

deduction. In this slight contribution to the consideration of a great subject, I propose to bring out certain facts of personal observation, and to reason from them to what appear to be just conclusions.

My father, who worked at his trade in youth, like all other tradesmen in England at that time, afterwards settled in business for himself, and became an employer of other men.

When I was old enough, I kept his accounts, and in doing so spent many hours in the shop where his men were working; paid them their wages, and became intimately acquainted with them, and their ways of thinking and living. Amongst these men, I remember one in particular; he was a good workman, but he was much more; he was sober, industrious and *reliable*, always in his place in the shop, and I may add, always in his place in church on Sunday, where I have seen him repeatedly, having just as respectable an appearance as any other man.

Wages were not high. Times were hard. Trade in the town during all my younger days was depressed. Yet this man managed year by year, steadily to save money.

After a time he commenced business for himself; and, when my father retired, he bought out the stock and good-will, and paid cash for the whole of it.

Nearly twenty years afterwards, revisiting England, I found him in the same town, with a much enlarged business and far better premises—a wealthy and prosperous man.

What made him what he was? Not simply his ability as a workman, but his *character as a man*.

In the same shop, at the same time, was another man: a cleverer workman than the other. His handicraft was beautiful to see, but character in this instance was wanting. He was unsteady, fond of intoxicating drink, and