#### 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 "chestnutty." The name of the author is not given:

The hotel 'bus from a midnight train Brought only one passenger through the 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

The sleepy hotel clerk his signature scanned. Then a letter placed in the drummer's hand, But see! how he starts, while a smile of de-Spreads all over his face at so welcome 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. Just take up a pen, drop us a line, Draw on us at sight, we'll remit every time,

OUR 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 supernat-

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 heave 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 teaned back and looked at the pensive drummer and then at each other, and winked very hard. The pensive drummer hesitated a little and then

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 Ristraw, who is a farmer. Ristraw was the possessor of a fine lot of shoats at the time I speak of. There was a heavy snow storm one night in December and the next morning the best pig in the lot Ristraw searched high and low for that pig, but not a sign of it could be find. Weeks glided into months until summer had given place to autumn and still no trace of the lost One day in October Ristrow and the hired man went to haul some hay from the meadow that had been stacked season before—that had been stacked for a year," repeated the pensive drummer, raising his voice to make himself heard above the snores of his companions, "and when they went for the last load, right there at the bottom

of the stack lay the missing-"
"Chestnut!" exclaimed the group in

'As I said, there lay the-" "Oh, come off!" "But-"

"Go and cork yourself." "But gentlemen-

"Oh, we know all about it. That's a choice imported story. Brought over in the Mayllower. The pig was not only stout and hearty after his long confinement but had actually gained a hundred weight. Tell us about George

Cherrytree and his little Washington. "Gentlemen, I insist that that pi was as dead as Julius Cæsar, and to all appearances had been dead for months,' exclaimed the sad eyed man vehe

And the only sound that broke the stillness for the next half hour was the barkeeper's query of "What'll you have?"

A Mileage Book Dodge.

One of the Chicago lines has a ticket on the market which is not only a new dodge, but it effects a cut in the rates. It is probably this ticket, or some similar cut, which led the Soo line to make a reduction in passenger rates to the east. The ticket referred to is a regular coupon ticket, and one issued as good from St. Paul to Chicago, containing the clause: "Issued in exchange for 402 miles of mileage book No. -." The name of the man holding the mileage ticket was signed on the contract part of the ticket, but no further signature is required for identification. The ticket cost simply the mileage to Chicago, or

88.10, a cut of \$3.40. In one sense it is a violation of the inter-state commerce law, in that it favors discrimination. It disregards the individuality and purity of the mileage book, the effect being explained in this way: Should a person desire to go to Chicago, and apply to a scalper for a ticket, the latter takes a mileage ticket issued by the railroad implicated, tears out 402 miles, takes it to the company's ticket office and secures one of these exchange tickets. There would be noth ing particularly sinful about it if the purchaser had been the holder of the book and the matter came to an end right there. But such is not the idea. In a few minutes the scalper has another Chicago customer, and he takes another 402 miles out of the same book In this way he is enabled to send four or five men to Chicago on that one mileage

As mileage books are intended for the of one person, and that one the original purchaser, the effect is easily dis

A Good Suggestion.

One of the fraternity makes a good suggestion to whom it may concern, as follows: "As you have asked the boys

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 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 tonight?" "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-no, I mean I cut 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 I.-Gests must pony up 1 dolar and 6 bits before sinin the book.

Short bits dont kownt heer. No

nickels or koper sents taken. Gests will leve thar weepins so's they'l not go off in the nite. Sope & towl will be found neer wat-

No fitin or shutin allowed in the bed cumes. Gests must sine there names every day and pay accordingly.

Enny gest how isn't satisfyd with

these rools must mosey or stand the konsequences. 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, d-n the moon," was the response from the players, and the game

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

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

J. A. Stiener, formerly with Plum-mer, Perry & Co., is with Raymond Bros. & Co. this year. Chas. F. Jennings, with the Simmons

Hardware Co., was shooting jack rab-bits on his claim last week. The Omaha Merchants' Criterion among other good things publishes a very readable drummers' column.

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

Ed 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 Peycke Bros., worked Nebraska City on Thursday. He is getting a large share of the business.

Mr. J. H. Lauth, 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 Pa-

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

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

of Chicago, the official organ of the T. P. A., prints in its issue of January 15 a complete stenographic report of the N. W. T. M. A's fourteenth annual conven-tion 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 five before retiring, he has got to be an expert in the Elkhorn country, and holds the championship up there, out wants it now announced that since tackling 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 unceasing worker, always nursing his trade by prompt. kind and courteous treatment of customers. He never bids less than nine in high five.

The following ten gentlemen will epresent the Lee-Clark-Andresen Hardware company on the road this year: George M. Swigart, W. B. Sheldon, J. C. Carson, F. Friederichsen, W. H. Chapman, J. C. Miller, O. F. Martin, W. S. Bristol, William M. Glass, C. H. Jackson. The latter represented Hibbard Spancer Bartlett & C. for Hibbard, Spencer, Bartlett & Co. for the last ten years in Nebraska.

Along the Road.

The following were a few of the travelling men registered at the Pacific hotel, Norfolk, during last week: C. H. Bradford, S. J. Henderson, Sioux City; E. S. Kitchen, Council Bluffs; M. L. Stewart, Madison; Sam Allen, Omaba; Stewart, Madison; Sam Allen, Omana; B. Apple, New York; J. H. Bube, Lin-coln; J. W. Taylor, Chicago; G. D. Bur-dett. Omaha; Harry Wallace, Omaha; George Fuhurr, Sioux City; S. H. White, Omaha; James Bradford, Omaha; John Barker, Omaha; John A. Clizbe, Omaha; C. W. Dickinson, Omaha;

Netherton Hall, Omaha; G. M. Darrow, Omaha; S. StJohn, Omaha; E. B. Coelman, Omaha: Charles E. Owen, Omaha: D. B. Welpton, Omaha; C. Parker,

At the Hotel Bostwick, Hastings, the following arrivals were noted: C. Des Camps, Omaha; Felix Rothchilds, Chicago: George A. Dascomb, Atchison; Harvey L. Swift, Atchison; George B. Norris, Omaha; J. R. Bell, San Fran-Nortis, Omana, J. R. Bell, San Fran-cisco; J. C. Foster, Minnesota; A. Beer, Philadelphia; W. A. Lockwood, St. Louis; William R. White, Chicago; J. R. Smith, Chicago; J. R. Griffitts, Omaha; H. Pereinsky, Chicago; M. T. Allum, North Platte, Nen; J. T. Scoville, leveland; Nat M. Miller, St. Joe; M. M. Snider, Des Momes; J. C. Singer Chicago; M. Benjamin, Chicago; J. D. Fielding, New York: E. Darpold, Omaha, Sieg Meyer, Chicago; J. Wolf and wife, Chicago; J. B. Biddleman, St. Paul, Minn.; A. L. Carieton, Milwaukee Wis.; James R. Wash, Lincoln, Neb. Hoagland, o Council Bluffs; Mansfield, Bloomington, Ill.; Herbert A. Pike, Boston; M. M. Hummel, New York; J. C. Corbett, Omaha; Charles Timm, Davenport; A. Hostetter, New York; A. B. Teder, New York; J. A. Frank, Chicago; W. S. Cottrell, Chicago; George E. Ceryher, Rochester, N. Y.; E. A. Oakes, Omaha; D. G. Robinson, Kansas City; J. E. Nengent, Kansas City; George H. Stave, Omaha; S. Desprees, Chicago; C. R. Camp, Omaha; W. J. Fenton, Milwaukee; C. B. Haynes, New York; J. N. DeLeine, Des Moines; G. E. Maul, Des Moines; H. T. Riehl, Chicago; F. J. Hurney, Chicago. Arrivals at the Eno house, Fremont, last week: J. S. Scofield, Cleveland; H.

F. Strickland, Chicago; J. H. Bidleman St. Paul; A. R. Githens, Fred L. Kelby Chicago; A. G. Ewing, Clinton, Ia.; E. S. Hall, Lincoln; F. Michelstette, Chicago; M. W. Jackson, St. Joe; R. M. Sumers, Chicago; William Craig, Cleveland; Louis Wertz, Lincoln; N. B. Shaw, Miles, Mich.; Judge Kinkaid, B. Sim-mons, Chicago; F. J. Doan, Detroit, Mich.; J. W. Stoak, New York; J. M. Parks, Council Bluffs; C. M. Gurley, J. Onion, Chicago; H. E. Hackman, St. Louis; L. T. Sunderland, Omaha; D. Whitkowsky, Chicago: J. S. Shrop-shire, Omaha; W. A. Edwards, I. S. Arnold, Rock Springs; I. Powers, J. B. Bornes, N. N. Huse, J. T. Jaegen, Chadron; Arthur Schense, New York; Fred Roe, Denver; W. H. Dickerson, Den-ver; L. M. Mason, Chicago; C. G. Wat-son, Philadelphia; H. Doddendoff, New York; H. R. Bronson, Boston; J. M. Rowland, Manning, Ia.; E. C. Scoffleld, Rowland, Manning, In.; E. C. Scoffield,
London, Eng.; E. Vanhorn, Chicago;
H. W. Rogers, Chicago; R. M. Salsbury, Portland, Me.; E. R. Desalt,
Omaha; C. R. Hoffman, Chicago; J. C. Singer, Chicago;
George W. Bliss, Pittsburg; William
Brown, Pittsburg; E. D. Good, Grand
Island; C. W. Chambers, Chicago; F.
M. Solan, Philadelphia; George C.
Knight, Chicago; J. J. Woodland, Chicago; A. Kampman, Philadelphia; J. cago; A. Kampman, Philadelphia; J. Kampman, Philadelphia; Jay Hotcheis, Peoria, Ill., W. C. Pomfret, Omaha; H. H. Chileberg, Omaha; J. F. Renfro, New York; C. E. Thompson, Boston; C. S. Dering, Des Moines; H. C. Spelman, Clinton, Ia.; A. Wallace, Douglas, Wyo.; W. W. Derken, Omaha; D. Wyman, Cincinnati; C. A. Maur, Cleveland; George W. Hany, Chicago; S. Ellemar, Philadelphia; J. B. Ostran-der, Chicago; J. A. Elliott, Council Bluffs; C. S. West, Des Moines; S. Daniels, Chicago; T. M. Judson, Phila-delphia; William Dodworth, St. Louis; J. E. Lewis, Boston; C. W. McDonald, Boston; R. S. Duncan, Chicago; J. S. Mohler, Chicago; E. T. Getanson, Omaha; T. B. Lemon, Omaha; A. J Dunn, Omaha; E. R. Williams, Niles, Mich.; B. D. Shaw, Niles, Mich.; T. B. Cussack, Chicago; A. W. Surat, Chicago; L. S. Bowen, St. Paul; C. T. Stockdale, St. Paul; J. R. Best, Des Moines; S. W. Watson, Chicago; L. C. Burnside; Chicago; W. G. Higgins, Chicago; E. W. Discole Chicago; F. G. Mursh, Chicago; hicago; E. G. Marsh. H. R. Vandean, Black Hawk; C. A. Whyman, Omaha; William Ross and wife, Chicago; I. C. Thompson, Chicago; Fred Manghar, Chicago; B. Apple, Chicago; W. R. Mateer, St. Louis; F. M. Harding and wife, Sioux City; S. W. Robinson, Chicago; N. N.

Omaha; F. E. Combier, Des Moines. Nebraska City's Commerce. NEBRASKA CITY, Neb., Jan. 20 .-[Special to THE BEE.]-Following is a list of Nebraska City wholesale houses

Tolman, Philadelphia; J. C. Stillman, Chicago, M. D.; Ben H. Hayden,

and manufactories employing traveling salesmen, each having from one to six on the road: Lorton & company, grocers; Atlas Distilling company, Nebraska City Distillery, Ellet's Rubber Stamp com-pany, E. S. Hawley & company, farm machinery; Anderson & Bone, cigars; Homerick, confectionary; William Phifer & company, cigars; Philip Best's Brewing company, Anheuser-Busch company, Donaldson & Bauer, mineral waters; I. B. Smith & comyany, candy manufacturers; Wollstein & company, liquors; Leigh Bros., cigars; J. M. T. Schneider, liquors; Nebraska Manufacturing company, machinery; Charles Kressen, farm machinery; Webbring's Kressen, farm machinery; Webbring's cracker factory, Beyschlay's Cereal mills, Nebraska City Packing company, Chicago Packing and Provision com-pany, Schminke's flouring mills. S. B. Eastman, with headquarters in

this city, represents Field, Thayer & Co., of Boston. N. Gernhardt travels for a Chicago

cigar store.
Following are the commercial men registered at the Grand Pacific hotel the past week: E. R. Linck, Mark Burgett, F. A. Bartholomew, H. D. Robinson, George Drain, James H. McDermott, A. Turtlotte, H. E. Harris, of Chicago; A. J. Ruck, R. S. Halt, J. C. Barclay, P. I. Wilson, M. Samish, Lohn S. Lower, J. E. Durch, of Omba-John S. Lowry, J. E. Durqiu, of Omaha; E. P. Nickel, Lincoln; Jay C. Cole, Council Bluffs; Ford C. Johnson, St. Joe; O. H. Phillips, Beatrice; F. B. Garnes, Kansas City; A. M. Burnes, New York; H. Franklin, Council Bluffs; W. J. Fenton, Milwaukee; A. C. Lammers. St. Louis; E. H. Kapp, Washing-

Morton House: L. E. Wilson, H. H. Butler, I. E. Hayward., E. I. Hollister, F. W. Jones, A. Chapman, N. E. Price, J. Mankwitz, D. Dreybies, St. Louis; A. V. Davids, C. C. Fitzmaurice, Mat Lemcohen, C. A. Foster, C. L. Kings-ley, J. Limington, E. C. Francis, M. L. Sears, R. W. Hall, J. H. M. Du-mett, Paul Meyer, F. H. Viant, C. W. Waite, Tom Anderson, James Sheasaine, David Barrie, A. G. Ellet, J. W. Brabook, J. B. Ruggin, Chicago; E. Ehrman, J. K. Longnecker, J. W. Sargeant, J. E. Meyse, St. Joseph; A. A. Weigert, A. M. Burns, E. J. O'Bryan, J. N. Miles, H. H. Bainbring, George Mitchel, N. R.

H. Bainbridge, J. Gould, New York; J. K. Fleming, George Mitchel, N. B. Lomis, J. B. Paterson, Omaha; J. M. Burkley, Kansas City; F. P. Tranger, Jamestown; H. A. Moore, Cincinnati; J. W. Robinson, Minneapolis; W. Hamson Floyd, Indianapolis; D. M. Gregory, Kankakee; J. A. Nunne, Lebanon; H. Clifton, Lowell; J. Marshal, Louisville; Nat Jackson, Philadelphia; A. Oppenheimer, Rocnester: delphia; A. Oppenheimer, Rocnester; Paul Matson, Des Moines; G. J. Bird,

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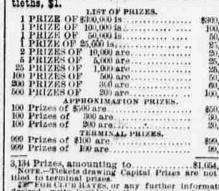
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