

THE COMMERCIAL TRAVELER.

Samples Gathered in the Grips of the Drummers.

HE FOUND THE RING'S OWNER

He Set 'em Up—Drummers—How One Outwitted a Constable—Made a Hit—What Line He Was In—Notes.

Romance of a Ring

A few months ago a traveling salesman named Woods, who was a great...

He naturally began wondering how the little treasure found its way into so remote a place...

The next morning Mr. Woods was preparing his toilet before the dressing when he noticed...

When the clerk was invited to register for last September, and looked through the list of names...

Then he was certain that this young lady was the same who had attracted her in the initials on the mirror...

He first intended was to address a letter to the lady named, but as he was going to Chicago...

He introduced himself and asked Miss Fowler if she had ever lost a diamond ring...

"Quite well," the lawyer replied. "Where did you find it?"

"I do not remember the name of the hotel, but it was in the center of the city, and was the leading house in town..."

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so distinguished a person. His first question was: "Who will be elected president?"

"I will," came the answer, clear and quick. "Who will get the most votes?" persisted the drummer.

"I will," came the answer again. "I know, but who will carry New York state?" persisted the drummer.

"I will," was again the reply, and the passengers in the car all smiled.

The drummer turned to the window and was as motionless as a statue until the train reached Toledo, when he quickly disappeared.

He Set 'em Up. He couldn't help it. Not that he might not have done so anyhow, for he has been known to do such things voluntarily, but this was a case of compulsion.

Billy's other name is Mr. William Bryant (all capital letters). He represents W. L. Parrotte and is, in the words of his fellow travelers, one of the "wittiest boys" on the road.

He means Mr. Freeman, Eikhorn, & Missouri Valley last Monday. Train No. 3 was late, causing a delay of the "post-poned" of three or four hours, and Billy and several of his confederates were quarantined at the Depot hotel at Chardon.

All at once, while all hands were absorbed in the task of preparing new, gilt-edged extensions of the contract, a constable, who Billy knows—sang out: "There goes our train!"

A stampede ensued. Carson, familiarly known as Jim, made a rush at the clerk and called for the door. "But Jim! That's not under the mistaken impression that he was getting his overcoat into a valise. Mack stuffed his hat full of corn beef sandwiches and called for the door.

He had four farthings in his pocket, one of the boys he performed an acrobatic feat, shuffling fur coats and hat boxes on all sides. The conductor explained that the train was not going to leave for two hours, and Billy explained that he wasn't going to any place, and the interested young ladies explained that they were waiting for the wheels to go round and round—Billy set 'em up.

Commercial Traveler. In Billings, Taylor & Co. vs. Mason (M. 1888: 6 New England Rep. 79), it was held that a drummer having authority to sell but not to exchange, bound his principal by an agreement to exchange, and the fact that the customer's order for the goods received by him was sent, without evidence that it was accompanied by a statement of the contract of exchange, did not alter the case.

The court says: True, the order of the goods was sent to the principal, presumably by the agent with the consent of the defendant. But as to the nature of the order received there is singular lack of testimony, though we have the evidence of the plaintiff's business manager, who, in a statement accompanied with a statement of the contract, does not appear. It is certain the agent had no authority to send any other, and by no other would the defendant be bound.

It is right to suppose that the plaintiff's own agent would send the order correctly, and that, when he received the goods, they were sent according to the contract. If such were the case, the contract of the agent would be affirmed by the principal in seeing the goods. If such were not the case, the defendant would certainly be more bound than the plaintiff, who first gave credit to the agent. The case differs materially from that of the Whitecomb (M. 1887: 22) in which an order, signed by the defendant was sent to the plaintiff. Nor is it like that of Finch vs. Mansfield (M. 1887: 80), in which the agent did nothing more than solicit an order, and forward it, as received, for the action of his principal. But in the principle involved in the instant case, the agent is bound to see that the sale with such conditions, and it was held that the contract was not completed until the agent had complied with the conditions, not, however, now a question as to the validity of the contract, made, but what was that to which the defendant assented. He can be held to that and to no other.

Made a Hit. Indianapolis News: Do you hear! let them be well used; for they are the abstract and concrete of our business. They are the life of you were better to have a bad epitaph than their ill report while you live.—Hau-let.

It is thus that Shakespeare speaks of actors. In our time the "drummer" or commercial traveler has taken the place of the actor "strolling player" occupied in the time when Shakespeare wrote. In his time the actor was the great type of the traveler, and he was a free man and frequently that was the despair of other people. In our day the commercial traveler has superseded the actor in this, and it can be said of him, as Shakespeare said of the actor, that you were better to have a bad epitaph (which, seeing that all epitaphs are good, is a most desirable comparison) than their ill report while you live. Minut of this we beg the Chicago "drummers" or commercial travelers who visited Indianapolis to understand that the commercial traveler has been heard upon them since their visit in nowise represents the intelligence, conscience or decency of the town. It is simply a piece of partisan madness, broken loose, such people ready to abuse its own paternity in true Oriental fashion if thereby any party advantage could be gained.

It is sweet to live, but oh! how bitter to be troubled with a cough, day and night. Dr. Hall's Cough Syrup, however, is a sure remedy. 25 cents.

"My time is up," said the doctor to the patient, whom he found using Dr. Hall's Cough Syrup, and who was correct, for his cough had been cured.

A Peculiar Election Bet. A wager was made between two prominent citizens of Detroit, says the Detroit Press of that city, which was somewhat novel in its conditions. The republican is, in case Cleveland should be elected, to furnish the democrat with all the oysters and clams that he and his family may wish to consume during the winter, and if Cleveland carries New York by over 500 majority, he is to furnish every newspaper reporter in the city a box of cigars worth not less than \$5. If Harrison shall be elected, the democrat is to pay the republican's expenses to Europe to California, and the republican must go as the democrat orders, whether it be convenient or not. If New York gives Harrison a majority of over 300 the democrat is to margin all the wheat deals of the republican until January 1. The agreement is duly signed, sealed and delivered into the hands of a third party and is a bonafide thing.

Annihilating a Multiform Disease. In a chronic, or multiform disease, many forms. Physicians have, for the sake of convenience, and for the purpose of indicating its most strongly marked forms, subdivided it into intermittent and bilious remittent fever, dumb ague and ague cake. But it presents an infinite variety of symptoms in different individuals. He these symptoms what they will, always remember that How-tetter's stomach bitters will annihilate them at the outset, and prevent their recurrence. A review of the proofs would convince any one that the fact is not only true, but also because they are too numerous, and unnecessary because the effects of this grand medicinal specific are a matter of common knowledge. Not only so, but they are its remedial and preventive effects in bilious attacks, constipation, dyspepsia, indigestion, nervous debility, and other troubles. It is, moreover, an excellent appetizer and tonic.

Sad, But True. Commercial Traveler: Many of the T. P. A. posts have surrendered their charters. Ohio, the home of the Traveling Men's Protective association, is practically dead. No single one of these flourishing local organizations now exists. A new association, with headquarters at Columbus, has taken the place of the T. P. A. in Ohio. The Illinois membership is limited naturally to

the handful of robbers who stole the organization, transferring it, bag and baggage, from Chicago to St. Louis. The present headquarters. The far west is contributing a few recruits, but the old members are rapidly forming the one most flourishing, but now struggling, and most backward, but the following from the Savannah Times is but one of many similar paragraphs during the present year.

"The drummers have a protective association with one post in Savannah. It was organized a year ago, and on next Monday the annual election will be held. The membership is about one hundred. Considerable dissatisfaction is said to exist with the methods under which it works, and an effort is to be made to induce other southern posts to unite in the formation of an association suited for the needs of southern traveling men."

Outwitted a Constable. St. Louis Savines: J. W. Mouton, a drummer living in Collinsville, Ill., completely outwitted a constable of that small town yesterday by a very clever trick. Mouton owns a horse and buggy, which he had used on his trips between Collinsville and this city, and a heavy weight mortgage was recorded against the vehicle. Mouton did not have the money with him to raise the mortgage, although responsible, and his creditor pressing him, he determined to evade the payment of the sum required, and to make a dash for it. His plan was to be a constable seized upon the rig, yesterday, and unwittingly consented to ride to this city, where the festive drummer proceeded to make his friend of the constable, who was technically known to the rounds, "paralyzed." Mr. Mouton was eminently successful, and then he informed his company that a constable from Illinois, on duty on an execution in Missouri, Mr. Mouton then took the writ and the constable's revolver and went back to Collinsville and sold the rig, making the constable the disgust of the drunken constable.

What Line He Was In. New York Standard: What line he was in a particularly refreshing drummer rattled away to a neighbor in a Sixth avenue elevated car, yesterday, all about his business success. Then he was curious to learn something about his neighbor's affairs. They were very discouraging. His expenses were \$15 a day and he hadn't made a sale in four weeks and didn't expect to make one in another month.

"My, my, don't they kick!" asked the ferocious one, referring to his neighbor's expenses. "Oh, no," replied the \$15 man. "That's not nipped the other that he asked." "What business are you in, my friend?" "I sell suspension bridges," was the calm rejoinder.

The Seller of Perfumes. Globe-Democrat: The subject of peculiar genius demonstrated a hotel is a never-ending one for new features. Now, there is a drummer for an eastern house, manufacturing a full line of perfumes, who comes to this city occasionally. He is a veritable walking advertisement for his employers. He dresses in the latest style, is of a striking appearance in his general make-up, has his hair combed perfectly saturated with different perfumes, and with a small rubber ball he throws a spray of perfume on his shirt bosom and clothing, and then, returning to his business by furnishing a combination of delicious smells, from the spicy notes of the eastern rose down to the real, common, everyday musk that is so popular with the colored people.

A Preferable Opponent. "I tell you," said a traveling man to a companion on the train, "you'll never catch me playing seven up again with Bill Scriven." "Why not?" "Because I saw him turn up a jack off the bottom of the deck." "Well, I'd rather play with him than I would with Jerry Spalder." "Why?" "Because when Jerry turns a jack off the bottom you can't see him do it."

An Enterprising Salesman. "Jim Sellers, the hardware salesman, is one of the most enterprising traveling men on the road, isn't he?" remarked a commercial tourist to his companion in the train. "Yes, he is," replied the other. "He has just returned from a trip through Iowa, Illinois, Michigan and Missouri, and reports that he has sold a large quantity of goods, and that he is now on his way to St. Louis, where he is to return to Omaha and his 'grips'."

The Carter White Lead company's representative in the jobbing trade, Mr. Charles H. Annan, is in Omaha, and has just returned from a trip through Iowa, Illinois, Michigan and Missouri, and reports that he has sold a large quantity of goods, and that he is now on his way to St. Louis, where he is to return to Omaha and his 'grips'."

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The Price Was Too Low. Washington Post: A number of members from the house of representatives have taken away at various times and for periods from their congressional duties. Most of them have enjoyed themselves, but none to a greater extent than did Wade, of Missouri, Lind, of Minnesota, and Sawyer, of New York. This is under the state of Maryland and studied the unsophisticated natives until they got tired. The last place at which they made any stay was Leonardtown. From there they intended coming to the capital by boat, but that semi-occasional craft having departed, they were compelled to travel by rail.

The train was started with a pinch-car and traveled at a very deliberate gait. Occasionally the conductor would get off and gather up a few peaches with which he would treat the passengers. After the train had been crawling along for an hour and had covered at least six miles, the conductor collected the fares, which, for the congressional crowd, amounted to 80 cents each. When he reached Colonel Wade, that general "bad-knocker" remarked in his usual manner: "Do you charge preachers full fare on this road?"

"No, sir," was the conductor's reply. "We only charge them half rates. Are you a preacher?" he added, looking squarely at the colonel's Methodist countenance. "No, I am not," said the Missourian, "but that gentleman is" (pointing to Judge Sawyer, who sat a couple of seats in front of him).

The conductor at once returned to the train and issued a searching glance at the sun-kissed countenance of the New York statesman, proffered him forty cents, with the remark: "We only collect half rates from preachers." "Who in the blank said I was a preacher?" asked the judge, with considerable show of anger. The conductor threw his thumb back over his shoulder in the direction of Colonel Wade, and looked as though he thought all the time that the colonel was garbling the facts in the case.

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Continental Clothing House

SPECIAL SALE OF MENS' SUITS, MADE FROM THE CELEBRATED MECHANICVILLE GOODS.

LOT 1.—We offer 200 strictly all wool heavy weight Cassimere Suits, new Fall and Winter styles, just made up by the Mechanicville Woolen Co.'s best Silk Mixtures, worth \$2.00 per yard, in single-breasted Suits, regular sizes, 35 to 44 dark blue and black stripes very bright and very stylish, at only \$12 per suit. The usual retail price is not less than \$18 per suit anywhere.

LOT 2.—We offer 250 Suits of the same attractive fabrics, made by the Mechanicville Woolen Co., in brown and black stripes, single-breasted Suits, very stylishly cut and made in the best manner intended for an \$18 suit this season. We offer to close them out at \$12. Send for samples; send your measure before the sizes are broken; they will not last long.

LOT 3.—We offer 300 dark brown and mixed Plaid Suits made by the Mechanicville Woolen Co., pure Silk and wool fabric, heavy weight, one of the most desirable styles made by this famous mill this season at the same extraordinary low price, \$12 per suit.

Please notice that all the above lots advertised are new goods and new styles made by one of the most reliable and popular woolen mills in New England. We state only facts when we affirm that \$18 is the average retail price for these suits throughout the country, but for the purpose of advertising and to prove that only large manufacturers can offer such bargains, we will close them out at \$12 per suit. They are not job lots of broken sizes, but new regular goods made in our best manner. Send your orders at once if you do not want to be disappointed. Send for samples.

Why She Was a Heroine. Detroit Free Press: We were running down from Charleston to Savannah, and the train was lurching along at high speed, when the danger signal blew and the airbrakes were put on. As the train stopped all the passengers piled out to see what was the trouble, and we soon discovered that a negro woman and the short curve had been washed out. A negro woman had flagged the train with a white apron, and of course we all looked upon her as a heroine.

"When did you discover that the customer had gone?" I asked. "Just about half an hour ago." "And your first thought was to stop the train?" "Yes, sir." "Well, I'd rather play with him than I would with Jerry Spalder." "Why?" "Because I saw him turn up a jack off the bottom of the deck." "Well, I'd rather play with him than I would with Jerry Spalder." "Why?" "Because when Jerry turns a jack off the bottom you can't see him do it."

The Best on Earth. "The best on earth," can truly be said of GRIEKS' Glycerine Salve—a speedy cure for all kinds of sores, burns, scalds, piles, tetter and skin eruptions. Try this wonder healer. 25 cents. Guaranteed. Goodman Drug Co.

A Tramp's Gait. Baltimore American: A tramp enters the Commodore Hotel, a landlady's office, Washington, in the District building, and confronted the official. "Are you a commissioner?" asked the visitor.

"Yes, sir; can I do anything for you?" "You can, sir," said the tramp, getting bold. "I am a quarter." "What is it?" was the curious reply. "I am a quarter."

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Light-weight Fall Overcoats.

No garment is more important for a gentleman to have in his wardrobe this time of the year when the nights and mornings are beginning to be very cool, than a Light-weight Overcoat.

LOT 4.—We offer a most extraordinary bargain in a fine worsted and wool mixed Fall Overcoat (300 of them) dark color, made with fine silk facings, a genteel and dressy garment in every respect, made new within the past 30 days. An Overcoat which in the ordinary course of retail business, would not be sold anywhere for less than \$15. The goods are made by the North Adams Woolen Company are pure, clean stock, no mixture of cotton in them, and fine enough for service on any occasion all made with wide silk facings. We offer them to close at \$10 each, in regular sizes from 34 to 44. Do not fail to see this line of overcoats. It is one of the most remarkable bargains we have ever had the privilege of offering.

LOT 5.—Boys' Suits \$7.00—Stock No. 2321. These suits are undoubtedly the best bargain we have ever offered in this department; they are full Winter weights, of a dark brown cassimere, for boys from 13 to 17. We carried over about 50 suits from last season and will offer them at this sale for \$7. If you can duplicate this suit for \$10 in any other place return it to us and receive the amount of your purchase money. Remember the price, \$7.

LOT 6.—Boys' Short Pant Suits, price \$3.50—Stock No. 3073. This lot is cut in regular short pant sizes from 4 to 14 and is made from a dark mixed cassimere, no show, but new goods just put on our counters and plenty of them. We never advertise a lot unless we have all sizes. We recommend this suit for school purposes and offer it at a price unheard of

for the same grade of goods, \$3.50. Send for a suit and if it is not satisfactory, return it at our expense.

LOT 7.—Stock No. 2844. We offer these boys' plaid Norfolk Blouse Suits, ages 4 to 14, made from the celebrated Mechanicville Cheviot, in a neat red mixture, suitable for dress or school purposes. The price is popular \$4.50. This suit we know will give satisfaction and if the buyer would pay us \$7 for it, he would not be cheated. Remember the price, \$4.50.

LOT 8.—CHILDREN'S KNEE PANTS—500 pairs, excellent quality, new Fall style fabric, at only 50 cents per pair. Every boy commencing school, even if he does not need a new suit, is very apt to need a pair of new pants to finish up the season with. This lot offered will be found worth fully \$1 per pair, but for the purpose of calling attention to our Children's Department for the fall season, we will close this lot out for 50 cents per pair, new goods and new styles.

We solicit correspondence from every section of the United States in regard to Winter Suits and Winter Overcoats, Youth's Suits, Boys' Suits, Hats and Caps, Gentlemen's furnishing goods, Cloths, Piece goods and trimmings, and Custom Garments (in fact, anything pertaining to our line of business), and we will promptly send samples, large enough to show any buyer the colorings and styles that we are offering. The reputation of the Continental and we never advertise broken sizes or job lots. All goods at the remarkably low price of \$12, and do not expect to be able to make such a liberal offer this season again. Goods sent to any address in the United States, and if not satisfactory may be returned at our expense.

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from his face whether the Indian holds a bottle flush, a pair of deuces or a full hand. They are passionately fond of poker, and in playing this game are adepts in all the arts and ways of the more highly civilized pale-face. They are also fond of the horse race, and a contest between two Indian ponies is always a great event. The Indians are not, and put their money on their favorites. Many an Indian's annuity is lost at poker or a horse race.

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