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GENUINE ENTERPRISE.

How the Thin Passenger Worked a Fellow-Traveler for Fourteen Dollars.



HE two passengers had traveled several hours in the same seat and had begun to feel acquainted. "I am a little

ashamed to confess, said the tall, thin man, with a languid smile, "that the ailment known as spring fever has always been a genuine complaint in my case. It isn't laziness, either. At this time of year I have generally experienced a feeling of lassitude that makes any

kind of exertion positively painful." "I know exactly how it feels," replied the short, fat passenger, with a dull gleam of sympathy in his eyes and an expansive yawn. "It comes on you in spite of all you can do. It's a most depressing languor. I've been suffering from it all morning. And the worst thing about it is that you can't do any thing to relieve it. You have to let it take its course. It won't leave you till it gets ready."

"That is what I have always believed," rejoined the tall, lean passenger, yawning drearily, "until lately I learned how to get rid of the troublesome feeling the other day and I've felt ever since like telling every body else how to do it. The cure is easy, it costs hardly any thing, and it's in every body's reach."

"What is the cure?" inquired the other, becoming interested.

"It is simply a little mixture I manufacture myself," said the tall, slim man, indifferently, "from a number of ingredients that I don't remember the names of. By the way," he exclaimed, as if an idea had suddenly occurred to him, "I think I have a bottle or two in my grip-sack."

He opened a large valise and looked in it

carelessly.

"Well, I'll declare!" he said, in surprise, "here are quite a number of them. Here are a few recommendations, too, that some of my friends have insisted on giving me. This medicine, as you will see by reading the directions on the label, is guaranteed to cure the worst case of lame back, sore throat, neuralgia, lumbago, nervous headache, biliousness, sprains, bruises, liver complaint, burns, scalds, ingrowing toe-nails, and all afflictions of the lungs or wind-pipe that flesh is heir to. In pint bottles, with full directions accompanying each, and a lithograph of the manufacturer."

And before he let up on that unhappy, fat passenger, he had sold him fourteen bottles of spring fever remedy at one dollar a bottle.-Chicago Tribune.

FOR YOUNG WIVES.

What to Do and What Not to Do in Order to Preserve Domestic Peace.



N cleaning celery, use a fine tooth comb and mohair brush. In making a pumpkin pie do not use than one hun.

dred squash. Do not let the eggs boil half an hour. They are likely to be as hard as a monopolist.

To cure the curse of sewer gas, burn the house down. To cure a ham, put it in brine. If your market-man laughingly replies that he has no Welsh rabbits, tell him a gray

squirrel will do just as well. When cooking a New England dinner or onions, burn cloth or India rubber in all the

rooms of your house. Remember that biscuit, when as heavy as

reading matter in a St. Paul newspaper, are not apt to rest easily on the stomach. Never keep salt in the salt cellars. Some

one might find it in these and the shock would prove disastrous to his nervous sys-

Do not appear at the breakfast table with your hair in curl papers. Rather than this, leave it hanging from the back of a

Never mix plaster-of-paris with the milk through mistaken ideas of economy. It is likely to seriously impair the bapy's health. Refrain from starting the fire with kerosene. You have not been married so long that your husband is anxious to bid you a last farewell.

Some housewives peel onions under water. A better plan, however, is to peel them in the next township, far away from those you

If your husband says he would like "a big game" that evening, do not necessarily infer that be wants venison for dinner. He may mean "no limit," you know.

In boiling a lobster, do not imagine it is decomposed if it turns red. 'Tis a wellknown scientific fact that a lobster flushes painfully, owing to the heat of the surroundings.

If your husband insists on drinking liquors at the table because, as he says, water contains animaiculæ; gently but firmly tell him that liquor contains serpents, which are more dangerous reptiles.

If, by some strange chance, you should discover your lesser half splitting the kindling wood, do not fall on his neck and tearfully thank him. Such an action would make him think he had done enough for several years.

Cremated toast is not palatable. Food should never resemble in appearance the remains of a victim of a hotel fire.-Minneapolis Tribune.

Didn't Keep Them in Stock.

Customer from the Far West (at clothing store in Boston)-I want to buy a pair of pants. Clerk (coldly)-We do not keep them, sir.

"Isn't this a clothing store?" "And you don't keep pants?"

"No. sir."

"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.

THE DRUMMER. What an English Journal Says About Him.

An Appropriate Name for a Purely American Production-His Life Not a Path supposed. of Roses, as Is Semetimes



ROM 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

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 gripsacks, 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.

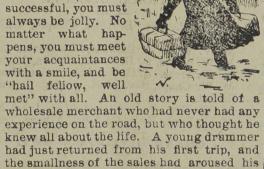
Your commercial travelers in the Old World have a path of roses to walk in compared with the drummer in the Far West. Here he must be possessed of the patience of Job, the perseverance of the spider, the cunning of the fox and the digestion of the ostrich, to say nothing of powers of endurance and uniformity 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.

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 pens, you must meet your acquaintances with a smile, and be



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 repre-

Drummer-Oh, you do! You are about the twentieth drummer that has been pes-



tering me this morning. I am stocked up fully in every line. Now, take no for an answer at once, and don't bother me any more, for I want to read my paper. I intend to buy a bulldog, a spring-gunand a man-trap, and see if I can't keep you nuisances out of here. Good morning. (And without paying any attention

to the look of aston-

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 apologised 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 seli 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 fitteen 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 tak-

ing 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 prosided over by a clergyman whose ability is just sufficient to send his congregation to sleep during the delivery of his sermon. Durthe months, when the snows blockade the railroad tracks, he is

winter

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 waitergirl 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 dreamest 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 it for the interest of himself, his firm, a

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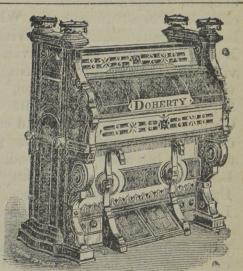
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