

with consideration and greeting old acquaintances with pleasant reminiscence. The hod-carrier is as much at liberty as the magnate to approach him.

Among men of affairs he is at home always, for he is a graduate in more than one branch of commerce. He is anything but pompous, pretentious or obtrusive anywhere. On the contrary, he is, like most men that are original, unconscious of his originality. In the days of his prosperity he does not forget his old associates. On occasional trips into the country it is his delight to meet with other pioneers who began the early struggle of life as his neighbors, to stop and talk with them about the times in the early fifties, and to exchange congratulations that the days of boiled wheat are over. Having thought less of things done than of the ways and means to do these things, he places a smaller estimate upon himself and his achievements than anyone else who studies him fairly,

Owing to his limited early education, and the lack of leisure for subsequent study, he feels a diffidence in meeting men of books, scientists or scholars; but, having overcome his hesitancy, people of culture find in him a fund of good sense and practical wisdom such, as Bacon says, is outside of books and above them; and they relish the sort of information that he can impart to them as much, perhaps, as he does the ideas he gets from them. Why should men of strength in letters and business stand apart? In what way the intellect required for success in business differs from that which commands success in science or art I confess I am unable to determine. I am convinced that the consummate man of business possesses capabilities that would have made him eminent in letters had his faculties been developed in that direction. In fact, men of business have won laurels in literature, and distinguished scholars have shown themselves to be excellent men of business. And, whatever else may be said, it goes without saying that the latter are the bone and sinew of the land.