

A Shoe Clerk ♦ ♦
♦ ♦ **And His Trials**

"Annoyances! Why, yes, we have a few and expect such things to occur until we strike a country where sandals form the staple foot gear, and are not made in half sizes or French lasts at that."

It was a Lincoln shoe clerk who made this cheerful remark as he blandly surveyed the wreck and ruin made by a ruthless shopper, who had made up her mind to get a EE foot into a B last shoe.

"She never would have escaped," continued the clerk with an emphatic pause, as he articulated the first word. "If some jay shoe clerk hadn't told her the new knack of marking the lasts. She actually caught me trying to sell her a shoe that was large enough for her foot, but I persuaded her that I had made a mistake. Of course a B wouldn't fit that foot even when I increased the size two notches. Finally the length aroused her curiosity and she decided she didn't like it. Now she's gone. It's all because some farmer grew confidential. Anyway, I'm glad the boss didn't see her sail out."

"Generally you can get most people to buy the proper shoe in this way. First you size up the foot with the figures quoted by the customer. Now and then the difference would surprise you. Then you fit the shoe small. By that I mean keep trying on sizes entirely too little until the foot gets tired of the squeezing process. Then you do your fine work."

"Simply turn around, remarking that there is just one shoe in all the world for that foot. Reach up on the shelf, get the style you want to sell in the correct size, slip the shoe on the foot as quick as you can and nine times out of ten your customer will buy it."

"The foot is wearied by the tight shoes. That grateful feeling which comes from the correct fit makes the sale for you. But watch for the auburn haired girls when you're working that

AFFAIRS OF STATE TEACHERS IN THEIR HANDS



MISS SUSAN HINMAN.

Teacher in the David City schools and secretary of the State Teachers' association. Miss Hinman won first honors in the recent state-spelling contest held in connection with the teachers' meeting in Lincoln.



J. D. FRENCH.

Superintendent of the Hastings schools and president of the state association.



A. L. CAVINESS.

Treasurer of the teachers' association and superintendent of schools at Fairbury.

game. Some of them haven't any more patience than a jack rabbit, and when they get tired they order you to put on their old shoe. Then they bounce out of the store.

"Oftentimes we have to give one of the other clerks the wink and act like there is only one pair of a kind. The other fellow comes up and wants them for his customer. Then the buyer, who has turned up her nose at the shoes, concludes to take them just to beat the other woman. Large women, who set their feet down squarely, can generally be worked in this way."

"I can stand anything. If folks call me another I make them believe they

are joking. Here, I'll take that back. There's one thing I can't stand, and that's the oldest chestnut in the business. You don't know what that is? Well, you would find out some day if you worked very long in this store."

"In comes a well dressed man or woman—for both work the old gag. Off comes the shoe. An aroma comes from somewhere and your patron swears by all that is good and true that both pedal extremities were fairly soaked last night. This is the most ancient of shoe chestnuts."

"My friend, a shoe clerk must be erudite, nobby looking and extremely polite. Besides his imagination must

always be greased and ready for instant action. Verily, I believe that the shoe store is the best preparatory school in all the world for amateur lawyers. At least they are supposed to give logical reasons for conditions that do not exist and that's our long suit."

"Well, so long. In case you ever decide to go into the shoe business come around and I will give you a few tips on the polite way to do the Ananias act."

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Mrs. Vanderlip—Mrs. Parvenu tries very hard to be fashionable.

Mrs. Schermerdrum—Yes, indeed, she has just had her pet dog operated on for appendicitis.

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