

THE COMMERCIAL TRAVELER.

News and Gossip from the Western Knights of the Grip.

REMARKABLE STORM STORIES.

A Remarkable Argument in Favor of Religion—A Hustling Defaulter—Traveling Men's Outing—The Art of Selling.

Storm Stories. Merchants traveling: "I have seen some pretty hard storms in my travels," remarked a commercial tourist, as he sat chatting in the hotel office with several co-laborers in the field of commerce.

That's as bad as a tornado that I struck while I was riding on horseback. The boat went up in the air as if he had wings, and wasn't two minutes before I cleared eight miles.

What's the worst storm you ever saw, Billy? and the first speaker of a member of the group who had listened in silence.

"Oh, I never was in a big storm yet—but."

"But what?" "My wife's mother is coming to live at our house next week."

Unlucky. "I think I am the unluckiest man that ever lived," remarked a traveling man to a friend.

"You're not as unlucky as I am. I'm positively glad that I wasn't born with a silver spoon in my mouth."

"Because I feel certain that it would have strangled me."

Just Out. American Commercial Traveler: "This is the very worst house I ever put up at!" exclaimed a well-dressed C. T. in the lobby of a western hotel.

"What's the matter?" "Questioned an old-timo C. T. standing near. "Beds bad!"

"No; beds are all right."

"Poor table!" "I am well enough satisfied with that, too."

"You're not up to the mark, eh?" "Nothing to complain of on that score."

"Overhearing clerks, no doubt!" "On the contrary, all pleasant and obliging."

No; on the contrary, charges very reasonable."

"For heaven's sake, of what, then, do you complain?" "Everything in general. Don't you see that this is my first trip?"

The old C. T. saw the point, set up the cigars, and thought a deep think.

A Startling Argument. The American Commercial Traveler presents the following dollars-and-cents argument in favor of religion. How would it sound in the mouth of a clergyman?

It is surprising how little the commercial traveler and merchant know of each other outside of their business relations. The following incident shows what can be gained by letting the merchant know that he is interested in other things as well as business.

The commercial traveler called on the merchant, who gave him a rather cool reception and informed him that there was nothing he wanted, as he had done many times before.

The commercial traveler was accustomed to that sentiment, so did not mind much about it. Being a religious man he attended prayer meeting that evening. After the meeting the very first man he met was the merchant, who took him by the hand and asked him if he was a Christian. The commercial traveler said he was. The merchant apologized for the way he had treated him that day, and asked him to call the next morning.

The commercial traveler called and was given a fine order, and from that time received all the merchant's orders in his line. It is not only in religious matters but also in secret organizations, such as Odd Fellows, Masons, etc. A merchant will naturally take an interest in places and societies where you, if he knows you are a member of a lodge or church of which he is also a member.

A Hustling Defaulter. A. G. Stickney, a Boston defaulter, lost no time after his arrival in Montreal, says the Merchant Traveler.

Like Amanda Ebert, he had an eye to business, and at once set about to secure a position.

He succeeded with a trading tobacco house now handling a crisp as "jolly drummer," and is building up a thriving business. The district over which he travels includes both Toronto and Montreal, and his firm say that he is already as keen and successful as any of the old salesmen in their employ.

Stickney, it will be remembered, quit Boston with a promise to pay the balance of his debts, and a large reward for him if caught in the states. This has led to several attempts to locate him in the United States. He is not one who has quietly given the laugh. Only a week ago at Kingston Stickney was introduced to a most agreeable gentleman, with whom he spent the greater part of a day. Among other things a boat ride was proposed. Stickney was about to accept the kind invitation, when he remembered that it was such a great distance to the American shore. He declined the invitation with a profusion of thanks.

An interesting friend was an American detective.

strained by politeness, will seldom listen to their habits, and they also read the kind of profanity, which really shocks many people.

WHEN TO STOP. Josh Hillings says: "When you strike it, stop boring. Many a man has bored clean thru and let the hammer out at the bottom."

GOOD HUMOR. Rothschild says: "My secret is to be cautious and bold; off-hand, and make a bargain at once," and he adds, "I can do what another man can't; I can make a man, and out of him, and I'm always in good humor."

LEVEL HEADS. The great majority of commercial travelers now on the road are, however, as correct in their habits as any of the best of us. They borrow no strength from whisky, they fight shy of loose women; they keep their heads level, and, as a rule, succeed better and last longer. Most people are so constituted that it is easier for them to abstain totally, than to be temperate in the use of stimulants. "One drink is too many, and two are not enough." A "nip" now and then, easily becomes a habit that leads on to an appetite, which grows with that it feeds upon and becomes the parent of other vices. To drink or not to drink? That's the question. And each must decide it for himself.

Samples. Denver Travelers are making great preparations for a 4th of July parade and expect to have about five hundred drummers in line. Japanese parasols and white, plus all sorts will be the regalia. What is the matter with Omaha?

The best customer is the one who knows what he wants and when he gets it buys no more.

It is poor policy to sell a merchant goods which you know he really does not need. Sell him that which he does need, and the report will be necessarily erroneous. It was learned last night that while the grievance committee of the Brotherhood of Locomotive Engineers and Firemen, and that the same was being made out all roads in the near future.

In this direction the work has been conducted with extreme secrecy, but when questioned concerning the matter a member of the Brotherhood committee said:

"Yes, we have done considerable toward federating the firemen and engineers within the past few weeks. The Burlington street and several other matters plainly demonstrated to our satisfaction that the order of engineers and firemen should be closer to each other. The reasons are plain—mutual protection. The successor to the engineer is the fireman. So closely are the two orders identified that to set them apart or maintain two independent orders necessarily weakens both factions. By combining, we add to our strength correspondingly."

"Will you include any other labor order, aside from the firemen and engineers?" "No. We will maintain our independence, one of firemen and one of engineers, who will act jointly on all matters affecting both classes. This will be formulated so as to consolidate both orders throughout the Union Pacific system."

"When and where will you hold a meeting for that purpose?" "We will meet in Omaha on smoothly we will meet in about six weeks, and the meeting will either be held at Omaha or Denver. The location has been talked over, and the major portion favor for federation are fully made but enough has transpired in this direction to warrant publicity."

"What prompted action in this direction?" "As I have said before, the union of the engineer is the fireman. There are hundreds of firemen on the Union Pacific at the present time that are capable to take charge of an engine. We must have their good will. On the other hand, the fireman may have a grievance, and without our support the redress would undoubtedly be slow in coming. An engineer can get along with a great fireman, but two experienced men can perform the labor more perfectly. Hence, you see that the firemen will be greatly benefited, as a body, by federating with the engineers. By combining, a safety guard is thrown about both orders. The grounds for consideration are very clear. We will not enlist any other order, as conductors, brakemen or switchmen might follow their vocation for a life time and would not have any knowledge of how to manage an engine."

"When was this issue first made?" "It has been under discussion since the leaving the track. It was 3 o'clock before the Burlington strike, but no definite action was taken until about three years ago, and the boys on the Union Pacific are the first to take the step. We are promoter of the firemen federating with the switchmen and brakemen. I think that inside of three months both orders will be federated by business and carriers. While as many men will endeavor to have all railway organizations as closely associated as fellow workmen should be, but the compact class will be the firemen and engineers."

"If this union is consummated, will you still be in the United States? Of course, we will endeavor to have all railway organizations as closely associated as fellow workmen should be, but the compact class will be the firemen and engineers."

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ANOTHER BIG FEDERATION.

Latest Move of the Union Pacific Engineers and Firemen.

COMBINING THE BROTHERHOODS

A Meeting of Delegates to Be Held Within the Next Few Weeks to Perfect the Necessary Arrangements.

Joining Issues. Up to a late hour last night the grievance committee of the Brotherhood of Locomotive Engineers had received no reply from President Adams in reference to their demands, save a telegram that arrived late on Saturday from Mr. Adams, stating that the facts in the case had not been fully laid before him by the management of the road. The committee has written to Mr. Adams explaining the situation in detail, and his reply is hourly expected.

(Concerning a dispatch sent out from Kansas City to the effect that the grievance committee of the southwestern branch of the Brotherhood was to meet in connection with the pending troubles, the members here stated that there was but one grievance committee of the Union Pacific; all the members of that committee were here, and the report was necessarily erroneous. It was learned last night that while the grievance committee of the Brotherhood of Locomotive Engineers was in session in connection with the Kansas Central deal, another move was being made which means the federation of the two Brotherhoods throughout the Union Pacific system.

The plan is to hold a meeting of delegates from the two Brotherhoods in Omaha, to be held within the next few weeks to perfect the necessary arrangements.

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THE SALE OF THE SEASON.

Our extraordinary sale of Summer Coats and Vests will be continued this week. This is beyond a doubt the most remarkable sale of the season, as the goods are almost slaughtered. We can unhesitatingly say that never before was such an opportunity offered to buy at one-half their value reasonable goods just at the time when you need them most.

Our 70c Coats and Vests are "all the rage." We have added this week several new patterns and you can choose now from six different styles, every one of them as neat and tasty a Coat and Vest as you ever bought for \$1.50.

Another Coat and Vest which excites the admiration of every customer is the fine Mohair at \$2. Such a Coat and Vest has never been offered for less than \$4.

In addition to these we have received during the past few days several lots of very fine grades of thin Coats and Vests. These are from the same purchase, but were delayed on the road through the Pennsylvania flood. We have marked these goods at correspondingly low prices and offer:

Several lots of very fine Pongee Silk Coats and Vests at \$3. These are garments for which other houses would charge \$6.

Extra fine Drap d'Ete Coats and Vests in four beautiful shades at \$3.75. These goods are the finest that can be had, are cut and made in the best of manner and fit el gantly. Fine clothing houses charge for same Coats and Vests about \$7.

One of our Douglas street windows is full of these goods and is just now the most attractive place in the city. In connection with the above we offer to-day:

200 very fine blue Serge Suits, elegantly trimmed and made, at \$8.90. We warrant this to be one of the finest Serges made and of fast color. We sold the same goods early in the season at \$12.50. This makes an elegant Summer Suit.

SUMMER NECKWEAR.

We are again on hand with the most complete line of Summer Neckwear ever shown. The fact that this Department is the largest of its kind in the city insures the largest choice of styles, while the values speak for themselves. Our customers will remember the extraordinary values we gave in this Department in former seasons. We can assure them that we will do still better this season. Our stock is larger, styles are nicer and prices still lower.

Nebraska Clothing Company

Corner Douglas and Fourteenth Streets, Omaha.

A Sure Cure

NO PAY. 20 to 60 DAYS. This is a disease which has heretofore baffled all Medical Science.

When Mercury, Iodide of Potassium, Sarsaparilla, or Hot Springs fail, we guarantee a cure. We have a Remedy, unknown to anyone in the West outside of our company, and one that has NEVER FAILED.

to cure the most obstinate cases. Ten days in recent cases does the work. It is the old chronic deep seated ones that we solicit. We have cured hundreds who have been abandoned by Physicians, and pronounced incurable, and we challenge the world to bring us a case that we will not cure in less than sixty days.

Since the history of medicine a true specific for syphilis has been sought for but never found.

MAGIC REMEDY was discovered, and we are justified in saying it is the only remedy in the world that will positively cure, because the latest Medical Weekly, published by the best known authorities, say there was never a true specific before. Our remedy will cure when every other fails.

Why waste your time and money with failed remedies that never do any good? Why not try this medicine? It is a true specific for syphilis, and we challenge the world to bring us a case that we will not cure in less than sixty days.

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