

## THE COMMERCIAL TRAVELER.

A Thrilling Tale of the Blizzard Told by a Drummer.

## A NEW MILEAGE BOOK DODGE.

The Effect of a Letter—A Good Suggestion—Not a Full Hand—Rules in a Frontier Hotel—Samples.

## His Letter.

A commercial traveler forwards the following with the hope that it is not "cheerless." The name of the author is not given: The hotel bus from a midnight train brought only one passenger through the night.

A traveling man, wet, weary and sad, For he had toiled all day, and trade was bad.

Not an order of any kind was on his book, And the disgust he felt was betrayed in his look.

In an off hand way he signed his name On the page of the book which is unknown to fame.

The sleepy hotel clerk his signature scanned, Then a letter placed in the drummer's hand; But how he starts, while a smile of delight.

Spreads all over his face as he welcomes a sight.

And thus you can see how clouds disappear, That come to each traveling man, some time in the year.

Are often dispelled by so simple a means, As one little letter, queer as it seems.

So wives, sweethearts, sisters, brothers and chums, If you know where yours truly is when next Sunday comes, please write him a line.

Just take up a pen, drop us a line, Draw us at night, we'll wait every time, OCH THANKS.

## A Blizzard Reminiscence.

A group of commercial tourists, says the Norfolk News, had gathered around a radiator in the office of the Pacific house Saturday evening, discussing blizzards in general and the blizzard of January 12, 1888, in particular.

Each one had had some remarkable adventure on that horrible night and some of them had displayed powers of endurance and a sagacity in self-preservation that bordered strongly upon the supernatural.

There was one pensive-looking drummer in the group who was making his first trip in the west. He said nothing himself, but seemed greatly interested in the stories of the others.

When his companions would reach the climax in the recital of their fearful struggle with the elements the pensive drummer would put on a look of the deepest sympathy and would scarcely breathe until the narrator had told his triumph over the storm, when he would have a sigh of relief that seemed to come from the bottoms of his shoes.

At last every one but the pensive drummer had related his experience and they all leaned back and looked at the pensive drummer and then at each other, and winked very hard. The pensive drummer hesitated a little and then began timidly:

"Gentlemen, you have had some startling adventures, and some of you have certainly displayed wonderful powers of endurance. I remember an incident that occurred in a storm a couple of years ago in which a pig figured prominently. I have a friend in Massachusetts named Ristrow, who is a farmer. Ristrow was the possessor of a fine lot of shoats at the time I speak of. There was at heavy snow storm one night in December and the next morning the best pig in the lot was missing. Ristrow searched high and low for that pig, but not a sign of it could be found. He waited three months until summer had given place to autumn and still no trace of the lost pig. One day in October Ristrow and the hired man went to haul some hay from the meadow that had been stacked the season before—that had been stacked for a year," repeated the pensive drummer, raising his voice to make himself heard above the snoring of his companions, "and when they went for the last load, right there at the bottom of the stack lay the missing—"

"Cheer up!" exclaimed the group in chorus.

"As I said, there lay the—"

"Oh, come off!"

"But—"

"Go and cork yourself."

"Oh, gentlemen—"

"Oh, we know all about it. That's a choice imported story. Brought over in the Mayflower, isn't it?"

"Only stout and hearty after his long confinement but had actually gained a hundred weight. Tell us about George Chortrey and his little Washington."

"Gentlemen, the official report of the P. O. prints in its issue of January 1 is a complete stenographic report of the N. W. T. M. A. fourteenth annual convention which should be read by every member of the association."

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

Charles R. Temple, one of the oldest traveling men in the west, has recently engaged with McCord, Brady & Co., of Omaha, and is now working the Platte valley country. He is generally known among the boys as an unassuming workman, always nursing his trade by prompt, kind and courteous treatment of his customers. He never bids less than nine in high live.

The following ten gentlemen will represent the Lee Clark American Hardware company on the road this year: George M. Swigart, W. H. Sholden, J. C. Carson, F. Friederichsen, W. H. Chapman, J. C. Miller, O. F. Marck, W. S. Brink, William M. G. G. C. H. Jackson. The latter represented Hibbard, Spencer, Bartlett & Co. for the last ten years in Nebraska.

Along the Road.

The following were a few of the traveling men registered at the Pacific hotel, Norfolk, last week: C. H. Bradford, S. J. Henderson, Sioux City; E. S. Kitchin, Council Bluffs; M. L. Stewart, Madison, San Allen, Omaha; B. Apple, New York; J. H. Bube, Lincoln; J. W. Taylor, Chicago; G. D. Burdett, Omaha; Harry Wallace, Omaha; George Fuhrer, Sioux City; S. H. White, Omaha; James Bradford, Omaha; John Barker, Omaha; John A. Clizbe, Omaha; C. W. Dickinson, Omaha;

Not a Full Hand.

Chicago Medical Standard: Dr. J. B. Luckie, a prominent railroad surgeon of Birmingham, has an extensive night practice, of whose nature his wife is rather suspicious. He was recently called to a surgical case which kept him out till 3 a. m. He explained to his wife that he had been with a poor railroad man who had lost his right hand.

The following night he was called to a case of "poker" in a railroad contractor. When he reached home his wife said: "Doctor, what kept you out so late to-night?" "Another poor railroad man; he had an awful bad hand," "What did you do for the poor fellow, doctor?"

He called me with jacks; I had aces and won the game, I mean I put it off, cut off both hands, my dear, both hands; poor fellow!"

Rules in a Frontier Hotel.

Boston Commercial Bulletin: In the hall and nailed in a conspicuous place was a board upon which was pasted a long and formidable set of rules that would have terrified any northern visitor entering Helena for the first time. The following extracts from the rules I here quote from memory, for the purpose of affording the reader some idea of the exact regulations of the hotel in question as they appeared in print:

Rule 1.—Guests must pony up 1 dollar and 6 bits before sin in the book.

Short bits don't count here. No nickels or kopek sent taken.

Guests will leave their weapons so they'll not get in the nits.

Sops & towels will be found near water-trough.

No titin or shutin allowed in the bed rooms.

Guests must sign their names every day and pay accordingly.

Many guest how isn't satisfied with these rules must money or stand the consequences.

The Game Went On.

A traveling correspondent writes: That the average drummer is not particularly interested in science is evidenced by the following incident: On the night of January 16 I was stopping at a small hotel in a little country town, not more than two hundred miles from Omaha. A game of high-five was in progress, and in the midst of it some one entered and announced that the moon was partially eclipsed, inviting all out to see the curious spectacle.

"Oh, a—n the moon," was the response from the players, and the game went on.

Samples.

There are quite a number of new men working the western Nebraska trade this year.

George Mitchell, of W. A. Page Soap company, was doing the Missouri Pacific railroad last week.

J. A. Stienor, formerly with Plummer, Perry & Co., is with Raymond Bros. & Co. this year.

Chas. F. Jennings, with the Simmons Hardware Co., was shooting jack rabbits on his claim last week.

The Omaha Merchants' Criterion among other good things publishes a very readable drummers' column.

Ed Lund was doing the Cheyenne branch last week. Ed is made up with the "get there" material and is a favorite with the boys.

Al Allen, of St. Joseph, was working the Republican valley last week. Ed is quite popular with his trade and gets some nice juicy orders.

A. B. Thompson, the old war horse for Peck & Bros., worked Nebraska it could be said, but he is getting a large share of the business.

Mr. J. H. Lath, formerly with the Omaha Republican, will present the card of the Merchants' Criterion to the merchants on the Union Pacific and branches in Nebraska.

A. C. Annett, of the Omaha Rubber company, left last week for a five weeks' trip through southern Nebraska, part of Kansas and part of Missouri, leaving by and returning over the Missouri Pacific.

Clarence Price, the popular rustler for Paxton & Gallagher, is making his headquarters at Red Cloud this year. He denies the rumor that he has a contract with Haverly's minstrels for next season.

Mr. J. H. Rohm, traveling salesman for an eastern ribbon house, was found dead in bed at the Pacific hotel, Grand Island. Mr. Rohm was well known to the commercial men of Omaha and resided at Creston, Ia.

The American Commercial Traveler, published by the official office of the P. O. A. prints in its issue of January 1 is a complete stenographic report of the N. W. T. M. A. fourteenth annual convention which should be read by every member of the association.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

to use your columns, I would suggest that some of them give us a letter on how to judge credits, what kind of men to credit and how much credit can a man have in proportion to his capital. Let some of the credit men for our houses give us a letter also."

Not a Full Hand.

Chicago Medical Standard: Dr. J. B. Luckie, a prominent railroad surgeon of Birmingham, has an extensive night practice, of whose nature his wife is rather suspicious. He was recently called to a surgical case which kept him out till 3 a. m. He explained to his wife that he had been with a poor railroad man who had lost his right hand.

The following night he was called to a case of "poker" in a railroad contractor. When he reached home his wife said: "Doctor, what kept you out so late to-night?" "Another poor railroad man; he had an awful bad hand," "What did you do for the poor fellow, doctor?"

He called me with jacks; I had aces and won the game, I mean I put it off, cut off both hands, my dear, both hands; poor fellow!"

Rules in a Frontier Hotel.

Boston Commercial Bulletin: In the hall and nailed in a conspicuous place was a board upon which was pasted a long and formidable set of rules that would have terrified any northern visitor entering Helena for the first time. The following extracts from the rules I here quote from memory, for the purpose of affording the reader some idea of the exact regulations of the hotel in question as they appeared in print:

Rule 1.—Guests must pony up 1 dollar and 6 bits before sin in the book.

Short bits don't count here. No nickels or kopek sent taken.

Guests will leave their weapons so they'll not get in the nits.

Sops & towels will be found near water-trough.

No titin or shutin allowed in the bed rooms.

Guests must sign their names every day and pay accordingly.

Many guest how isn't satisfied with these rules must money or stand the consequences.

The Game Went On.

A traveling correspondent writes: That the average drummer is not particularly interested in science is evidenced by the following incident: On the night of January 16 I was stopping at a small hotel in a little country town, not more than two hundred miles from Omaha. A game of high-five was in progress, and in the midst of it some one entered and announced that the moon was partially eclipsed, inviting all out to see the curious spectacle.

"Oh, a—n the moon," was the response from the players, and the game went on.

Samples.

There are quite a number of new men working the western Nebraska trade this year.

George Mitchell, of W. A. Page Soap company, was doing the Missouri Pacific railroad last week.

J. A. Stienor, formerly with Plummer, Perry & Co., is with Raymond Bros. & Co. this year.

Chas. F. Jennings, with the Simmons Hardware Co., was shooting jack rabbits on his claim last week.

The Omaha Merchants' Criterion among other good things publishes a very readable drummers' column.

Ed Lund was doing the Cheyenne branch last week. Ed is made up with the "get there" material and is a favorite with the boys.

Al Allen, of St. Joseph, was working the Republican valley last week. Ed is quite popular with his trade and gets some nice juicy orders.

A. B. Thompson, the old war horse for Peck & Bros., worked Nebraska it could be said, but he is getting a large share of the business.

Mr. J. H. Lath, formerly with the Omaha Republican, will present the card of the Merchants' Criterion to the merchants on the Union Pacific and branches in Nebraska.

A. C. Annett, of the Omaha Rubber company, left last week for a five weeks' trip through southern Nebraska, part of Kansas and part of Missouri, leaving by and returning over the Missouri Pacific.

Clarence Price, the popular rustler for Paxton & Gallagher, is making his headquarters at Red Cloud this year. He denies the rumor that he has a contract with Haverly's minstrels for next season.

Mr. J. H. Rohm, traveling salesman for an eastern ribbon house, was found dead in bed at the Pacific hotel, Grand Island. Mr. Rohm was well known to the commercial men of Omaha and resided at Creston, Ia.

The American Commercial Traveler, published by the official office of the P. O. A. prints in its issue of January 1 is a complete stenographic report of the N. W. T. M. A. fourteenth annual convention which should be read by every member of the association.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

Not a Full Hand.

Chicago Medical Standard: Dr. J. B. Luckie, a prominent railroad surgeon of Birmingham, has an extensive night practice, of whose nature his wife is rather suspicious. He was recently called to a surgical case which kept him out till 3 a. m. He explained to his wife that he had been with a poor railroad man who had lost his right hand.

The following night he was called to a case of "poker" in a railroad contractor. When he reached home his wife said: "Doctor, what kept you out so late to-night?" "Another poor railroad man; he had an awful bad hand," "What did you do for the poor fellow, doctor?"

He called me with jacks; I had aces and won the game, I mean I put it off, cut off both hands, my dear, both hands; poor fellow!"

Rules in a Frontier Hotel.

Boston Commercial Bulletin: In the hall and nailed in a conspicuous place was a board upon which was pasted a long and formidable set of rules that would have terrified any northern visitor entering Helena for the first time. The following extracts from the rules I here quote from memory, for the purpose of affording the reader some idea of the exact regulations of the hotel in question as they appeared in print:

Rule 1.—Guests must pony up 1 dollar and 6 bits before sin in the book.

Short bits don't count here. No nickels or kopek sent taken.

Guests will leave their weapons so they'll not get in the nits.

Sops & towels will be found near water-trough.

No titin or shutin allowed in the bed rooms.

Guests must sign their names every day and pay accordingly.

Many guest how isn't satisfied with these rules must money or stand the consequences.

The Game Went On.

A traveling correspondent writes: That the average drummer is not particularly interested in science is evidenced by the following incident: On the night of January 16 I was stopping at a small hotel in a little country town, not more than two hundred miles from Omaha. A game of high-five was in progress, and in the midst of it some one entered and announced that the moon was partially eclipsed, inviting all out to see the curious spectacle.

"Oh, a—n the moon," was the response from the players, and the game went on.

Samples.

There are quite a number of new men working the western Nebraska trade this year.

George Mitchell, of W. A. Page Soap company, was doing the Missouri Pacific railroad last week.

J. A. Stienor, formerly with Plummer, Perry & Co., is with Raymond Bros. & Co. this year.

Chas. F. Jennings, with the Simmons Hardware Co., was shooting jack rabbits on his claim last week.

The Omaha Merchants' Criterion among other good things publishes a very readable drummers' column.

Ed Lund was doing the Cheyenne branch last week. Ed is made up with the "get there" material and is a favorite with the boys.

Al Allen, of St. Joseph, was working the Republican valley last week. Ed is quite popular with his trade and gets some nice juicy orders.

A. B. Thompson, the old war horse for Peck & Bros., worked Nebraska it could be said, but he is getting a large share of the business.

Mr. J. H. Lath, formerly with the Omaha Republican, will present the card of the Merchants' Criterion to the merchants on the Union Pacific and branches in Nebraska.

A. C. Annett, of the Omaha Rubber company, left last week for a five weeks' trip through southern Nebraska, part of Kansas and part of Missouri, leaving by and returning over the Missouri Pacific.

Clarence Price, the popular rustler for Paxton & Gallagher, is making his headquarters at Red Cloud this year. He denies the rumor that he has a contract with Haverly's minstrels for next season.

Mr. J. H. Rohm, traveling salesman for an eastern ribbon house, was found dead in bed at the Pacific hotel, Grand Island. Mr. Rohm was well known to the commercial men of Omaha and resided at Creston, Ia.

The American Commercial Traveler, published by the official office of the P. O. A. prints in its issue of January 1 is a complete stenographic report of the N. W. T. M. A. fourteenth annual convention which should be read by every member of the association.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.

E. Conkling, of Kennard & Miller, St. Joseph, Mo., has been doing the Missouri Pacific railroad and as he is in the habit of playing a game of high live before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, but wants it now announced that since taking the Missouri Pacific boys he cannot play.

The serious loss sustained by Messrs. Darrow & Logan in the recent fire will be deplored by the entire business community. They are both young men and were starting out with the brightest prospects. No time will be lost, however. The firm have secured new quarters and will promptly fill out orders.