

## THE COMMERCIAL TRAVELER

How He Fares in Omaha's Tributary Territory.

THE PART HE PLAYS IN BOSTON.

Tourists Who Sundayed in Omaha—Caught on the Fly—Preparations for Drummers' Day in Merchants' Week.

**"Der Drummer."**Who puts up at der pest hotel,  
Und takes his oysters out der shell,  
Und mit der frauleins cuts a schwel!

Der drummer.

Who says it comes indo mein schtore,  
Drows down his pundles der vlor,  
Und nefer schtosps to shut der door!  
Der drummer.Who dakes me per hand und say:  
"Hans Pfeiffer, who was to day?"  
Und goes for poesess rightoway!

Der drummer.

Who shpeads his samples in a trice,  
Und deils me "look und see how nice,"  
Und says i gets "der bottom price!"

Der drummer.

Who says der tings was eggstra vine—  
"Vrom Sharmany, upon der Rhine!"  
Und sheats me den dimes out of alme!

Der drummer.

Who tells how sheep der goats was bought  
Mooch less as vak I could import,  
But lets dem go as he was "short!"

Der drummer.

Who varalls all der goats to suit  
Der gustomers upon his route,  
Und ven dygomes dyg was no goot!

Der drummer.

Who goes around ven I been out,  
Drunks mein bier und eats mein kraut  
Und kiss Katina in der mout!

Der drummer.

Who ven he gomes again dia vy,  
Will hear vort Pfeiffer has to say,  
Und mit a plack eye goes away!

Der drummer.

The part which the drummer plays in the drama of commercial life in Boston is a most important and interesting one, says the Globe.

Important it is because in various parts of this country and of the old world he is at the time making the good or evil reputation of the merchants of the city.

Interesting it is because it is not common-place.

The 20,000 commercial travelers that radiate from the hub of the universe to every land and nation beneath the sun where men and women have the wants and needs of civilized human beings, lead a life that is much different in its daily course from one that is pursued in a humdrum sort of way by the rank and file of society's population.

**"Der drummer"** is literally a man who knows not where the night that follows each day will overtake him.

When he retires to rest one evening, for some may favor him with a soft cushion in a sumptuously furnished room. The next night he may sleep upon a mattress of stony hardness.

Out on the road with his heavy trunks and gripsacks, he is the true home of life for the boyish lad, who can exercise his limbs as little physical exertion as possible. In the cars on his travels, he is the bon companion of the lonely journeyer, whether man or woman. Especially does he make himself interesting, and find many a welcome if he appears on the rail is of the latter sex. His accommodating manner to the lady travelers will lead him to give up for their benefit his seat, his newspaper, his berth, his place in the dining car.

The drummer is a cosmopolite. He has been everywhere, and he has the graceful, easy air and knowledge of men and things that are essential parts of the make-up of the man of the world.

He is the hotel man's best patron and friend. The bedridden clerk of the city hostelry and the man of many duties who presides over the register and makes the fires in the country inns, put on their most gaudy attire, with which he is seen looking up in the distance. He carries with him on all occasions, a stock of stories and of good humor that is inexhaustible.

The impudent hotel waiter loves him, and cares for him like a brother, in obscure corners, for tips that are frequent and liberal.

Apparently the drummer's life is an exclusively happy, easy, and pleasant one. Literally he lives in the best hotel, and always sleeps on the shelf, and perhaps in a little happy-go-lucky way with the frauleins, cuts something of a swell.

He always has the best and most desirable seat in the parlor car, and he has knock of company up to twelve hours a day, so that it is to travel at night is to depart and after half a dozen other passengers have begged and beseeched for a center lower berth in the sleeping car, of walking right into the room, and getting a berth.

He is always polite, and he always has the very best that the market affords in every line. Nobody ever undertakes to impose upon him, and he bows to no one but the customer with a smile.

Then add to the vim and dash of his ever-varying and changing career, the romance, the poetry, the wonderful scenes of the road; why should he not be happy?

**The Difference.**

Speaking of the points of difference in salesmen, P. Gadd said:

One introduces himself as the representative of a house; his address is respectful and pleasant, and the merchant glances over his samples and listens to his arguments respecting styles, qualities and prices, and forward in the sale. The other comes from a manifest handfull of self interest, and desirous to effect a sale. At length the merchant says, "I intended to make your acquaintance, but trade is dull and collections slow, and I don't feel like buying to-day. I will keep your card, and when you are in town again, drop in and we may give you an order."

The next day, perhaps, another salesman calls with similar goods and prices. But, somehow, he gets nearer to the merchant. His talk is quiet, and seems well-tempered. He seems to enter into the practical spirit of the merchant's business, to realize his hopes and his struggles, and to appreciate his prudence. He touches upon every point, until the merchant must be bought or they can not be sold; yet he does not try to sell him more than he thinks is prudent for him to buy. In short, his suggestions and recommendations are based upon the welfare of the man he is dealing with. He aims to do as he would be done by, and shows it. The result is, he goes away with an order and leaves behind him a customer and a friend. In such things lie the differences in salesmen, both in the wholesale and retail trade.

**Ten Years on the Road.**

W. H. Paddock, the corpulent representative of Fitch &amp; Howland, wholesale grocers, Chicago, has been "making" Omaha for twenty years and is not an old man either. He was at the Millard yesterday, where a B&amp;B reporter had an interesting chat with him. The conversation was opened by Mr. Paddock, saying that business generally is better this year than last, and merchants everywhere are doing well. His talk is quiet, and seems well-tempered. He seems to enter into the practical spirit of the merchant's business, to realize his hopes and his struggles, and to appreciate his prudence. He touches upon every point, until the merchant must be bought or they can not be sold; yet he does not try to sell him more than he thinks is prudent for him to buy. In short, his suggestions and recommendations are based upon the welfare of the man he is dealing with. He aims to do as he would be done by, and shows it. The result is, he goes away with an order and leaves behind him a customer and a friend. In such things lie the differences in salesmen, both in the wholesale and retail trade.

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**Just now the trade, according to Mr. Paddock, is considerably disturbed on account of unreliability in the coffee and sugar markets.**

## THE GROWTH OF ALFALFA.

Its Introduction Into This Country Thirty-five Years Ago.

## CUTTING AND CURING THE CROP.

How It Succeeds as a Renovator of Worn-Out Soils—Its Composition as Shown by Chemical Analysis.

## The Value of Alfalfa.

The state agricultural college of Colorado, situated at Fort Collins, has just issued a pamphlet on alfalfa, its growth, composition, digestibility, etc. The pamphlet will prove very valuable to those interested in the subject. It says:

The perennial plant known and called alfalfa by the Spanish, and by the French, lucerne, has been grown extensively and for many years in the southwest, under the name of chilian, or California clover.

The Romans brought it from Media 470, B. C., hence its generic name.

It was introduced into Mexico in the time of the conquest; thence into South America, and from Chili into California in 1854, where it has been grown more successfully and in greater quantities than elsewhere. It found its way into Colorado early in the sixties, having been raised for the first time in the state in the Platte valley, near Denver.

The boys were not blamed in the matter of raising alfalfa, but for cutting them down to breakfast. If any of them went to church they did so without Ira Higbee's consent, which is positively against the rules.

G. E. Augier of Kansas, has just been raised for the first time in the state. The Romans brought it from Media 470, B. C., hence its generic name.

The proportion of ash ingredients in the plant is variable within a limited range, such variation being due to various circumstances, as the green or ripened condition of growth, the different parts of the plant taken, the soil on which the plant has been grown, the species of plant and its treatment and culture.

The question is often asked, at what period of its growth should grass be cut for hay? The albuminoids being the most desirable part of the plant, the greater the per cent of albuminoids, other things being equal, the more nutritious the grass.

The albuminoids decrease as the grass matures, but on the other hand the amount of dry hay increases with age, the crude fiber increases with the age of the plant. The analyses show that about the time of bloom, or a little later, is the most economical time to cut grass for hay. That alfalfa is no exception to the rule, is shown by numerous analyses of forage plants made by the department of agriculture.

A full comparison of alfalfa with other forage plants and foodstuffs involves a consideration of two factors—the yield per acre and the ease with which each can be cultivated.

In the first place, alfalfa stands prominent, as with its three and four foot stalks, it is an easy task to average five or six tons per acre.

The second place, alfalfa has been realized in exceptional cases.

In the second place, alfalfa is an easy plant to cultivate when once started, and even in the beginning, is not more difficult to start than other small-seeded plants, as red clover and the grasses.

When a stand has been secured, with ordinary care it does not kill by freezing or other hardship, provided it is irrigated in fall and reasonably early in the spring. This being the case, all day when an average alfalfa has over twice as much fresh and green while all other plants dry up and die around it.

It is the most tenacious of all forage plants, enduring more harsh treatment, more dry weather, heat and cold, after making a stand, than any of the others. It is, indeed, a "child of the sun," defying the hottest suns, the driest soils and the greatest variations of temperature; in fact, it keeps fresh and green while all other plants dry up and die around it.

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