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*The Second-Hand Man*

If you do not know what you want, and are in doubt as to the proper place to get it, go to the second-hand store. There is no use specifying any particular one. You can be accommodated most anywhere. And incidentally it may be remarked that the second-hand stores deal in everything assiduously and carefully collected from everywhere.

No article exists under the sun that a wise dealer in second-hand stuff will not buy. The price may range from something too insignificant to mention to a very comfortable figure, this phase of the question depending entirely on the commercial value of the property. One thing is always true, the cash disbursed and the probable selling price of the article are always far apart.

The dealer gambles more or less on his purchase and of course must have plenty of lee way in the shape of profit. This must be so, since many of the odds and ends in a modern second-hand store lay for years and never sell. Yet the dealer prides himself upon furnishing the articles at a price far below the general retail figures. Belief in his ability to do this causes the second-hand man to thrive and increase his bank account.

People with extremely economical habits of thought patronize these establishments. They are close-fisted and want the most for the least money. No wonder the second-hand man is the shrewdest small bargain maker in the realm of business. He starts in with a floating scale of prices, as a general thing, and gradually approaches the selling figure. Finally the dickering ones get down to "hard pan" and the sale is made.

The stock carried by a second-hand man may invoice from \$500 to \$800, computing on the basis of what he paid for it, while the retail price may aggregate upwards of \$2,000.

The second hand men buy from all classes and conditions of citizens. Very little entirely new furniture or goods can be found in the confines of the store. The wholesale houses occasionally let them have samples from which they solicit orders when purchasers want a new article.

The unhappily mated contribute in no small degree to the prosperity of the second-hand stores. There are divorces and divorces. The dealer keeps track of all of them and such as are in close circumstances readily part with superfluous furniture. When the wife deserts the husband the same sequel nearly always follows. It is also true when the woman dies. In all such instances the dealer lays sentiment aside and drives sharp bargains. Like the pawnbroker, the second-hand dealer is consulted only in cases of necessity and he is generally on the lookout for a substantial fee for his services.

Oftentimes inexperienced housekeepers burden themselves with useless utensils. They unload on the second-hand man. Students try "baching" schemes and when the mode of living ceases, negotiate a sale with the same personage. Now and then articles are left to be sold on commission.

A repair man is usually in evidence about a second-hand store; he can make the weak places in furniture

strong and the crooked places straight. Then, too, he can do wonders with varnish and paint. In order to hold his job he must be a mechanic, a carpenter, a painter and a blacksmith.

Now and then some dishonest person swipes stuff and takes the plunder to the second-hand man. In Lincoln the police believe that most of the dealers mean to be scrupulously honest and in case of deception, stand the loss. Revolvers and household articles of small values are the wares which the second-hand man are apt to gather in.

Wives of boozing husbands, and members of shifting families sometimes part with their possessions piece by piece. Pretty soon nearly all the domestic furniture shifts to the dealer. In a sudden rush of prosperity the stuff is either bought back at a startling advance or cheaper articles are secured to replace the departed ones.

Through all the various deals, the second-hand man remains firm and impassive. He sees lots of human woe but he must not let it worry him. Never can he be a philanthropic institution or a charity organization. He reasons that if he does not buy from the goaded visitors some one else will. So he gets in on the deal as cheaply as possible.

NEWS OF THE FUTURE.

(From Town Topics.)

The city comptroller has received from Sir Richard Croker, Bart., M. P. for Wantage, a cheque for \$10,000,000, for the "conscience money" fund.

At her wedding Miss Astorbiltfeller wore around her neck a priceless rope of nuggets of hard coal.

Miss Helen Miller Gould has discharged her press agent, Mrs. Russell Sage.

By the will of the late Andrew Carnegie, an enormously valuable side of beef is left to found a hospital for persons driven insane by reading too many of the greatest novels of the season.

Mrs. "Jack" Gardner has turned her Venetian palace in Boston into a variety show, and her poses plastiques are considered even more artistic than her late Terpsichorean performances.

Former President Roosevelt has joined the Quakers, and is forming a society to put an end to wars.

Ostentation is now considered so vulgar that nobody with any pretensions in New York society drives in anything but express wagons or imported costermonger carts.

Rain and sweat have no effect on harness treated with Eureka Harness Oil. It resists the damp, keeps the leather soft and pliable. Stitches do not break. No rough surface to chafe and cut. The harness not only keeps looking like new, but wears twice as long by the use of Eureka Harness Oil.



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Everything New and Strictly First Class Ladies Especially Invited

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# The Annual July Clearing Sale

The semi-annual event every shrewd buyer awaits. The money saving sale of the summer season. The unalterable policy of this house to carry no goods from one season to another forces every department manager to close out every vestige of summer merchandise. No matter what the cost; no matter what the loss. *All Hot Weather Goods must go.*

Commencing Monday Morning, July 14th, at 8 o'clock

## 75,000 Yards of Wash Dress Goods

AT 30c, 40c, AND 50c ON THE \$1.00

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**Read**—Your choice of 195 different styles and colors of fine Satin Striped Tissue de Organdie, the most popular wash fabric of the season. The designs of these goods can be seen in no other fabric; the colorings are a work of art, absolutely fast; material washes well; extremely suitable for evening or street dresses. Sold everywhere for 35c. During our great Clearing Sale, at half price, or per yard, . . . . . **7 1/2c**

**Read**—Your choice of 500 pieces of best Imported Irish Dimity, Genuine Egyptian Tissues, Pineapple Tissues, French Tissues, Organdie Persienne, Satin Stripe Batiste, Fancy and Plain Madras, Plain and Dotted Swisses in black and colors, all worth 25c and 30c. During our Great Sale, for, per yard, . . . . . **15c**

**Read**—Your choice of 700 pieces of Fine Printed Batistes and Dimities, including a recent purchase of 350 pieces of all new fabrics, in a handsome range of navy, black, colored, and white grounds, every yard worth and sold at 15c and 20c. During our Great Clearing Sale, buy them at per yard, . . . . . **10c**

**Read**—Your choice of 800 pieces of all the 12 1/2c, 10c, 8 1/2c, and 7 1/2c Wash Fabrics in our stock, including 50 pieces of 15c Printed Futaine Fantasie, and 40 pieces of fine Zephyr Dress Gingham, absolutely the greatest offer ever made in this store at this season. Per yard, . . . . . **5c**

**Remnants**—READ—Your Choice of any and all Remnants of Wash Goods, including all the fine Short Lengths—not an iota reserved—**Remnants**  
—at half and less former Remnant price.

**1 TO 10 YARD PIECES**

100 Remnants regular 50c; Remnant price 25c; Now 12 1/2c per yard.  
50 Remnants regular 25c; Remnant price 12 1/2c; Now 5c per yard.