

The Traveling Salesman

By W. E. Hill

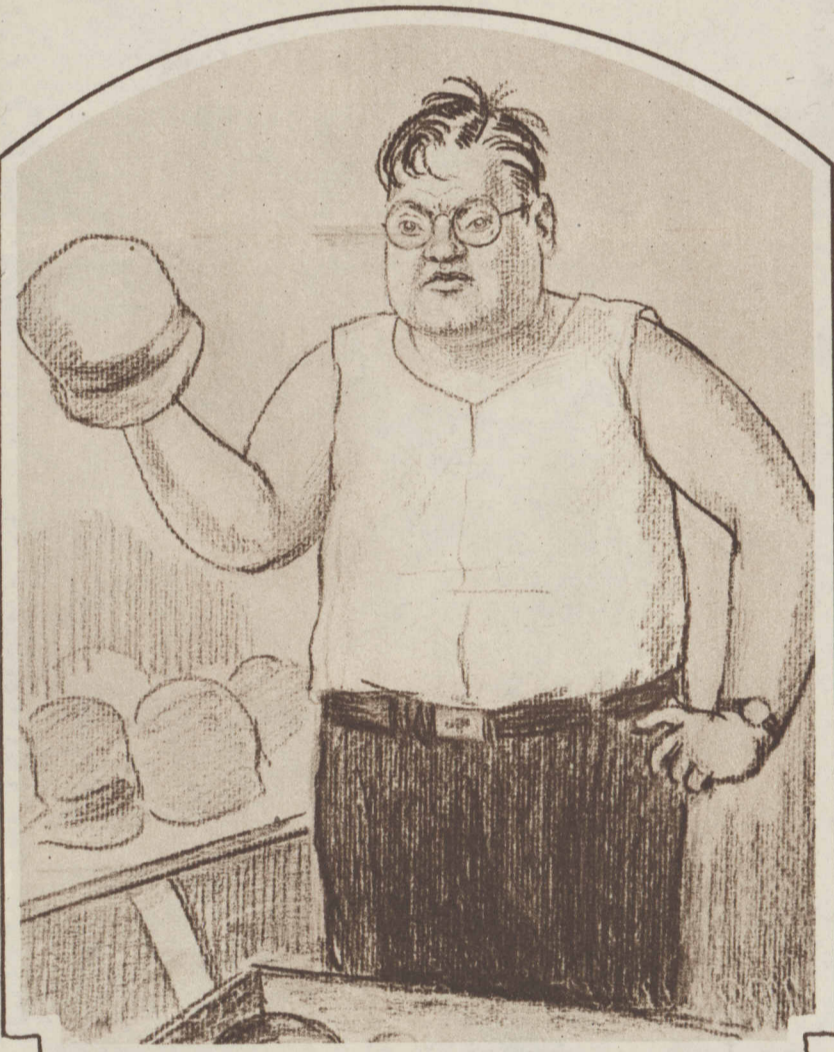
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The lady buyer. Just a knight of the road whose specialty is greeting cards for all occasions, being roguish with a lady buyer and making no end of a hit.



The La Belle twins, Inez and Hazeldelle, from the bill at the Capitol, are registering refined naivete and maidenly reserve (just enough, not too much) all over the lobby of the Commercial House, in case any of the boys would like to invite a couple of timid girls to partake of a light snack in Ye Olde Coffee Shoppe down the street. The boys, however, are headed for a quiet little game in a sample room.



Eddie, the harbinger of "Charmante Sport Hats," unpacking the stock in the sample room. Eddie is not at his best just now, but by the time the first lady buyer arrives he'll be all prettied up like the Prince of Wales, and a faint aroma of toilet water will be noticeable.



"A sailor has sweethearts in every port," runs the old song, "a drummer in every town." Here's a cross section of a traveling salesboy's heart, showing what an impressionable bachelor is up against after hours. A telephone operator in Portland, Me., a head waitress in Providence, R. I., a landlady's lovely daughter in Campello, Mass., and a five-and-ten belle in Hartford, Conn., are a selected few from the New England territory.



Traveling salesmen are great readers, and on a long sleeper jump (unless there is some one to talk to in the smoking compartment) will devour a confessions magazine or a crime story from cover to cover. Here's Mr. Ray McMeal tackling a copy of "Strange Interlude," left behind by a careless traveler.



"Here's one in his rompers, with his little kiddie car. You can see how big he is for his age!"



The long distance call. "Honest, Mabel, I haven't had time to write a line, but I've been thinking of you every minute of the time—honest, I've been awful lonesome, sweetheart!"



The pick up. An aluminum ware salesman trying a few choice remarks having to do with the weather for this time of year, the road bed, and the vista from the car window, on a beautiful girl in the diner. Trying to look inscrutable through heavily fringed lids, which is a pretty hard stunt to put over for an aluminum salesman wearing eyeglasses.