

The Commercial Traveller.

John A. Lee, of St. Louis, recently delivered an address to the tenth annual convention of the 'Travellers' Protective Association, which has gained wide notice as a bit of oratory of the most effective kind. After an introduction, in which he deftly used the note of pathos, he came down to the consideration of the evolution of the commercial traveller in these days. What he said upon this subject is of value:

"The man who formerly expectorated large streams of tobacco juice and swore resounding oaths because he thought it dignified to do so, now refrains from both for a stronger reason, viz.: because he knows it is not dignified to do so.

"The man who formerly crushed and crowded up to the hotel register, eager to secure the best room, no matter whether or not older and feebler men might thereby be inconvenienced, is yielding to the dictates of public opinion which have made that characteristic one of the accepted indications of an undesirable acquaintance.

"The fellow who bases his qualifications upon an ability to tell filthy stories, finds but few patient listeners, either among customers or other salesman, and is frequently puzzled to know why his sales are falling off and his society being shunned.

"The clean, bright, neat, moral, cheerful man, who not only impresses you as a gentleman on first acquaintance, but who on a better acquaintanceship convinces you that your first impressions were correct, is the man who to-day sells the goods on the road and who is the typical modern commercial traveller.

"He is the type of business in motion and of motion in business, the force in the commercial chronometer which makes the wheels go round, the soul of the song of industry, the evangel of that great power which, in the world's progress, precedes even the influence of education and religion.

"The mission of bringing the world's peoples together upon terms of amity and fraternity is his. He it is who is destined to break down obstructive restraints to commerce, to bring about a great common unit of value and accepted medium of exchange, through an international banking system, which will tend to a commercial and industrial unification of all God's people, which will bring to pass the blessings of universal peace and which will

deliver the world from the dwarfing and retarding curse of war and of great standing armies.

"He represents the power of 'Peace,' for commerce stands for comfort, for education, for enlightenment, for the up-building and creative force, the great agency which will, in God's own time, be utilized to teach people how wisely to govern themselves, and to use the opportunities of life as our Creator intended them to be used."—*Mirror*, St. Louis.

Recent Patents Relating to Pharmacy, etc.

638,619, Medicine case, Wm. F. Barnes, Waldron, Michigan.

638,445, Atomizer, George F. Cott and J. Lees, Buffalo, N.Y.

638,258, Suppository, Daniel H. Murphy, Hartford, Conn.

638,481, Atomizer and Nebulizer, Cyrus J. Seltzer, Philadelphia, Pa.

638,365, Truss, Lucius A. and C. Smith, Topeka, Kan.

639,147, Galvanic Truss Pad, Sylvester S. Carpenter, Boston, Mass.

639,024, Atomizer, Anton C. Eggers, New York, N.Y.

638,755, Hospital bed, Harry L. Piper and W. H. Fox, Toronto, Canada.

639,575, Syringe nozzle, Frank Harbut, Chicago, Ill.

639,260, Suspensory bandage, George A. Mattern, Berkeley, Cal.

639,444, Speculum, Wilhelm Scheurer, Tuttingen, Germany.

639,808, Inhaler, Elmer E. Gardner and J. C. Smith, New York, N.Y.

639,864, Medical tampon, Feodor von Raitz, New York, N.Y.

TRADE MARKS.

33,851, Liniment for certain named diseases, Alfred B. Ckham, Grand Prairie, Texas.

33,830, Pharmaceutical preparations, Day & Welser, New York, N.Y.

33,842, Remedy for skin eruptions, Goodwill Chemical Company, Baltimore, Md.

33,848, Medicinal Compound for certain named diseases, James N. Greenlee, Fort Smith, Ark.

33,853, Certain named medicinal beverages, Star Chemical Company, Indianapolis, Ind.

33,893, Certain named pharmaceutical compound, Farbenfabriken of Elberfeld Company, New York, N.Y.

33,894, New hypnotic, Farbenfabriken of Elberfeld Company, New York, N.Y.

33,892, Certain named drugs and chemicals, I. Pomeroy Company, Newark, N.J.

33,890, Medicine for a certain named disease, Smith, Kline and French Company, Philadelphia, Pa.

33,891, Medicine for a certain named disease, Smith, Kline and French Company, Philadelphia, Pa.

33,913, Pharmaceutical and dietetical preparation, Farbenfabriken of Elberfeld Company, New York, N.Y.

33,917, Liniments, Hiram G. Farrell, Peoria, Ill.

33,918, Salves, John W. Gaslin, Belle Vernon, Pa.

33,916, Medicines for internal and external application, Manila Drug Company, Chicago, Ill.

33,949, Vermifuge, Farbenfabriken of Elberfeld Company, New York, N.Y.

33,950, Herbal medicines, George W. Johnston, Washington, D.C.

LABELS.

7,230, "Ozone" for a medicine, Chas. E. Baker, Des Moines, Iowa.

7,231, "Lithuanian Stomach Bitters." For stomach bitters, Firm of Josef Lowenthal, New York, N.Y.

7,229, "Heretone." For Medicine, F. M. Peironnet, San Francisco, Cal.

7,238, "Klondyke Koff Kura." For a medicine, A. S. Lewis, Louisville, Ky.

7,267, "P. K. Antiseptic Compound." For a medicine, John P. Piquet, Baltimore, Md.

PRINTS.

188, "Laxative Fruit Juice." For a laxative, Joseph Von Werthen, San Francisco, Cal.

Copies of above patents may be obtained for ten cents each by addressing John A. Saul, Solicitor of Patents, Fendall Building, Washington, D.C.

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