

THE COMMERCIAL TRAVELER.

How a Discouraged Drummer Found a Lost Love.

SONG OF JOLLY OLD ST. NICK.

A Novel Sign in England—Sam Sample's Assurance—Thinks It a Good Thing—Samples From the Grispack.

St. Nick—The Original Drummer.

In his home at the base of the arctic pole, Where the sun gets tired and the weather gets cold...

Oh, 'tis St. Nick, the original drummer, I'm a little old, but I'm a hummer; I go on the road but once a year...

Bless the dear fellows my choicest toys Are laid aside for their girls and boys; And when my reindeer at Christmas time...

His Brightest Christmas.

"One Christmas day in my life," said a drummer at the Pacific coast...

A Good Thing.

Under this caption the Merchant Traveler says editorially: The Omaha travelers...

Stamps and Embroidery.

"Yes, Lizzy, I like to do fancy work, but I haven't felt like trying that pattern...

Christmas Times.

For The Bee.

The Christmas season is again upon us, and the stores are filled with articles...

Stamps.

J. H. Fleming, for a long time a representative of Kipp's...

O. H. Brookway, heretofore with Turner & Jay, will be soliciting trade after the 1st of January...

A. P. Dutton, formerly with Turner & Jay, and a well known traveling salesman, will continue through Nebraska this season...

C. O. Lobeck, an old standby with the Lee, Clark & Anderson Hardware company, will occupy a position in the new firm...

A. H. Bush, an old traveling man in the New England states, will be in the western part of the state...

Fred Koehle, with the Baum Hardware company, of this city, returned from St. Louis a few days ago...

Volume 1, No. 1 of the Western Traveler, published at St. Louis, has arrived...

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R. H. Overton, who has been absent for a number of years in another field for a Chicago concern...

D. M. Steele & Co. will next year be represented in the Black Hills by John Guid, an old salesman in that section...

C. S. Brown, who has headquarters at Salt Lake City for the Lee, Clark, Anderson Hardware company...

R. D. Valentine, traveling salesman for Tycos & Land, Lincoln, Neb., is known in the western part of the state...

C. E. Saunders, for three years the mainstay for Steele & Walker in the Elk Horn valley territory...

C. C. Wood and C. O. Carpenter, popular representatives of the reactionary firm of Ropp, Dreibus & Co., Omaha...

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His father clasped me by the hand he fastened. "God forgive me, I did it for the best." That was my bright Christmas and this is my wife.

A Novel Sign.

Commercial travelers run across many strange things, but we doubt if any of them ever found anything as novel as a sign which, says the Montreal Gazette, is displayed in an English village and which reads as follows:

"Rodgers Gyles, organ, parish clerk and skolemester, groser and hundertaker, respectfully informs ladies and gentlemen that he drops without a munit, applies laches and bones, nixes on the lowest terms, and visitors for a penny a piece. He sells good fashions kordales, kuts koras, binyons, dokters hosses, klips donkies wence a month, and hundertakes to look after everybodys nays by the ear. Josepharpes, pony waise, brass ban-dolestikes, fringpans and other musical instruments hat grates reduced figers. Young lads and gentlemen lars their grammar and their languaged in a purtrest manner, and grate care taken of their greek and gellin. Also zarin gizinger, laything the base viol and other sorts of fancy work. Quadrills, pokers, and all country dances took at home and abroad at perfehsion. Perfumery and snuff in all its branches. As times is kral bad I beg to tell you that has just beguned to sell all sorts of fashionery wares, eyeglasses, vovais, pias and all other kinds of poultry. Blackin brushes, herrains, coils, scrubbing brushes, trayles, and golly hooks and nibbles, nice traps, brick dust, whiskeer, soap, pokkerkercherfols and all sorts of scotchman's—mending talers, sassaages and other garden stuff. Bakky, cigars, lamb woyvie, taykiettes and other intoxicating likers—a dial of fruits, hats, zongs, hair-cos, natting, buttons and crinoline. Also other estables—korn and bunyon salve and all hardwair—as I laid up a large assortment of tayspe, dogs' mate, lolipops, gugginbeer snatches and other piddles, such as Hepus zalls, boysters, wincer sone and zotrar—Old rags bot and sold here and nowhere else—old rags bot and sold here and nowhere else—birds, lobsters etzuar."

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"the wild and woolly west." Each one has his grin filled with gum drops and "patent mixed," which he will distribute lavishly to those far Virginia daughters.

Bob Lytle has been handling a territory for a long time for the grocery firm of Raymond Bros., Lincoln, and so familiar is he to the people of the various towns he makes that he does not appear exactly on time every two weeks it is noticed by each and every individual of the place. Why, Bob Lytle, everybody knows him. And his competitors realize that there is a hard man to get away with. From one year's end to another you will find him always the same. Always jolly and sociable, yet never excited nor frustrated, but he generally gets there, and "Once a customer, always a customer" is his motto. Continued success has for the year.

No one will be missed with deeper regret to the traveling fraternity than will our genial companion and co-worker in the field of commerce, Mr. E. H. Powers, who for a long time has been a representative of D. M. Steele & Co., of this city. A higher standard of integrity and ability than that of any man among any class than that which Mr. Powers possesses. After the first of the year he will leave these prairies, so long his home, and seek to better his condition on the Pacific slope, by locating in business for himself in Seattle, W. T. While our ranks will be broken with his genial presence, yet what is our loss will be somebody else's gain, and we bespeak for him an early recognition among the influential business men of the city of his chosen residence. Let us hear from you occasionally, Ed.

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of a revival of those cavalier festivities which Oliver Cromwell had not dots with his Ironsides. The non-observance of high days was a party matter, and the man who ate plum porridge on Christmas day was considered by other puritans to be unpunished party. He was a backslider into the merry ways of the wanton cavalier element. And as the puritans were the victors in the physical contests so were they from their intellectual superiority supreme in shaping the habits of the other states of the country.

But we have changed all that. The young and lusty northwest is not impressed with Puritan ideas at all, and there is no rosy tendency toward demonstrativeness on festival days which may bring us back to the old times when Christmas was a public holiday with the grandest features of which having been capable. Decoration day and the Fourth of July will give to the unhistorical reader some idea of the splendor with which the birth of the Saviour was heralded. It does seem odd to the remembering Christian that we should commemorate so tenderly the graves of those who died to free the slaves, and to protect the union, and should exhibit our feelings in the most open and unconstrained way, and yet that we should keep in the quiet family fashion the anniversary of the stupendous mystery of Christ's coming on earth. The morning stars sing together and the sons of God shout for joy, but we who have come, for whom the angels were rightly and justly rejoicing intellectually. This is not in the spirit of the northwest, and it is doomed to pass away. We may hope that Christmas may then be a veritable festival. It will be impossible to revive the pagantry of the middle ages, for that would be an anachronism, a perfumery theatrical performance without any life in it, and as absurd as the knight in armor and the Mayor's show in London. These things to be natural must grow just as the Fourth of July and Decoration Day have grown, and nothing could be more absurd than the attempt made by Dickens to revive medieval Christmas. He failed because, when analyzed, his Christmas consisted mainly of giving everybody who asked a Christmas box, and of eating obsolete meats and swallowing condiments of various kinds and flavor. It was a gigantic make-believe, but this suited Dickens, who had a shallow theatrical nature.

Let us look back into the past, and see how Christmas has come to us, and the purpose of imitation, but for reflection. It was viewed in the double light of a holy commemoration and a joyous merry-making. The day was opened by the ringing of triple bells and the tolling of the bells of the city. The church bells, and this was considered so important that the rich man of the parish was bound to furnish a peal, at the least, a single bell of a good tone. In cities where these were generally donated by the different guilds of trades. After the bell-ringing, bands of men went about chanting carols, generally arranged for three part singing, and though the fact does not appear, yet it is highly probable that the singers formed associations like the glee club of the past century, and the manner of today. Otherwise their music which formed the delight of our ancestors would not have been very acceptable. There are scores of allusions to these associations for three man songs in Shakespeare, and it will be remembered that the English king, who was afflicted with his shortness of breath excused himself on the ground that he had lost his wind hoistering and singing of anthems. The readiness which the fat rogue evinces for imitating the best of his kind, and to make us believe that the same associations were performers in the dramatic mysteries and moralities which formed so striking a feature of Christmas day in the olden time. No doubt Shakespeare wrote from his own personal experience, and had been a member and worn a mask in many a Christmas morality before he went up to London to become immortal. In many instances where the people of the day were in a monastery took the same kindly interest in these Carolers' associations and mummings that a leading minister takes to-day in a Handel society, and it is known that some of the best parts in them. It is the habit of most people to unconsciously exaggerate the differences between their own times and medieval days, but there was a good similitude after all, and when we read the rights of a man's impression by the resemblances than the contrasts.

One mystery was often