesthood. Some authorities have gone so far as to say that salesmanship is the business of the world and that the members of the selling profession therefore rank first in professional standing.

THE ORDER AS A GUARDIAN OF THE HELPLESS

The American commercial traveler has deep-rooted in his makeup an element of spontaneous, impulsive generosity for those in distress, or for the worthy person in need of temporary financial assistance. This trait has become a tradition among the craft and no day passes without its example. Having its well-spring in this generous impulse, there has been evolved by the Order of United Commercial Travelers of America a form of beneficence absolutely unique among organizations of a beneficial character. This is a fund known as "The Widows' and Orphans' Fund," which, broadly speaking, guarantees that so long as the Order shall endure no dependent beneficiary who may be the wife, mother, sister or daughter of a member of the Order in good and regular standing shall ever come to the condition of actual want. The order enters into no

legal bond to do this, but the guarantee to so do is a sentiment backed by a solemn obligation which every member is required to take. This provision is not an annuity or a pension; neither is it looked upon as a charity. It is not something that may be demanded, but if need exists it is never withheld.

Early in the history of the Order this fund was started with a dollar assessment on the membership. Since that time it has been maintained by setting aside the sum of \$2.00 out of the \$10.00 charged for application and initiation fees. From this fund disbursements are made in such amounts as are required to meet the wants of the needy, not to exceed in amount \$50.00 at any one time, nor the sum of \$250.00 in any one year. The Order also obligates itself, in an amount not to exceed \$250.00 a year for each, to clothe and educate the dependent orphans of deceased members, up to their fifteenth birthday.

The recommendation for relief or assistance from this fund must come from the Council nearest the beneficiary's place of residence, the executive committee of which is required to make a thorough investigation in each case of distress reported. If they find the beneficiary needy and worthy they send a statement of the case to the Supreme Executive Committee, together with a recommendation for a disbursement in such amount or amounts as in their judgment is warranted by the circumstances. If their findings are approved by the Supreme Executive Committee the case is duly entered and the beneficiary receives the money in convenient monthly installments without publicity of any kind. There is no humiliation attending an appeal for relief from this fund by those for whom it was created, nor loss of self-respect in accepting the money. When all resources have failed—when the dark day comes—when recourse to public charity seems the only thing left to the helpless ones, the Order of United Commercial Travelers of America comes forth, as has been said, "Like a ray of hope across a cheerless prospect." Disbursements from this fund have grown until there is now paid out every year about \$20,000 for the relief of widows and orphans.

While the membership has never been assessed but the once for the purpose of carrying on this splendid work, a provision is made in the constitution for an assessment of \$1.00 on all members who have been affiliated one year or more, whenever the fund, through its regular disbursements, has been reduced to the minimum sum of \$3,000. But no more than one assessment can be made in any year.

THE ORDER AS PROTECTION AGAINST LOSS OF TIME

The Order of United Commercial Travelers of America is not an insurance company.

Just as features of material benefit have been made a part of the privileges of membership in some of the other and older fraternal orders, the indemnity paid for disabling accidental injuries or accidental death has been added to this Order. In the Order of United Commercial Travelers of

America this feature is handled as a separate department and the protection afforded is as good as the best obtainable anywhere, with the added advantage of being furnished to the membership at the actual cost of conducting the business.

The insurance benefits paid by the Order are:

For loss of time resulting from immediate, continuous and total disability from accidental injury, \$25.00 a week for a period not exceeding fifty-two weeks.

Death by accident	\$6,300 00
Loss of both eyes	5,000 00
Loss of both hands	5,000 00
Loss of both feet	5,000 00
Loss of one hand and one foot	2,500 00
Loss of one hand	1,250 00
Loss of one foot	1,250 00
Loss of one eye	1,000 00

The fraternal spirit which characterizes the working of the Order in all departments is emphasized by the manner in which death losses are paid.

Immediately upon receipt of satisfactory proof of death by accident a voucher for \$5,000.00 is forwarded to the beneficiary. Following this, the beneficiary is paid the sum of \$25.00 a week for the period of one year, which \$1,300.00 completes the payment of the death benefit. This method enables the beneficiary under all circumstances to have a fixed income for one year while recovery is made from what is always a severe and nerve-racking shock, and time is thus gained for the consideration of a proper investment of funds with a view to a permanent income.

An accident is defined by the constitution of this Order as a bodily injury through external, violent and accidental means, which alone, independent of all other causes, shall cause death, immediately or within six months from the happening thereof, or which shall independently of all other causes, immediately, wholly and continuously disable and prevent a member from the prosecution of any and every kind of business pertaining to his occupation.

It will therefore be seen that this Order does not pay claims for disabilities which are in any way the result of disease, nor which may be contributed to or prolonged by bodily infirmities. Neither is the Order liable where poison of any kind is taken intentionally, nor as the result of exposure to or contact with poisonous ivy, or by any surgical operation or any treatment, medical or mechanical, and no claim can be made under the Order's membership certificate where the cause of injury is the result of dueling, fighting, scuffling, wrestling, playing professional baseball, football or over-exertion, or by suicide (felonious or otherwise, sane or insane), or by sunstroke, freezing, any self-inflicted injury, or when death or injury may have happened in consequence of war, rioting or invasion, or in riding or driving races, or of voluntary exposure to unnecessary danger, or in the violation of any of the precautionary rules of any corporation or company, or of negligent, immoral or disorderly conduct or in consequence of a member being under the influence of intoxicating drinks.

Prohibitory employments are: mining, blast-

ing, wrecking; the manufacture, transportation or use of gun powder or other explosives.

Indemnity is not allowed in case of injuries resulting from any unlawful act, or where all necessary precaution to guard against injury has not been used. Claims for accidental acute hernia are limited to two weeks indemnity by the constitution.

Benefits do not extend to disappearance, nor to the case of death or personal injury unless the claimant under his certificate shall establish by direct and positive proof that the same was caused by external, violent and accidental means, and was not the result of design, either on the part of the member, or of any other person.

The following is a list of occupations, aside from commercial traveling, in which a member may engage and yet be entitled to full benefits:

Accountant, actor, actuary, agent (traveling), architect (office duties), artist (painter), auctioneer, auditor, bookkeeper, broker (stock, merchandise or gold), cashier, civil engineer (office duties), clerk (at counter or in office), coal dealer (office duties), druggist, draughtsman, freight agent (office duties), lawyer, manufacturer (proprietor, office duties only), merchant, musician, passenger agent (general ticket), phonographer, photographer, salesman (not delivering goods), stenographer, tailor (merchant) and writer (author).

If a member engages in occupations other than the above named, he or his beneficiary is entitled to but half benefits under his certificate of membership.

A member is entitled to change his beneficiary at any time by filing with his Subordinate Council secretary a certificate to that effect.

Cumbersome details, known as "red tape," are reduced to a minimum in the handling of the indemnity department business.

When a member sustains an injury it is imperative that he send notice of the same to the Supreme Secretary at Columbus, Ohio, within ten days of the happening thereof. It is required that in the same communication he give the name of his medical attendant.

Upon the receipt of notice of injury there is forwarded from the indemnity department a preliminary blank, upon which the injured member is required to give full and complete details of his injury.

The indemnity department notifies, if deemed necessary, the surgeon of the member's Council, or the surgeon of the Council in the city where the member may be stopping at the time of the accident (an acting surgeon is appointed where no Council surgeon is present), also the secretary and executive committee of his Subordinate Council.

Upon receipt at the Supreme office of the preliminary blank duly filled out a final claim blank is mailed to the injured member, which he fills out and sends to the secretary of his Council. The claim is then passed upon by the executive committee of his Council, and is forwarded by the secretary to the secretary of the Supreme Council, who reviews the claim and refers it to the auditor of the Supreme Executive Committee

who, together with the Supreme Surgeon, passes upon the claim in detail, after which it comes before the Supreme Executive Committee for final action.

When approved, a voucher for the amount is drawn by the Supreme Treasurer and that voucher is forwarded by the Supreme Secretary to the secretary of the Subordinate Council, to be recorded in his book of records, after which it is delivered to the claimant.

In cases where contradictory evidence is presented, or questions of liability under the constitution present themselves, more time is of necessity consumed, but in all cases the greatest care is taken to handle all indemnity claims promptly.

In the case of a death the process of adjustment is in all essential particulars the same.

The Order reserves the right to hold autopsies in all cases where, in the opinion of the Supreme Surgeon, such action is necessary to determine the Order's liability.

No certificate of membership will be issued to an applicant who has sustained the loss of one eye or both eyes, an arm, a foot, a hand, or leg of any whole member of the body.

The certificate of a member may be revoked should he, by reason of infirmity or disease, become, in the opinion of the Supreme Executive Committee, an extra hazardous or undesirable risk for accident insurance. The member thus debarred from indemnity benefits may continue in the Order as a social member upon the payment of his regular Council dues. So long as he retains his good standing in his Council he is still entitled to all of the social and fraternal privileges, and should he die from any cause while thus in good standing his beneficiary would be entitled to benefits from the Widows' and Orphans' Fund, provided such beneficiary came within the provision of the constitution.

Indemnity benefits are furnished to members of the Order of United Commercial Travelers of America upon the assessment or mutual plan. Assessments are in amounts of \$2.00 each.

These assessments or calls are made by the Supreme Counselor whenever the indemnity fund of the Supreme Council is less than the sum of \$25,000.00, and are payable to the secretary of Subordinate Councils within thirty days of their date.

When six of these assessments have been called in any one year the reserve fund of the Order becomes available for the payment of indemnity claims.

Great disasters excepted, this provision guarantees a contingent maximum cost of \$12.00 a year for the accident insurance feature.

In the actual experience of twenty years the reserve fund has never been drawn upon. Only a very few times in the Order's history has the sixth assessment ever been called. Five assessments a year is a little above the average.

The actual average cost per year of the indemnity department since the year 1888, the date of founding of the Order, figures \$8.80.

This amount, together with the usual Council dues, constitutes the expense of membership. The amount of Council dues is regulated by each

of the Subordinate Councils, locally, being from \$3.00 to \$6.00 per annum. The fees for joining the Order of United Commercial Travelers of America are: Application fee, \$5.00; initiation fee, \$5.00; total, \$10.00.

To be eligible to membership you must have been engaged for not less than one year, immediately preceding date of application, in the capacity of commercial traveler, city salesman or merchandise broker, selling goods at wholesale, from sample, catalogue, price list or description.

Applicants to be considered must be men of good moral character and free from physical infirmities, as before stated, and not under twenty nor over sixty years of age.

Application must be made to the Subordinate Council nearest the applicant's place of residence, accompanied by the application fee of \$5.00. If the application is acted upon favorably the applicant will be notified to appear at a stated meeting of the Council, when, upon the payment of the initiation fee of \$5.00, he will be entitled to have the degree of the Order conferred upon him, provided, however, that nothing shall have occurred between the filing of the application and the presenting of the applicant for the degree to make him ineligible to membership under the provisions of the constitution. Certificates of membership are issued by the Supreme Secretary within thirty days after receipt of application at the Supreme Office, unless, for any reason, same should be withheld by the Supreme Executive Committee. Upon the issuance of this certificate initiates are entitled to all rights and privileges of membership.

The Order publishes at Supreme or National headquarters, at Columbus, Ohio, a monthly magazine, "The Sample Case," which is more than a mere advertising publication or "house organ." It takes rank easily as the leading magazine in the United States devoted exclusively to the interests of commercial travelers, city salesmen and merchandise brokers, and is of interest to any man who does carry or has ever carried a grip. This magazine is received by all members as a perquisite of his membership and without individual charge. All subscriptions of members are paid for at a special rate by the Supreme Council. The subscription price to non-members is \$1.00 a year in advance.

"The Sample Case" carries the only official roster of all councils of the Order, Supreme, Grand and Subordinate, with corrections made each month, together with times of meeting of Grand and Subordinate Councils.

If a prospective member will write "The Sample Case," 638 North Park Street, Columbus, Ohio, a copy of the magazine will be forwarded if desired, and by reference to the roster he can apply to the secretary-treasurer of the Council nearest his place of residence and be furnished with application blank and all necessary information as to membership. Other information about the Order will be mailed to those addressing Charles C. Daniel, Supreme Secretary, 638 North Park Street, Columbus, Ohio.



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Canada's Outlet to the World's Commerce of the Pacific

VANCOUVER, British Columbia, Canada's outlet to the world's commerce of the Pacific, has in the last decade, by means of its commercial and industrial development, become the wonder city of the continent. In a quarter of a century it has grown from a pioneer hamlet in a clearing of the forest to a city of metropolitan proportions. For twenty-five years Vancouver has developed as a result of the steady influx of settlers engaged in all branches of commercial activity and hailing from the shores of every land washed by the seven seas.

Vancouver is today the result of twenty-five years of industry and labor, but, as Doctor Elliott S. Rowe, commissioner of the Progress Club, pointed out at a recent luncheon of that organization, the position of the city in the national scheme has altered: Vancouver, the effect of potential forces, has itself developed potential force—a power that is making it a cause, a chief factor in the greater development going on, not only within its gates, but in British Columbia and all of Western Canada as well.

With the opening of the Panama Canal in 1915 an era of prosperity from industrial and mercantile activity heretofore unparalleled in the rapid development of this city will begin. In the future sea commerce of nations the name "Port of Vancouver" will be one to conjure with.

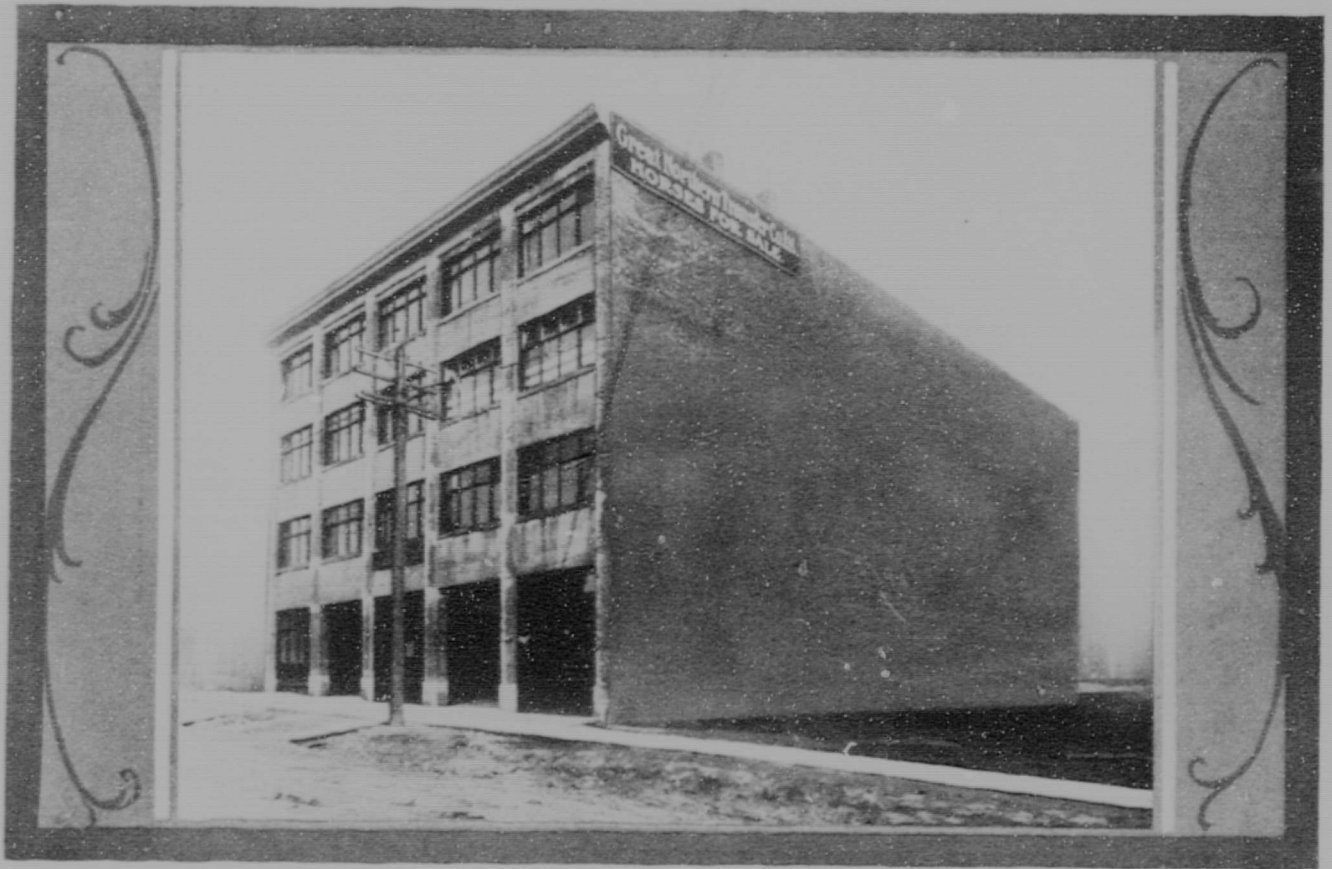
Situated on the shores of four magnificent harbors, Greater Vancouver possesses more land-locked waterfrontage than any rival port on the Pacific. The following expressions of opinion will enable the reader to look at Vancouver from the standpoint of the trained investigator, no one of the great army of which but has expressed similar views:

"Vancouver will become the largest and richest city on the Pacific coast of America."—The New York "Commercial."

"If there is another city in Europe or America that presents such healthy indications of progress and prosperity as Vancouver, I have failed to note it in my travels."—Mr. E. A. Caunsel, Surveyor-General, Tasmania.

"Vancouver is the fastest-growing city in the Northwest, perhaps in all the world."—The Cincinnati "Daily Post."

Vancouver proper has at present an area of approximately thirty square miles; bounded on the north by the placid waters of Burrard Inlet, one of the finest protected salt-water harbors on any coast; on the west by English Bay, and on the south by the waters of the mighty Fraser, where they tumble down in vast expanse from the glacier-fed streams of the hinterland to meet the salty tides of the Strait of Georgia. To the east lie wooded heights rapidly developing into



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populous suburban districts. The population of the city is estimated at 150,000, with a total assessable property of \$163,579,005.

The four chief sources of wealth are agriculture, lumbering, mining and fishing, and enjoying these in conjunction with the advantages of international shipping Vancouver is "wealthed like the fabled cities of the East."

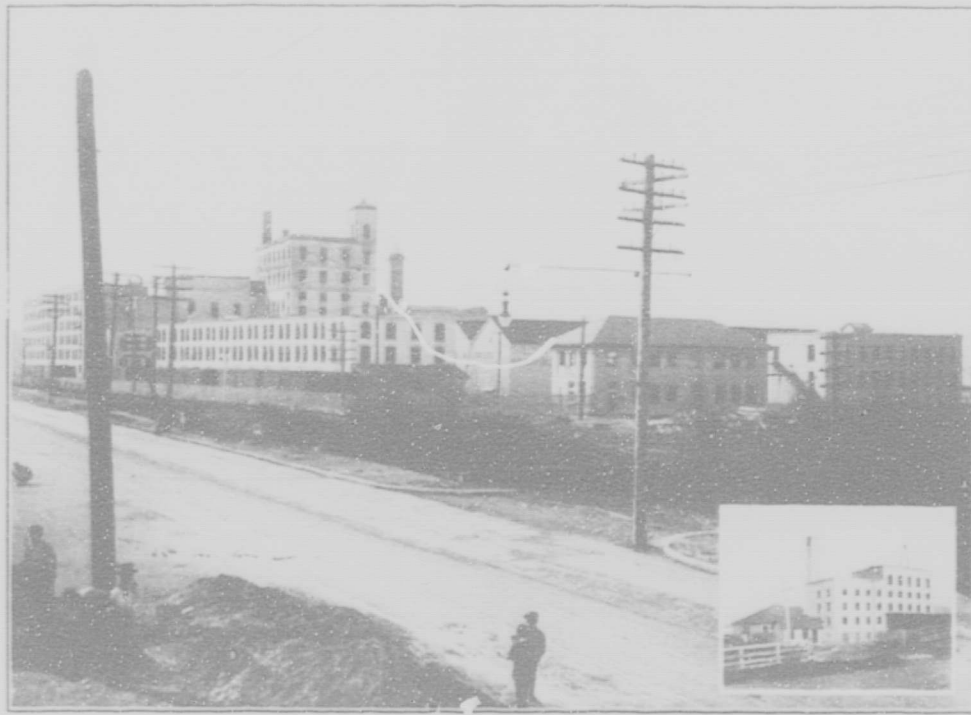
Fertile valleys, capable of the most intensive farming, lie about the city. Here is the clearing house for the vast lumbering, mining and fishing industries of the coast, while alongside the wharfs lie great steam and sailing freighters flying the flags of every maritime country, while through Vancouver flows a steady stream of commercial and tourist traffic from the cities of all the Occident to the ports of the Far East.

But it is not the commercial and industrial activity of this city which proves most attractive to the thousands of tourists who pass in and out of Vancouver's gates during the summer season. Coupled with the magnificent land-locked harbor that offers forty miles of smooth water, surrounded in its upper reaches by ideal camp and picnic grounds, backed by snow-capped peaks of the Coast range, are the feeding grounds of duck, snipe, grouse, quail and pheasant. Magnificent salmon fishing with rod and line is to be enjoyed right royally within the harbor itself or in the waters of Campbell River, a few hours' run by steamer from the city wharves. Mountain trout are plentiful in Capilano and Seymour Creeks, a few minutes' ride by electric car from

the ferry slip at North Vancouver, and for the tourist who knows his Walton, the mountain streams of North Vancouver, Coquitla, a River, which lies east of the city, and Stave River, but a little further afield, offer rare opportunities. For the big game hunter, too, Vancouver is the logical starting point, for up the coast are to be found in abundance deer, bear, cariboo, moose and mountain sheep. For hunting the larger game animals complete outfits and launches may be obtained here at the lowest possible cost.

No city on the continent has anything finer to offer the sightseer than has Vancouver in Stanley Park, a thousand acres of forest at the city's edge; a thousand acres undisturbed by human hand save where shady carriage drives and leafy footpaths provide a net-work of communication over its area. Elbert Hubbard said of Stanley Park: "I know of no park in the world to rival it in growth of trees, plants, vines and flowers." Here towering spruce trees, 200 to 300 feet high, spear the sky. Now and again these great giants of the forest have fallen, and over their trunks now run vines in a profusion that paralyzes one's vocabulary to attempt to describe."

And Lady Doughty, in the Grimsby "Telegraph," wrote: "Within the city limits spreads Stanley Park, surely one of the finest natural city parks in the world, with the monster trees of the Pacific slope rising to dizzy heights and boasting extraordinary diameter measurement. One drives or motors through the shady avenues



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of the park on an early August noon and sees the fine lacework of foliage overhead, where the sun seeks to enter. Close by the paths are the moist lichens and ferns, mosses and bushwood of forest life—always green and cool and fresh to the eye or hand. The park extends for twelve miles, its trees ever rivalling each other in height, in foliage, in verdant tones, the under-wood even more fairy-like in its tender and dainty forms."

The northern entrance to Stanley Park is reached after traversing a bridge which crosses the upper arm of Coal Harbor, a continuation of the harbor proper. Here are located the rowing and yacht clubs' quarters, the roadsteads of Vancouver's mosquito fleet, one hundred and seventy-three pleasure craft, many of which assume imposing proportions. At the southern entrance to the park, the other point of a crescent-shaped boulevard that extends for nine miles, skirting the dense undergrowth on the one hand and the waters of the Inlet on the other, lies English Bay, Vancouver's sea-shore, where children build castles in the clean white sands, and where the young folk of the city obtain first lessons in the swimming art, from a competent instructor always in attendance. Popular as the beach at English Bay has become, it does not offer Vancouver's only opportunity to enjoy the splendid sport of bathing in the surf, for to the south across an arm of the bay, known as False Creek, extends a beautiful white sand beach, a long hem of low-lying sand sewed onto the resi-

dential section of Kitsilano, and easily reached in fifteen minutes by trolley from the Post Office.

For tourists who bring their automobiles, Marine Drive, admitted to be one of the most beautiful speedways in the Northwest, extends for ten miles along the coast line, past Kitsilano beach; Jericho beach; the Country Club; round the shore line and beautiful Point Grey, and past the site of the Provincial University, where it presents a magnificent view of the Strait of Georgia, and in the distance the purple shores of innumerable islands.

Crossing the Inlet via the North Vancouver ferry one has immediate access to three wonderful canyons—Lynn, Seymour and Capilano. Rest and refreshment houses are to be found at convenient points, where annually they offer accommodation to thousands who visit these natural wonders, or indulge in the more strenuous pastime of scaling such nearby mountains as Grouse, Goat, Seymour, Dam, Crown, Dickens or The Lions.

A dozen points of interest may be reached by short steamer trips from Vancouver. Bowen Island, at the entrance to Howe Sound, thirteen miles from the city, is rapidly becoming a summer resort for many Vancouver people, and excursion trips up this beautiful arm of the Pacific are steadily increasing in popularity. At the north end of Howe Sound lies Squamish, a farming settlement, at the mouth of the river of the same name. A railroad is being constructed from this point to Lillooet Lake, and frequent



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excursions are organized by residents and by tourists to explore the district.

Without leaving the land-locked harbor one may travel eastward by steamer up the North Arm of Burrard Inlet, where empty the waters of the Indian River. The North Arm, a continuation of the harbor, offers one of the grandest short trips on the Coast, a perfectly calm body of water that is surrounded by mountains and forest, dotted with summer homes and ideal camping grounds. At the head of the North Arm is situated Wigwam Inn, a summer hotel that is increasing in popularity with the succeeding seasons.

Three interurban electric lines connect Vancouver with New Westminster, the Royal City on the Fraser, easily reached by a forty-minute ride through a beautiful wooded country marked here and there by clearings through which the traveler catches inviting glimpses of the blue waters of the Straits or of the great brown tides of the Fraser. Here is still to be seen remnants of pioneer days on the lower mainland. Here was the first capital of the province, and here are the ruins of old fortifications, built at a time when Vancouver was covered by mighty firs and dense underbrush, bearing no evidence of human contact save a few stray footprints from the moccasined feet of roaming Coast Indians. Here are located great lumber mills, one of them the largest in the world, and canneries where millions of sockeye, coho and humpback salmon

are prepared annually for distribution in the markets of the world.

Vancouver is a great sea-port and metropolis in the making, increasing in permanent population at the rate of one thousand a month—a growth that has been recorded for the larger part of the past decade. It is growing in commercial and industrial importance with almost unbelievable rapidity. But in that growth its citizens have not lost sight of the magnificent natural beauties of its location, the charm of great water stretches, rugged canyons, beautiful agricultural valleys and lofty mountains that stand at its very doorways beckoning to townsman and to tourist alike.

Vancouver's Progress in 1911

During the year just closed (1911) Vancouver has made very rapid progress. The growth along all lines of activity, in percentage of increase, has surpassed anything heretofore experienced by this or any other city. The statistical information now available clearly establishes the fact that Vancouver is experiencing the most rapid development of any city in the world.

ASSESSMENT—The assessed value of property in Vancouver at the beginning of 1912 is one-third greater than at the beginning of 1911. The gross increase, as shown by this year's assessment roll, is much greater, but this is accounted for by the fact that Wards VII and VIII, with a combined total of \$11,306,410, have been added to the city during the past year. The assessment for 1912 stands at \$192,501,775, and for 1911 at \$136,579,005, showing an increase of \$55,922,770.

BANK CLEARINGS—Probably the best barometer of a city's financial welfare is its bank clearings, and



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in this respect Vancouver stands out particularly strong. The bank clearings month by month during 1911 have shown a very substantial increase over the corresponding months of 1910.

Bank clearings for 1911.....	\$543,484,354
Bank clearings for 1910.....	444,988,818
Increase	\$98,495,536

BUILDING PERMITS—The value of buildings erected in Vancouver during 1911 shows an increase of nearly 35 per cent. over the very substantial total for 1910, and all indications point to an even greater advance for 1912.

Building permits for 1911.....	2755	\$17,652,642
Building permits for 1910.....	2260	13,150,365
Increase	495	\$4,502,365

CUSTOMS—The customs revenue for the port of Vancouver for the twelve months ending December 31, 1911, amounted to \$7,368,760.30, and for the corresponding period in 1910, \$5,606,253.06, being a gain of \$1,780,507.24. The increase, however, is really much greater than this, as since October 1, 1911, all revenue from Chinese head tax has gone into the hands of the Immigration Department. This, of course, makes a very material difference in the total, as the revenue from this source amounts in the aggregate to a considerable sum.

LAND REGISTRY—An increase of over 30 per cent. is shown in the receipts of the Land Registry Office at Vancouver for the year 1911 as compared with 1910.

Revenue for 1911	\$289,937.06
Revenue for 1910	222,033.25
Increase	\$67,903.80

POPULATION—The population of Vancouver at the end of 1911, as compiled by the Assessment Com-

missioner, is placed at 111,240, which compared with 93,700 for 1910, shows a gross increase of 17,540. Of this total, however, 5825 is represented by the area which has been added to the city during the year, leaving a net gain of 11,714 in population for 1911.

POST OFFICE—That Vancouver's intercourse with the world in general is increasing by leaps and bounds is nowhere more apparent than in the enormous increase in the post office returns. The revenue from the sale of postage stamps at the Vancouver post office for 1911 was \$413,868, and for 1910, \$302,568, an increase of \$111,116 for the year. This represents a large increase in correspondence.

SCHOOLS—One of the best indications of the growth of Vancouver is found in the rapidly increasing attendance at the city schools. The number of scholars enrolled at the Vancouver schools for the term beginning January, 1912, is upwards of 12,000, which, compared with the attendance of 10,240 for the past year, gives an increase of over 1,700.

STREETS—The following tables show the amount of work carried out on Vancouver streets during 1911, in comparison with 1910:

	1911	1910	Inc.
	Miles	Miles	Miles
Pavements	12.98	6.98	6.90
Concrete walks	41.30	23.39	17.91
Plank walks	47.23	25.36	21.89
Grading and rocking streets	26.33	14.11	12.22
Clearing and rough grading streets and lanes.....	62.87	37.01	25.86
Planking streets	7.23	5.00	2.23
Sewers	27.02	21.33	5.69

TELEPHONES—The large growth in the number of Vancouver business houses during the year has increased the number of telephones in the city over 30 per cent. At the end of 1911 the number of telephones in use was 16,160, compared with 10,856 a year ago, an increase of 5,304.



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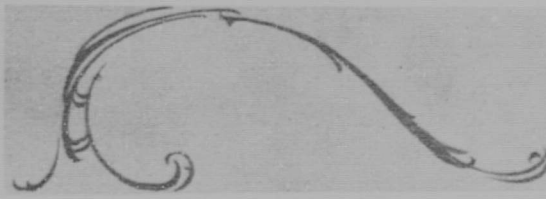
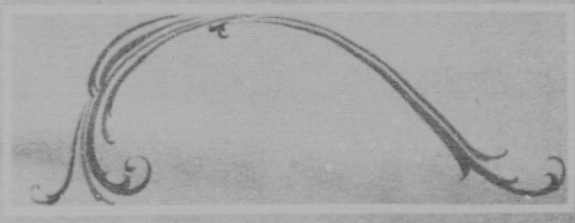
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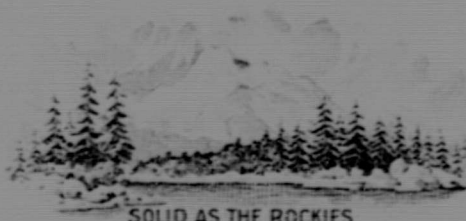


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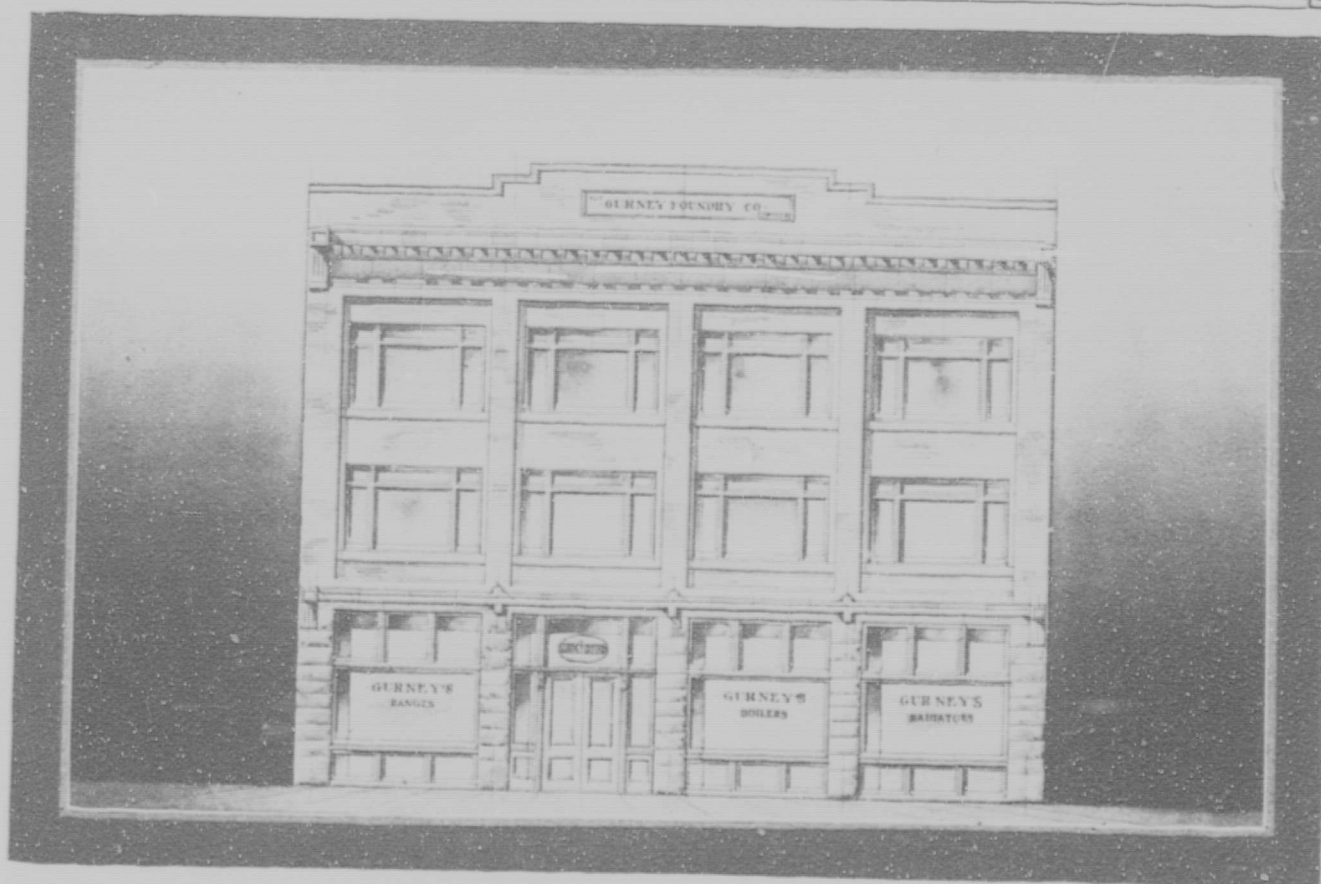
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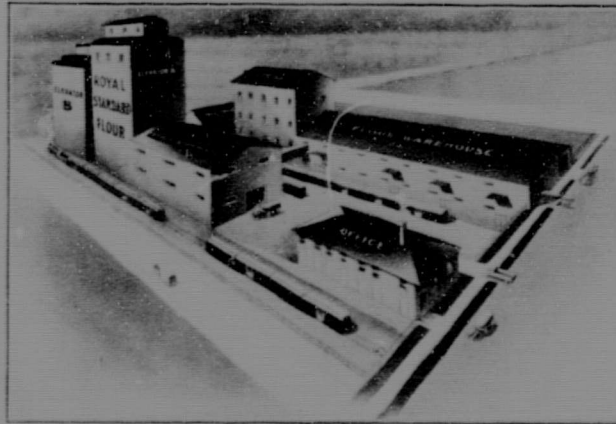
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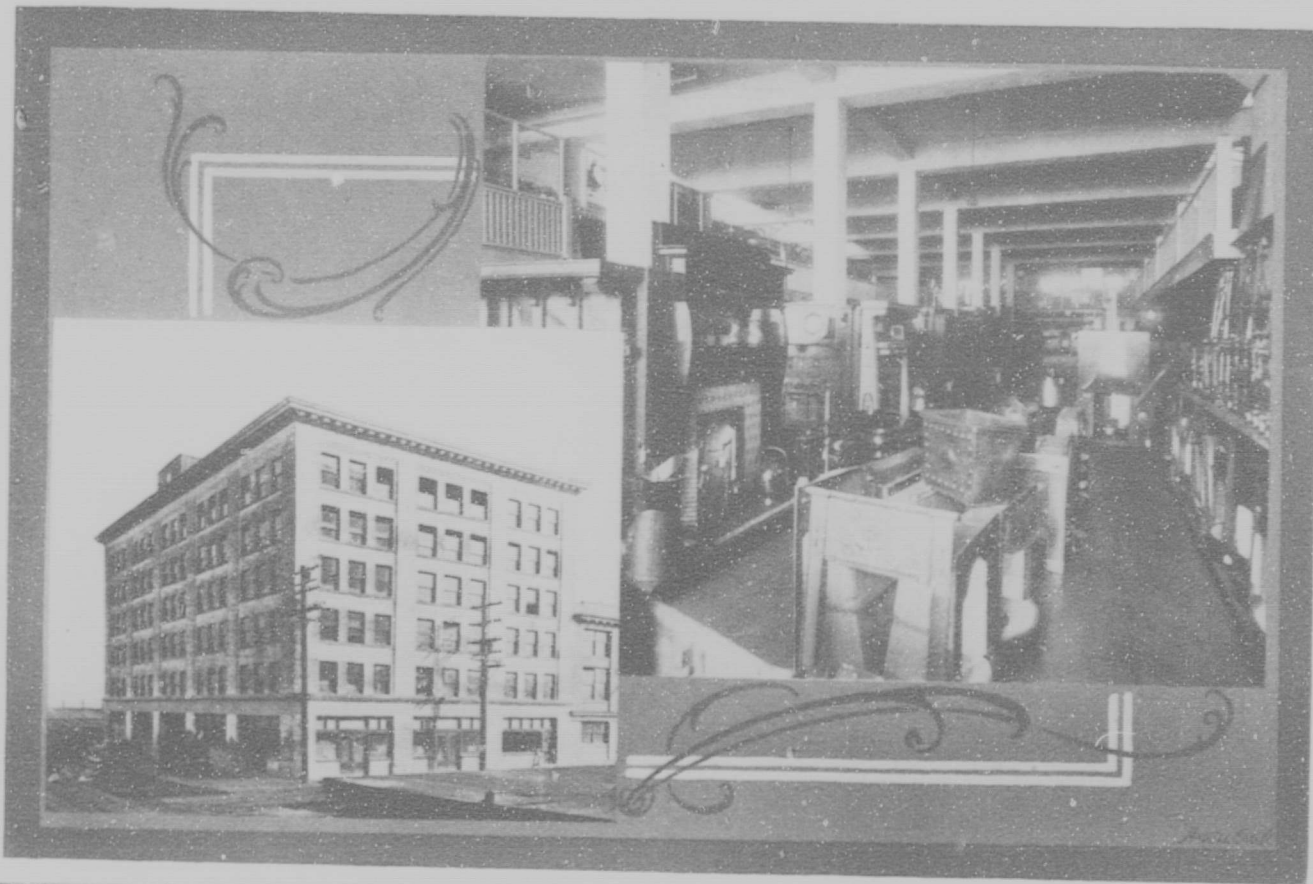
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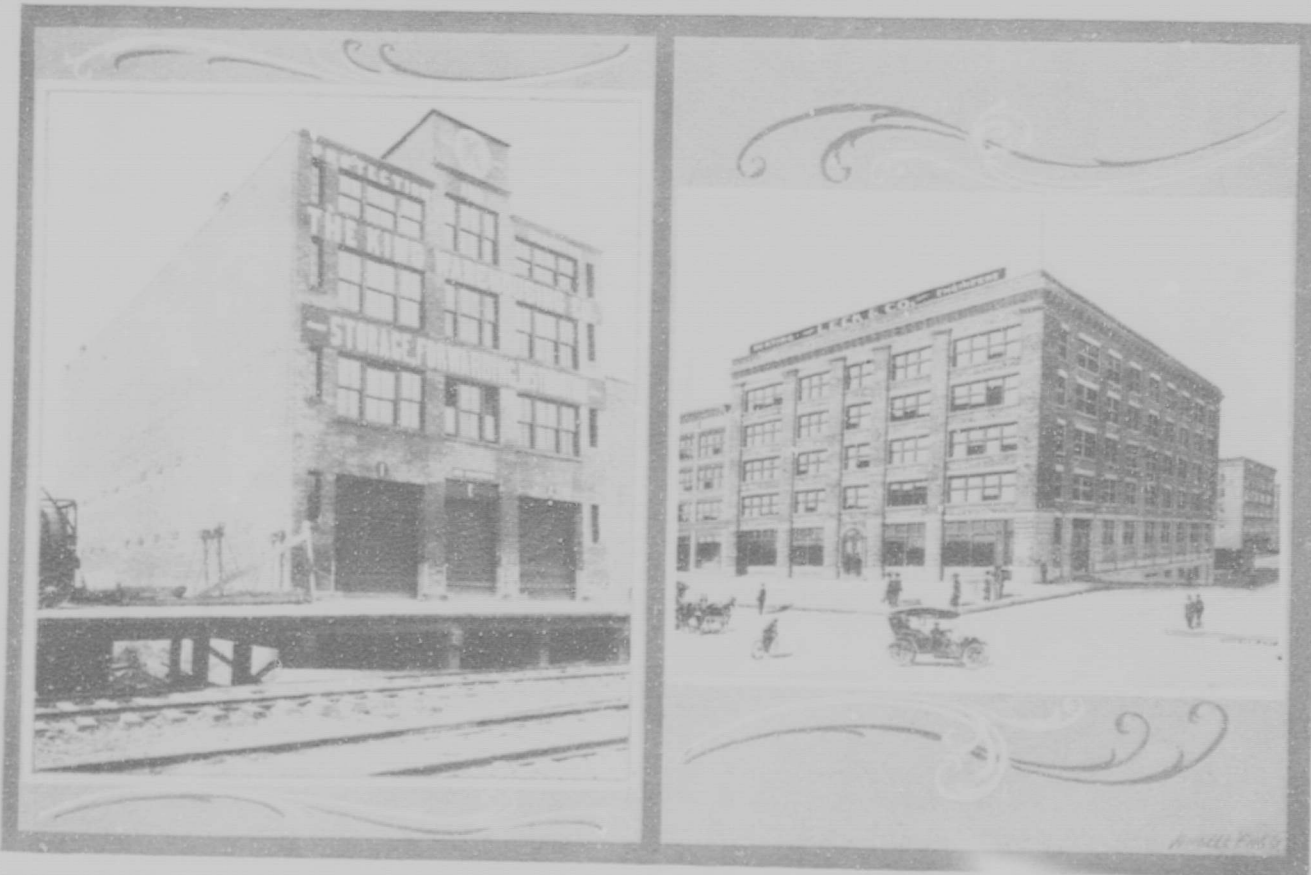
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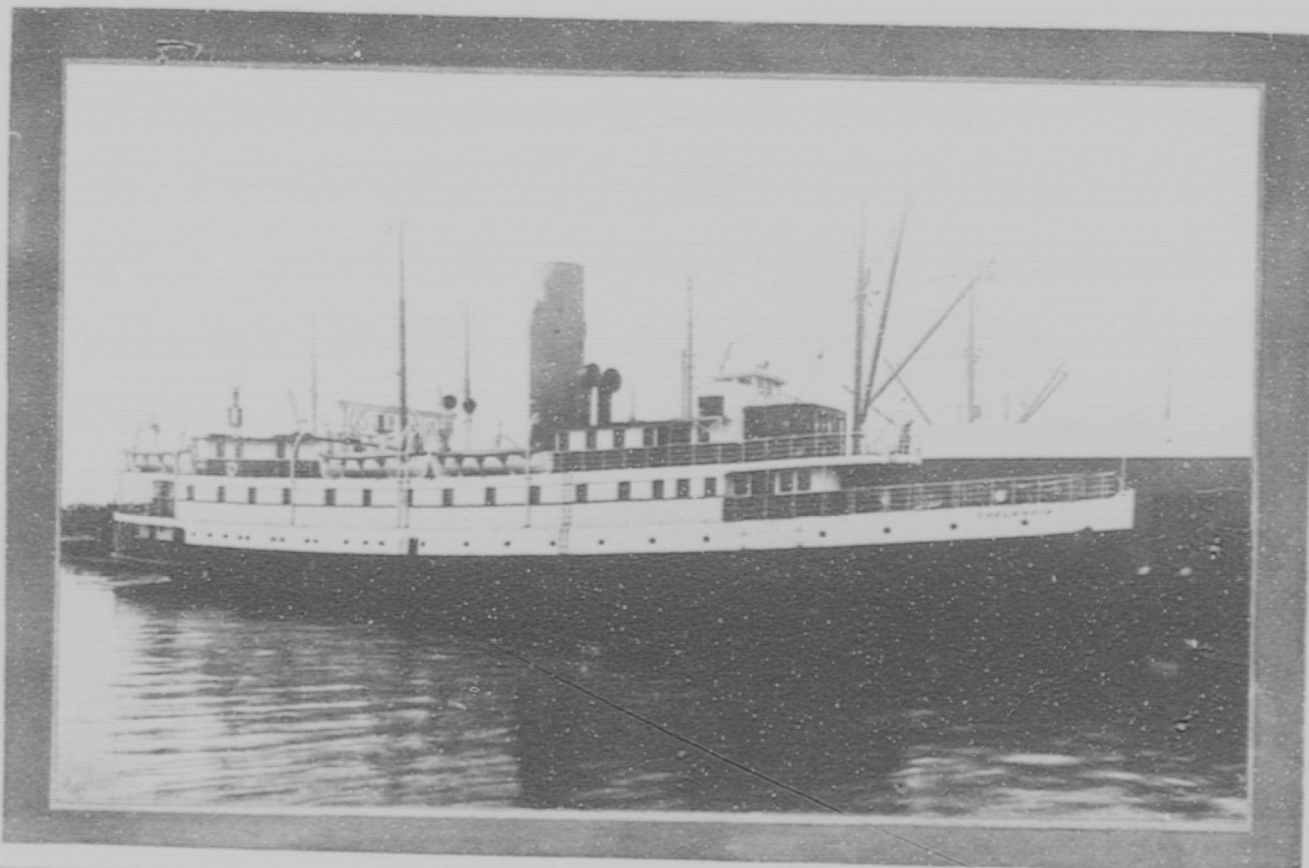
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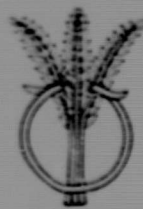


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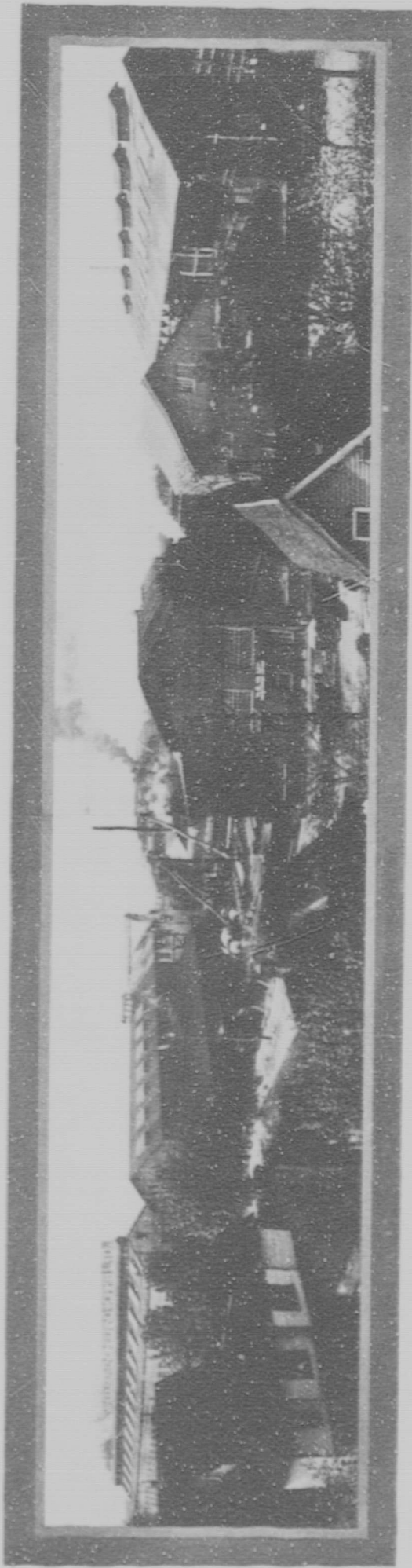
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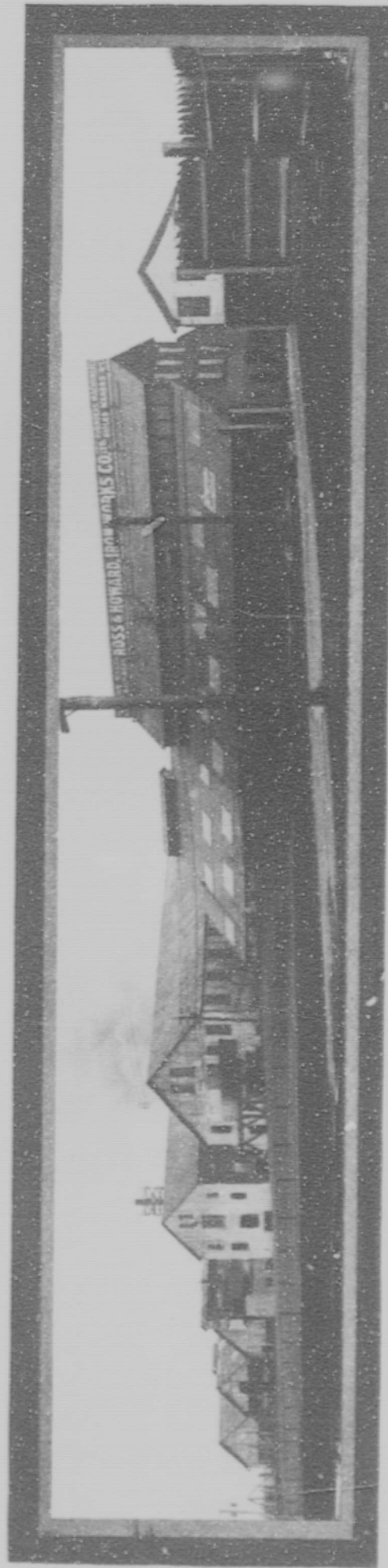
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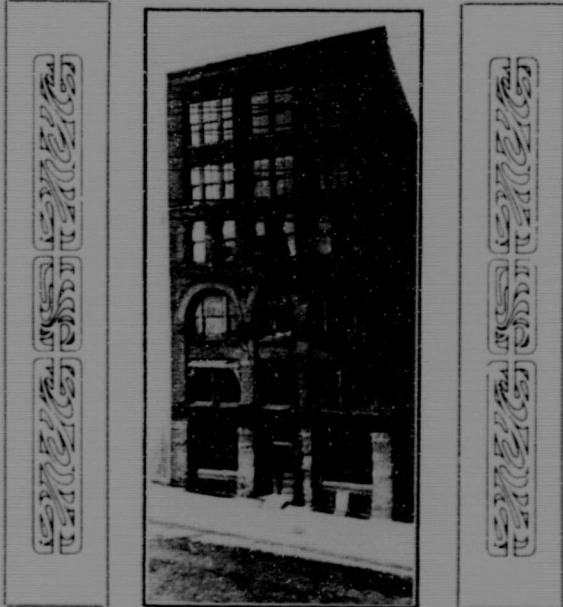
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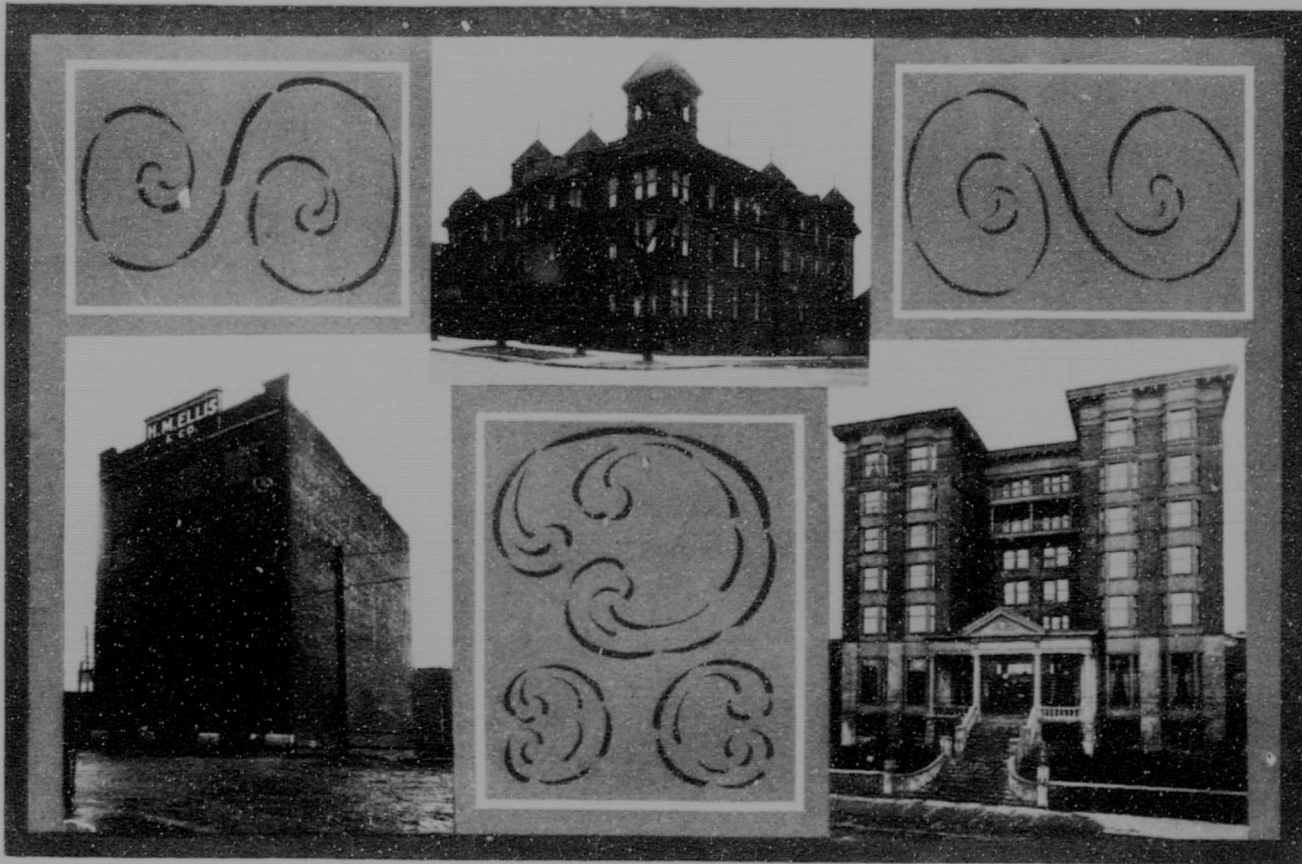
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