

## A MOUNTAIN LAKE.

• Bimble Detter, in your placid soul Are mingled all the songs that brooks have sung When year and year, the shaggy hills among They habited of their trails, with tomy tress, Until all wained, having reached their goal, You with soothed their sorrows and their fears.

Like sentence the stolid mountains stand About you, such is girth of glorious green; At early dawn their mirrored stones are seen In summer's outline, girt by sun, Upon the hills, the sky above, the evening land, Not far from view until the day is done.

A bittersweet of sorrow rest You keep the shade of silent, lone, When having crossed mortality's brief span Across the hills of Time, his life shall end, And all his doing, like the leaves on a blast, Perishes, with other day, shall leave.

John A. Foster, in memory Macneile.

## BUSINESS OF THE SOAKER.

An Expert in Pawnbroking Who Has His Regular Customers.

In the neighborhood where pawnshops abound the soaker flourishes. The soaker acts as middleman between the pawnbroker and his customers. He explains his mission and accredits for his usefulness thus:

"The people down here employ me," said he, "not because they are ashamed to be seen going into a pawnshop themselves, but because I can get more for the goods than they can. There's an art in pawning a coat or a ring, just the same as in everything else."

I've known people to go into a pawnshop with some old article to pawn and to seek the proprietor over with a supercilious air, as if they considered themselves so far above him socially that he couldn't touch them with a 40 foot pole. Naturally, for sheer spite, the broker offers them only about half as much as they would get if they approached him properly. Having had a wide experience of my own, I know how to avoid such difficulties. I am not servile, but I am polite and respectful, and as these two qualities touch the most generous chord in the broker's bosom I get all I want on the proffered chattels.

"As recompense for my services I charge my customers 10 per cent commission. I have regular customers, and then, of course, I do many odd jobs for occasional. There are families down here for whom I pawn the same things over and over again, one week after the other. On pay day they take their things out of pawn. Three days later they put them in again, and the next pay day they take them out again. And so it goes, month after month. I canvass the houses just like a book agent or even plainer peddler or insurance solicitor."

"Anything to be pawned today? I ask.

"And if there is, I take it around to some shop and take the necessary dough and take it back and get my commission. Once in a while I come across somebody who wants a few and calls me a swindler, but I'm nothing of the sort. It's a regular dog's business."—New York Sun.

—Painted Furniture.

Several of the lawyers had told their clients to go to Marion County and the county seat of Ocala, and to buy a house there, for the reason that the county was to be incorporated into a city.

—Painted Furniture.

—Painted Furniture.