

# H. G. G. WETMORE.

AUCTIONEER, &c.,

Has taken the store on the UPPER SIDE of

Phoenix Square,

(Next to L. P. LaForest's tin-smith), where he is prepared to receive

Furniture, and Goods of all Kinds,

For Auction or Private Sale.

He will also give attention to Auction Sales of every description.

Terms moderate, returns prompt, all business confidential.

F'ton, August 9th, 1887.

# I. C. SHARP, M. D., C. M.

(Late Resident Surgeon Montreal General Hospital)

Marysville, N. B.

# MANHOOD.

How Lost How Restored.

JUST published, a new edition of Dr. Culverwell's Celebrated Essay on the radical cure of Spermatorrhoea or incapacity induced by excess or early indiscretion.

The celebrated author, in this admirable essay, clearly demonstrates from a thirty years' successful practice, that the alarming consequences of early error may be radically cured pointing out a mode of cure at once simple, certain, and effectual, by means of which every sufferer, no matter what his condition may be, may cure himself chiefly, privately and radically.

This lecture should be in the hand of every youth and every man in the land. Sent under seal, in a plain envelope, to any address, on receipt of four cents, or two postage stamps. Address.

THE CULVERWELL MEDICAL CO.

41 Ann 45 St. New York N. O. P. Y. Box 450

# '89. UNIVERSITY '89.

OF NEW BRUNSWICK AND ALL

Colleges in the Maritime Provinces

The Plays of Moliere... at Hall's Book Store  
The Works of Racine... at Hall's Book Store  
The Works of Corneille... at Hall's Book Store  
The Works of Chateaubraund... at Hall's Book Store

Turrell's Lecons Francaise... at Hall's Book Store

Pujols French Cla Book... at Hall's Book Store

Grammaire Francaise par F. P. B... at Hall's Book Store

Le Luthier De Cremou by Coppee... at Hall's Book Store

La Joie Fait Peur by De Girardin... at Hall's Book Store

Causeries Avec Mes Eleves par Sauvear... at Hall's Book Store

Saintsbury Primer of French Literature... at Hall's Book Store

Spier and Surenn French and English Dictionary... at Hall's Book Store

French Treser by De Porquet... at Hall's Book Store

Sequel to French Treser by De Porquet... at Hall's Book Store

Elementary French Grammer-Duval... at Hall's Book Store

In addition to the above, we have the following—

### GERMAN BOOKS.

Cooks, Ottos German Grammar... at Hall's Book Store

Key to the above... at Hall's Book Store

The joyous Otto German Course... at Hall's Book Store

Key to Ottos German Conversation Grammar... at Hall's Book Store

German is yet in its infancy—When you want a book, order it of

# M. S. Hall,

Next door to Staples' Drug Store, Fisher's Building, Fredericton,

# Sons of Temperance.

Sons of Temperance National Mutual Relief Society.

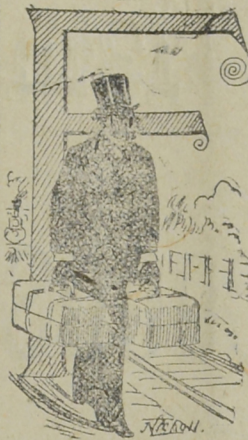
### ORGANIZERS WANTED.

THE Relief Society of the Order of Sons of Temperance, desires to employ efficient workers to organize Divisions in New Brunswick and also in other Provinces and the United States, and to solicit members for the Relief Society of the Order. To competent persons, steady employment will be given. The Order and the Relief Society are in excellent condition, and the work will be comparatively easy. For terms address, Herman H. Pitts, G. W. A. Fredericton, New Brunswick, for the Maritime Provinces, and for any other part of America, F. M. Bradey, General Secretary, P. O. Box Washington C, D.

# THE DRUMMER.

What an English Journal Says About Him.

An Appropriate Name for a Purely American Production—His Life Not a Path of Roses, as is Sometimes Supposed.



FROM my title your readers may imagine that I am going to write about performers on the bass or side drum; but I am not. To be a "drummer" out here, no musical education is necessary, because, instead of playing with two sticks on the head of one of those instruments, the gentlemen who follow the occupation have to be able to play a most lively tune on the minds of the retail merchants throughout the country.

In other words, a drummer is a commercial traveler, or, as he is often called, a "knight of the grip," because in his travels he is always accompanied by one or more grip-sacks, the American name for a valise or Gladstone bag. But between the English commercial traveler and the American drummer there is a wide gulf. In all respects the drummer belongs to the New World; and while you may meet commercial travelers in every country in the world, yet in America, and America only, do you find the drummer. The name is appropriate, too; for the competition in all branches of trade in the United States is so strong that it takes drumming indeed, and the ability to play a most popular tune of low prices and fine quality for the drummer to succeed.

Your commercial travelers in the Old World have a path of roses to walk in compared with the drummer in the Far West. Here he must be possessed of the patience of Job, the perseverance of the spider, the cunning of the fox and the digestion of the ostrich, to say nothing of powers of endurance and uniformity of temper. He must have three subjects uppermost in his mind all the time, and never lose sight of them for a moment; himself, his employer and customer. I place them in this position because in America, of all other places, you must look out for yourself first. I know it reads like a selfish creed, but it is none the less true, and to the drummer more essential, I think, than in other walks of life. He meets with but little sympathy usually either from his employers or customers. Employers in the United States, unlike those of the Old World, very rarely, if ever, pension an employe, the usual course of procedure being, when a man has passed beyond the age of usefulness, to replace him with another and younger man. Of course there are exceptions to this rule, but they are very few and far between.

Then his customers rarely appreciate the efforts of the drummer in his endeavor to please them by giving the best prices, finest qualities and liberal discounts, but are all the time anxiously looking for some other who will give them a little better terms; and when he is found, as too often he is in this country of strong competition, they transfer their trade without a single thought as to the consequences to the man who has looked out for their interests may be for years.

But as I do not wish to tire your readers with a homily on the relations between the drummer, his employer and customer, I will proceed to give a description of the more interesting features of his life on the road and of his pleasures and trials.

That old chorus, "For we're a crew of jolly dogs," etc., is specially applicable to the drummer, who has always on hand a stock of funny stories with which to interest his customer. Indeed, to be successful, you must always be jolly. No matter what happens, you must meet your acquaintances with a smile, and be "hall fellow, well met" with all. An old story is told of a wholesale merchant who had never had any experience on the road, but who thought he knew all about the life. A young drummer had just returned from his first trip, and the smallness of the sales had aroused his employer's anger, when the following dialogue ensued:

Employer—Now, Mr. Blank, let me give you a few hints as to how to sell goods. Let us suppose you are the salesman, and I the country customer. Let me see how you perform the part for which I am paying you. (With that the employer stands up, ready to meet his supposed unknown visitor, who approaches him with a confident smile on his features.)

Drummer—Good morning, sir; allow me (presenting his card) to introduce myself, the representative of Dash & Co., the great dry-goods house. I have a very fine line of samples, which I hope you will allow me to show you.

Employer—Certainly, certainly, I am delighted to meet the representative of such a well-known firm. I shall be most happy to inspect your samples and hope to buy a bill of your stock.

Drummer—You think that's the way we are treated—do you, sir? Well, let us change places, and I will undeceive you, and give you a sample of the welcome we receive from a majority of our customers. Now, sir, I will represent the country dealer; you the drummer. (With these words he settled himself in his employer's chair, placed his feet on the rosewood desk and commenced to chew plug tobacco vigorously.)

Employer—Good morning, sir, I represent—

Drummer—Oh, you do! You are about the twentieth drummer that has been pestering me this morning.

Employer—What do you call them things over there on that counter?  
"Those are trousers, sir."  
"They are, hey! Well, I'm just contrary enough to want a pair of pants."  
"Would be glad to oblige you, sir, but we sell only trousers."  
"Then I don't want any."  
"Can't help it, sir."  
"And you can go to thunder, sir!"  
"All right, sir."—Chicago Tribune.

ishment on his employer's features, he quietly picked up a paper.)

To say the old gentleman was astonished is a mild way of putting it; but as soon as he found his voice, he at once apologized to the drummer for his fault-finding.

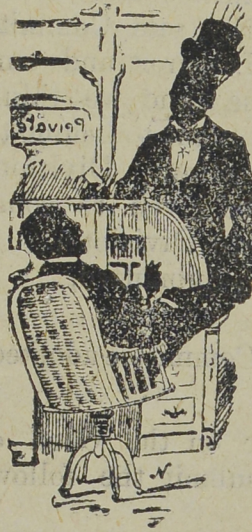
Of course, this is an exaggeration of the actual treatment the drummer receives; but in reality he often finds his country customers very sour, crabbed and unapproachable. But such receptions must not ruffle his temper, he must smile cordially and proceed to captivate the boorish dealer and often succeeds so well as to sell him a good bill of goods. The drummer must have a full repertoire of comical characters to mimic, and the better the mimicry, the more successful is the drummer usually in gaining the good-will of the retail dealer. He must arise from his bed at any and all hours of the night, no matter how cold or stormy, in order to catch a freight-train or the regular passenger. He must be able to eat a meal in fifteen minutes at the eating stations along the line of the road, no matter how tough the meat may be, or how hot the coffee and soup; otherwise, the train will pull out of the station, and he will be left with the pleasant recollection that the representative of a competing house will reach the next town first and may be take up all his customers. He must be ready to jump from a train as it enters the station, walk half a mile, sell a bill of goods, and reach the station again in time to take his seat before the train pulls out, and accomplish this feat while the engine is taking coal and water.

In the wintry blizzard he is often snowed up, sometimes being caught between two stations without a house in sight, with the thermometer away below zero and the wind blowing the snow against the railroad car at the rate of fifty miles an hour. Here he may have to stay for hours without any food; and when his hunger compels him to seek the shelter of the nearest farm-house, he wanders out into the storm, and runs a great risk of being found frozen to death at the bottom of a snowdrift when the summer's sun shall have melted the snow.

His experiences in the country hotels, sleeping in damp and often dirty sheets with his head resting on pillows apparently stuffed with brick-bats, can be described, but must be felt to be thoroughly appreciated. The fare, too, is often of a nature not the most appetizing to a weak stomach. Every dish will taste alike, a greasy flavor predominating. The butter is often strong enough to walk alone, the meat so tough and the knives so dull that it is impossible to cut it; the bread either burnt or doughy, and the milk sour.

Of course, this is not always the case; for even in the life of a drummer there are oases, green spots in his memory, of a pleasant country hotel where the milk is sweet, the butter fresh, the bread white and nicely baked, and the meat tender and well cooked. But such home-like hotels are few and far between in the Far West; and whenever a drummer is so fortunate as to visit one, the news of the discovery is quickly imparted to all his colleagues who travel in that particular section.

Sundays on the road are none too enjoyable; more often than otherwise the drummer is compelled to spend the Sabbath in a little out-of-the-way town, where he is thrown entirely on his own resources to pass away the hours. Too often there is only one church or chapel, and that presided over by a clergyman whose ability is just sufficient to send his congregation to sleep during the delivery of his sermon. During the winter months, when the snows blockade the railroad tracks, he is often compelled to stay in one small town, comprising an hotel, a few general stores, drug store, and may be a drinking saloon or two, for days at a time, when connection with the outside world is entirely cut off, when he can not see a newspaper for days, and when the only occupation which offers itself is to flirt with the wait-girl at the hotel, or play draughts with the store-keeper, or draw poker with the saloon-keepers. Of all the dreary places in the winter, one of those small towns, built out on the broad prairie, as many of them are, without a sign of a tree or shrub within sight, is, I think, the dreariest even when the trains are running regularly; but when the snow blockades the road, then, indeed, is the unfortunate drummer deserving of sympathy. But regardless of all these trials and annoyances, the drummer is still the same jolly, fun-loving, reckless sort of fellow, always ready to lend a helping hand to any fellow-being in distress, never passing by a worthy object of charity without a bountiful donation, always ready to flirt with a pretty girl or attend a country dance, but always with his weather-eye open for chances to sell goods, and looking out for the interest of himself, his firm, and his customers in such a manner as to



stores, drug store, and may be a drinking saloon or two, for days at a time, when connection with the outside world is entirely cut off, when he can not see a newspaper for days, and when the only occupation which offers itself is to flirt with the wait-girl at the hotel, or play draughts with the store-keeper, or draw poker with the saloon-keepers. Of all the dreary places in the winter, one of those small towns, built out on the broad prairie, as many of them are, without a sign of a tree or shrub within sight, is, I think, the dreariest even when the trains are running regularly; but when the snow blockades the road, then, indeed, is the unfortunate drummer deserving of sympathy. But regardless of all these trials and annoyances, the drummer is still the same jolly, fun-loving, reckless sort of fellow, always ready to lend a helping hand to any fellow-being in distress, never passing by a worthy object of charity without a bountiful donation, always ready to flirt with a pretty girl or attend a country dance, but always with his weather-eye open for chances to sell goods, and looking out for the interest of himself, his firm, and his customers in such a manner as to

# Make Home Beautiful

Artistic Furnishing.

We invite attention to our complete and carefully selected stock of

PARLOUR SUITS, BEDROOM SUITES, LOUNGES and CHAIRS,

and our popular stock of DECORATED WINDOW BLINDS

are perfect beyond criticism or comparison.

The prices are low. No one can sell RESPECTABLE GOODS cheaper.

Lemont & Sons.

**BEST ON EARTH**  
**SURPRISE SOAP**  
THE GREAT SELF WASHER TRY IT  
Send 25 Cents for Soap Wrappers to us and get either the beautiful plate or a doz. surprise lead pencils. For the Laundry and general household uses.  
Time of account in get labor and money.  
Ask your grocer for SURPRISE Soap and take no other.  
The St. Croix Soap M'fg Co., St. Stephen, N. B.

# F. J. SEERY, M. D., C. M.

LICENTATE OF THE ROYAL COLLEGE OF PHYSICIANS OF EDINBURGH.

LICENTATE OF THE ROYAL COLLEGE OF GEONOS OF EDINBURGH.

LICENTATE OF THE FACULTY OF PHYSICIAN AND SURGEONS OF GLASGOW.

SPIITIAI CERTIFICATE IN MIDWIFERY.

—OFFICE FISHER'S BUILDING

# F. J. McCausland

DEALER IN

WATCHES, CLOCKS, JEWELRY FANCY GOODS, &c.,

# Prices to suit the Times

# REPAIRING A SPECIALTY

And done with Despatch,

# WATCHES CLEANED & REPAIRED.

# F. J. McCAUSLAND

Cor. Queen & Carleton Sts. D. 1

# PLUMBING

—AND—

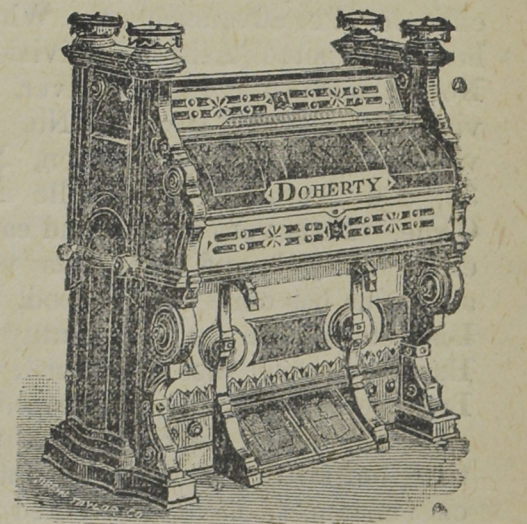
# GAS FITTING

I am in a position to give estimates on a lasses of plumbing and Gas-Fitting and to perform the work satisfactory and promptly

I make a specialty of fitting up Bath Rooms Hot-Air Furnaces &c.

# A. N. LaFOREST

Tinsmith, Plumber, &c.,



We beg to call the attention of intending purchasers to the

# Unequaled Qualities

OF THE

# DOHERTY ORGAN.

As the following testimonial will show MESSRS. THOMPSON & CO.

Gentlemen:—After a thorough examination of several organs manufactured by Messrs. Doherty & Co., for which you are the General Agent, I have much pleasure in stating that the result has been most satisfactory. The tone is good and the touch faultless, and I have no hesitation in saying that they are deserving of the high reputation they have already attained.

FRANCIS C. D. BRISTOWE, Organist Christ Church Cathedral, Fredericton, (late of H. M. Chapels Royal, London, England.

Fredericton, N. B., Aug. 1887.

# THOMPSON & CO.

GENERAL AGENTS FOR FREDERICTON.