

business life thus, unexpectedly developing real genius for affairs, but compelled by their first false steps to expend all their splendid abilities in low trickery. They have become the Jack Shepherds and the Dick Turpins of the commercial world. Reform is out of the question. Their genius gives them an undreamed-of measure of success, but without honor. Money they win, but they never gain the respect of their fellows. It is sad enough to see a man making a living as a street fakir, cheating the boys and the "gudgeons" who are always looking for some one who will sell them a fair dollar's worth of something for a dime. But it is pitiable indeed to find a man who reveals great enterprise and push, not to say genius, adopting the methods of the "fakir," in a larger way, and limiting the powers of an A. T. Stewart, or of a Wanamaker, to the trickery of a Cheap Jonnie. Here is a man who might have held high rank among honorable business men and commanded general respect, and who has, by his energy, built up a great business, and made large sums of money who, at short intervals, launches some new fraudulent sale, and poses as a poor victim in the business world, earning the scornful pity of all right-thinking men, but enriching himself by the skill with which he plucks the silly human geese who come for their periodical experience with amazing regularity.

I know of a very successful firm in a certain city who will never outlive a foolish and wicked step of their early career. They had a fire and advertised sale of damaged goods. The idiotic buyer, whose name is "Million," rushed to get the proffered bargains. Seeing the opportunity, and never stopping to think of consequences, these misguided men bought carloads of cheap goods, put them in the basement, dampened and soiled them, and then sold them to the deceived bargain seekers at a large advance. They chuckled at their cunning, as they kept up the farce, and congratulated each other as the profits came rolling in. They prolonged this folly until the eyes of the people were at last opened. Then, too late, they discovered that they had not been so "smart" as they imagined. They had indeed made money by selling fraudulent goods, but they have sold, all too cheaply, their good name, their honor and their manhood. They are, in a way, good fellows, and do a fair business now. Doubtless they mourn over that early blunder, which a little higher estimate of themselves would have saved them from making. But it has never been forgotten, and never will be. They may become rich, probably will. But their money can never buy the reverence and ad-

miration that the best people pay to character. Why did not their good angel give them the timely hint which this paper intended to convey to other beginners?

Among a certain class of conscienceless business men, who have no sense of the commercial value of character, it has become common, in some way to introduce the gambling element into their business. Every purchaser makes a guess as to the number of grains of sand in a vase, or of pins in a mammoth cushion. To one is given a pony, to another a trip to Europe, to another a piano, or some other valuable prize. One firm offers, as a prize, certain sums of money. Some of these methods are indictable, and the common good requires that their promoters should be prosecuted. They are villainous corruptors of the public morals. In the business world, for men who allow themselves to imitate these unbusiness-like and dishonorable examples, there is no future. They are damned already by the best sentiment, and life will give few of them any second probation. It is better in commencing a career, therefore, to proceed as if one knew he would rise to honorable eminence. If this course is pursued, the final result will certainly be more satisfactory than if the mistake is made which this paper describes and condemns.

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