

said: "I am by heredity a Republican, but I would not support the candidacy of a Republican if his membership in the party was all that I knew about him. Labels are inexpensive. The better a man is, if he is bad, the more dangerous he is to deal with and the greater his capacity for mischief. That is why I like the Divvers and Gradys and the Crokers, I feel entire confidence in them. I know just where I shall find them. They are consistent. No discount necessary."

A few years ago a black man came to the ticket office of the Albany line, in an American city, registered his name, and asked for a stateroom. The clerk was much embarrassed on perceiving that the name was "Frederick Douglas, Negro." He said, "I am extremely sorry, but the rules of the company require that colored men shall sleep on the lower deck. But if you will kindly allow me to substitute 'Indian' for 'Negro,' I can give you a stateroom." Mr. Douglass replied with indignation, "No, sir! Put me down Negro, plain Negro, and I will sleep in the hold." You can tell where to find such a soul as that. He is all there.

Be plain spoken, honest, sincere. Speak your mind. Let no man credit you with false motives. When Franklin offered Whitefield a lodging, the evangelist replied, "If you have done this for Christ's sake, you shall not lose your reward." Franklin replied, "I have not done this for Christ's sake, but for your sake."

(11) Some men are unpopular because they are animal in their instincts and material in their conceptions. In the lives of such there is to be found no beauty, poetry, or music. Like Esau, they have no spiritual aspirations. To all such "a mess of pottage" is vastly more than "a vision of angels." And they talk continually about money, land, merchandise and bonds. A Canadian remarks: "If I could be assured of an unfailling income of \$5,000 per year till I die, and reasonably good health, I would have no need for a single other thing that would not come with these to make me perfectly happy. I have no objection to religion, but had I that income and health I cannot see that religion would be a particle of use to me." As a certain United States senator remarks: "If I had plenty of money to do with as I wished, I'd have music played at all my meals and get cigars made at \$50 a hundred." It is also affirmed of Henry the Fourth of France, asked by the Duke of Alva if he had observed the eclipses, happening in that year; he answered that