



COMMERCIAL TRAVELERS.

SAM SLICK'S LETTER.

An interesting communication from Sam Slick, a Dakota boy. I noticed the other day an invitation extended to the traveling men to send letters to the St. Paul Daily Globe, and it has several times suggested itself to my mind, and I will offer my mite and take the chances of its finding the way to basket.

I am traveling mostly through Northern Dakota and have watched the marvelous development of this great country to which St. Paul and Minneapolis owe so much of their phenomenal growth, and as I see these marvelous prairies, once so bare of anything but prairie grass and wild flowers, now so largely covered by the hand of man and made to yield their beautiful harvest, and every where fine buildings and comfortable dwellings, indicating progress and civilization, I realize the realization of some Munchausen tale, even though it has taken place under my very eyes in the last ten years.

Progress is not confined to the mere cultivation and development of lands, however. I have noticed with interest the popular growth of a sentiment, the object of which is to prohibit the boys on the road from carrying a class, much alarmed at the prospect of going without their drinks, as the Northwestern traveling men are a temperate set, with few exceptions, a much different state of things than used to be the case ten years ago. Not that the old gang of fellows were not as class, even in business men, but no class of men are so compelled, by the nature of their business, to conform to the habits and customs of the people they meet as they, and the more in this particular I take it to be due to a change in the people than a change in the character of the traveling men, although I think I voted the sentiment of the boys when I say that the change is a welcome one.

The old times need not be told of the pleasure (?) of catching the weary order in old days when poor hotels and long tedious, and often perilous, team trips, were the rule and not the exception, and when the broad mantle of charity should be thrown over the boys who used to participate in some of the high old times when the chance of a good hotel and a few good towns supplied with good hotels and warm carriage hostellers after the fashion of the old times, and a Dakota winter over prairie roads or an excursion to a lot of little side tracks to us, with a slide front door, where the best room in the house contained ten to twelve beds, and all supplied with many an occupant who insisted on being sociable and who tended to bustle in or two, and who were on the thermometer 20° to 40° below zero. We old timers, I say, welcome the change, both in improved hotels and railroad facilities and the improved moral tone of the boys.

The thought comes to me, what will it be for us at hotels in the near future when the social bar shall be done away with, as it is bound to be in another ten years, I think, and perhaps sooner. Allow me to prophesy, the inevitable law of supply and demand will supply the want as surely as the same immutable law works out the results in everything else. The boys are a sociable

BRIGHT, JOLLY SET, and, in fact, need not the aid of artificial stimulants to make them bright and agreeable. No set of men stand in less need of it than they. So I say the time is near at hand when hotels will provide each with a comfortable room, spacious and pleasant, stocked with good library papers, periodicals, billiard tables, piano and good fohos of music, and a set of billiard balls, and a first-class club room minus the bar, and ye croakers! Don't tell me the boys won't hail the advent with delight. A few of our readers may imagine that the boys won't know how to have a good time without the auxiliary of rum. Let me tell you of an ideal evening spent by a crowd of the boys at Alex. Let us meet one beautiful August day at the good little hotel run by J. H. Letson, of Alexandria. After tea the most of us finished our business, and then until the night trains came, were ready for anything that turned up. We proposed a trip over to the lake, and no sooner said than ten of us were on the way in the rig supplied by the house at a nominal rate, and a short drive of three miles brought us to the beautiful lake and the other hotel run by this same worthy landlord, and then we quickly dispersed into the boats, and a row over the beautiful water, with the boys in the lead, and the contests of speed and the bursts of merriment were going to look upon and hear. The sun set, and with light hearts and exhilarated feelings we again took the conveyance back to the hotel over the pretty wooded road, and found the rest of the boys there, and adjourned to the parlor for some music. As the little party of twelve or fifteen, with their first-rate voices and a few fair pianists, an hour was delightfully spent, and then an hour more on the piazza over good cigars, many a good story and pleasing incident was related, and under that beautiful summer moon many a jolly laugh rang out and at a seasonable hour the party broke up, and each ventured to say no man but felt himself a better man for the enjoyment and the next day's tasks many times lighter as the thought of the evening came to mind, and I venture to say no man of the party but was pleased to tell wife, mother, sister or sweetheart of it, and no liquor was spoken of even during the entire evening, and it was just such a party as meets often in these little towns, and if the facilities were better for the enjoyment of purely social evenings the boys would meet every movement in this direction gladly and support it heart and hand. No class of men are better fitted in their warm-hearted, jovial way to adorn the home circle or society than they, and yet from the nature of their wandering life the few brief hours with wife, mother, sister or sweethearts are so few and far between that their strong social tendencies are likely to lead them astray, and makes it more essential that we as a class shall foster this higher social tendency and lose no opportunity to forward its growth every day.

ROCKS GETS THERE.

A Girl Whose Name Was Pearl and the Way She Proved It.

At Graceville the other day one of the boys, who always uses three lines and a half to register his name, was anxious to find out the name of a new waitress who had been employed at the house since he was there before. She came up to the table to get his order and, leaning over, he said:

"No, sir, we call you?"

"Pearl, sir," was the modest reply.

"Are you the pearl of great price?" he ventured.

"No, sir," was the quick rejoinder, "I am one of the pearls cast before swine."

His noble finished his dinner in silence and overtook the waitress entirely.

George Thompson, of Barnes, Dale, Henzger & Co., of Minneapolis, prefers Northwestern houses to Chicago firms, and with his little patent feels happy.

Jim Reynolds has begun to color a new meerschaum pipe, and pays no more attention to his nose.

Hugh Young still aches to pay his respects to the Duluth trade. He remembers a pleasant few days there, about a year ago.

THOMAS C. CONNORS.

Some Idea of Thomas C. Connors, the Sweet Singer of Duluth.

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WHO GOT THE MONEY?

That is What is Bothering the Managers of the Encampment.

CHICAGO, Oct. 21.—The particle published here this morning as to the final collapse of the grand international military encampment, recently held in this city, show the managers to have been more incapable and reckless, and their financial shortage even greater than was at first supposed.

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HOMEWARD BOUND.

The Presidential Party Turn Their Faces Toward Washington.

SPECIAL TO THE GLOBE. TUCUMSEH, Ala., Oct. 21.—At Calera, a junction point in Alabama where the train stops to change engines, 3,000 or 4,000 persons were assembled, and among them 500 workmen from Birmingham, who had come on a special train with cars gaily decorated. Here three cheers were given for Mrs. Grover Cleveland and the president.

AN HEIR OF STEPHEN GIRARD.

SPECIAL TO THE GLOBE. NEW CASTLE, Pa., Oct. 21.—Mrs. Jarnoux Romest, of this city, is an heiress of the famous Stephen Girard, founder of Girard college at Philadelphia. Her father, Jean Girard, was Stephen's youngest brother. She told today of a suit to be entered against the estate of her father, and that she was one of a dozen of the descendants of the founder, most of whom live in France. Her story is that Girard left property worth \$140,000 to her, and of whom received any of it, and it is now worth \$750,000. She asserts that her father did not receive his portion, and that with other joint heirs she was taken by the college. She has letters from heirs interested, and is confident that the intended suit can be pushed to a successful conclusion.

A TELEGRAPH SUIT.

NEW YORK, Oct. 21.—The Western Union Telegraph company commenced suit to-day in the United States court against the French Cable company to enjoin them from interfering with the former's wires which run from New York to Cape Cod. The French company has leased the wires from the Western Union company, but was forced to give them up on account of a law in France which forbids any French company to enter into a contract with an alien unless it is sanctioned by that government. The French people want to put up their own wires, and had the contract with the Western Union wires unless they were removed at once.

HELP FOR YELLOW FEVER SUFFERERS.

JACKSONVILLE, Oct. 21.—Dr. King Wyly, president of the State Health Protective association, telegraphed C. H. Jones, editor of the Times-Union, as follows:

The mayor of Tampa has wired me that he is in need of money in Tampa. Will you please, through the Associated Press and your columns, call on the citizens of Tampa to send such amounts as they can to the State National bank of Tampa to be used as may be deemed expedient for alleviating the suffering, caring for the sick and the burying of the dead of persons thrown out of employment. The suffering falls especially on the laboring class, white and black, now out of work, who must be provided for.

FELL FROM A BRIDGE.

DETROIT, Oct. 21.—A special to the Journal from South St. Marie, says: Joseph MacDonald, while at work on the International bridge yesterday, missed his footing and fell into the river. He was carried into the current and swept over St. Mary's rapids. His body was recovered at the foot of the rapids an hour later.

A WEEK OF FESTIVITIES.

SPECIAL TO THE GLOBE. AUSTIN, Tex., Oct. 21.—Arrangements are being made for a week's festivities in May, 1888, to celebrate the completion of the new state house, the largest and most beautiful in the country outside of Washington. Distinguished citizens from all the states and from Mexico will be invited to take a part.

TRADE REVIEW.

The Situation as Summed Up by R. G. Dun & Co.

SPECIAL TO THE GLOBE. NEW YORK, Oct. 21.—R. G. Dun & Co.'s weekly review of trade will say: The markets show the influence of two powerful opposing forces—a great expansion of currency with ease following the stringency in the money market of the chief cities tends to lift prices in all directions to attend the general demand for many products, the natural result of the partial failure of the crops, makes distribution less active and selections less prompt than many expected, while losses in past speculations and the beginning of the reaction in real estate make the prospect less favorable for some sections. The improvement in prices, for which men looked in vain a week ago, has appeared in several markets. Stocks sank last Saturday, but have recovered since. Wheat has risen 3 1/2 cents. 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