THE COMMERCIAL TRAVELER.

What a Friend of the Drummers Has to Say.

A BIG DAY AT INDIANAPOLIS.

How Leo Raised the Wind—Another Victim—The Negro Waiter—Why He Didn't Like the Hotel.

A Friend of the Boys.

Mr. C. L. Betts, an old time friend of the drummer, has the following article in a recent edition of the Epoch under the caption "Drummers."

It may be stated that not one drummer in ten likes his situation. After the novelty of the life wears off an intense loathing of the "road" grows upon him. There is something utterly repugnant to the average man in being obliged, "willy-nilly," to hurry from place to place as if driven by an antique fury. To a married man it is especially so, and therefore most drummers are young and single.

The army of commercial travelers from this city alone has been estimated at 60,000, and, in my opinion, that is below the number. Boston, Philadelphia and Baltimore are proportionally represented, and there is scarcely a town or even a village in the east that has not its contingent. In no other country has the drummer such a field to cover as in this. Many have a whole continent for a foraging ground, and the experienced drummer thinks no more of going to San Francisco, or Mexico, or St. Paul, than he does of going to Jersey City or Brooklyn. The "boys," as they are called, are known individually to men in remote country districts who have never left the shadow of their native burgh. Without them many a hotel would close up, and many a maiden would sigh in vain for the "latest" New York fashions. They have nearly superseded the picturesque peddler of our grandfather's days, for the "store" is everywhere and the drummer follows the store.

Drumming, too, though there are many indifferent specimens of its class, is a fine art. To suit yourself to the humor of your customer, to know when to be bold and when to be abashed, to flatter delicately, to persuade disinterestedly, to present alluringly, to tickle the ear of sour indifference with a good joke, to use the right word just in the nick of time to gain the wavering mind, is a triumph of diplomacy which can only be appreciated by the initiated. A story is told of Moore, of the famous London house of Copestake, Moore & Compton. Moore, from his wonderful success as a drummer, was called the Napoleon of the road, and such was the admiration of his brother salesmen for his abilities, that they used to help pack his trunks, so that by catching an early train he might increase his power of selling. There was one man to whom no one could sell, a stiff Quaker, who declared he would never buy from a drummer. Moore laid a wager that he would sell him a bill of goods at his first call. He was better than his word, for he sold him the coat off his own back, and a large bill of goods as well.

Everyone who wants to sell anything at wholesale is obliged to hire a drummer or be left behind in the race. The drummer's position, then, is always an important one, and if he is a good salesman he can command a high salary. There are some men on the road to-day getting higher salaries than judges on the bench, presidents of mercantile societies, and by far the larger proportion of literary men. So exacting, in fact, are its conditions that to find one thorough in all its requirements is not very easy.

There is no doubt, therefore, that in spite of occasional annoyances to tradesmen, the drummer is a most useful trade institution. Like death and taxes, he has come to stay, and never fails to pay us his call. His mode of life cultivates an amazing fortitude of "cheek.' The drummer simon-pure never "funks." Good trade, bad trade, or no trade at all, he, like Horatio, takes with equal thanks. He may go for weeks without a sale, and then atone for it all with a grand coup. Long did the southern states put a ban of a tax on him. They had carried protection to its ultimate conclusion. But the drummer triumphed. He evaded the tax in every possible way. He fought them in the law courts and legislatures and now the obnoxious decrees are rescinded. Through his state societies he obtained from railway companies special rates on baggage, and from hotels on board. He may knew nothing of Plato and little of Herbert Spencer, but for downright "cuteness" and worldly resource commend me to the drummer.

Why He Didn't Like the Hotel.

Merchant Traveler: "No, sir," said the traveler to an Evening Sun reporter, "I won't put up at that house again. They don't run it on the proper system. They don't look after their guests the way they should."

As the house he mentioned was one of New York's most popular and best known hotels, the traveler was requested to give his reasons for his determination.

"Well, you remember I came down to town about the middle of August?"

The reporter confessed that he did so remember.

"I put up at the —— house then, and they gave me a fine room on the third floor. There were dandy windows in it, reaching way down to the floor, and quite as wide as the average double door. I just luxuriated in those windows. In fact, I fell asleep in one of them that night, and, I don't know how I came to do it, but I fell out of my chair through the window into the street."

"Fell out of a third story window?"

"Yes, sir; the third story window. I waked up just as I fell over the sign bearing the hotel's name that ran directly beneath my window. It was too late to stop myself, though I clutched at the sign mighty hard just the same."

"But it's a wonder you weren't killed?"

"Well, I guess I would have been if I hadn't landed on an awning over a shop below. Fortunately the shopkeeper had forgotten to lift it up before going home and I landed on that and rolled off kinder easy to the sidewalk. It was a mighty narrow escape I can tell you, and I was pretty mad about it, and the next morning when I got up again I went down and gave the proprietor fits. I told him then and there that I'd never enter his darned house again unless he took some steps to protect his guests against such fearful risks."

"What did he say that?"

"Oh he got sassy. There's no use making complaints to these hotel keepers. He said I ought to be glad enough I wasn't killed, without coming to him and asking him to put up slats over his windows. So I swore I'd never go near him again under any circumstances."

"How did he take it?"

"Oh, he didn't seem to care much. Said if I would come again he'd have me locked up in his safe with other valuables. Pretty fresh crowd these hotel keepers. He'll leave those windows that way until someone gets killed; but you can bet your bottom dollar 'twont be me. No sir. It's bad enough to fall into the street with nothing but a night shirt on, and I ain't going to run any more risks."

Negro Waiters.

F. H. Carrute: When a man of largely African ancestry once gets a thirst for the quarters and other smaller silver coins in the pockets of other people it never leaves him. No habit is so deadly—to the other people more especially. To the day of his death it will cling to him; he cannot break himself of it, and it is safe enough to say he won't try.

I have been confined for several days in one of the best summer hotels in New England. I know it is one of the best because the porters won't move any further for a quarter then they will in an ordinary hotel for ten cents. My waiter, a colored man with a gently undulating brow, is very attentive. Sometimes as I sit out on the piazza looking at the scenery, which is highly recommended by the clerk, he will steal softly out to my side and stand silently holding out one hand till I give him a quarter. Again I am awakened at 2 o'clock in the morning by a gentle tapping on my door, and hear him hoarsely whisper through the keyhole and ask if I haven't forgot something. When among strangers it is very pleasant to find that there is somebody who will remember you and follow you two miles up the creek when you go fishing and call your attention to the fact that the quarter you gave him has got a hole in it and he can't take it for more than twenty cents.

The negro waiters here are the most nicely balanced financially that I have ever seen. The first meal I sat down to a dark colored gentleman slid up to me and took my order. I gave him ten cents as a starter, and in a measure to win his confidence. He moved off across the dining room quite briskly, but when about half way to the kitchen suddenly stopped, made a few motions with his legs like a soldier on parade when he wants to keep up appearances and not proceed any further, and then became motionless, gazing straight before him. I watched him for some time, and concluded that he was permanently side-tracked and spoke to the head waiter, whom they called Philadelphia.

"Philadelphia," I said, "I gave my order to that stationary party over there, probably Louisville or Pittsburg; why, has he quit running on his regular schedule time?"

"Cincinnati, sah, is the gen'leman's name. Prob'ly you gave him 'bout 10 cents, sah?"

"That was all," I replied, meekly.

"Dat explains de cause ob de delay, sah," returned Philadelphia. "Can't move no furder dan dat, sah, for jess 10 cents."

I went over and gave him a quarter, and he started off promptly, and in the course of an hour or perhaps an hour and a half he got back with something to eat.

Drummer's Day.

The drummer dabbled very extentensively in politics at Indianapolis on the 20th. The weather was wintry, the mercury receding 40 degrees. It is estimated between 2,000 and 3,000 commercial travelers, including the home organizations, participated in the day's demonstration. Large delegations arrived during the morning from Cincinnati, Columbus, Dayton, Louisville, Lafayette, Fort Wayne and Richmond Ind.

No large organized clubs were present from other states, but small parties of a dozen or two were in attendance from New York, Boston, Chicago, St. Louis, Philadelphia, Buffalo, Cleveland, Louisville, and other cities. At 2 o'clock the visitors assembled at Tomlinson's hall and organized for a business meeting. They were cordially received by Mayor Denny. Resolutions were unanimously adopted, declaring the republican commercial travelers of the United States in mass convention do pledge our fealty to the doctrine of protection, and protest against the remodeling of the present tariff laws by the enemies of protection, who are the friends of free trade.

At 3 o'clock the drummers had a parade marching through the principal streets and out past General Harrison's residence. The general reviewed the procession from his residence and was enthusiastically cheered. There were 2,500 marchers with ten bands. Every man carried a cane or umbrella with a small flag attached. At the head of the column marched "Uncle Sam," in typical garb. Immediately behind came two stalwart Ethiopians leading a monster bull, on whose back sat a drummer in costume presenting the hilarious Irishman. The blanket on the bovine read "John Bull rides the democratic party—we ride John Bull."

Thousands of people gathered along the route to witness the parade. At 4:30 they returned to Tomlinson's hall, where General Harrison addressed them. The gallaries were filled with spectators, among them several hundred ladies. The audience numbered nearly 5,000, and when General Harrison appeared there was a repetition of the wild scene of two weeks ago, when the Chicago veterans were received.

Enterprising Leo.

Leo F. Salmon, a drummer, living at 342 East Sixty-eighth street, and now employed by R. Levy & Co., hatters, at No. 632 Broadway, was engaged to Miss Mary Louise Keuse. He lately wrote her a brief note saying that he was about to be married. Then came the fair Mary's time. She brought suit in Justice Fallon's court last Tuesday, Counsellor Smith taking charge of her interests. Miss Keuse took the stand first and swore that she had not only lent money to Salmon but had sent wearing apparel to him at various places in the union where his wanderings led him. She identified several letters written to her by the thrifty salesman upon the note paper of the various hotels which he honored with his patronage. These epistles begin "Darling Lou," and are couched in tender language. With avowals of love are mingled requests for shoes, flannel shirts, silk belts, and other necessaries of a swell's existence. He wants a pair of patent leather shoes, which, he tells the girl may be sent by mail if they don't weigh over four pounds. As soon as he gets money he will pay for them. The flannel shirts, seventeen inches in the neck, and belt are to be sent to Macon, Ga. The modest defendant says: "I need not ask if you will do this for I know there is nothing too good for me." She could not recollect exactly on how many occassions Mr. Salmon had wooed her hard earned dollars from her pocket. June 22 she gave him $8; March 28, $20, June 15, $20, and so on. For five weeks she made him a regular allowance of $5 a week and she sent him a check for $40. From August 1886, to September, 1887 she lent him most of the money, and by September of this year the amount was $250, for which Miss Keuse sued—Salmon retorts with a charge of black mail.

Let Us Hear From You.

The traveling fraternity is urged to make use of this column at all times and for all subjects of interest to themselves or the public. Each and every member of the guild in the course of his travels comes across an infinite variety of items which would be of interest. The men they meet and the success they are having, incidents at hotels and on the trains, treatment received from railroads and railway employes, casual reunions along the lines, reminiscenses and the like all contribute to the readableness of the drummers column. The "pine knots" contributed by "C. O. D." last week were exactly what is wanted but were received too late. All matter intended for the drummers column must be sent to the office or deposited in the boxes not later than Saturday evening.

Let Them Vote.

The Chicago jobbers have generously decided to call in their drummers to vote at the coming presidential election. Commenting on the fact the Merchant Traveler says:

We have continually advocated the necessity of commercial men considering the importance of the ballot and have urged them to exercise that ennobling power of their country's citizenship. It was only necessary that they should demand, with some unanimity, this concession of their employers to have it granted. Now that they have the opportunity of exercising this glorious privilege without loss of time or money it is to be hoped that none will neglect to assert his right to assist in the government of this grand and free country, kept so by silent force of this same ballot.

Another Victim.

The latest victim is George Taylor, a traveling salesman well known in southern New Jersey, who was arrested by a miniature detective force of three on suspicion of being murderer Tascott, and but for the kind intervention of a considerate justice would have enjoyed the sudden transit from a warm bed to the cold wooden cot of a damp jail cell.

Omaha's Sunday Guests.

At the Millard—J. Samuels, Philadelphia; Charles E. Cutting, Boston; T. R. McDonald, Chicago; C. W. Mitchell, New York; R. M. Coyle, St. Louis; N. P. May, Pittsburg; W. Loenksen, Chicago; M. R. Cavanagh, New York; C. A. Glibbert, W. G. Haven, St. Paul; Fred Biffin, New York; Will Craig, Chicago; H. C. Lett, Denver; E. W. McCullough, Chicago; A. Ludenger, Cincinnati; J. R. Lemist, Lincoln; Joe Sherry, St. Louis; H. J. Huber, New York; C. J. Medburg, Oshkosh; C. Piallenburg, Chicago; H. H. Barley, New York; G. W. Cooper, Kansas City; Theo. Niblock, Denver; Jos. Kronaclier, Cincinnati.

At the Arcade—Geo. L. Fleming, Grand Island; H. C. Evans, O'Neill; Simeon S. Dow, Oxford, Neb.; P. H. Gerberich, Chicago; John McBride, O'Neill; F. D. McGarven, Sioux City; H. Monroe, Florence, Neb.; H. Peak, Chicago; J. Moser, Racine; and A. A. Phelps, Peoria.

At the Paxton—William Daily, Peru, Neb.; August Busch, St. Louis; C. W. Collins, Beatrice; P. S. Preston, Dubuque; Matthew Rath, New York; Sol Levi, Plattsmouth; W. S. Monisck, New York; E. E. Johnson, Chicago; E. Van K. Weed, New York; W. G. Mirble, Chicago; Samuel P. Levi, Minneapolis; F. B. Baird, Columbus; Paul Meyer, Chicago; E. J. Race, New York; H. Mulford, Philadelphia; John M. Ragan, Hastings; C. C. McKnight, Hastings; Luther Hyde, New York; B. Grisdick, St. Louis; W. G. Burt, Chicago; W. A. Wolfe, Freeport, Ill.; M. Haman, Hastings; P. Schwenk, Norfolk; J. D. Webster, Lincoln; J. A. Hughson, Chicago; E. R. Losie, New York; W. D. Waldo, North Platte, and George H. Dean, Canton, Ia.

At the Murray—H. M. Howard, David City; S. T. Welles, Leavenworth; Ed Jones, Leavenworth; E. T. Elliott, New York; C. A. R. Gordon, New York; C. R. Hoffman, Chicago; H. J. Holmes, Perry, Ia.; F. R. Durfee, Perry, Ia.; Henry W. King, Chicago; G. A. Moore, Sioux City; N. P. Bigelow, Chicago; E. B. Boggess, La Harpe, Ill.; Charles F. Kruse, Chicago; M. Colbat, Chicago; Charles J. Trowbridge, Des Moines; J. C. Singer, Chicago; G. F. Johnson, New York; C. B. Cooke, Boone, Ia.; E. A. Parker, New York; Adolph Heller, Nebraska City; H. F. Schwind, Nebraska City; Charles Riegelman, Jake Simon, St. Louis; S. A. March, Minneapolis.

At the Barker—W. T. Connor, Boone, Ia.; W. B. Barker, Boone; Chas. Petchner, jr., Dubuque; J. M. Taggart, Rochester; Fred W. Good, Whitewater, Col.; G. A. Diehl, Erie, Pa.; Frank J. Walsh, Holyoke, Mass.; C. H. Pirrigo, Fremont; M. T. Kincaid, O'Neill; W. S. Wagner, Cincinnati; C. M. Rankin, Bellevue, O.; Geo. H. Eastman, Bloomington, Ill.; W. J. Morris, Philadelphia; Fred Peterson, Davenport, Ia.; John A. Perry, Clinton, Ia.; J. L. Marshall, Clinton; W. H. Scott, Clinton.

Warner's Log Cabin Remedies—old-fashioned, simple compounds, used in the days of our hardy forefathers, are "old timers," but "old reliable." They comprise a "Sarsaparilla," "Hops and Buhhu Remedy," "Cough and Consumption Remedy," "Hair Tonic," "Extract," for external and internal use, "Plasters," "Rose Cream," for Catarrh, and "Liver Pills." They are put up by H. H. Warner & Co., proprietors of Warner's Safe Remedies, and promise to equal the standard value of those great preparations. All druggists keep them.

Snake vs Snake.

A resident of Hopkinsville, Ky., in passing through a tobacco field a few days ago, happened to run across two snakes, one a copperhead and the other a chicken snake, wrapped around each other in a deadly embrace, and fighting with all the strength and venom they possessed. Taking a long stick he carried them to an open field, where they continued to battle until the copperhead was killed. Sliming it over, the chicken snake proceeded to swallow it whole, after which it was allowed to escape. The chicken snake was seven feet long and the copperhead five.

Regulate the regulator with Warner's Log Cabin Sarsaparilla. Manufactured by proprietors of Warner's Safe Cure. Largest bottle in the market. All druggists sell it.

A Good Reason.

Detroit Free Press: "Boy," he said, as he made change for his paper, "why don't you wash your face? Nobody would recognize you with a clean face."

"That's the case in a nutshell," replied the boy. "I've got money lent out to ten different boys, and if I should wash my face they'd jump them debts quicker'n a streak of lightning."

An Extraordinary Phenomenon.

No other term than the above would apply to the woman who could see her youthful beauty fading away without regret. Many a woman becomes prematurely old and haggard because of functional derangement. What a pity that all such do not know that Dr. Pierce's Favorite Prescription will restore their organs to a normal state, and make them youthful and beautiful once more! For ills to which the daughters of Eve are peculiarly liable the "Prescription" is a sovereign remedy. It is the only medicine sold by druggists under a positive guarantee from the manufacturers, that it will give satisfaction in every case, or money will be returned. See guarantee on bottle wrapper.

A Double Hit.

Detroit Free Press: "Well, good-bye," said one as she finally turned to go.

"Well, if you must go, good-bye," replied the other.

"Shestnuts!" called the Italian who keeps the stand on the corner.

Both women halted and looked back at him in surprise and indignation, and it is not unlikely that he has been overhauled by one of their husbands ere this.

A Word About Catarrh.

"It is the mucous membrane, that wonderful semi-fluid envelope surrounding the delicate tissues of the air and food passages, that Catarrh makes its stronghold. Once established, it eats into the very vitals, and renders life but a long drawn breath of misery and disease, dulling the sense of hearing, trainmelling the power of speech, destroying the faculty of smell, tainting the breath, and killing the refined pleasures of taste. Insidiously, by creeping on from a simple cold in the head, it assaults the membranous lining and envelops the bones, eating through the delicate coats and causing inflammation, sloughing and death. Nothing short of a total eradication will secure health to the patient, and all alleviatives are simply procrastinated sufferings, leading to a fatal termination. SANFORD'S RADICAL CURE, by *Inhalation* and by *Internal* administration, has never failed; even when the disease has made such frightful inroads on delicate constitutions, hearing, smell and taste having been recovered, and the disease thoroughly driven out."

SANFORD'S RADICAL CURE consists of one bottle of the RADICAL CURE, one box CATARRHAL SOLVENT, and one IMPROVED INHALER, neatly wrapped in one package, with full directions; price $1.00.

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EVERY MUSCLE ACHES.

Sharp Aches, Dull Pains, Strains and Weakness, RELIEVED IN ONE MINUTE by the CUTICURA ANTI-PAIN PLASTER. A perfect antidote to pain, inflammation, and weakness. The first and only pain-killing Plaster. Instantaneous, infallible, safe. Acknowledged by druggists and physicians to be the best yet prepared. At all druggists, 25 cents; five for $1.00; or, postage free, of POTTER DRUG AND CHEMICAL CO., Boston, Mass.

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Commences TO-DAY, and as Overcoats have the call in clothing just now we begin with them and place on our counters to-day and for the coming week a stock of Overcoats new and fresh from the manufacturer and of this season's make.

Without boasting we will simply state that this is the greatest effort we ever made to show you what we can do. The goods we offer are worth not only double, but some of them positively three times the amount we ask for them.

They are on exhibition in our window, marked in plain figures and any Overcoat in our window that is marked, can positively be had in our store in any size from 33 up to 42. The finest of these Overcoats we can not do justice in this advertisement. You must see the garments, examine the rich silk and satin linings, see how they are made and try one on to appreciate the values we are offering this week.

Have you ever seen an elegant Satin Lined Overcoat for $7.75? We offer you one now. We do not boast of the satin lining alone but we offer you a good Coat which will give you perfect satisfaction in wear. It is made of good Blue Chinchilla, lined throughout up to the button holes with quilted satin—fine satin sleeve lining, corded edge and plush pockets. Other houses would ask $20 for such a garment. Our price is $7.75.

We offer a line of elegant heavy weight Kerseys and Costor Beavers at $8, These are of beautiful mixed shades, lined with fine silk serge, satin sleeve tining, silk velvet collars and admirably made. The real valve for this coat is $18; our price $8.

A third line which we marked $10 contains some very fine montagnacs and chinchillas, in blue and Oxford. These are lined throughout with very fine satin, a beautiful and showy garment, which could not be bought ordinariiy for less than $25.

We cannot mention one-tenth of the bargains we offer. The stock contains a line of garments which in richness of material and quality of workmanship, have not been shown in Omaha before, and we give a positive guarantee that every garment is offered for less than half its value.

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A Proprietary Medicine that needs but a trial to prove its worth.

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The Only Distilled Bitters in the United States. The only Bitters recognized by the United States internal revenue laws as a Proprietary Medicine. Lawfully Patented. No. of Patent 149,573. Contains no fusil oils, no essential oils, no foreign substance or damaging drugs. A perfectly pure medicine, compounded from Pure Root Herbs and Old Peach; pleasant to the taste, quiet and decisive in its effect. Cures Dyspepsia or Yellow Jaundice in five days. Regulates the Bowels. Invigorates Inactive Liver, Cures Diseased Liver, Revives the Kidneys, Improves the Appetite Quickly, Regulates the whole system. New Life to the whole system.

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Cures in 1 TO 5 DAYS. Guaranteed not to cause Stricture. M'f'd only by the Evans Chemical Co. Cincinnati, O. U. S. A. Trade Mark

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PRICE, $1.00.
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PENNYROYAL WAFERS are successfully used monthly by over 10,000 Ladies. Are *Safe, Effectual and Pleasant* $1 per box by mail or at druggists. *Sealed Particulars* 2 postage stamps. Address THE EUREKA CHEMICAL CO., DETROIT, MICH.
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Assets.....$260,885 43 | Surplus.....$207,158 97
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Assets.....$13,073,247 37 | Surplus.....$1,836,636 62
Amount of Insurance in force.....$45,000,000
Annual Income.....$2,400,000

The Germania possesses $110.16 of admitted assets for every $100.00 of liabilities, a better ratio than that of any of the other three largest Life Insurance Companies of the United States.

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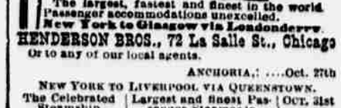

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