

Secrets of the Business Disclosed—Common Clothes More Valuable Than Fine Fabric—The "Change Act" and Its Economy.

A reporter desiring of obtaining some information in regard to the old clothes trade in Brooklyn called on a local dealer. The reporter's clothing informant was found surrounded by huge piles of clothing. He was intelligent and seemed to thoroughly understand his business.

"At certain seasons of the year the old clothes business is better than at others. More trade is done during April than in almost all the other months of the year put together. In April, gentlemen shed the clothes worn all winter and don spring attire. The clothing that has been worn in cold weather is, of course, unfit to wear during the heated term, and is usually pretty well used up. The prudent man, rather than put his winter clothes away, and in the fall take them out moth-eaten, sells them. I know men who can well afford a dozen suits, but who have none other but the ones on their backs. When they get a new one the old suit is sold or given away. It seems strange, but rough, common clothes are more valuable to dealers than fine fabrics. Fine broadcloth suits are not salable when they become a little worn. Much of our trade is done with poor people, who prefer rough to fine clothing."

"Are the clothes bought by Brooklyn dealers all salable here again?" "Oh, no; a big trade is, of course, done with residents, but a larger part of the old clothes purchased are sent south or to Ireland. Since the war a large trade has been done with the colored people of that section of the country. I think, would prefer a second-hand suit of clothes to a new one. They also buy everything of a kind pattern obtainable. The trade with Ireland has of late years diminished out. In 1870, we years ago during the famine, business with the Emerald Isle was brisk. Many strange and incredible scenes are often enacted in old clothes dealers' shops. There is one branch of the business which I don't think is done so much here as in New York. This is called the change act. Chatham street and the Bowery contain many dealers who make a specialty of the change trade."

"THE 'CHANGE ACT' EXPLAINED. The change act consists of changing a good suit of clothes for an inferior one, and in receiving a sum of money as an equivalent for the difference in value of the two suits. When a man is broke he will do anything to get money, and if he has a good suit and knows the ropes, he soon disposes of his own good clothes for some of inferior quality. For instance, if a man enters my place with a \$40 suit of clothes on his back, and I trade him one worth \$10, I can well afford to give him \$5 or \$8 cash to boot. Some fashionable gentlemen who are seen in a dozen different suits each month own but one."

"The manner in which they are enabled to cut a swell is as follows: Some old clothes dealers do a pawnbroking business in a mild way. If a man has a good suit he can, by paying a small sum, always exchange it for one of equal quality, and still not lose all ownership in his original suit. After he has worn the suit a few days he can, by paying a sum, wear still another suit. This arrangement can be continued indefinitely, and finally the owner, if he desires, can have returned to him his original suit. I have one customer, an impetuous young man, who is well known in society. If he is invited out in the evening and wishes to appear in full dress, he comes here, leaves the suit of clothes he has been wearing and dons one of my dress suits. In the early morning the young man again appears, takes off the dress suit and puts on his own clothes. For the accommodation I charge only a small fee." —Brooklyn Eagle.

The Consumption of Flour. The consumption of flour would furnish a good study for some inquisitive body who has time and the inclination to go into it. Some people say it has decreased per capita, while others say it has increased. The latter base their opinion on the fact that in the north-west and west, where the people used to eat rye bread and oatmeal, and in the south, where corn meal was the material used for bread making, all classes now use flour made from wheat. There is no doubt but there is a great deal of truth in that. The other side is taken by people who say that in this and the eastern part of the country the middle and upper classes have very largely deserted the staff of life, and taken largely to potatoes and fruits in and out of season, and that the consumption of flour in pastry is not sufficiently increased to make up for loss in that respect. There is a great deal of soundness in that reasoning, also. I know a number of people who simply ruble at a piece of loaf, and live on meats, potatoes, fruits, and vegetables. I myself do not eat two slices of bread a day, hardly, and do not touch pastry. This gives the case a rather mixed appearance. The mills have been running almost steadily, but even this is no criterion, as it is hard to say what they would have done if the country mills had not largely been shut down. —John Crangle in Globe-Democrat.

Menu Cards a Modern Invention. The printed menu card, such as we see now on every day or table, is of modern invention. In the time of yore, when the dinner was put on the table the guests could ascertain, by using their eyes, the nature of the viands composing the feast, therefore there was no need for bills of fare; but now that the fashion of dining a la Russe has been generally adopted, it becomes necessary that each guest should be provided with a sort of programme of the dinner.

The old-fashioned bills of fare were written on large cards gaudily ornamented with gastronomic emblems and symbols, and were of such dimensions and so cumbersome, that only one could be placed at each end of the table. The size of the cards was gradually diminished, and as they got smaller, the number put on the table was multiplied. At the present time it is customary to provide each guest with a printed menu. The introduction by the catering trade of the printed bill of fare has proved very profitable to the stationers, who strive ceaselessly to exhibit new pattern and fresh designs.—London Caterer.

A Boston Horse Jockey's Reply. "Even the horse jockeys in Boston are epigrammatic. It is related that a gentleman who was trying a horse, in company with a jockey, noticed after having driven him a mile or two, that he pulled pretty hard, requiring constant watching and a steady rein and required: "Do you think it is just the horse for a lady to drive?" "Well, sir," answered the jockey, "I must say I shouldn't want to marry the woman who could drive that horse." —New York Commercial Advertiser.

At San Francisco floral decorations at funerals are becoming unpopular. The expense is the cause.

He Worked a Successful Scheme. "Mrs. Hendricks," said Dumley to his landlady, "will you please add a little hot water to my tea? It is too strong." After supper Dumley asked Mrs. Hendricks if she would mind waiting until the following week for his board money, and she graciously replied: "Certainly, Mr. Dumley." —New York Sun.

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"EAGLE" Town-Site Company, WICHITA, KAN. Have for sale, on line of WICHITA & COLORADO RAILROAD north-west of Wichita, town lots at new towns of MAIZE, 9 Miles from WICHITA. COLWICH, 14 " WICHITA. ANDALE, 20 WICHITA. MT HOPE, 26 " HAVEN, 33 1/2 " Trains are now running regularly on Railroad from Wichita to Haven. These towns are in the best portion of Sedgwick County, Kansas. Maps of Towns and Prices can be had as hereinafter set forth: At Wichita, call on N. F. Niederlander or Kos Harris; At Maize, call on H. F. Rhodes; At Colwich, call on Geo. W. Steenrod; At Andale, call on J. W. Dale. T. H. Randall and W. S. Mackie, for Mt. Hope lots. At Haven, call on Ash & Charles. THE "EAGLE CO." HAVE ALSO FOR SALE LOTS IN "Junction Town Company" Addition to Wichita. Price List of this Addition can be seen by calling on: F. G. SMYTH & SONS, Wichita. N. F. NIEDERLANDER, " KOS HARRIS, Wichita. P. V. HEALY, " ANGLO-AMERICAN Loan Office. O. MARTINSON, Resident on said Addition.