fremming Fifty Years Age

The following reminiscences of some Incidents in the experience of a "drum-mer" hefore the day of railroads were written by Mr. Jason F., Murhock, sr., who, though past his seventy-fifth birthday, is still in the field as a com-mercial traveler: It was on one of _those semi-tropical like biers muthers New England

like, haimy, southern New England evenings, before the day of our national birth in the year 1834, that my governor thindly informed me to prepare myself to make a veyage to the coast and rivers of the down east state of Maine. As I had a few days before returned from a trip on the Hudson river and to New York city, I was prepared to say, "All ready." Two days later, on the 5th of July, all

was astir at early morn at the store-bouses and at the governor's wharf at Wareham. The sloop Abigail, Captain H., was hauled to the dock, when loading was commenced with merchandise of home manufacture, embracing every conceivable article of iron hollow ware found in a well regulated New England household, for in those days cooking ranges and stoves were scarcely known. My invoice included caldrons from a half to two barrels each, cart and wagon wheel boxes, iron mortars, flatiroas gridirons, tea-pot and coffee pot stands, andirons (better known in those days as iron dogs), all sizes of cut nails, iron shovels, etc.

As iron dogs), all sizes of cut sails, iron showels, etc. On the 8th the Abigail might have been seen gliding down the passive waters of Bazzards iny, with hor crow of three men and a boy, the latter be-ing my rate; and be it known that I was the super cargo, notwithstanding my tender age of eighteen summers. Young, to be sure, but filled the position and it was thus that the ship and cargo were under my special control. Indeed, thouch a more stripling, I was lord par-amount on board. Everything stayed or moved at my bidding. Except when sailing from port to port my explain was the first port entered. From Salem we sailed to Gloucester, at this time a small fishing hamiet down by the sca. From there we saild to Newbury-port.

From there we saild to Newbury-port. Ing voyages were of a strict business sature, there was a large amount of pastime for the vessel's crew; indeed, it may be broly said that these voyages were voyages of pleasure. The crew had ample shorings to visit all points of natural and historic interest on the coast and rivers approached on their traing voyages. We did no right sail-ing. During day sailing we had our plans to reach some point, a barbor where would "the up," to use a rea-phrase. With these prospects of ex-poted leasure, together with a win-ning report which had goes forth that our super-arrow was any of Hver, a crew for our vessel was always in whiting for our return and was easily engaged at mainfal rates. plan, where we phrase. W etcd ple

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THE COMMERCIAL TRAVELER Deminizeences of the Days When There Weis No Bailroads. OARRYING GOODS BY VESSEL. Various Types of Commercial Travel-sinday Guests. Darminize Fifty Years Age.

young life. The wise men those days were of the opinion that the would-be highwayman had watched me during the day, and as I had taken quite a sum of money, he, learning my destination, went early to a covered wood and "laid for me" (to use a modern phrase). I being a boy, he thought it would be as easy atrike, but as it turned out a failure, demon-strating the words of the poet that "The best laid plans of mice and men Gauz aft addee." The spot way visited the following

Ganz aft acles." The spot was visited the following morning by officers, when the ground showed evidence of a knock-down and run over to the injury of some unwel-come introder. Suspicion leased to certain parties, but there were no ar-rests.

He Missed His Wife

Merchant Traveler: "Mister," said a haggard looking man as he walked into the hardware store, "can you tell

me where I can buy a phonograph?" "I guess we can order one for you, sir," said the salesman who met him at

sir," and the salesman who mot him at the door. His face expressed surprise but his tone convoyed assurance. "Can you get one that'll work nuto-matically; one that you won't have to grind yourselt, but can fix it all up and let it go of its own scoord?" "I think we can arrange an attoch-ment that will accomplish that result?" "All right; get it as quick as you can, will you?" "You want it as a sort of amanuensis, I sampose?"

"You want it as a sort of amanuonsis, I suppose?" "No, my wife has gone out of town. I find when I get home at night every-thing is so kind of soloram and still that I don't feel like going to bed, and when I do get to bod the silonce is so oppre-sive that I can't stand it. So I through If feoald get a phonograph and have the hired girl talk into it for about the bired girl talk into it for about phone, and all that sort of thing-I would set it before I went to bed and wucceed in getting to sleep. It is funny souras."

Types of Commercial Travelers. The most successful travelers. most successful traveling salesten are gestlemen. The boor has no business on the road

no claim to commercial recognition. The supercilious jackanapes, now and then met with on trains and in hotels, is obnoxious to brother salesmen and to nerchants alike. His lofty condescen-

sion is insulting and unbearable. • Then comes the noisy, indecent, bois-torous genus, representing mother dis-agreeable type of the commercial species. He is settish, rude and makes a nuisance of himself whenever oppor-tunity offers. He is one of those men who make day and night hideous in a

tunity offers. He is one of those men who make day and night hideous in a railway coach. They gol together and play cards-not quietly, de-cently, like gentlemen, but loudy, profanely, boorishly, like iourhs in a gambling bell. The rights and comforts of other passengors are ignored by them. Even the presence of tailses makes no difference. They haven like coachmen, and render it im-possible for one to read, siteen, or moli-tate. They are simply disgusting. We repeat, the most successful com-mercial travelers are gentlemen-with charles of the successful com-mercial travelers are gentlemen-win patronage and make friends. At home or abroad, they are worthy repre-sentatives of the houses that employ them. Human nature is the same the world over; gentlemanly salesmen are required within doors and without. It matters not whother a man be behind two remember that a man's ability to sell goods is measured largely by his ability to please-by his innate reine-ment and gentlemanly conduct.

watchful for the best interort of his house and a general favorite on the road. The Daily Sun wishes him suc-cess and large sales for 1890.

The Art of Conversation is a Splendid Accommissionent. A writer for the Chicago Inter Ocean, on the subject of conversation as an art, Sunday Guests. At the Millard-L. H. Elice, Chleago, Ill.; S. Y. Reese, Sloux City; Eugene Stattman, Birmingham, Ala.; N. C. Royster, Birmingham, Ala.; R. E. Beal,

Accomptinement. A writer for the Chicago Inter Ocean, on the subject of conversation as an arts, zero. The conversation as an arts, zero. The conversation as an arts, zero. The conversation of the second made to think. Notice can be the second means as usual an accomplishment as many so called. The want of thought is the root of many social failure. To do and ing will, present different siterests you take if up as a study. Lif-the by liftle you will find many points in the subject, and never rest content with half truths when a glorious reve-tion and works as ree likely to bear on the subject, and never rest content is to one of the second second second to be subject, and never rest content with half truths when a glorious reve-tion. The to retain importance of serious thought is fully understood, good con-versation will can and think - read and we shall taste again the delights of the subject are unexpected light on some we should taste again the delights of the points pore dover in vain, the thoughtful question revealing the till the built as the second over in vain, the thoughtful question revealing the till the subject are on a so of period amount the purest of life. The fully understood, why not is a mount the purest of life. A quick intelligence, a cultivated mind, a good memory are all useful mind, a good memory are all useful mind, a good memory are all useful in the solution will make the at of onversation easy to acquire; but, ever if these are laoking, an ordinary if there a revolution in conversion which would make many drawing comme which is, as it were, the bitriright of everly every American woman would be real of a crudition is to better. If there are laoking, an ordinary if there a revolution in conversion which would make many drawing comme which is, as it were, the bitriright of pearly every American woman would be

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What Will Be the Further Language of my high Shakespeare and Million wrote was the language of the share time of our first president) for the same time of our first president) free the sine time of our first president for the size that the time of the size the size of the size that the size of the first is now completely reversed. However, the size of the size the size of the size of

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HOW TO TALK.

things. The Grave Gets Tired Yawnlog. Secondary for certain wretched invalids who todils feelby along, though always look ing as if they were going to die, bat conting to do it. They dry, up, wither, dwindle way finally, buth the meantime sever hys-ical embryment, the aust of that existence to which they cling with such remarkable tenacity. They are always to be found try-ing to mond by tinkering at themselves with some trashy remedy, tome or "pick me up" to give a fillip to rigestion, or "help the liver." If such missuided folks would re-sort and abere to Hoastury States the Sti-ters at would be well with them. This an-pero invigorant supjiles the stamina that the feeble require, by permanent, diago com-plaint, billiousness, constipation, rheuma-tian ad neuralgia. What Will Be the Future Language?

S

things.

Chicago. Personal Mantion. Phil Jacobs of Kanana City was at Frediont yesterday a guest of the Riwir. Dan Owen of Norfolk was interview-ing his customers along the Union Pa-cific last week. Charles E. Michael, one of the best known men on the road, is doing a little business during holiday week around Premont.

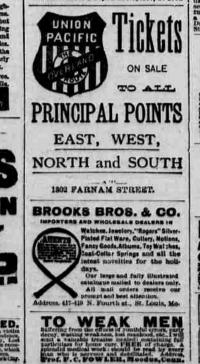
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