

Commercial Travelers.

The tact which makes a man a good commercial traveler is a peculiar gift, and one may be a good buyer or a successful salesman, and yet fail "on the road." Some merchants think that unless a young man is a born traveler, no amount of drilling will make him a successful "drummer."

"I want a man," said a partner in a large London house, "to work an important part of the road." We employ two hundred men, but there is not one among them whom I could select with the expectation that he would prove to be the traveler I require."

George Moore, the philanthropic London merchant, was a complete failure as a clerk in a wholesale house, but nature fitted him for a commercial traveler, and when his employer sent him out on "the road," he showed such genius in securing customers that his employer wrote, "I am proud of you."

A "traveler" must have tact and a knowledge of human nature, as well as industry. If he cannot read men at a glance, and has not the instinct to adapt himself to their motives and capacities, he had better take himself off the road.

Moore called upon a dealer in silks a dozen times, before receiving one order from him. The man was always "full," and wanted nothing. Moore learned that the silk merchant was very fond of a certain choice snuff—rappee, with a touch of beggar's brown in it.

"I'll get you," said George to himself, and when next in London he bought a handsome snuff-box, and had it filled with the tinted rappee. Within a few weeks, he dropped in upon the silk merchant, and was greeted with his usual salutation, "Quite full, quite full, sir!"

"All right, sir," answered George; "I scarcely expected an order, but I called upon you for a reference."

"Certainly, sir, by all means," answered the merchant, feeling a little complimented.

In the course of the conversation George took out his snuff-box, and, taking a pinch, returned it to his pocket. After a short interval he took it out again, saying as he took another pinch, "I suppose you are not guilty of this bad habit?"

"Sometimes," answered the merchant. George handed him the box.

"Well, that's very fine!" said the man, snuffing with zest.

"Let me present you with the box," said Moore. The merchant accepted it with thanks, and the drummer left the store, without asking for an order. But the next time he called the merchant gave him an order, and long continued to be one of his best customers.

These anecdotes are instructive as well as amusing. They illustrate the tact and good humor which convert a rebuffing store-keeper into a genial customer.

"Did I not tell you," said an exasperated hostler to a pressing drummer, who was unfolding his samples, "that I had more travellers than customers, and that I would not look at an article?"

"Well!" replied the witty traveler, "you don't mind my having a look at the samples myself, do you? Trade has been so bad that I have not seen them for the last six days."

He secured a customer.—Youth's Companion.

Nellie Grant's Unhappiness.

The American papers state, I see, that Mrs. Nellie Grant Sartoris is talking of returning to the United States to reside. I hardly think that she has found England a pleasant dwelling-place. Her first impressions were formed when she visited Europe as the daughter of the President of the United States, and she was, in consequence, caressed and feted wherever she went. On her return as Mrs. Algonon Sartoris she found things by no means as brilliant and agreeable. She had been wild to return to London, where she had been so superbly entertained, but London to Mrs. Sartoris was not what it had been to Nellie Grant. In the first place her father was no longer the President of the United States and our "Republican Princess" as she used to be called, was princess no longer, nor was she welcomed and worshipped as such. Secondly, she had a mother-in-law—a lady who was born a Kemble, a fact that implies much. It is true that the elder Mrs. Sartoris did not survive her son's marriage many years, but after her death her inconsolable widower retired to strict seclusion on his country estates, taking with him his son and daughter-in-law and their children. Such an existence can hardly have been very exhilarating or enjoyable to one whose girlhood had been passed at the White House as the leading young lady of American society.

A college of music is about to be built in Paris. It will comprise a free school of music, a theatre capable of holding two thousand persons, concert and lecture halls, a dancing school, an exhibition of painting, sculpture, and architecture, a free school of painting on china, an artists' club in which gambling will be strictly prohibited, an immense fencing hall, billiard rooms, conservatory, shooting gallery, library and reading rooms, and finally a wing containing forty small suits of apartments, which will be reserved for the foreign members of the club.

A New King on the Throne!

"Malaria," as a "popular ailment," has given place to a new potentate.

If you have Rheumatism now, the medical wiseacre exclaim—"Uric Acid!"

If you have frequent headaches, they sagely remark—"Uric Acid!"

If you have softening of the brain, they insist that it is—"Uric Acid!"

If Sciatica or Neuralgia make life miserable, it is—"Uric Acid!"

If your skin breaks out in Boils and Pimples, it is—"Uric Acid!"

If you have Abscesses and piles, "Uric Acid" has set your blood on fire.

If you have dull, languid feelings, backache, kidney or bladder troubles, gout, gravel, poor blood; are ill at ease, threatened with paralysis or apoplexy, vertigo; are bilious, dropsical, constipated or dyspeptic—"Uric Acid" is the key to the situation, the cause of all your difficulties!

We do not know as madam Malaria will take kindly to this Masculine Usurper, but he has evidently come to stay.

"Uric Acid,"—this Monster, is the product of the decomposition—death—constantly taking place within us, and unless he is every day routed from the system, through the kidneys, by means of some great blood specific like Warner's safe cure, which Senator B. K. Bruce says snatched him from its grasp, there is not the least doubt but that it will utterly ruin the strongest human constitution!

It is not a young fellow by any means. It has a long and well-known line of ancestors. It is undoubtedly the father of a very great family of diseases, and though it may be the fashion to ascribe progeny to it that are not directly its own, there can be little doubt that if it once gets thoroughly seated in the human system, it really does introduce into it most of the ailments now, per force of fashion, attributed to its baleful influence.

That success inspires envy and dishonest competition is well known. The force of this must often have occurred to a Baltimore house which is known everywhere. We refer to The Charles A. Vogeler Company, the excellence of whose goods, the magnitude of whose enterprise and the integrity of whose business dealings are recognized throughout the commercial world. Time and again have they been compelled to defend their rights against those who sought to wrest from them the legitimate fruits of their labor and enterprise. Last year in London, England, an unscrupulous dealer sought to place a so-called "David's Oil" on the market on the strength of the great popularity of St. Jacobs Oil. Thanks to the English law, the High Court of Justice promptly issued a perpetual injunction against defendant and imposed heavy damages. This decision was really an endorsement of the action of American Courts, for some years ago the United States Court at Cleveland, Ohio, issued a like order in a similar case and awarded the Baltimore house \$11,000 damages. The Charles A. Vogeler Company has again been called upon to defend its rights and has recently instituted suit in the circuit court of Baltimore City for injunction and damages. No doubt the best evidence of the marvelous efficacy of St. Jacobs Oil as the conqueror of Pain is to be found in the many unsuccessful attempts to trade upon its reputation.

Referring to the merits of another valuable remedial agent placed upon the market by this enterprising house, a medical journal says: "We admire the stand taken by numerous eminent physicians and members of the boards of health of such cities as Brooklyn, Philadelphia and Baltimore in changing the mode of treatment of coughs and colds, and publicly endorsing and adopting Red Star Cough Cure (the remedy referred to above), because it is efficacious, free from dangerous ingredients and without morphia or opium. Another feature which commends it is its popular price,—twenty-five cents, thus placing within the reach of all a pure, prompt and safe cure for throat and lung diseases."

A large number of French Canadians are seeking employment in the New England factories.

The Cause of Consumption.

Scrophula, manifesting itself in blotches, pimples, eruptions, salt-rheum, and other blemishes of the skin, is but to a great extent, by and by, to infect the delicate tissues of the lungs also, and result in ulceration thus ending in consumption. Dr. Pierce's "Golden Medical Discovery" will meet and vanquish the enemy in its stronghold of the blood and cast it out of the system. All druggists.

Great Republican activity is reported on the northern and western frontiers of Spain.

A Flat Contradiction.

Some one has told you that your catarrh is incurable. It is not so. Dr. Sage's Catarrh Remedy will cure it. It is pleasant to use and it always does its work thoroughly. We have yet to hear of a case in which it did not accomplish a cure when faithfully used. Catarrh is a disease which it is dangerous to neglect. A certain remedy is at your command. Avail yourself of it before the complaint assumes a more serious form. All druggists.

Miss Marie Winright has left the Lawrence Barrett troupe.

"Little, but Oh My."

Dr. Pierce's "Pleasant Purgative Pellets" are scarcely larger than mustard seeds, but they have no equal as a cathartic. In all disorders of the liver, stomach and bowels they act like a charm. Purely vegetable, sugar-coated, and enclosed in glass vials. Pleasant, safe and sure. By druggists.

The widow of the late J. Brutus Booth died of pneumonia at Baltimore, Md.

"Burns and Scalds."—If you are so unfortunate as to injure yourself in this way, we can suggest a remedy that will soon relieve you of all pain and quickly heal the wound; it costs but twenty-five cents and is sold by all druggists. Ask for PERRY DAVIS' PAIN-KILLER.

For Loss of Appetite take Allen's Iron Tonic Bitters. All genuine bear the signature of J. P. Allen, Druggist, St. Paul, Minn.

Important.

Grand Union Hotel, opp. Grand Cent. Depot, N. Y. city, 600 elegant rooms, \$1 a day & upward. Travelers arriving at this depot save \$3 carriage hire and baggage transfer, European plan.

Cause For Rejoicing.

CINCINNATI.—The Times-Star says: A remarkable discovery made last winter, is attracting a widespread interest. As it involves a most important question—that of public health it is being discussed by eminent physicians and public men. It is shown conclusively that throat and lung diseases can be cured without resorting to the use of morphia or opium—especially dangerous in the case of children as arresting development and poisoning the system. The governor of Maryland and all the officials of that state endorse the remedy; the state chemist of Delaware pronounces it the purest and most effective, and hospitals and charitable institutions in Philadelphia and other cities, use it with remarkable results. The remedy which is only 25 cents a bottle is Red Star Cough Cure. It is purely vegetable; it contains no poison or narcotics, and is a positive cure.

The cable may or may not have announced the marials of Miss Tennessee Clavin, says the Philadelphia Times-London correspondent. The cards of the bridegroom, bearing his continental title, Visconde de Monsterradi, were left upon friends in London the day following the wedding, but the ceremony at St. Mary Abbot's Kensington, was witnessed only by members of the families interested. Miss Clavin's husband is an English gentleman, named Cook, of the great firm of wholesale drapers, Cook & Sons, of St. Paul's churchyard, and it is understood that he derives the title of nobility above mentioned through the possession of a magnificent estate.

The emperor of Brazil has subscribed 15,000 milreis to enable Leon Julie Cesar to test his steering balloon.

Mrs. Frank D. Holmes of Owatonna, Minn., says after an attack of typhoid fever she was weak and emaciated, but soon after commencing the use of Brown's Iron Bitters she regained her health and strength and she gladly recommends it to all sufferers.

The president kissed a baby bearing the name of Grover Cleveland Sampson.

My son has had rheumatism since he was four years old, suffering most in the spring. He has taken three bottles of Atthoporus and I consider him entirely cured of his trouble. C. W. Brown, Clerk of Circuit Court, Ellsworth, Wisconsin.

Gov. Pierce of Dakota is said to have the president's assurance that he will not be removed.

She Broke Up the Meeting.

Her coughing did. The minister recommended Warner's White Wine of Foff Syrup. All druggists.

Not Like the Moon.

Warner's White Wine of Tar Syrup don't dry up a cough. It cures every time.

Our Wheat Fields Failing.

Not so with Warner's White Wine of Tar Syrup. It never fails to cure a cough.

Mrs. John C. Greene of New York is worth \$10,000,000.

Fondly desired, Indigestion, Depression of Spirits and General Debility, in their various forms, also as a preventive against Fever and Ague, and other Intermittent Fevers, the "Faint Purgative Elixir of CALISAYA" made by Casswell Hazard & Co., New York, and sold by all Drug Gists, is the best tonic, and for patients recovering from Fever or other sickness, it has no equal.

ITCHING and irritations of the skin and scalp, humors, piles, ulcers, eruptions, blotches and all skin diseases, quickly cured by **COLE'S CARBOLISALVE**, 25 & 50 cents, at Druggists.

RED STAR
TRADE MARK
COUGH CURE
Absolutely
Free from Opium, Emetics and Poison.
SAFE.
SURE.
PROMPT.
25 Cts.
AT DRUGGISTS AND DEALERS.
THE CHARLES A. VOGELER CO., BALTIMORE, MD.

ST. JACOBS OIL
TRADE MARK
20
THE GREAT
GERMAN REMEDY
For Pain
Cures Rheumatism, Neuralgia, Headache, Migraine, Sprains, Bruises, etc., etc.
PRICE, FIFTY CENTS.
AT DRUGGISTS AND DEALERS.
THE CHARLES A. VOGELER CO., BALTIMORE, MD.

ELLY'S CREAM BALM CATARRH
Cleanses the Head.
Allays Inflammation.
Heals the Sores. Restores the Senses of Taste, Smell, Hearing.
A POSITIVE CURE.
Cream Balm
has gained an enviable reputation, and is now displacing all other preparations. A particle is applied into each nostril, no pain is created to use.
Price 50c. by mail or at druggists. Send for circular.
ELLY BROTHERS, Druggists, Oswego, N. Y.

ELLY'S CREAM BALM CATARRH
Cures Croup, Whooping Cough, Sore Throat, Hoarseness, etc., etc.
PRICE, FIFTY CENTS.
AT DRUGGISTS AND DEALERS.
THE CHARLES A. VOGELER CO., BALTIMORE, MD.

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Cures Croup, Whooping Cough, Sore Throat, Hoarseness, etc., etc.
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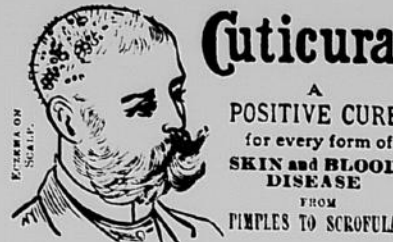
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AT DRUGGISTS AND DEALERS.
THE CHARLES A. VOGELER CO., BALTIMORE, MD.



Cuticura
A
POSITIVE CURE
for every form of
SKIN and BLOOD
DISEASE
FROM
PIMPLES to SCROFULA.

EZEMA, or Salt Rheum, with its accompanying itching and burning instantly relieved by a warm bath with CUTICURA SOAP and a single application of CUTICURA. The great SKIN CURE. With two or three doses of CUTICURA RESOLVENT, the New Blood Purifier, to keep the blood cool, the perspiration pure and unobstructed, the bowels open, the liver and kidneys active, will speedily cure Eczema, Tetter, Ringworm, Psoriasis, Lichen, Pruritus, Scall Head, Dandruff, and every species of itching, scaly and Pimply humors of the Skin and Scalp, with Loss of Hair, when the best physicians and all known remedies fail. Infallible Blood Purifier and Skin Beautifier free from poisonous ingredients.

Sold everywhere. Price, Cuticura, 50 cents, Soap, 25 cents, Resolvent, \$1. Prepared by POTTER DRUG AND CHEMICAL CO., BOSTON, MASS.

Send for "How to Cure Skin Diseases."

DRS. WHITTIER.
114 East 7th Street, St. Paul, Minn. Regularly Graduated and legally qualified; longer engaged in Chronic, Nervous, Skin and Blood Diseases, and Rheumatism in America. Medicines sent by mail or express. Diseases from Indigestion, Excess of Exercise, Nervousness, Debility, Melancholy, Loss of Spirit, rendering marriage impossible, cured. Sufferers, privately, freely, no charge of business. Pamphlet and symptom list free. A friend's card, or a note, is all that is needed. SEND FOR CATALOGUE. ELEGANT CLOTH and GILT BINDING. Sealed, for 50 cents in money or postage. Over 500 wonderful cures on file, health, matrimony, success, etc. Send for FREE BOOK, 25c. by mail sealed. State case and get time and cost of cure.



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MONTGOMERY WARD & CO.
227 & 229 Wabash Avenue, Chicago, Ill.

Contagious!

I am a native of England, and while I was in that country I contracted a terrible blood poison, and for two years was most afflicted as an out-door patient at Nottingham Hospital, England, but was not cured. I suffered the most agonizing pains in my bones, and was covered with sores all over my body and limbs. Finally I completely lost all hope in that country, and sailed for America, and was treated at Roosevelt in this city, as well as by a prominent physician in New York having no connection with the hospital. I saw the advertisement of SWIFF'S Specific, and I determined to give it a trial. I took six bottles, and I can say with great joy that they have cured me entirely. I am as sound and well as I ever was in my life.
L. FRED HALFORD,
New York City, June 12th, 1885.

In March of last year (1884), I contracted blood poison, and being in Savannah, Ga., at the time, I went into the hospital there for treatment. I suffered very much from rheumatism at the same time. I did not get well under the treatment there, nor was I cured by any of the usual means. I have now taken seven bottles of SWIFF'S Specific, and am sound and well. I throw the poison out through boils on the skin.
JERSEY CITY, N. J., Aug. 7, 1885.
Treatise on Blood and Skin Diseases mailed free.
THE SWIFF SPECIFIC CO., Drawer 4, Atlanta, Ga., N. Y. 157 W. 23rd St.

DOES WONDERFUL CURES OF KIDNEY DISEASES AND LIVER COMPLAINTS.

Why?
Because it acts on the LIVER, BOWELS and KIDNEYS at the same time.
Because it cleanses the system of the poisonous humors that develop in Kidney and Urinary Diseases, Biliousness, Jaundice, Constipation, Piles, or in Rheumatism, Neuralgia, Nervous Disorders and all Female Complaints.
SOLID PROOF OF THIS.
IT WILL SURELY CURE CONSTIPATION, PILES, and RHEUMATISM, and causing FREE ACTION of all the organs and functions, thereby
CLEANSING THE BLOOD restoring the normal power to throw off disease.
THOUSANDS OF CASES of the worst forms of these terrible diseases have been quickly relieved, and in a short time PERFECTLY CURED.
PRICE, \$1. LIQUID OR DRY, SOLD BY DRUGGISTS. Drop mail.
WELLS, RICHARDSON & Co., Burlington, Vt.
Send stamp for Diary Almanac for 1884.

KIDNEY-WORT
WELLS, RICHARDSON & Co., Burlington, Vt.

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FOR COUGHS, CROUP AND CONSUMPTION USE
TAYLOR'S
"CHEROKEE"
REMEDY
OF SWEET GUM AND MULLIN.

The Sweet Gum from a tree of the same name growing in the South, combined with a tea made from the Mullen plant of the old field. For sale by all druggists at 25 cents and \$1.00 per bottle.
WALTER A. TAYLOR, Atlanta, Ga.

CANCER Treated and cured without the knife. Book on treatment sent free. Address: F. L. POND, M. D., Aurora, Kane Co., Ill.

TELEGRAPHY Learn here and earn good pay. Situations furnished. Write VALENTINE BROS., Jacksonville, Wis.

CANCER. A new treatment. No Knife. No Plaster. No Pain. W. O. PAYNE, Marshalltown, Iowa.

OPIUM Morphine Habit Cured in 10 to 20 days. No pay till cured. Dr. J. STEPHENS, Lebanon, Ohio.

SKUNK, MUSKRAT, MINK AND RACCOON Skins bought for cash at highest market prices. Send for circular.
E. C. DOUGHTON, 44 Bond St., New York.

WANTED. An active Man or Woman in every county to sell our goods. Salary \$175 per month and Expenses. Expresses in advance. Carrying outfit FREE. Particulars free. Standard Silver-ware Co., Boston, Mass.

FREE! 52 samples fast selling goods to any lady or gentleman and big pay every day. hot or cold, guaranteed workers. Time is cash, don't delay.
Address, B. H. Merrill & Co., Chicago.

4% LONG LOANS. To stand as long as interest is kept up. Personal security and big pay every day. Send 6 cents for particulars. Loan forms, etc. Name this paper. T. S. Gardner, Manager, Palace Building, Cincinnati, O.

MUSIC Prof. Rice's Matchless Piano and Organ Attachment. Teaching all chords; 15,000 chord variations; 1,000 tunes; 5,000 accompaniments; all notes; thorough bass laws, etc., 20 times faster than any teacher. \$2.00. Sent on trial. 10 music lessons, 6 cents. Circulars free. G. S. RICE, 243 State St., Chicago, Ill.

THE DAISY We want agents, male and female, in every city and town in the northwest to sell the Daisy Broom Holder. It is a household necessity and sells at sight. Good female canvassers can make \$5 per day. Exclusive territory given. For particulars address: H. H. Co., P. O. Box 540, Minneapolis, Minn.

SEND To the Big Boston, Minneapolis, for Circular No. 6. It will do you good. Our great stock of winter clothing and Furnishing Goods, Hats, Caps, Fur Coats, Robes, Blankets, Muslin, etc., is now complete and much cheaper than ever. With every sale of a suit or overcoat that sells for \$12 and over, we give the famous Waterbury Watch.

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JOSEPH GILLOTT'S STEEL PENS
SOLD BY ALL DEALERS THROUGHOUT THE WORLD
GOLD MEDAL PARIS EXPOSITION—1875

R. U. AWARE
THAT
Lorillard's Climax Plug
bearing a red line tag; that Lorillard's Rose Leaf Plug; that Lorillard's Navy Clippings; and that Lorillard's Blue and Green Plugs, are the best and cheapest, quality considered?

"DRAW CUT"
BUTCHERS' MACHINES.
Choppers, Hand and Power, Stuffers.
Lard Presses.
Warranted thoroughly made and the BEST IN USE.
MURRAY IRON WORKS, Burlington, Iowa.

Ma. W. P. SCHROCK, 612 West Lake Street, Chicago, was

Helpless
from Rheumatism. His physician feared amputation of the leg would be necessary. He tried ATHELOPHOROS and in two days was cured. ATHELOPHOROS is pronounced absolutely safe by one of the leading physicians of the world. Ask your druggist for ATHELOPHOROS. If you cannot get it, he will send you a sample free of charge. It costs only 50c per bottle, but it is worth more than its weight in gold. ATHELOPHOROS CO., 112 Wall St., New York.

Mason & Hamlin
ORGANS:
Highest honors at all great World's Exhibitions for eight years. One hundred styles, \$25 to \$500.
PIANOS:
New mode of stringing. Do not require one quarter as much tuning as any other. The prevailing "wrest-pin" system. Removable for purity of tone and durability.

ORGAN AND PIANO CO.
154 Tremont St., Boston, 46 E. 14th St. (Union Sq.) N. Y.
149 Wabash Ave., Chicago.

N. W. N. U. 1885. No. 44

TOWER'S SLICKER
The Best Waterproof Coat.

The FISH BRAND SLICKER is warranted waterproof, and will keep you dry in the hardest storm. The best OMAHA SLICKER is made of the finest material and covers the entire saddle. Beware of imitations. None genuine without the "Fish Brand" trade-mark. Illustrated Catalogue free. A. J. Tower, Boston, Mass.

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Please Remember
There is Not a Particle of Shoddy Used in Our Factories.
If you want a **CALF BOOT**, a **HEAVY KIP BOOT**, a **V.E.A. GOLF BOOT**, a **V.E.A. GOLF BOOT**, a **RAIN BOOT** for Men's and Ladies' Shoes that you can rely upon as being honest and solid, ask your dealer for those made by **G. M. HENDERSON & CO., CHICAGO**, and do not take any others. If these goods are not kept in your place, write us and we will see that they are. We make our own leathers and manufacture the **P.A. HOUSE SHOES** for BOYS and GIRLS.
G. M. HENDERSON & CO., CHICAGO.
Write for a set of our Fancy School Cards.

The Mirror
is no flatterer. Would you make it tell a sweeter tale? Magnolia Balm is the charmer that almost cheats the looking-glass.

All Sorts of
hurts and many sorts of ails of man and beast need a cooling lotion. Mustang Liniment.