

house of Grigg & Elliott, has favoured us with some points which his experience has taught him it is important for men about commencing business to observe. His life, it may be remarked, is another encouraging example of what integrity, united to talent, energy, and good fortune, may hope to accomplish. One great reason of his success, we have been informed, among many others, was his power of inspiring confidence—confidence in his sincerity, honesty, and ability. Many of his customers dealt with him for years without once inquiring the price of an article. But to his opinion in his own language.

I. Be industrious and economical. Waste neither time nor money in *small and useless* pleasures and indulgences. If the young can be induced to begin to *save*, the moment they enter the paths of life, the way will ever become easier before them, and they will not fail to attain a competency, and that without denying themselves any of the real necessities and comforts of life. Our young people are certainly among the most improvident and extravagant on the face of the earth. It is enough to make the merchant of the old school who looks back and thinks what economy, prudence, and discretion he had to bring to bear on his own business (and which are in fact the bases of all successful enterprise,) start back in astonishment to look at the ruthless waste and extravagance of the age and people. The highest test of respectability with me is honest industry. Well-directed industry makes men happy. The really noble class, the class that was noble when "Adam delv'd and Eve spun," and have preserved their patent to this day untarnished, is the laborious and industrious. Until men have learned industry, economy, and self-control, they cannot be safely intrusted with wealth.

II. To industry and economy add self-reliance. Do not take *too much advice*. The business man must keep at the helm and steer his own ship. In early life every one should be taught to think for himself. A man's talents are never brought out until he is thrown to some extent upon his own resources. If in every difficulty he has only to run to his principal, and then implicitly obey the directions he may receive, he will never acquire that aptitude of perception, that promptness of decision, and that firmness of purpose which are absolutely necessary to those who hold important stations. A certain degree of independent feeling is essential to the full development of the intellectual character.

III. Remember that punctuality is the mother of confidence. It is not enough that the merchant fulfils his engagements; he must do what he undertakes precisely at the time, as well as in the way he agreed to. The mutual dependence of merchants is so great, that their engagements, like a chain, which, according to the law of physics, is never stronger than its weakest link, and oftener broken through the weakness of others than their own. But a prompt fulfilment of engagements is not only of the utmost importance because it enables others to meet their own engagements promptly; it is also the best evidence that the merchant has his affairs well ordered, his means at command, his forces marshalled, and "everything ready for action;" in short that he knows his own strength. This it is which inspires confidence, as much perhaps as the meeting of the engagement.

IV. Attend to the *minutiae* of the business, small things as well as great. See that the store is opened early, goods brushed up, twine and nails picked up, and all ready for business. A young man should consider capital, if he has it, or as he may acquire it, merely as tools with which he is to work, not as a substitute for the necessity of labor. *It is often the case that diligence in employments of less consequence is the most successful introduction to great enterprise.* Those make the best officers who have served in the ranks. We may say of labour, as Coleridge said of poetry, it is its own sweetest reward. It is the best of physic.

V. Let the young merchant remember that selfishness is the meanest of vices, and is the parent of a thousand more. It not only interferes with the means and with the end of acquisition—not only makes money more difficult to get, and not worth having when it is got, but it is narrowing to the mind and to the heart. Selfishness "keeps a shilling so close to the eye, that it cannot see a dollar beyond." Never be narrow and contracted in your views. Life abounds in instances of the brilliant results of a generous policy.

Be frank. Say what you mean. Do what you say. So shall your friends know and take for granted that you mean to do what is just and right.

VI. Accustom yourself to think vigorously. Mental, like pecuniary capital, to be worth anything must be well invested—must be rightly adjusted and applied, and to this end, careful, deep, and intense thought is necessary if great results are looked for.

VII. Marry early. The man of business should marry as soon as possible, after twenty-two or twenty-three years of age. A woman of mind will conform to the necessities of the day of small beginnings; and in choosing a wife a man should look at—1st, the heart; 2nd, the mind; 3rd, the person.

VIII. Everything, however remote, that has any bearing upon success, must be taken advantage of. The business man should be continually on the watch for information, and ideas that will throw light on his path, and he should be an attentive reader of all practical books, *especially those relating to business, trade, &c.*, as well as a patron of useful and ennobling literature.

IX. Never forget a favor, for ingratitude is the basest trait of man's heart. Always honour your country, and remember that our country is the very best poor man's country in the world.

## 7. THE RISE AND PROGRESS OF TALENT.

Sixty-five years ago, a person passing near the military station at the Barrière Poissonnière, in the outskirts of Paris, might have seen a young soldier assisting a market gardener in the cultivation of his plants—now digging, now watering, now weeding, and again gathering the crops from the ground, and packing the fruits in baskets for the markets of Paris. This young fellow was the son of an ostler, and having lately joined the army was lying with his comrades in the neighbouring barracks. He had made a resolution, however, to rise in his profession, and had set himself to work to accomplish his object. His first want was books for the purpose of study, and to supply this he hired himself out during his leisure time to a market gardener, for whom he laboured half a day for fivepence, until he had realized a sufficient sum to purchase the volumes upon which he had set his mind. This done, he set to work with equal diligence to study them, and uniting a practical attention to the details of his profession with personal bravery in the field, he rose by degrees to the command of an army; and though he died at the early age of twenty-nine, he left a name behind him which will demand and obtain honourable mention so long as the wars of Napoleon are matters of history. The voluntary labourer of the gardener died as General Hoche.—*Old Jonathan.*

## 8. PROVERBS, TRUTHS, AND MAXIMS.

A Proverb is the wisdom of many but the wit of one.  
A word fitly spoken, how good is it!  
Lose an hour in the morning and you will be all day hunting it.  
An idle man tempts the devil.  
A good when lost is valued most; for "blessings brighten when they take their flight."  
A penny saved is a penny gained.  
He that labours and strives spins gold.  
The last feather breaks the camel's back.  
Religion is the best armour but the worst cloak.  
A liar is daring towards God, but a coward towards man.  
Man punishes the action, but God the intention.  
A rolling stone gathers no moss.  
A straight tree may have crooked roots.  
He that serves the devil hath a hard master.  
Better wear out than rust out.  
As the twig is bent, the tree's inclined.  
Covetousness bursts the bag.  
He that builds castles in the air will soon have no land.  
A place for everything and everything in its place.  
Crimes may be secret, but not secure.  
A straw shows how the wind blows.  
A soft answer turneth away wrath.  
A bitter jest is the poison of friendship.  
Honesty is the best policy.  
Be just, and fear not.  
A glad heart makes a cheerful countenance.  
Forgiveness is the best return for an injury.  
A pin a day is a groat a year.  
A wager is a fool's argument.  
Better alone than in bad company.  
Denying a fault doubles it.  
He that brings up his son to nothing breeds a thief.  
Zeal without knowledge is fire without light.  
When you have nothing to say, say nothing.  
The word of the Lord endureth for ever.  
There is no royal road to learning.  
There's a silver lining to every cloud.  
Pride may lurk under a thread-bare cloak.  
Sincerity sends for no witness.  
God permits the wicked, but not for ever.  
The bee sucks honey where the spider sucks poison.  
The longest life is but a parcel of moments.  
Purity of heart is the foundation of all excellence.  
Idleness is the mother of want.  
The fear of the Lord is the beginning of knowledge.  
The curse of the Lord is in the house of the wicked.