

THE COMMERCIAL TRAVELER.

The Flying Dutchman's Experience As a Musical Director.

SHORT BIOGRAPHICAL SKETCHES

Complaint of One Who Could Not Make Trains—Origin and Growth of the System—Samples From the Grips.

Send In Your Stories.

The commercial travelers of this state have shown their appreciation of THE BEE's efforts to afford them every Monday intelligence peculiarly interesting and instructive to the craft. They have contributed to our columns freely in the past, and during March more communications have been received for our commercial travelers' department than ever before in a given time.

A thousand-mile ticket will be presented, under above conditions, to the commercial traveler who shall be first to contribute 6,000 words worthy of being printed in THE BEE. He can count only that which appears in print. Don't be afraid that your communications will not be acceptable.

The Traveler.

The following is taken from a very interesting article in the Western Merchant:

The merchants of this country, vigorous and wide awake in everything else that pertained to the advance of commerce were slow to appreciate the advantages of the English system. They feared the misuse of the power with which each representative must be endowed, and thought it preferable to cling to the old system which made it necessary for the country merchant to visit the business centers in person.

But with the growth of competition it became necessary to devise some means, other than good stock and low prices to bring customers to the store, after they had reached the city, and the result of this necessity was the "drummer."

A railway official, when spoken to by a reporter, said: "There is only one freight train in each direction on the Holdrege branch that does not carry passengers. They are only scheduled to stop at meeting points on other trains, hence the rule in force that no passengers will be carried. As I understand it, the complaint is a little off. On Friday, the 22d, a man could have left Eustis at 7 a. m., arrived at Bertrand at 6:45 a. m., left Bertrand at 7:30 a. m., arrived at Elwood at 2:30 p. m., left Elwood at 9:35 p. m. and arrived at Holdrege at 10:30 p. m. This is pretty fair service, it strikes me, where the local business is so slim."

George Rudlo started yesterday on the road for James S. Kirk & Co., the largest soap house in the world. Rudlo is well known throughout his territory, Iowa and Nebraska, having spent six years with Lantz Bros. & Co., of Buffalo, N. Y. In this territory his smiling countenance will meet a warm reception not alone with the trade, but with "the boys" in general who know him. George is liberal. He spent about 20 cents a year for cigars when on the road before and charged it up as "bus fare," consequently his popularity had no limit. If any of the merchants around Lincoln to-day think they are a cyclone coming, they don't need to be alarmed, as it will only be George coming into their store in his quiet way.

the war, soon became the pioneer and the leader in the extension and advancement of business. Practically the commercial traveler in this country is the offspring of the war. Their wonderful growth in numbers, power and influence during the last twenty years is known to every one. The census return of 1860 makes no mention of them; the return of 1870 gives their number between 5,000 and 10,000. To-day they are a vast army numbering one hundred thousand. What will they be in another decade?

Twenty-four Years Ago. The "Flying Dutchman" writes: "The war had closed in the spring of 1855, and as the boys came marching home all of them were forming plans in their mind as to what next would be their mode of earning a living. When the writer landed in St. Louis, Mo., he was not long in finding employment, and his experience will be the subject of this letter."

"On the hurricane deck of a mule from St. Louis, Mo., to Shrievsport, La.,—southwest Missouri and Arkansas had all been torn up by the war; there were no railroads, and stage lines were a slow, hard way to travel, but a good, sure-footed mule, a pair of saddle bags, one change of underwear, two flannel shirts, a Mackintosh water-proof overcoat, a suit of tailor-made corduroy and two fine navy six pistols with a package of business cards as my outfit—my start was as a hawker and peddler, and I met with fair success at Rolla, Springfield and Bentonville. On my arrival at Fayetteville, Ark., one of the dealers in my line informed me the boys of the town were getting up a concert for the purpose of buying instruments to form a brass band and said: "If you would only volunteer to help them you do not know what a feather it would be in your cap."

"I said, "Mr. T., you are a musician, but if I could do them any favor by singing some comic Dutch songs you can count me in." As soon as he had my consent he posted off and informed the town boys that he had captured a traveling salesman to help them out, and that he had engaged with W. L. Parrotte & Co., the wholesale hatters, as stock keeper, and later had charge of the city trade for three years. Last year Billy made his mark on the map, and was glad to inform the boys that Billy is now one of them, having proved beyond all doubt that he is the right man in the right place. Billy has four very handsome sons, of whom the very proudest and his fatherly heart often yearns toward Chicago, where they are staying with their grandpa. He lost his wife in January, 1887. Mr. Bryant's friends feel very proud of the way he has pushed himself to the front. In case any of the boys do not know Billy Bryant, he is the one all the boys on the Fremont, Elkhorn & Missouri Valley railway know as Mary, he having been dubbed the lady of the line on account of his being such an old-fashioned talker for one of his age. But Billy has lived a wonderfully long time in a very few years."

The body is more susceptible to be fit from Hood's Sarsaparilla now than at any other season. Therefore take it now.

HEADSMAN CLARKSON.

Civil Service as She is Understood by the People. Congressman Dorsey of Nebraska, walked into the office of First Assistant Postmaster General Clarkson bright and early this Monday morning says a Washington dispatch to the Globe-tribune, and laid down a bundle of papers.

"What is that?" asked the First Assistant Postmaster General in a suspicious tone. "A list of fourth-class postmasters I wish you would have appointed right away," replied the congressman, with a fine sample of Nebraska confidence.

Colonel Clarkson looked at the papers and then at the congressman's bland countenance, and said: "Dorsey," said he, "did the demagogues you want turned out succeed republicans who were removed for their politics?" "O, Lordy!" replied the congressman, "I can't tell you anything about that. All I know is the ones to be removed now are democrats and they are good republicans to take their places. I've got 713 of them altogether. Here are twenty-five names. I'll have a hundred ready for you in a week."

Mr. Ed. J. Roe with W. L. Parrotte & Co., is deserving of special mention in these columns. Ed as he is familiarly known, has represented the hat industry in Nebraska ten years. Mr. Roe was born in Montreal, Canada, January 10, 1861. Four years later his parents moved to Princeton, Ill., where he attended school until the age of seventeen; he then left home to seek his own fortunes. This was due to the very strong influence brought upon him by his mother and father who wanted him to attend the university of Notre Dame, Indiana, and study for the priesthood. But he said no, and left home for the west, going to Davenport and Dubuque, Iowa, where he played base ball. He afterwards served a short apprenticeship in the grocery business with A. T. Weatherash & Son, Waterloo, Iowa. In the fall of 1875 he moved to Cedar Rapids, Iowa, and entered the hat house of H. B. Tomlinson as shipping

clerk, this position he did not hold long, as the eagle eye of Mr. Tomlinson soon discovered that Ed's forte was selling goods, and the following spring he was promoted to the position of the Grip" and assigned to the state of Nebraska for his home. This position he filled with wonderful success until the fall of 1884, when he came to Omaha, and signed a contract with the well known house of W. L. Parrotte & Co., where he expects to remain. In September, 1885, Mr. Roe was married to Miss Graham, daughter of Colonel Graham, of Iowa City, Ia. He is now the proud father of two very handsome and lovable children, a boy and a girl. Mr. Roe knows every foot of the state of Nebraska, and is well and popularly known by every merchant, man, woman and child in the towns visited by him.

Mr. C. Bryant was born in Bristol, England, January 18, 1860. When he was six years old his parents moved to the country, taking the boys to Chicago. At that age, when most children should be in their dresses, Billy was put in a pair of pants and turned out on the streets of Chicago, to rustle selling papers, blacking boots or earning a cent in the various ways known to the street gamins. Billy followed this occupation before and after school until the age of eleven, when he entered the dry goods house of Carson, Fyell, Scott & Co. as a boy. During two years at that Billy turned his attention to finding something better. He finally engaged with Edison, Keith & Co. as errand boy, and here is Billy's advent into the hat and cap trade, which he still clings to. It did not take long for this ever alert and wonderfully bright boy to show his new employer of what kind of material he was made, and they soon advanced him to order hats, a very responsible position, and especially for one young man. At the age of seventeen he was given entire charge of the stock, which position he filled to the entire satisfaction of all concerned until September, 1883, when he was dismissed with a very violent and severe attack of Omaha fever. His not over strong constitution succumbed to the charms and inducements Omaha held out to young men. Billy says that at that time every man, woman and child in Chicago wanted to come to Omaha with him. His description is heart rending of how they all went down to the depot with him to see him off. How some cried and some laughed, how they waved their handkerchiefs, and a very few who were too full for utterance, "I mean their hearts," looked sad and lonely, and wished him God speed, and told him how much they loved and admired him. Landing in Omaha, Billy engaged with W. L. Parrotte & Co., the wholesale hatters, as stock keeper, and later had charge of the city trade for three years. Last year Billy made his mark on the map, and was glad to inform the boys that Billy is now one of them, having proved beyond all doubt that he is the right man in the right place. Billy has four very handsome sons, of whom the very proudest and his fatherly heart often yearns toward Chicago, where they are staying with their grandpa. He lost his wife in January, 1887. Mr. Bryant's friends feel very proud of the way he has pushed himself to the front. In case any of the boys do not know Billy Bryant, he is the one all the boys on the Fremont, Elkhorn & Missouri Valley railway know as Mary, he having been dubbed the lady of the line on account of his being such an old-fashioned talker for one of his age. But Billy has lived a wonderfully long time in a very few years."

THE LAST RITES.

The Funeral of Frank E. Drake Calls Many Hearts Together.

The remains of Frank E. Drake, the railway official who died at Kansas City Thursday evening, arrived in Omaha on a special train on the Missouri Pacific at 4 o'clock yesterday afternoon. The deceased had been rate clerk in the freight auditing department of the Union Pacific. He was married in this city to a Miss Kuhn about eleven years ago and resided here for several years. He was well and favorably known. He was a brother of Mrs. John Evans of this city, also of Mrs. C. M. Clark. He died at the age of thirty-eight, leaving a widow and one child. The special train included the private car of Vice-President Clark, in whose remains were conveyed. Upon arrival of the train at 4 o'clock fully 300 people had congregated about the depot. The funeral train steamed into the depot with the following on board and under the supervision of E. S. Jewett, general agent of the Missouri Pacific at Kansas City: Mrs. S. H. Clark and son, Hoxie, sister and nephew of the deceased; Mrs. F. E. Drake, widow of the deceased; G. N. Curtis, agent of the Union Pacific at Kansas City; G. K. Kall, contracting agent of the Union Pacific; George Marsh, general agent of the Union Pacific at Omaha; M. H. Chamberlain, contracting agent of the St. Louis & San Francisco; Paul P. Hanna, of the Bee line; H. H. Miller, contracting agent of the St. Louis; A. L. Hamilton, merchant; F. O. Cunningham, traffic manager eastern consignments of the Missouri Pacific; J. G. Sawyer, agent of the Missouri Pacific at Omaha; J. D. Druce, contracting agent of the Kansas City; Post-Scott & Gulf; J. G. Mitchell, agent of the Blue Line & Kansas southern; William New, master mechanic of the Missouri Pacific; George M. Drake, brother of the deceased; J. C. Sawyer, general agent of the Missouri Pacific at Omaha; J. W. Dorman, railroad editor of the Kansas City Star. At the depot the coach containing the remains was opened and a throng of friends gazed upon the remains of the deceased. The body was in a walnut casket heavily mounted with silver. On the lid rested a large festooned wreath of flowers; a wreath bearing the motto "A broken wheel," which was presented by the board of trade of Kansas City. The casket was placed in a hearse, and was represented by the railroad men of Kansas City. The funeral will be held at 10 o'clock. The following were the pall bearers: J. G. Mitchell, George Marsh, J. N. Watkins, G. W. Curtis, H. G. Hall and J. D. Druce. The funeral, which was held at 10 o'clock, was held at the First Presbyterian church of Omaha. The remains were followed by about thirty carriages crowded with friends. At the cemetery Rev. Harsha preached a short sermon.

Mr. Henry Valerius, of Harper, Keokuk county, Iowa, has found what he regards as a sure cure for rheumatism. He says: "In regard to Chamberlain's Rheumatism Remedy, I can say that it can be recommended with confidence, and that it has done more for me than any other medicine for rheumatism, of which I have been a great sufferer." Sold by all druggists.

PROSPECTS IN DAKOTA.

Prospecting the Election and Rejoicing Over Railroad Extension. YANKTON, April 6.—[Special to THE BEE.]—In conversation with General Hugh J. Campbell, yesterday, that gentleman expressed the opinion that the Sioux Falls constitution will be adopted by at least three to one the election next month.

Judge Edgerton, who has here this week, expressed the same opinion, and he has been making some addresses to the people on the subject. Governor Mellette, Kanouse, Gamble, of Yankton, Pettigrew, of Sioux Falls, and the friends of the constitution, are all at that end, and the farmers' alliance organization formally declared in favor of its adoption at their meeting at Huron, so it may be deemed that the constitution will be adopted by a large majority. This done, the constitution, in the new form, will be submitted for final adoption, with the proposed amendment at the election in October.

Chief Justice Tripp, now holding court here, will go to the next week to aid in the organization, and the preparation for the election, and the proclamation will be issued by or before the 14th inst. The extension of the railroad to Yankton and suburban vacant property has changed hands here in the last ten days, and active preparations are being made for the extension of the railroad to Yankton, and both are expected to be completed by the 15th inst. The superintendent of the Nebraska division of the Omaha road has received instructions to fill the gap between Hartington, Neb., and Yankton, and to have a transfer boat at Yankton and direct communication with Omaha.

Grass, garden and field seeds. Wm. Sievers & Co., 16th and California.

Mrs. Martha Winkley of Sullivan county, Tennessee, celebrated her one hundred and thirtieth birthday January 18th, 1889. Her husband committed suicide at the advanced age of ninety-eight some years since, but the old lady never married again.

On the Lookout.—Did you ever look earnestly for that you did not wish to find? Did you ever get through the spring months without sickness? Perhaps a mere ache—a headache, a backache, a rheumatic ache; possibly a general sense of poor health; a weak, languid, nerveless, lifeless feeling. It's not to be wondered at. All winter you have breathed the poisonous gases thrown off by furnaces and stoves, in tightly closed houses. You have eaten hearty food, with perhaps, little out-door exercise. Spring's variable weather adds the finishing touch and you need medicine.

You need Paine's Celery Compound. It will purify your blood, stimulate your liver, strengthen your nerves, and regulate kidneys and bowels. Giving health to every organ, it is the medicine you need this spring, when every part of the body is weak and debilitated.

At Druggists, \$1.00 per bottle. Six for \$5.00. WELLS, Bigelow & Co., 16th and Broadway, N. Y.

WE ARE GRAD

We went into the shoe business, not only for the money there is in it but because the success which attended the opening of this department has again demonstrated what confidence the people have in us. Many of the customers told us that they waited for our opening though they needed shoes badly. They knew they could save money and they were not disappointed. Never was there a nicer nor a cleaner stock of Men's Shoes placed upon the market, and never were such honest and trusty shoes offered at such figures. And the way we warrant our better grades of shoes has somewhat startled the shoe dealers. That is a guarantee which means something and which protects the customer.

Our stock comprises all grades. We have good strong shoes, made of good leather, at \$1.25, up to the very finest grade of French calf, genuine hand-sewed. The later we offer at \$5.50. Many shoes are called "hand-sewed" now-a-days, but our \$5.50 shoe is really sewed and stitched by hand and is as good a shoe as any for which fine shoe stores ask you \$8.

Our spring stock of Underwear, Hosiery and other Men's Furnishings, is now on sale at our well known low prices. Our display of Neckwear is the largest and finest in town and we show novelties not to be found elsewhere at our figures. Among other bargains we offer this week:

100 dozen fine Silk Scarfs, in very pretty and novel shades at 15c each, and 75 dozen elegant Four-in-Hands in the very latest patterns, at 25c each. Fine furnishing houses charge for the same goods 50c and 75c.

In our Collar and Cuff Department we will offer something this season that was never heard of before. A genuine Linen Collar, standing and turn-down, at 5c each, and genuine Linen Cuffs at 10c a pair. This is no job lot, but regular goods, new styles and warranted pure linen. We shall sell them all through the season for the price. The very finest of collars made by the best manufacturers which other houses dare not sell for less than 25c, we offer at 15c; cuffs, 25c.

Nebraska Clothing Company

Corner Douglas and Fourteenth Streets, Omaha.

THE RAILWAY TIME TABLES.

Table with columns for Union Pacific, C. & N.W. R.R., Missouri Pacific, Burlington Route, Chicago & North Western, Des Moines Accommodated, Night Express, Sioux City & Pacific, Wabash Western, and C. St. P. M. & O. Includes departure and arrival times for various routes.

SUBURBAN TRAINS.

Table showing Westward and Eastward suburban train schedules between Omaha and Bluffs and Albia. Includes columns for Omaha, Bluffs, and Albia with departure and arrival times.

PROPOSALS FOR INDIAN SUPPLIES AND TRANSPORTATION.

THE DEPARTMENT OF THE INTERIOR, Office of Indian Affairs, Washington, March 25, 1890. Proposals for Indian supplies, including flour, sugar, and other necessities, to be delivered to various Indian reservations in Nebraska, Kansas, and Oklahoma.

Health is Wealth. Advertisement for Dr. E. C. West's Nerve and Brain Treatment, featuring an illustration of a man's head and the text 'THE SCIENCE OF LIFE'.

EXHAUSTED VITALITY. A Great Medical Work for Young and Middle-Aged Men. Advertisement for a medical treatment for vitality, featuring an illustration of a man's head.

Steck Piano. Remarkable for powerful sympathetic tone, pliable action and absolute durability. Advertisement for Steck Pianos, featuring an illustration of a piano.

WOODBRIDGE BROS. TO WEAK MEN. Suffering from the effects of youthful errors, early decay, nervous debility, etc. Advertisement for Woodbridge Bros. medicine, featuring an illustration of a man's head.

THE "LION" High Pressure Hose. The Best is the Cheapest. FOR SALE BY THE Following Companies: Hussey & Day Co., M. A. Roe, Graham Park, J. J. Haulgan, J. L. Welshans, J. H. Barnacle, S. I. Morrison, Rose & Balfour, and All leading plumbers throughout the west. Advertisement for high pressure hoses, featuring an illustration of a hose.