Saturday JULY 8, 1899

## 9

#### By THOMAS O'HAGAN, D,CL. real heartfelt love of country running and amusements of the early settler's | His deeds are stars to light his path; I see in them the hope of spring, through the verse and it seems to life, when amusements were few and His fame a glory born of Heaven; That erst did plan the autumn day; have been written not for writing's | the friviolty of a country dance is the I see in them each gift of man His life, an are of rounded toil, Grow strong in years, then to turn to sake, but with the true iowardness of height of happiness :---To God and country freely given. 裟 clay. "At evening the boys and the girls sentiment that is healthy. In merit it is much above the average, and cerwould all gather, Not all is lost-the fruit remains, tainly better than many of the prize To dance and to court 'neath McDou-That ripen'd through the summer's er bit of verse that will appeal forcipoems on the same subject which gall's roof-tree ; 裟 ray : have recently been exploited in the They were wild as the tide that rush-The nurslings of the nest are gone, press :--es up Solway, Yet hear we still their warbling lay. When lashed by the tempests that "My native land, how dear to me, 裟 貒 O. altar of eternal youth ! swept the North Sea-The sunshine of your glory, O faith that beckons from afar ! There Malcolin and Flora and Augus-貒 How dear to me your deeds of fame, 貒 Give to our lives a blossomed fruit; and Kate, Embalm'd in verse and story ! Give to our morns an evening star. With laughter-timed paces came trip-業 From east to west, from north to "An Irish Mother" :---The last two verses hit a pretty ping along, south. idea in the happiest way. 貒 And Pat, whose gay heart had been -"Her dreams fill heaven and earth, 業 In accents pure and tender, nursed in old trip. Her love is a love divine, Let's sing in lays of joyous praise \* An excellent opportunity for a musi- Your happy homes of splendor, ⋇ Would link each Scotch and with a Riten'd through sorrow and time cal setting is given in a "Lullaby of Dear native land ! good Irish song. and tears. 裟 \* Down at the dance at Melbourg H's, the Settlement." It has all the south-Tis sacred as challee of wine. ing delicacy of a fullaby and still has Acros conducies of the past. 裟 \* Gone now is the light in McLeonenties. She kneels at an altar of hope, With nearts of fond devotion, a fragrant flavor of the farm. Take a 裟 log shanty, We trace the white sails of your line. \* few of the lines :----The blaze on the hearthlong has soul-Through crest'd wave of oceah; "Flower of the forest, nurshing of 貒 into gloom. and clear. 貒 And every man of every race, Thro' the love that illumines each dawn, And Donald and Janet - who discussed Whose heart has shaped your glory. 裟 Sweet be thy slumber in cradle of of "Auld Scotta. Lav. Shadi win from us a homage true, light, Are dreaming of Hencen in the clust In gift of song and story, 貒 Rock'd by the song of the robin on 1 My native hand ! of the romp. Dr. Thomas O'Hagan is one of the While the laws and the parts of tree top, Hush'd by the lullaby voice of the O, let not petty strife e'er mar. the "ball is" and educe and THOMAS O'HAGAN, D.C.L. The bright dawn of your morning, Wro toiled during day and scree night : Nature, thy mother, is kneeling beside

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Come with me into the Mystery of Na ture's infinite plan, With its flower and fruit in heaven above and its root in the heart of man; Where the latent powers of things that are take form and shape divine, And the water of life at the wedding feast is turned to red. red wine.

The above lines are taken from a or, but in nearly all cases it will be little book of poems recently published by Dr. Thomas O'Hagan, entitled "Songs of the Settlement," now on sale at the well known establishment of D. & J. Sadlier & Co., of this city, price 75 cents.

The title is an apt one, for the leading subjects dealt withare distinctively reminiscent of the days of the pioneer and Dr. O'Hagan possesses the seems like the expressed thought of a happy faculty of finding poetry in the seemingly most unromantic things. To most minds the work of the clearing of the farm is of the prosaic, but, our author has found in such simple subjects an underlying vein of poetry, which being developed is pleasant to the ear.

The treatment of homely subjects in a prosodical way is a gift given to few writers and Dr. O'Hagan seems to be one of the few. His little pastoral poems have all the marks of a found that underlying it is a richer [Cradl'd and crown'd on the breast of vein of pathos that crops up continuously and shows that theman, while Pillow'd by Love, whose strong arms apparently humorous on the surface, only uses his humor as a frame to another picture of greater import, where a lesson of faith, or love or humanity may be taught.

There is something touching and soothing in "Ripened Fruit." It man whose life has been good, who has no fear of the future, for his work has been well done. Like Sir Galahad "His strength is the strength of ten Because his heart is pure." There is a commingling of faith and hope in the little poem which is likely to imbue the reader with the same spirit as actuated the author.

lost, I cannot strike the chords of old ;

"I know not what my heart hath in her horns,

thee,

charm:

Filling thy dreams with gift of her

Sleep in thy downy nest, sweet be thy

Flower of the "settlement," blossom

cradle rest, sleep.

of twilight,

entwined thee,

from harm:

thy slumber,

morn.

description :----

very best blood

the farm,

From ocean unto ocean "The sun that tints the Maple Leaf." Smiles with a like devotion, Curtained by Faith that shields thee On Stadacona's fortress height, On Grand Pre's storied valley, And that famed tide whose peaceful Sentinel stars keep their watch o'er shore Was rock'd in battle sally, Sunbeams of joy fill thy chalice of [ My native land ! Sleep in thy downy nest, sweet be thy Here will we plant each virtue care. cradle rest, sleep. And watch it bud and flourish-Dr. O'Hagan strikes a different From summy France and Scotia's hills vein when he pictures the old brindle Kind dews will feed and nourish; cow. Everbody has some sort of a re- And Erin's heart of throbbing love, miniscence or other of a cow of some. So warm, so true and tender, Will cheer our hearths and cheer our homes. "What breed did you say ? Why the With wealth of lyric splendor, Dear native land ! That could flow in a democratic cow; No herd-book could tell of the glory Dear native land, on this New Year, We pray you ne'er may falter; Or whence came her pedigree or how; That patriot sons may feed the flames She was Jersey in her milk and Dur- That burn upon your altar.

tongue,

through the neght. Net bigot word of demagogue, Create untimely warning ! Lave again in the rest does not f Mene Deep in our hearts let justice reignory's more fr. When their hearts heat to here a A justice broad and holy-That knows no creed, nor race nor life, love and right. Down at the dance at McDougall's. But our Dominion solely, A sketchy psychological fit is call-Dear native land ! ed "The Dreamer," Dr. O'Hagan's Dear native land we are but one sympathies are wide, and his argument or rather his apology for the man who lives before his time and whose visions of the future are never realized may be condensed into the last stanza :---"Men call me a dreamer-vet forget The dreamer lives a thousand years. knead clay,

While those whose hearts and hands and published in 1887. It was called Live not beyond their dusty biers. A poem that will appeal to all Canadians is entitled "Tears of the Maple." It is a panegyric of the late Sir John Thompson and the sentiments set forth will meet ready tesponse in the hearts of the people.

"He built not on the shifting sands. Of plandits gained in dubious way: He faced the right, achieved his plan. In clearest light, in fullest day,

The "Heroes of the Past" is anoth-

bly to the people who have made Cahada the grand country she is to-day, In the lighter pieces Dr. O'Hagan has been particularly happy. Perhaps no better way to close this brief review of Dr. O'Hagan's new book can he found than by quoting the lines of

When cloudlets have shrouled the day And her faith as a taper burns bright

best known and ablest Catholic writers in Canada. Although born in Toronto, in 1855 he comes of good Kerry stock. He was educated at St. Michael'sCollege, and was a frequent prizewinner in Latin and English. Later he took the arts course in Ottawa University, was made a Bachelor of Arts in 1882, and three years later had his M. A. On his graduation he took honors in English, Latin, French and German. He took a post graduate course at Syracuse University, (Ph D. 1889), and later studied at Cornell, From 1883 to 1888 he held classical and modern language masterships in several leading high schools. In 1894, he was elected president of the Canadian club of Cornell University. His pieces of fugitive verse were collected "A Gate of Flowers," Since then he has published "In Dreamland and other Poems." He has made a special study of English, and is recognized as one of the most sympathetic interpreters of English literature. As well as heing a voluminous contributor to the magazines, Dr. O'Hagan's trenchant pen has found its way into the columns of the daily press. For some years past his labors have been in the direction of the lecture field principally, and his subjects of discourse almost invariably on the higher Eug-The storms that passion rolled on , lish literature. As a critic and commentator on English poetry Dr. O'-

man who studies simple things with	The breath that charmed my morning	ham in her build.	May Heaven stoop down upon each	high,	Internation of the first first first
an eye to finding the beautinu in ev-	life.	And Ayrshire when she happened in a	home,	Found in his heart no anxious breed :	Hagan has few equals in America.
erything in nature and delighting in	Hath chilled each leaf within the	row,	And bless in love our people.		Some of his lictures delivered last
depicting it afterwards. His lines are	wold.		And ring thro' hearts both rich and	He knew no tongue, nor race, nor	year at the Catholic Summer School
redolent with the perfume of the pines		old "slash" fence,	poor,	1 creed.	at Cliff Haven, show not only the
and the memories of the meadows.	And yet I know my life hath strength	She was simply the old brindle cow."	Sweet peace from heavinly steeple.		scholarly attainments and deep erudi-
His ideas in the present volume have	And firmer hope and sweeter prayer,		My native land !	The magnet of the test of	tion of the man, but also a nature
by no means been confined to bucol-	For leaves that murmur on the	In a different vein Dr. O'Hagan			thoroughly poetical and sympathetic,
lics.	ground,	grows patriotic and writes a poem	and hance at menougan's growing		while at the same time almost micro-
The author has a rich vein of hum-	Have now for me a double care.	entitled "My Native Land." There is	fairly good picture of the simple joys	And loyal to Him was ever free.	scopically analytical.
					and a second

## FRIENDLY ADVICE TO YOUNG MEN. BY R. J. LOUIS CUBDINY.

Our Colleges and academies are now about to send out the young men to meeting of the firm held lately said : fight life's battle in the world. During their long years of arduous toil a successful salesman? There are a and labor in the "book world," no few points that should be justly con-doubt they have succeeded in mastering many subjects. But as the old say- list, as I consider it, is high moral ing says: "Theory is one thing, but character. A few may place this qualpractice is another." Yes we know ity down in the list. I believe it to be many things by theory, but scarcely ever practice them. You are about to launch your bark on the waves of the ' but also to be honest and truthful and tempestuous sea of the world. Your to have other cardinal virtues. To be future is planned, you have waxed in- honest with his house and to be honto manhood, and you are longing for est with his customers, his words to the noontide sun, forgetting that it be as good as a United States bond. scorches unpleasantly at times, and, With such a man all that the house again, that it is impossible to see wants or cares to know when any heavy clouds at mid-day. This is an question may come up is that "salesintensely interesting period of your man A" says so. How the house life,--one of novel emotions and sent- comes to rely on such a man, and how iments; one of pure enjoyment, that's close a bond is established between free of all tiresome school discipline ; himself and his customers, as well as one of sophistry, and above all, of an between the house and them ! amusing self-conceit. This last is one that the noon-tide sun burns hotter airaid of. than you expected; that the liberty you expected after school bondage de-

house of Farwell, Ozmun, Kirk & Co., St. Paul, Minn., might well be taken by our young men who are starting thoroughly from A. to Z. on their career in life, for it applies well as to salesmen.

Mr. Kirk speaking at the annual "What are the essential qualities of the first. It is not simply to be above drink and other various dissipation,

"I do not mean that a man is re-

of the bug-bears of the present day. | quired always to tell the whole truth, We hear and see persons who are ac- that is,, all he knows (as may be detually struck on themselves, and who manded of a witness in our courts.) imagine that they are the whole con- But the salesman who is successful in cern, ---- thus rendering themselves the long run, and who builds up a trade that sticks, is a man who tells obnoxious with all they come in con- trade that sticks, is a man whom his customers tact. You will learn by experience have come to confide in and are not

"The second qualification is, that veloped into still more exacting the saleman knows his business. Thorlaws; and above all that the temple oughness is the word. Know all you wherein self was worshipped has possibly can about the goods yau crumbled, as the knowledge of your sell. Always be learning more idol increased, and you realized its about them. It is a great worthlessness. The advice given by line of goods that the travelling R. A. Kirk, president of the hardware hardware man these days has to muster, but if you are aiming at the first rank among salesmen, learn goods

"And again, it is only second in importance to the learning of your goods ful, good temper, Do not wear a long quaintance keeps his engagement of cnusty, and the more you are of to study and learn your customers. face, is the gospel that this teaches. any nature with uscarefully, we come first the more popular you will be. with equal force to any position as portance to the learning of your goods

This is the strongpoint of some sales-When a salesman has been on a territory for two years he ought to know the best way to reach every customer. I do not mean that any saleeman can make a valuable customer of every merchant in his territory, but I do say that he should have studied every desirable merchant so thoroughly that he knows the best way in which he ought to be able to get in his work with him, and he should equally be determined to win the man in the end. So, I say, be thorough through and through.

"The third qualification is diligence. The easy-going, lazy salesman falls behind in the race. In the old McGuffey reader that I used to study in the district school, there was a reading lesson taken from an oration by one of the leading orators of the generation, that followed the American Revolution, whose subject ran as follows :---

"There is no excellence without great labor.' For more than forty years these words have been ringing in my ears and inspiring me to fresh endeavors.

"A successful salesman is no exception to the rule. He must be instant in season and out of season. He cannot make his study or practice to put in five days or less in the work. If he is going to succeed and be in the front rank his week will have six full days in it, and not a day less. And on the road his chief concern will not be as to where he will find the best hotel just ahead, or the most fun with the boys, but how can he secure the most trade. The painstaking, plodding, persistent worker will feave the lazy genius far in the lurch in the long run. We have only to refer to our own observations and experience each one of us-to confirm this statement.

"My fourth qualification is a cheer-

just now expected ? We may justly be sorry for it, but why get sour and mad about it It should spur us to renewed effort to get the next plum that is in sight. When I lose something, either through my fault or that of someone else, 1 make it my practice to try to even things up by getting something that is ahead, Sometimes it goes hard to bear the disapthe best of it.

"System and punctuality together make my next qualification on the list. The successful salesman, as a rule, has his work all carefully planned out, then he works to it. His trip sults, and he plans, in so far as he can, to visit his customers as frequently and at such times as will promise the most trade, and then he 10llows the schedule rigidly, except in advises his customers regularly in ad- succeed. vance of his visits, and his appointments are carefully kept.

"Some salesmen make a great misfrequently and for insufficient causes, they themselves, come to place littlereliance on their advance cards. You may depend on it that your customers should be able to rely on your being there by your card and they will do | man for you to copy." so if your trade relations with them are what they should be. It is greatly to your and our benefit for you to establish fixedly the reputation with your customers of being prompt in keeping your appointments. If you are that a customer will hold the order

for you, Besides, if a man of our ac-

What if it does rain or snow when we to have a growing respect for and men, and it is of very great value. think there ought to be sunshine 2 confidence in him which are likely to What if we did lose the order that we exercise a more or less potent influlence.

> "These qualifications we believe to be the leading ones of the successful salesman. There are other very desirable characteristics, such as the ability-we sometimes call it the faculty-of reading men, 'sizing them up," it is sometimes called. It may be almost intuition with some to do pointment, but let us bear it and try this, but, as a rule, the only safe way to come up smiling and always make is to study men with care as we need them.

> "Then, there is that wonderful quality which we call tact; two men-try to do the same thing. Equal in ability. One man has tact, the other has not. The latter fails. The man with tact succeeds. Every time we fail to is arranged carefully for the best re- do what we feel we should have accause of failure, go to the root of it, and we will generally find that it was more tact that was needed. The very special and justifiable cases. He to best advantage and is bound to

> "I have not held up before you this ideal salesman without knowing something of the labor and trials that take in this. Their routes are changed are encountered on the road. For thirteen years I lived on the road, a so that their customers as well as representative of one house. The man that I have described is not the man that I was. He is the man that, in every respect, I wish I had been und I believe most heartily that he is the

### PERSONAL.

Rev. Sister Dillon, formerly of St. Patrick's Asylum, Montreal, has returned after sixteen years of missionary work, in the North West, to the not so, how can you or we expect Grey Nunnery, where she will spend a few months vacation.

It is just as easy to be civil as quaintance keeps his engagement of crusty, and the more you are of the will consist of work done by tenant

NOTES OF IRISH NEWS. RETREATS IN TIPPERARY .----

Sunday evening, the 18th, Newport, Co. Tipperary, was the scene of quite an unusual display of strong, genuine practical faith. The occasion was the closing service of a very successful retreat conducted by Father M'Laughlin. There was quite an exceptional amount of pious enthusiasm throughout the week, and at the concluding sermon that enthusiasm reached its highest point. Not only was the church crowded in every part but a large portion of the adjoining ground was filled as well.

COUNTY COUNCIL SEAL. The seal of Wexford County Council will be a unique one of its kind, and will complished, let us study carefully the be appropriate in every sense. It is to be cast from a design of the chairman's (Sir Thomas H. Grattan Esmonde, M. P.), and will be presented tactful man will use all his resources by Sir Thomas to the council. On it will be represented the seals of the four boroughs of the county, Wexford,

New Ross, Enniscorthy and Gorey.

A PRFEST DROWNED .- The sad intelligence reached Castlerea last week of the accidental drowning of the Rev. Cornelius O'Dwyer, C.C., Loughlynn, County Roscommon. whilst bathing. The deceased, who was very young in years was a native of the County Tipperary. He left Castlerea for a holiday, which he intended spending on Achill Island.

HOME INDUSTRIES. --- The annual exhibition and sale held under the auspices of the Queen's County Home Industries Association, will be held this year on July 13th, at Kilmarony near Athy, the residence of Sir Anthony Weldon, Bart. All the exhibits

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