

THE COMMERCIAL TRAVELER.

Something Interesting and Entertaining For and Regarding Him.

A LIVELY MISSOURI ROMANCE.

How George Nixon Wood and Won His Wife—A Home that is Badly Needed—Dawson Mayer's Lecture—Notes.

How He Got His Wife.

George Nixon is the young, jolly, good-natured prince of good fellows who represents Hood, Bonbright & Co., of Philadelphia, in this section of country. George is married and with his courtship is connected a story.

The affair happened in Missouri about two years ago, and although George's methods may not have been exactly fair and proper, any one who has seen Mrs. Nixon will readily admit that to win such a wife he would have been justified in resorting to almost any plan, even to the extent of kidnapping.

Mrs. Nixon before marriage lived in Trenton, Mo., where her father kept a store. To Trenton George was wont to go to sell goods and the old man was one of his best customers.

While trying to induce the old gentleman to purchase a carload or two of dress goods when he only wanted a case or two George met his present wife.

She was, and is yet, a divinity for that matter. The affair happened in Missouri about two years ago, and although George's methods may not have been exactly fair and proper, any one who has seen Mrs. Nixon will readily admit that to win such a wife he would have been justified in resorting to almost any plan, even to the extent of kidnapping.

Finally one summer evening George concluded to try his luck, as it were, on the most approved Philadelphia fashion, proposed. To his infinite surprise and mortification she unflinchingly rejected him. Said she she didn't love him, didn't want to marry him and that he was not her kind of a fellow; in fact, gave him what is termed the laugh.

George was all broke up and when he dropped down to the store to bid her father good-by the old chap noticed something wrong and inquired why she was the matter. Nixon told him "Oh, that's it. Well, now see here, Blanche never did know what she wanted, and I expect she never will. But you brace up, young man, brace up. Don't let her get your mind in a tangle. Come just as often as ever. She'll change her mind before long. I'll bet."

He returned in about the usual time, the same old George, gay as ever. Not by any means as usual, but with a new feeling. Instead of paying as much attention to Blanche as formerly, he kept away as much as possible.

And his scheme worked well, for the girl was much pleased by his change of manner towards her. Blanche had a mania for fishing, and a little lake outside Wenton, which abounded in croppies, bass and perch, was one of her favorite resorts. It was there that George captured her.

things; he said that when one takes into consideration all that has been done by him, the traveling man deserves to be distinguished by the diplomatic, high sounding title of commercial ambassador. In New York and Brooklyn, he continued, there are 35,000 traveling men, in Philadelphia and Pennsylvania, 30,000; Boston, 25,000; Chicago, 25,000; St. Louis, 20,000; Baltimore, 30,000, and in Pittsburg, 50,000. More than a quarter of a million men in America earn their living by selling goods on the road.

The traveling men to-day are handicapped by having a tax levied upon them. Several southern states charge \$100 a year for a man to sell goods on the road. A bill introduced into congress did away with this in some states. A pamphlet is soon to be issued on merchants asking them to examine the various taxes levied on traveling men and consult with their congressmen regarding them.

In France the commercial traveler is usually from personal observation, calls on his customer in patent leather shoes, kids, carrying a cane, and having a uniformed porter to carry and unpack his grip or trunk. When they call on a customer, which is not infrequently the form in line and take their turn, for many of them are almost continually calling at the same time. In France the traveling man is treated like a prince. In Germany, also, every traveling man is accompanied by a porter. The traveling man in England is more erudite in his attire and habits, and yet, although he hasn't so much polish, he gets there just the same. He spends his leisure time in coffee rooms, smoking his pipe and playing chess.

There are a few ladies on the road, but the speaker thought that if he were a woman he should never follow the life. He had met one lady who told him she had sold \$17,000 worth of ladies' children's knit goods in 1887. She is now with Wanamaker and desires to join the Traveling Men's association, but the prospects of her being able to do so now seems a little dubious, notwithstanding there is nothing in the constitution preventing ladies from joining.

Speaking of the Traveling Men's Protective association and its present condition, Mr. Mayer said that it was in a very bad way, but the organization is not better sustained. In 1872 it had a membership of 25,000, while now it has but 8,000. He forcibly illustrated how the traveling men were losing by their indifference to the organization by saying that while vice president he called on the general passenger agent of one of the most prominent roads to secure a special rate on excess baggage.

"How many traveling men are there in the United States?" asked the official. "Two hundred thousand," was the reply. "How many have you in your association?" "About twenty thousand." "Well," exclaimed the railroad man, with significant emphasis, "it seems that your association represents representatives of the traveling men, and I can give you no encouragement whatever. When you have 50,000 members come and see me."

A New Project. The progress of commerce in the United States during the last decade has been more marked than at any other period of American history, and the important mission now being fulfilled by the representatives of South and Central America in hearty co-operation with this government makes one ponder for a moment on what the destiny of this continent will be in the next ten years.

The great inward motor of so many monumental business houses throughout the land is the commercial traveler. It is to him the many firms distributed from the Atlantic to the Pacific and from Winnipeg to the Rio Grande look for the introduction and sale of their multitudinous fabrics, farming implements, novelties and luxuries of life, the imported as well as those produced at home. He is the hub, figuratively speaking, around which the wheel of commerce revolves.

The subject therefore soon to be presented to the commercial traveler, and considered by the merchants of the United States, is the important one of establishing a national institution which shall have for its object the training and maintenance of the traveling men. It is a noble and important one, and one that is of the greatest importance in this country.

Without a doubt it is well worthy of careful consideration, and although never brought to the attention of the commercial travelers to consider, they will use their own reason to thoroughly understand its importance and feasibility. Who will agitate the issue?

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The traveling men are very anxious to have the railroads arrange a time table that will give better satisfaction between Omaha and Sioux City. Owing to poor connections with the Chicago and North Western, and the Chicago and Great Northern, and the Chicago and Missouri Pacific, delays of an hour or more each way not only cause much annoyance, but a loss of time that could be utilized to good advantage among merchants in both the towns.

The Sunday Guests. At the Millard—Francis Smart, Denver; C. W. Hatch, Boston; J. Goldsmith, St. Louis; W. B. Sharp, Chicago; G. F. Shepley, Boston; M. N. Davis, Cincinnati; T. R. Kyle, Milwaukee; William Rood, Binghamton, N. Y.; J. S. Weiler, New York; O. M. Hunter, Chicago; H. K. Baker, Boston; Jan Pascual, New York; Fred Ford, New York; W. A. Brown, Denver; M. H. Faber, Baltimore; Albert Kahn, New York; F. C. Taltot, Chicago; Sidney Reicher, New York; Henry Habn, Louisville; L. C. Stewart, Philadelphia; H. Hunt, Chicago; S. B. Allison, Chicago; J. E. Davis, Chicago; J. W. Prising, Chicago; P. B. Syders, Indianapolis; A. J. Baum, New York; L. H. Kenagy, New York; L. Maxwell, Osceola; S. G. Alexander, New York; A. W. Butts, Chicago; Jefferys Wyman, Boston; George H. White, Boston; John Clark, Philadelphia; E. Morse, Elgin, Ill.; George P. Wilson, Newport, Ky.; H. Upton, Chicago; J. H. Felt, Chicago; New York; J. F. Wheelwright, Chicago; W. N. Hunter, St. Louis; J. B. Chingerman, Springfield, O.; G. H. Brown, Boston; J. A. Reed, Chicago; J. C. Achterman, New York; Lewis H. Mayer, New York; H. Underhill, Denver; E. M. Shafer, New York; John O'Keefe, Kansas City; Joseph Erwin, Kansas City; Charles H. Smith, New York; G. R. Skinner, Chicago; S. H. Williams, Philadelphia; Frank Ambridge, Cincinnati; D. Mory, New York; W. J. Carson, Chicago; G. H. Simons, New York; Charles W. Wright, Chicago; C. A. Keefe, Chicago; M. Lehman, New York; T. L. Joy, Chicago; B. H. Hays, New York; Max Strauss, Chicago; F. H. Lenley, New York.

At the Barker—E. C. Campbell, St. Louis; J. H. Alexander, Racine, Wis.; L. O. Wood, Chicago; E. H. Watkins, Philadelphia; J. C. Smith, St. Louis; Williams, Minn.; John S. Taylor, Des Moines; A. W. Crans, Davenport; William H. Gambol, Chicago; D. M. Ure, Alleghany City, Pa.; D. H. Reynolds, Chicago; F. B. Anderson, Cleveland; H. A. Frazier, St. Louis; W. J. Brown, Sioux City; Hugh Fulton, Grand Island; J. M. Sellhorn, Boone, Pa.; B. L. Kelley, Cleveland, O.; W. S. McKenzie, Boston; E. Ludlow, Monroe, Wis.; J. N. Misk, Baltimore.

At the Windsor—Arch Hoxie, Achenich; H. Vandocor, Leavenworth; Thomas D. Connor, Minneapolis; M. B. Brost, Lincoln; Theodore Ponsar, Tallmadge; J. R. May, Charlotte, Mich.; D. N. Houmell, Cleveland; S. A. Lyons, Avoca, Ia.; F. B. Barr, Detroit; C. S. Eastman, Cincinnati; O. J. McLaughlin, Cedar Rapids, Ia.; W. H. Love, Davenport; Charles Bonnet, Quincy, Ill.; Frank P. Lawrence, Lincoln; J. P. McGraw, York; M. Michelson, Grand Island; N. Lehman, Chicago; W. S. McGee, Des Moines; E. H. Harvey, Douglas, Wyo.; C. W. Meade, Louisville, Ky.; A. Boesworth, Chicago; J. L. Spencer, Minneapolis.

THE LIVING MICROSCOPE. An English Youth Who Has Made Wonderful Powers of Vision. John Thomas Heslop, of Birmingham, England, is a lad whose powers of vision are so great that he is being considered by the merchants of the United States, is the important one of establishing a national institution which shall have for its object the training and maintenance of the traveling men. It is a noble and important one, and one that is of the greatest importance in this country.

He could see and describe distant minute objects with startling clearness and precision. He was amazingly shocked upon repairing to a well to get a cooling draught to see the immense number of hideous creatures that were floating, fighting and wriggling about in the water.

From that day to this water has never passed the lips of John Thomas Heslop; his drinks consist wholly of coffee, tea and milk, thoroughly boiled. The doctors say that the entire organization of the eye has undergone a structural change, but the cornea has become abnormally enlarged, and that the crystalline lens have divided into three different discs or circles, each circle surrounded by another of light blue. In the center of each of these discs a circle appears an iris, greatly diminished in size, but an iris nevertheless. Medical reports have been made on the case by journals such as the Lancet, Medical Times and many others.

THE TYLER SYSTEM OF BANK COUNTERS. The Tyler Desk Co., 200 New Styles, together with 100 Style Tables, Chairs, Benches, etc., at the Omaha Branch of the TYLER DESK CO., St. Louis, Mo., U. S. A.

DRS. BETTS & BETTS. Office hours, 9 a. m. to 3 p. m. Sundays, 10 a. m. to 1 p. m. Specialties in Chronic, Nervous Skin and Blood Diseases. Consultation at office or by mail. Free Medicine sent by mail or express, securely packed, free from observation. Guarantees to cure quickly, safely and permanently.

THE WORLD'S CHEAPEST RESTAURANT. Not far from the Rue St. Dennis is a restaurant that has few counterparts in Paris. It is the cheapest place in Paris, and that means in the world. I once had the honor to entertain a Wythe king, since hanged in one of the chief Chatham street eating houses. The Wythe had what he called a "cookin' good feed," and the bill, I think, was 14 cents. But the Paris restaurant is much cheaper. It enjoys the title of "Au Hasard, au Fourchette." In it a huge cauldron hangs over a fire. It is filled with all sorts and conditions of eatables. The customer pays three cents to the busy gentleman who is in charge. He receives in return a huge long handled fork. This he plunges into the pot—no more. I did not try my luck, but I found it interesting to watch those who did. It was a peculiar game of chance, and those who played it showed more interest in it than you can see on the faces of the gamblers at Monaco. Sometimes a lucky one would bring up a chicken wing or a substantial chunk of meat, while his neighbors would get a little of the fat or the skin.

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OUR SUCCESS. Based upon facts. First—Practical Experience. Second—Every case is especially studied, thus starting aright. Third—Medicines are prepared and used exactly to suit each case, thus affording relief without injury.

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DREXEL & MAUL. Undertakers and Embalmers. At the Old Stand, 1407 Farnam Street.

GRAND VALUES. The present week we will offer some exceptional bargains. 400 Business Suits of strictly all wool cassimere, lined with good serge and well made, at \$5.90. We are not out of the way when we say that this suit is worth fully double. It is of an excellent quality, looks very neat, and is good enough to wear for any business man. Take a look at it and you will be surprised that we sell such a suit for \$5.90.

Shoe Bargains. Our shoe buyer struck a big thing last week. He ran across a lot of goods which were made for one of the finest retail stores in the country, and for some reason or other were not delivered. He made an offer for the goods and bought them below manufacturer's cost, and thus we are enabled to offer for this week: Very fine Calf Shoes, Good year wets, at \$2.75. Usually sold at \$4.50. Finest Calf Shoe, strictly hand welt, at \$3.75. Usually sold at \$5.50 to \$6.00.

WE ONLY WISH TO STATE THAT THESE ARE FIRST-CLASS GOODS, AND EVERY PAIR IS SOLD WITH OUR WELL-KNOWN GUARANTEE.

THE RAILWAY TIME TABLES. OMAHA.

Table with columns for routes, departure times, and arrival times for various railroads including Burlington, Chicago & North Western, and Union Pacific.

Table showing Eastward and Westward routes with departure and arrival times for Omaha and other stations.

Table for Council Bluffs, showing departure and arrival times for Omaha and other stations.

Table for Suburban Trains, showing departure and arrival times for Omaha and other stations.

Table showing various fares and rates for different routes and services.

FOR SALE. The large increase in our wholesale business demands our whole attention, we offer for sale our RETAIL JEWELRY STORE. The location is the finest in Omaha, being the most prominent corner; the building is new, and the store has recently been fitted up in the most modern style, and is conceded to be the finest jewelry establishment in the west.

MAX MEYER & BRO., Omaha.

THE BANK OF COMMERCE. S. W. Corner Farnam and 15th Sts. Paid in Capital \$500,000.

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NEBRASKA SAVING BANK. Capital Stock \$400,000. Liability of Stockholders \$800,000.

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PROFESSIONAL DIRECTORY. MUSIC. CLINTON A. CHASE, Teacher of the Spanish Mandoline.

PHYSICIANS. J. E. JENKINS, M. D., Physician -:- and -:- Surgeon.

A Perfect Face Powder. FREEMAN'S FACE POWDER. THE LATEST PERFUME EXQUISITE Chas. Freeman's Hiawatha.

RICHARDS & CO., Contractors and Builders. Room 25, Omaha National Bank Building, OMAHA, NEBRASKA.