

THE SEMI-WEEKLY TELEGRAPH, ST. JOHN, N. B., FEBRUARY 25, 1899.

TRAIN TRAVELLERS.

THE MAN WITH NO CONTINUING CITY OR PLACE OF ABODE.

A SERMON TO U.S. DRUMMERS.

Its Lessons May Be Assimilated by Those of the Commercial Travellers' Associa-tion of This Country-Rev. Dr. Tal-great many people are not Christians who carry a Bible." My brother, a great many people are not Christians who carry a Bible. Besides that, before mage Handles a Unique Subject in a Unique Way.

mage this morning preached the follow-ing sermon from the text Nahum ii, 4, "The chariots shall rage in the structure Washington, Feb. 19.-Rev. Dr. Tal-"The chariots shall rage in the streets; they shall jostle one against another in the broad ways; they shall seem like torches; they shall run like lightnings." It has been found out that many of the

arts and discoveries which we supposed were peculiar to our own age are merely the restoration of the arts and discoveries of thousands of years ago. I suppose that the past centuries have forgotten more than the present century knows. It seems to me that they must have known thous. ands of years ago, in the days of Nine-the basis of years ago, in the days of Nineweb, of the uses of steam and its applicathe rush of the rail train, the clang of the rush of the rail train, the clang of the wheels and the jamming of the car couplings. "The chariots shall rage in the streets; they shall justle one against a prosprous journey, large sales, great couplings. "The charlots shall rage in the streets; they shall justle one against another in the broad ways; they shall seem like torches; they shall run like the lightnings." Have you ever taken your position in the night far away from a depot along the track waiting to see the rail train come at full speed? At first you heard in the distance a rumbling like the com-

in the distance a rumbling like the coming of a storm; then you saw the flash of the headlight of the locomotive as it turned the ourve; then you are starting wrong. If you clip off turned the ourve; then you are starting wrong. If you clip off wilder glare of the flery eyes of the train as it came plunging toward you; then you heard the shrick of the whistle that ing of a storm; then you saw the flash of as it came plunging toward you; then you heard the shrick of the whistle that inzied all the echoes; then you saw the the next. hurricane dash of cinders; then you felt There was a large establishment in hurricane dash of cinders; then you felt the jar of the passing earthquake and you saw the shot thunderbolt of the ex-press train. Well, it seems that we can hear the passing of a midnight express train in my text, "The chariots shall rage in the streets; they shall justle one against another in the broad ways; they shall seem like torohes; they shall run like the lightnings."

like the lightnings." I halt the train long enough to get on board, and I go through the cars, and I find three-fourths of the passengers are commercial travellers. They are a folk have to lose your situation. There are plenty of men who would like to go." The temptation was too great for the young man, and he succumbed to it. He obeyed orders. He left on the 5 o'clock train Sunday afternoon for Pittsburg. commercial travellers. They are a folk peculiar to themselves, easily recognized, at home on all the trains, net startled by the sudden dropping of the brakes, familiar with all the railroad signals, can tall you what is the next station, how Do you

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six Test of theology, and about as much same time. A young man in one of the metaphysics, and near a yard of civil stores of New York was selling some silks. He was binding them up when he can be be the lade customer. "It is my duty uliarly kfiling in the jolt of a rafi peculiarly killing in the joit of a rate train. Put your railroad guide and your Bible side by side—the one to show you the route through this world and the other to show you the route to the nart other to show you the route to the nart a man lacking information, if he have a man lacking information, if he have the rare opportunities of a commercial traveller. Improveyour mind. Remembes the "Learned Blacksmith," who, while blowing the bellows set his book up against the brickwork, and became acquainted with 50 languages. Kemem-ber the scholarly Gifford, who, while an apprentice. wrought out the arithmetical world. "Oh," you say, "that is superflu-ous, for now in all the hotels, in the parlor, you will find a Bible, and in nearly lor, you will find a Bible, and in hearly all the rooms of the guests you will find one!" But, my brother, that is not your Bible. You want your own hat, your own coat, your own blanket. your own Bible. "But," you say, "I am not a Christian, and you ought not to expect apprentice, wrought out the arithmetical problem with his awl en a piece of leather. Remember Abercrombie, who snatched here and there a fragmentary five minutes from an exhausting profes-sion, and wrote immortal treatises on

who carry a Bible. Besides that, before you get home you might become a Chris-tian, and you would feel awkward with-out a copy. Besides that, you might get bad news from home. I see you with trembling hand opening the telegram saying, "George is dying," or "Fannie aying, "George is dying," or "Fannie Be ashamed to sell foreign fabrics or fruits unless you know something about the looms that wove them or the vineyards that grew them. Understand all about the laws that control commercial life, about banking, about tariffs, about saying, "George is dying," or "Fannie is dead; come kome!" Oh, as you sit in the train, stunned with the calamity, go-ing home, you will have no taste for fine markets, about banking, about summarkets, markets, about navigation, about foreign people-their characteristics and their political revolutions as they affect ours; about the harvests of Russia, the vine-yards of Italy, the teafields of China. ing home, you will have no taste for fine scenery, or for conversation, and yet you must keep your thoughts employed or you will go stark mad. Then you will want a Bible, whether you read it or not. It will be a comfort to have it near you-that book full of promises which have comforted other people in like cal-amity. Whether you study the promises or not you will want that book near you. yards of Italy, the teafields of China. Learn about the great commercial centres of Carthage and Assyria and Phoenica. Read all about the Medici of Florence, mighty in trade, mightier in philanthro-pies. You belong to the royal family of merchants. Be worthy of that royal fam-ily. Oh, take my advice and turn the years of weariness into years of luxury. Take those hours you spend at the depot waiting for the delayed train and make them Pisgah heights from which you can yiew the promised land. When you are Now, you are all ready to start. You view the promised land. When you are waiting for the train hour after hour in the depot, do not spend your time read-ing the sewing machine advertisements and looking up the time tables of routes you will never take, going the twentieth time to the door to see whether the train is coming, bothering the ticket agent and telegraph operator with questions which you ask merely because you want to pass away the time. But rather sumthe commercial establishment by the time the merchant comes down!" My brother, mon up the great essayists and philoso-phers and story tellers and thinkers of the ages and have them entertain you. But you have come near the end of your railroad travel. I can tell by the money so as to start anew. You will There was a large establishment in

silks. He was binding them up when he said to the lady customer, "It is my duty to show you that there is a fracture in that silk." She looked at it and rejected the goods. The head man of the firm, hearing of it, wrote to the father of the round man in the country sain?" young man in the country, saying: "Come and take your son away. He will never make a merchant." The father came in agitation, wondering what his boy had been doing, and the head men of the firm said: "Why your son stood here at this counter and pointed out a here at this counter and pointed out of fracture in the silk, and of course the lady wouldn't take it. We are not re-sponsible for the ignorance of customers. Customers must look out for themselves,

and we look out for ourselves. Your son will never make a merchant." "Is that all?" said the father. "Ah! I am prouder of my boy than I ever was. John, get your hat and come home." But it is almost night, and you go back to the hotel. Now comes the mighty tug for the commercial traveller. Tell tian Association rooms. There are the week night services of the Christian churches. There is the sambling saloon. There is the theater. There is the house of infamy. Plenty of places to go to. But which, O immertal man, which? O God, which? "Well," you say, "I guess I will-I guess I will go to the theater." Do you think the tarrying in that place until 11 e'clock at night will improve to a sort of an apotheosis of the man on your bodly health or your financial pros-pects or your eternal fortune? No man

ever found the path to usefulness or honor or happiness or commercial success or heaven through the American theater. or neaven through the American theater. "Well," you say, "I guess, then, I will go to-I guess I will go to the gambling saloon." You will first go to look. Then you will go to play. You will make \$100, you will make \$500, you will make \$1,000, you will make \$1,500-then you will lose all. Then you will borrow some money so as to start anew. You will make \$50, you will make \$200, you will make \$600-then you will lose all. These wretches of the gambling saloon know how te tempt you. But mark this-all amblers die poor. They may make for-

the ages and have them entertain you. But you have come near the end of your railroad travel. I can tell by the motion of the car that they are pulling in the set that the are pulling in the set the pollie of the set the these are in the set in that uninvit-ting apartment you granted that uses of inframy." Commercial travellers have fold methat in the letter set the set and in the set <text><text><text><text><text><text><text><text><text><text><text><text><text>

IN NEED OF GONDOLAS.

STREETS OF CAPITAL CITY RESEMBLE VENICE.

Residents Inclined to Stay at Their Homes-Plays Which Have Pleas. ed Theatre Patrons-Features of Exhibit at the Corcoran Gallery

-The Manners and Customs of Prominent Men.

back to the hotel. Now comes the might of tug for the commercial traveller. Tell me where he spends his evenings, and ity, and I will tell you where he will spend etern-ity, and I will tell you what will be his worldly prospects. There is an abundance of choice. There is your room with the books. There are the Young Men's Chris-tian Association rooms. There are the week night services of the Christian churches. There is the gambling saloon.

to a sort of an apotheosis of the man on horseback who has become so frequent is an apparition to fairly supplant the or-dinary man on a bicycle. The condi-tion of the streets being indescribable-lovely— and even self-reliable— woman does not go out save when she is abso-lutely obliged to, and then chiefly in a cab, the conductor of which has seized the opportunity of reaping a golden har-vest. vest.

any other role than that of the grace and ornament, and as the ivy to the oak, strikes the looker-on as perh. As a discord. Moreover, however much in harmony, the "mothers" may be, there is an impression that the "Daughters" (of the Revolution) have agreed to dis-agree, and that they are making a con-certed movement to prove the possession of the fighting blood of their great grand-sires. It is unfortunate, moreover, that even the rainy day costume should be unable to cope with the precent situa-tion out of doors, and that Minerva in transit should be subjected to such great and serious inconveniences. It is probably only accidental that several statue busts of famous women should be ranged in a row in the loan

should be ranged in a row in the loan collection of the Corcoran gallery of art. Beside the portrait bust of a lady whose name escapes one so little familiar with women's rights and which none the less WASHINGTON, D. C., Feb. 19.—There being few places in the country where the weather is elevated into such an the weather i gagements. This is the psychological moment when the thoughtar woman should per-vade, and, indeed, fairly capture the capital, and yet here it is converted in-

The portraits that the visitors to the old-fashioned air that high each be avoided. The petite and yet stately daughter of commodore Perry is repre-sented dressed in white (with a white and black striped overdress—the old-fashioned element in costume), and wearing her famous par ire of pearls as optimed essingt a pure background

^b means of mixed drinks. In this crisis and with the probably sorts offer immunity from snow and rain and general softness, under foot and overhead, "society" is disposed to take its departure for somewhere and any-where else; the false premises are main-tained that all bad roads lead to Wash-ington and are contained therein, where-s it is highly probable that the same conditions obtain even where people

long the train will stop, what place the passengers take luncheon at, can give you information on almost any subject, you information on almost any subject, are cosmopolitan, at home everywhere from Halifax to San Francisco. They are on the 8 o'clock morning train, en the moon train, on the midnight train. You take a berth in a sleeping car, and either above you or beneath you is one of these gentlemen. There are 100,000 professed commercial travellers in the United States, but 500,000 would not include all those who are sometimes engaged in this service. They spend millions of dollars every day in the hotels and in the rail every day in the boteis and in the rail trains. They have their official newspaper organ. They have their mutual benefit association, about 4,000 names on the rolls, and have already distributed more than \$200,000 among the families of deceased members. They are ubiquitous, deceased members. They are insighted as unique and tremendous for good or evil. All the tendencies of merchandise are toward their multiplication. The house that stands back on its dignity and waits that stands back on its dignity and waits for customers to come instead of going to seek bargain makers will have more and more unsalable goods on the shelf and will gradually lose its control of the markets, while the great; enterprising and successful houses will have their agents on all the trains, and "their obariots will race in the streets, they chariots will rage in the streets, they

agents on all the in the streets, they charlots will rage in the streets, they shall justle one against another in the broad ways, they shall seem like torohes, they shall run like the lightnings." I think commercial travellers can stand sermon of warm hearted sympathy. If you have any words of good cheer for them, you have better utter them. If you have any good, honest prayer in their behalf, they will be greatly obliged to you. I never knew a man yet who did not like to be prayed for. I never knew a man yet that did not like to be helped. It seems to me this sermon is timely. At this season of the year there helped. It seems to me this sermon is timely. At this season of the year there are tens of thousands of men going out to gather the spring trade. The months of February and Maroh in all our comof February and March in all our com-mercial establishments are very busy months. In a few days our national per-plexities will all be settled, and then look out for the brightest ten years of national prosperity which this country has ever witnessed. All our astute com-mercial men feel that we are standing at the one program of wordstrul prosperity. the opening gate of wonderful prosperity. Let the manufacturers put the bands on their wheels, and the merchants open a their wheels, and the meronants open a new set of account books in place of those filled with long columns of bad debts. Let us start on a new commercial campaign. Let us drop the old tune of "Naomi," and take up "Ariel" or "Au-

Now you, the commercial traveller, ved orders from the head men have received orders from the head men of the firm that you are to start on a long excursion. You have your patterns all assorted and prepared. You have them put up in bundle or case and marked. put up in bundle or case and marked. You have full instructions as to prices. You know on what price you are to stand firm, and from what prices you may retreat somewhat. You have your valise or trunk, or both, packed. If I valise or trunk, or both, packed. If I were a stranger I would have no right to look into that value. Lut as I am your brother I will take the liberty. I look into the value, and I congratulate you on these comfortable articles of apparel. The seasons are so changeable you have not taken a single precaution too many. Some night you will get out in the snowhave to walk three or four miles until you get to the railroad station, and you will want all these comforts and conveniences. But will you exforts and convention or two cuse me if I make a suggestion or two bast this value? You say, "Certainly; valise? You say, "Certainly; having a plain, frank talk I about this valise? as we are will not be offended at any honorable suggestion."

Put in among your baggage some carefully selected, wholesome reading. Let it be in history, or a poem, or a book of pure fiction, or some volume that will live yeu information in regard to your line of Dusiness. Then add to that a Bible in round, besutiful term that a Bible in round, beautiful type-small type is bad for the eyes anywhere, but

meter? That young man has gone down into a life of dissipation. What has become of the business firm? Bankrupt one of the firm a confirmed gambler. Out of every week get 24 hours for your-Out of every week get 24 hours for your-self. Your employer, young man, has no right to swindle you out of that rest. The bitter curse of Almighty God will rest upon that commercial establishment which expects its employes to break the Sabbath. What right has a Christian merchant to sit down in church on the Sabbath when his clerks are travelling chood through the land on that day?

Sabbath when his clerks are travening abroad through the land on that day? Get up, professed Christian merchant so acting. You have no business here. Go out and call that boy back. There was a merchant in 1837 who wrote: "I should have been a dead man had it not been have been a dead man had it not been for the Sabbath. Obliged to work from morning until night through the whole week, I felt on Saturday, especially on Saturday afternoon, that I must have rest. It was like going into a dense for. Everything looked dark and gloomy, as if nothing could be saved. I disalssed all and kept the Sabbath in the old way. On Monday it was all sunshine, but had it not been for the Sabbath I have no doubt I should have been in my grave.'' Now, I say, if the Sabbath is good for the employer it is good for the employe. the employer it is good for the employe. Young man, the dollar that you earn on the Sabbath is a redbot dollar, and if the SadData is a rednot collar, and if you put it into a bag with 5,000 honest dollars that redhot dollar will burn a hole through the bottom of the bag and let out all the 5,000 honest dollars with

But I see you change your mind, and But I see you change your mind, and you are going on Monday morning, and I see you take the train—Pennsylvania, or the Baltimore & Ohio, or the Hudson River, or the Erie, or the Harlem, or the New Haven train. For a few weeks now you will pass half of your time in the rail train. How are you going to cocupy the time? Open the valies and take out a book and begin to read. Magnificent opportunities have our commercial travopportunities have our commercial trav-ellers for gaining information above all other clerks or merchants. The best place in the world to study is a rail train. I know it by experience. Do not do as some commercial travellers do-as many of them do, as most of them do-sit of them do, as most of them do-sit reading the same newspaper over and over again and all the advertisements through and through, then sit for two or three hours calculating the profits they expect to make, then spending two or three hours looking listlessly out of the window, then spending three or four hours in the smoking car, the nastiest place in Christendom, talking with men who do not know as much as you do.

place in Christendom, talking with men who do not know as much as you do. Instead of that, call William Shakespeare, the dramatist, and John Ruskin, the essayist, and Tennyson, the poet, and Bancreft and Macaulay, the historians, and Erakial and Paul the inspired men and Ezekiel and Paul, the inspired men of God, and ask them to sit with you and talk with you, as they will if you and talk with you, as they will if you say: "I do wish I and taik with you, as they with i you ask them. I hear you say: "I do wish I could get out of this business of com-mercial travelling. I don't like it." My brother, why don't you read yourself out? brother, why don't you readyourself out? Give me a young man of ordinary intel-lect and good eyesight, and let him de-vote to valuable reading the time not actually occupied in commercial errand, and in six years he will be qualified tor any position for which he is ambitious. "Oh," you say, "I have no taste for reading." Now, that is the trouble, but this posetions. "Oh, you say, "I have no taste for reading." Now, that is the trouble, but it is no excuse. There was a time, my brother, when you had no taste for eigar, they made you very sick, but you per-severed until eigars have become to you a luxury. Now, if you can afford to a luxury. Now, if you can afford to to struggle on to get a bad habit, is it not worth while to struggle on to get a good habit like that of reading? I am amazed to find how many merchanis and oom-mercial travellers preserve their ignor all their opportunities. It was well illus-trated by one who had been largely suc-cessful, and who wented the show of a book merthant in Lender seying, "Send me

