THE COMMERCIAL TRAVELER.

Vigorous Correspondence on the Question of Drummers' Fares.

WHY TRAVELERS SHOULD BE FAVORED.

An Expression of Opinion in Which Many Travelers Concur-A Picture of an Ideal Drummer by a Southern Paper.

In the traveling men's corner of THE BEE last week was published an article from a railway paper in which it was claimed that the commercial traveler was not entitled to a better rate of transportation than other people; and the reason for the claim was that they did more to reduce the carnings of railways than to increase them; that they conspire with conductors to cheat the roads out of fares and transportation of extra baggage and to prevent merchants and business men from going to market to buy their goods and transact other business.

It was expected that the publication would bring out some protests from the boys on the road, and such has been the case.

The first protest, and a vigorous and well worded one it is, comes from H. S. Blinn of Atlanta, Ia., who travels for Doere, Wells & Co. of Council Hluffs. Here is Mr. Blinn's answer to the charges of the railway organ: An intelligent reader, and especially one who has traveled in a commercial line for years, could come to no conclusion, after reading that article, very different than the one arrived at by the writer, which was that the author of that article was either wholly ignorant of the subject, or was the brass-collared hireling of a railway, who thought that it was a possible chance that in the future legislation might be had that would confer justice upon the class who make it possi-ble by their later in traveling for railways, hotels and livery stables throughout the land to continue in business.

The commercial traveler not only pays a

full 50 per cent of the fares paid railways on all branch lines, but pays not less than 30 per cent of the fares received on the trunk lines that cross the country, and fully 75 per cent
of all excess baggage transported on all roads.
How much excess would the man pay on his
baggage who went to market to buy goods?
A change of linen would be all he would
carry either way.

But it is not a matter of transportation of

But it is not a matter of transportation of the drummer and his baggage alone. Ho sells all the goods for which the railway re-ceives freight and express, or perchance, he is that class of commercial men that buy the is that class of commercial men that buy the produce and stock raised for shipment to a distant market, and which business, without bis efforts would be largely conducted by mail. In the limited amount of stock business which is done independent of the traveling buyer, if the local dealer accompanies the shipment to conduct the business in person he does so on a shipper's pass, which not only takes him to market, but returns him without charge, he paying the railroad no more freight than the same shipment would have paid had the business been done by or through the representative of some house conducting that business, and who had been obliged to pay full transportation to go and make the purchase.

Commercial travelers buy railroad tickets

portation to go and make the purchase.

Commercial travelers buy railroad tackets every day, amounting to several, and in some cases many dollars every week in the year, always paying full fare. How is he to be compared with the man who only travels twice a year, once to Barnum's circus, and at Christmas time to visit grandpa, each case but a few miles' ride, and then on one and a third fare for the round trip, taking his wife on a like ticket and four children without charge. Then again (ask those who know), are traveling mea, the ones who work railways and hotels for a reduced rate, or beat their way! It may be urged that they use mileage and thereby do get a better rate than the casual traveler, but the same privilege is open to everybody to buy transportation at wholesale, if they buy the required amount at one time for cash down in advance, and but little, if any, saving results in this and but little, if any, saving results in this way. Where short runs are made, a full mile is charged for all fractional miles between points traveled, whereas only the fraction is counted in the purchase of a local licket. Then there is the results where it is the same of the purchase of a local licket. Then there is the use of money in vested until the ticket is used, and the possi-bility of losing the mileage book, which

means so much cash.

means so much cash.

A few years since, the railways discontinued the pass system, except to employes, and a few of the public officers who would accept and use a pass, thereby placing themselves in the power of the railway so favoring them, and which, we trust, is in but few instances the case of our public officers and representatives. And we believe that but one other class of individuals are favored with transportation at less than full rate. with transportation at less than full rate. This class, we believe, are wholly non-producers, never having raised a bushel of grain, fattened a steer, pig or even a chicken; never produced a pound of butter or a bale of hay; produced a pound of butter or a bale of hay; never manufactured a dollar's worth of goods or merchandise or assisted in getting anything to market, in fact, had nothing to ship over the railway, are at all times non-consumers, except of such goods or produce as is given them, earned by the toil of other persons and delivered to them freight prepersons and delivered to them freight prepaid, and who, perchance, have moved from
one field of existence to another now and
again, and always in such cases a subscription is raised by friends to pay charges of
transportation and freight on their effects.
This class, who never produced a dollar of
themselves for a railway, is annually issued
a card which, if presented at the window of
the ticket office, entitles the bearer to a ride
in first class style at half fare, carried
everywhere at baby rates. Whether this be
a sort of lightning rod to the property
of the road, to prevent railway accidents, or
to be a peace offering on the part of the officiais and stock owners of the road, a sert of
compromise for the wrongs they have done,
to protect them from deserved vengeance for
watering railway stock, and exacting excessive rates, or for what other reason, has not
to the writer been clearly and fully exto the writer been clearly and fully explained.
To a man who sells goods that pays the

To a man who sells goods that pays the rairoads of lowa at least many hundreds of dollars annually for freight, and not less than \$500 a year for travel, while he knows the man in the next seat is riding for half fare, but is his peer in avordunois, and is supposed to be in brains but who brings nothing to that road except the occasional half fare, it looks rather strange and hard to explain.

It may be asked, what are you complaining for, don't the "house" pay for all these things! It don't come out of your pocket. I urge in reply, it does, but in an indirect manurge in reply, it does, but in an indirect manmer. A commercial traveler who can save
in expense for his house, can increase thereby his salary. What employer is there who
would not divide the dollar, thus saved, with
the employe? But you say this all comes out
of the consumer in the end; if this be so the
writer would like to ask, if it is any more
true justice because it is so! Is not the man
guilty to a certain degree, who stands and guilty to a certain degree, who stands and looks on while his fellowman is being robbed, and does not cry out and give the alarm, or raise a strong arm to defend and protect the one being wronged!

H. S. BLINN.

A Great Game of Draw.

"I sat down to a quiet little game of draw a couple of weeks ago up in a snug little town in western New York," said John Gilbert, the traveling groceryman. "There were five of us in the game. One was Colonel Bolton of the Baltimore & Ohio railroad, and one was the good Deacon Rogers, of the Duplex salt company. . We had played several hands without anything exciting having occurred, and it came to the deacon to deal. It was the colonel's ante. I didn't get any kind of a hand, but I chipped in with the colonel. The player who sat next to me came in, and the man next to him didn't stay. The deacon raised the ante five. The colonel saw him and stayed. I had no further buriness with the pot and dropped out, "'How many cards, colonel?' said the deacon, smiling blandly, and ready to count off

" 'Don't want any,' said the colonel.

"'That so?' said the deacon, still smiling, as he laid down the pack. 'Sorry for you. I

don't want any either. You bet.'
"The colonel bet five, the ilmit. The deaon saw him and raised him five. The colo sel stood the raise and went five better. The

deacon, still smiling, came to the front and raised the colonel five more.

"Hadn't better go any further, colonel," said the deacon. 'I've got you best bud.'

"Never you mind me,' said the colonel. When I get through with you you'll want to kick yourself from here to Hochester. There's your five. Five better.'

"The deacon smilingly come in and raised the colonel's bet five. And so it went on until it took the deacon's last five chips to raise the colonel. The colonel had just five

raise the colonel. The colonel had just five

"It's a colossal shame to have to call on such a hand as I've got,' said he; 'but what's the use! I call you, deacon. What have you "Straight!" said the deacon, his smile

"Straight! said the deacon, his sinile broadening.
"So have I! said the colonel. tAnd it'll beat any straight you've got."
"Guess not, replied the deacon. There's an ace on top of mine."
"Ace high here!" exclaimed the colonel.

" 'King next,' said the deacon, smiling more

"King here!" said the colonel.

Queen next. Queen here! Jack next.' Jack here!

"'Jack here!"
"Ten next,' said the deacon, still smiling.
"Ten here!" exclaimed the colonel.
"'Now I've got you!" said the deacon, and
his smile was a sight. 'Mine's all clubs!"
"'Now you nain't got me, by thunder!"
shouted the colonel. 'Mine's all spades!"
"The deacon laid down his hand.
"'Well, I'll be d——!" exclaimed the
colonel, laying down his hand.
"'So will I!" cried the deacon, but withdrew the remark and said he'd be dinged.

"So will I!" cried the deacon, but withdrew the remark and said he'd be dinged.
"Sure enough, there they lay, two beautiful straight flushes. One was just as good as
the other, and two madder men you never
saw than the colonel and the deacon. All
they could do, of course, was to divide the
pot. What was the winnings! Well, the
colonel and the deacon each put in forty
chips. I had one and the fellow next me had
in one. Forty-two. They each drew out
twenty-one and won a cent apiece. Oh,
didn't I tell you! We were paying penny
ante, 5 cents limit."

The Ideal Drummer. Here is the Southern Merchant's picture of

the ideal drummer: He should be thoroughly posted on all points that may arise and be in position to answer any question that may come up in connection with his business.

He must diligently read the newspapers and be conversant with all important ques tions of the day.

He should avoid all arguments with customers, as they seldom convince, but oftener tend to irritate.

He is expected to smooth out all difficulties or misunderstandings which may exist between his employer and customer, without compromising either.

He is required to be conversant with the

standing of every house in the trade over the territory which he covers, in order to avoid unpleasant complications with irresponsible He should report to his firm every day, if

possible, and make notes of any information that may be of interest to them or benefit to the business.

He should be competent and willing to advise timid buyers and those who have no confidence in their own judgment, and always advise conscientiously.

He ought never to take advantage of an

incompetent or inexperienced buyer and overload him with goods, as it will certainly work against him and the firm in the longrun.

He should avoid all dissipated companionshin. ship.

He should make it a point to be on good terms with his fellow travelers.

He should always speak well of his compe

titors, and he will thereby gain the respect of the customers. He should under no circumstances misrep resent his goods.

He ought not to waste time on parties whose chronic habit is to change, cancel or countermand orders, and who continually report "shortages" and make false claims for "imperfections."

He must not allow himself to become dis-heartened by a week of dull trade. He should be as economical with his firm's money as circumstances will allow.

To the question, which is your favorite poem! there may be a great variety of answers, but when asked, which is your fav-orite blood purifier! there can only be one reply—Ayer's Sarsaprilla, because it is the purest, safest, and most economical.

ANNOUNCEMENTS.

William Gillette's pretty domestic comedy, "The Private Secretary," will open a three night's engagement at Boyd's opera house, this evening, being presented by Charles Fronman's company. The following is from the St. Louis Globe-Democrat:

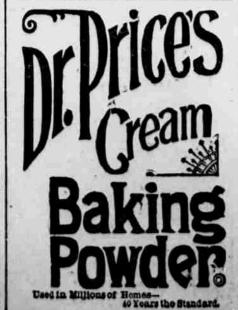
"The new 'Private Secretary' opened a week's engagement at the Olympic last night, and made a pronounced hit. Since its last

and made a pronounced hit. Since its last presentation here the cast has been considerably altered and the lines changed by the addition of new laughs. Much of the stage work is also new. But the story as a whole is the same ludicrous conglomeration of exceeingly improbable possibilities that it was on previous successful seasons. Douglas Cattermole is a wild, jolly spendthrift, surrounded by importuning creditors in a London lodging house. He owes everybody from his landlady to his tailor, but has a rich uncle in India from whom he has unlimited expectations. Mr. Marshland is a country squire with a pretty daughter and villa, who hires Rev. Robert Spaulding for his private secretary. In order to escape his debts for a time Douglass goes down to the villa masquerading as the secreto escape his debts for a time Douglass goes down to the villa masquerading as the score-tary and leaves the latter in his lodgings. Upon the appearance of Mr. Cattermole, the uncle, he mistakes the secretary for his nephew and a "whole sea of troubles" is the result. Around this rather slim plot, or apology for such, a very funny set of situations are gathered. The character of Rev. Spaulding, with his everlasting "d'you know," is splendidly taken by J. R. Dustan. Tall to cadaverousness, with a countenance as solemn as a gravevard, his long flapping as solemn as a graveyard, his long flapping coat tails waving a dismal opposition to his skinny legs, he submits to the most fearful trials without a change of face and realizes perfectly the conceit of the authors."

For three nights beginning Thursday even-For three nights beginning Thursday evening, February 19, Denman Thompson and George W. Ryer, authors of "The Ola Homestead," will present for the first time in this city at Boyd's their beautiful American drama, "The Two Sisters." It comes to Omaha with the very highest praise that press and public can bestow. It is a natural play, telling the story of two young girls going to New York in search of work and the different lives they live and portraying the different characters they meet in their respective walks in life, It is a play that respective walks in life. It is a play that conveys a moral, and is destined to be a success, for it is one of the kind that appeals strongly to the noble nature of man and teaches him a lesson for good.

The clergy, the medical faculty and the people all indorse Burdock Blood Bitters as the best system renovating, blood purifying tonic in the world. Send for testimonials

The termination clant in Hawaiian names means "of the heavens." Thus Luliuckalani means "lily of the heavens."



As a Rule,

ness by the use of saline or drastic purga-tives. When a cathartic medicine is needed, the most pro apt and beneficial is Ayer's Fills. The effect is to restore the regular action of the bowels, without weakening them. Being sugar-coated, these Fills retain their medicinal virtues for a long time, and are easy to take are easy to take.

"I can recommend Ayer's Pills above all others, having long proved their value as a cathartic formyself and family."—J.T. Hess, Leithsville, Pa.

" In 1858, by the advice of a friend, I began the use of Ayer's Pills as a remedy for billousness, constipation, high fevers, and colds. They served me better than anything I had previously tried, and I have used them in attacks of that sort ever since."—
H. W. Hersh, Judsonia, Ark.

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meanest they can.
Your dealer in lamp-chimneys-what does he get for you?
There are common glass and tough glass, tough against heat. There are foggy and clear. There are rough and fine.

hap-hazard. You can't be an expert in chimneys; but this you can do. Insist on Macbeth's "pearl top" or "pearl glass" whichever shape you require. They are right in all those ways; and they do not break from heat,

There are carefully made and

Be willing to pay a nickel more for them. GEO. A. MACBETH & CO.

not one in a hundred.



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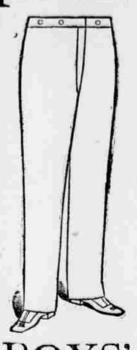
We beg to remind our friends of the Children's Department of our business. Through increased facilities and advantageous relations with leading houses, we are prepared at all times to furnish full and fashionable equipments for the Juveniles. One of our firm is now in the East making special observations of Children's Clothing, and selecting in that line of goods an assortment that shall leave nothing to be desired, embracing as it will all novelties of the coming sea-





MEN'S DEPARTMENT.

Special Sale of Trousers, \$3.75.



We make a point every season to close out heavy weight Trousers before the arrival of spring goods. This week we will have the biggest bargain sale of fine Trousers we have ever had.

Remember, \$3.75 will buy some of the finest fabrics we have had in stock this season. Sizes are somewhat broken, but so many lots have been consolidated that all sizes can be fitted. They are in fine fancy worsteds, cassimeres and cheviots. Plenty of large pants for big men. Mail orders will be filled with the same care and attention that any customer would receive in makinghis own purchase. Send mail orders with the understanding that you take no risk; as if goods are not satisfactory they may be returned at our expense.

BOYS' LONG PANTS, \$1.50 AND \$2.00.

We have accumulated a large lot of Boys' Long Pants during the season and will offer them at this sale in two special bargain lines at \$1.50 and \$2.00.

BOYS' KNEE PANTS, 50 AND 75 CENTS.

We mean to clothe the smallest as well as the largest, and will offer a bargain line of Knee -Pants at 50c and 75c, which are worth a great deal more, but are remnants and must be closed

FREELAND, LOOMIS & CO.

There is war among the manufacturers of Rubber Boots, Shoes, Sandals, Arctics, Lumberman's Overs and all kinds of Specialties in Rubber Foot Wear.

The raw material is very high and advancing, still the prices go DOWN! DOWN! DOWN!!! The Grand Old

New Jersey Rubber Shoe Co.

Leads the procession as usual, and I am "loaded for bear" with a complete line of the New Jersey Co's feet protectors. Some of the rubber companies are going to get Badly Hurt in this fight. Don't place an order until you get my new prices from my office or my traveling men. My stock of

FELT BOOTS AND GERMAN SOX.

Is fairly assorted but small. The gay ground hog saw his shadow yesterday (Feb. 2d) and no one doubts that we are to have

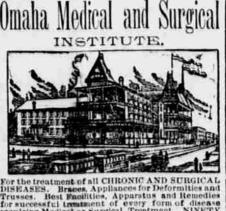
Six More Weeks of Winter.

I am in no way connected with any retail stores, nor will I retail goods to anybody. Come on McGuffey.

ZACHARY T. LINDSEY.

1111 Harney Street, Omaha.

P. S. Ask shoe dealers for "Jerseys."



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All Blood Diseases successfully treated. Medicine or Instruments sent by mall or express securely packed, no marks to indicate contents or sender, One personal interview preferred. Call and consult us or send history of your case, and we will send in plain wrapper our BOOK TO MEN FREE; upon Private. Special or Nervous Diseases, with question list.

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