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Even a Timid Effort Does Not Lose Its Reward.

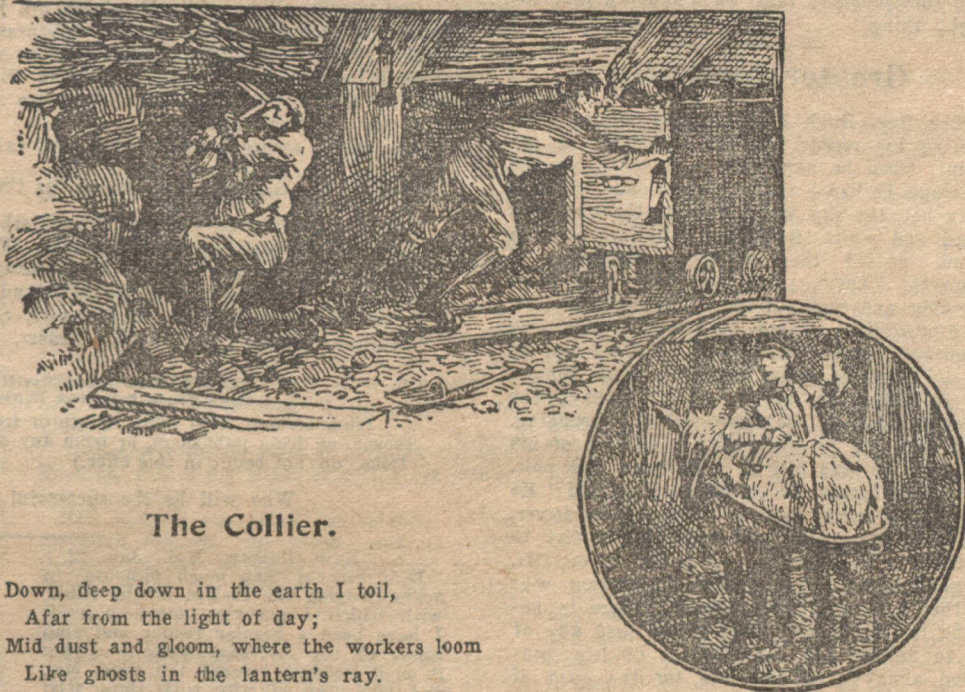
A meeting was in progress one evening, and a timid old Christian woman felt that she ought to speak a word to two gay looking young men seated not very far from her. At first she hesitated, but finally summoned up courage enough to make the effort. As she did so, with a tremulous voice, the young fellows laughed in her face, and she shrank away, very much embarrassed and mortified. She determined never again to bring such chagrin upon herself, and so far as we know was never again heard of as a worker in revival meetings. At least, those young men never met her afterwards. But that was not the last of her influence. Those young men went to their room that night thoughtless and frivolous, and after a while dropped off into sleep. But in the course of the night one of them woke, and could not sleep, and his thoughts began to play. By and by he thought of the old lady, and how embarrassed she looked as she went away from them mortified at their reception of her. Then it occurred to him that she had done none other than a true interest in their spiritual welfare, and his conscience smote him. He turned over and groaned, and this woke the other one. They began to talk of the old woman, and then thought of their good old mothers, and conviction took hold upon them. They got up, and knelt down in prayer. And they ceased not to pray until they were both happily converted. One of them became a leading minister, and is giving his life to the work of leading souls to Christ. The other one became a large manufacturer, and is at the head of all religious movements in his community. Both of them are blessing the world with their efforts. Yet the poor old woman passed into obscurity, and died without knowing the results of her work. But God keeps the books, and opposite her humble name there is a large amount to her credit. She will get her reward in due time. Therefore we ought not to be discouraged when we seem to accomplish nothing in our feeble way. God does not require us to succeed, but to be faithful in the use of our opportunities, and he will take care of the results.—Texas 'Advocate.'

The Other Man.

The 'Examiner' calls attention to 'The Other Man:'

'One of the most prominent business men, at the head of a large department store, on being asked, the other day, for the primary rule of business success, answered: "To think of the other man." He explained his answer somewhat thus: "I can afford to lose in a transaction, but I cannot afford to have my customer lose. I may be the victim of misrepresentation, but I must not allow him to suffer from false statements, or from any hidden defects in the goods he buys. He must learn to trust me implicitly in regard to my goods, and to see that I would much prefer to suffer myself than to have him suffer. I must make my customer my friend."

'Of course, the man who seeks to win your friendship simply that he may profit by your



The Collier.

Down, deep down in the earth I toil,
Afar from the light of day;
Mid dust and gloom, where the workers loom
Like ghosts in the lantern's ray.
No flowers, or songs of the birds for me,
No beams of the golden sun;
With spade and pick, where the coal lies
thick,
I slave till my hours have run!
Yes! down, deep down in the earth I toil,
Where none can my thralldom see;
And those I serve, with a granite nerve,
Give nought of a thought to me!

Yet how would the world go on one day,
Should the collier's courage fail?
A cry of despair would rend the air,
And its myriads weep and wail!
So it is but right that, with those at ease,
A thought in the heart should rise,
Of the men who fight in the gloom of night
For the treasure that buried lies!
Yes! down, deep down in the earth I toil,
Where none can my thralldom see;
And those I serve, with a granite nerve,
Give nought of a thought to me!

O think of those that I dearly love,
My babes, and my darling wife!
O think that a flare, or a rush of air,
Means 'Out with the collier's life!'
Think, think of this, as you snugly sit
Round the fire and its cheery glow;
Think, think I say, just once in a way,
Of your brother who toils below!
Yes! down, deep down in the earth I toil,
Where none can my thralldom see;
And those I serve, with a granite nerve,
Give nought of a thought to me!

—Edward Oxenford.



custom is not an honest man; our business expert would confirm this judgment. But the man that understands that confidence is the one basis on which the business world rests and on which society must be reared, with all its vast interests, knows that the only way to establish confidence is to "think of the other man." One need not be indifferent to

his own interests; indeed, he must not be indifferent. These are the very things which are entrusted to him, and in which, as the Scripture injunction is, he must be "found faithful." But he must recognize the fact that manhood is greater than business, that character is superior to chattels, and that his business affairs are instrumental to these