

"YOUR UNCLE"

A Reporter Converses With His Father's Celebrated Relative.

The Pawnbroker's Profits--Growth Demand For Overcoats.

Kansas City Journal.

Pawnbrokers must be of necessity good judges of character. The tendency of the human mind, according to the revised edition, is to evil, and evil continually, and nowhere is this more clearly demonstrated than when a man is driving a sharp bargain. His whole object is to get the advantage of the man with whom he is dealing, and this is especially true when he is making a loan with a pawnbroker. He tells a wonderful story about needing a little money and he wants an advance upon some article "for a few days only," when he will be back and redeem it. "They have 500 stories, all different," said a recent necessity for an overcoat yesterday, "and they try to get the advantage of us by each one of them." Indeed the pawnbroker, but a newspaperman, never!

WILES OF THE TOBACCO MEN

Slippery Elm, Rag Weed, Etc., Used as Adulterants

Many apocryphal stories are told of the way plug tobacco is doctored and adulterated, but, sifted down, the truth is fully expressed in the words of a prominent manufacturer:

"Nothing ever goes into tobacco as deleterious or injurious to the human constitution as the tobacco itself."

Nevertheless, skilled workmen command extraordinarily high salaries.

A pair of shoes may repose in close proximity to a big revolver; a dirk knife hangs alongside a brass horn; a fancy bedquilt is displayed next to an overcoat, and so on without limit.

"How about revolvers; are they not put in often?"

"Not now. The country here is becoming too highly civilized. And then his honor puts the fines on too heavy for carrying concealed weapons, and everybody don't possess a pistol. Occasionally a young fellow will come in, and, looking carefully around to see that no one is watching him, he will cautiously pull out a revolver and ask how much I will advance on it. Generally he wants all he can get, and he will never redeem it."

"What articles are pawned the most?"

"Well, jewelry and clothing. People will dispose of those things they can get along without the best. Jewelry is not a necessity, and people generally have some surplus clothing. With young men in the spring, overcoats are a favorite article for pawnage. They leave them in all summer and in the fall take them out. The coats are safe with us, and by paying a small per cent they are taken care of for the boys."

But in fine-cut tobacco and cigars is where the greatest deception is practiced. A western manufacturer says that there is end to the art of the trade. On good, saleable articles an advance of one-half the value is made; on other articles not so good, only one-third the value is given. Some people always want much more than the pawnbroker can advance and make himself secure, and there is generally a process of jowing to be gone through with before the loan is effected. Often the people leave things with no intention whatever of ever redeeming them. With such a plan is to pretend that they desire a loan for a few days, perhaps only a day or two, when they will come in and take them out, but they invariably want a good advance, and the pawnbroker at once sees what they are after, and loans accordingly. It means a sale of the articles, and he knows just about how much he can realize out of them.

While the reporter was talking a man came rushing in, seemingly in a great hurry, and throwing down a bundle on the counter, commenced unwrapping it, and demanded of the broker:

"How much will you give me upon this?"

"How much do you want?"

"I want \$2.50."

"What have you? Oh, I see, a plaid shawl."

"Yes, sir, a plaid shawl. I just paid \$4.50 for it, and I want to get a larger one for my daughter. It is too small for her, but I will take it out in a day or two for my younger daughter."

In the meantime the broker had been making a careful examination of the shawl, and commenced telling the owner that he could not give him so much.

"All right; I can get it. I have lived here twenty-five years, and I can get the money. I can get \$2.50 on it," and he began tying it up. By this time his blustering spirit began to wear off, and he asked the broker how much he would let him have. He replied:

"Oh, you said you could get \$2.50, and you don't want to take any less now, do you?"

Seeing his own words were being turned on him the impudent but fond parent turned away.

The broker informed the reporter that shawls like that could be purchased for \$18 per dozen. The man wanted to sell, but was trying to do it under another name.

While the reporter saw another dicker between the young man who, last spring, had pawned his overcoat, and gone to Arizona. He was on his way back to Illinois, and desired to leave his old coat and trade for another which the broker had. After a good deal of jiving the trade was effected.

Recently the same broker sold a fine diamond ring for \$182 which had been pawned. Not long before it came into his possession it had been purchased in St. Louis for \$400. In his little room one can find rings and watches, and gold jewelry of every description. While the owner can teach these with one hand he can with the other take down a dilapidated looking siddle with one string.

It is not generally known that pawnbrokers are required to pay a license of \$100 per annum in the city. In addition thereto they must give a bond of \$2,000, signed by a responsible man. This is to make se-

ure all damages resulting to any person by reason of the broker wrongfully purchasing or receiving in pawn or deposit any stolen property, or the property of any minor. There are six pawnbrokers in this city, and south, but it takes more land than they think there are too many.

In London, England, there are about one bale to the acre. The whole streets devoted to this business cover the cotton country over Ireland, England, and Scotland. Whatever may be the end they think there are too many.

Georgia, the second in respect to

business to the acre. But these states are not the only ones that agriculture is engaged in the production of cotton. We are six pawnbrokers in this city, and south, but it takes more land than they think there are too many. The large cotton crop is produced in the south, but it takes more land than they think there are too many. The cotton lands the product has been

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