### CHATS WITH YOUNG MEN

CHEERING SOMEONE ON Don's you mind about the triumphs,

Don't you worry after fame ; Don't you grieve about succeeding, Let the future guard your name. All the best in life's the simplest, Love will last when wealth is gone Just be glad that you are living, And keep cheering someone on.

Let your neighbors have the blossoms, Let your comrades wear the crown, Never mind the little setbacks

Nor the blows that knock you You'll be there when they're forgotten. You'll be glad with youth and dawn, If you just forget your troubles

There's a lot of serrow round you, Lots of lonesomeness and tears ; Lets of heartaches and of worry Through the shadows of the years, And the world needs more than

And keep cheering someone on.

triumphs, Mere than all the swords we've deawn. It is hungering for the fellow

Who keeps cheering others on.

SELLING GOODS Every small boy knows—or thinks he knows — that of all the dwellers on this planet the man who has a real sinecure is he who has nothing to do but stand behind a storegoing on. A millionaire is doubtless Marley's ghost in Dicken's story, has to drag after him the ball and

Nor does the average small boy it all. aspire to become a common laborer, for these latter gentry have to toil like mine mules all day, submit to much bossing and fault-finding and got nothing out of it all but enough walking. Think it over, gent cash to keep bady and soul together. reader.—A Looker On in The Pilot. There is not a heap of remance in swinging a pick or helding a drill all

But from the boyish standpoint the man who has merely to stand behind a counter, sell customers what they want, indulge in a little proper persi flage, make change and wear good clothes, is one of the real lords of

However, boys in the course of time obtain keeper insight into these matters, not seldom by getting one of called geese, the jobs they crave so avidly. out that the man behind the counter is not immume from troubles. One of these is that he is seldom overpaid, another is that he gets his of bossing, a third is that to hold his job he must have an almost incredible amount of detail familiarity with the merchandise he sells. the last and most excruciating of all, is that pleasing customers is a task that would wear down the patience even of Hercules himself.

tended store" but I know many who have and do. Uniformly these men and women speak of their business in terms of exceeding bitterness. One of the first things a clerk has to learn is to become so familiar with the stock he sells that he can find it with his eyes closed. Next he finds that politics, like disease germs, pervades shops as it does every other department of life. Thirdly, promotion is slow and the apex of it in most cases is quite near

But perhaps the worst thing about of human nature. The clerk, like most of the rest of us, is the servant of the public, a difficult and heartless taskmaker. Have you ever watched a salesman unroll heavy rugs for cus. tomers who were determined not to be suited; or take down scores of bulky bundles of dry goods for women who ended by buying nothing; or doing his best to supply the Then masculine pronouns are he, his, wants of some customer who suffered from a large inability to make up his mind? New, a salesman is only human after all and his sales are what counts, not the number of possible patrons who drift towards lis the wenderfullest language you like to spand an afternoon working sheuld keep silent on the question of your body into perspiration and your temper into a frazzle, and at the end of it all find that you had sold only fifty dollars' worth of goods and have a tactful department manager tell you sweetly: "Jones, as a salesman you are a great orater ?"

ly upon a few of the sharp angles of the Capuchin Fashers at West Thirsalesmanship. In reality there are as many angles as a porcupine has the first day of January the lad has quilts-and everyone of them is served Mass at St. John one hundred needle pointed. The average customer looks upon the salesman as a human convenience and is quite ready to report him for incivility, incompetence, a well-marked lack of human decencies, and end it all by declaring that he will never enter

the store again. In the final analysis, it makes little difference whether you sell cabbages, bands or life insurance. The same psychological factor enters into all these departments of business; that factor is the ability to size up your prospective customer in the flash of an eye assurately and send him away satisfied, whether you make a sale or net. If you ponder the matter you will cenclude that many remarkable qualities geto the making of a good salesman.

Recently I had to wait over an hour in a down-town retail shop where the steek is seemingly endless and the customers are numerous and all in a hurry. It was the most

long time. It preached a sermon on

patience and business skill to me.
I noticed one white-faced clerk who looked as if he needed about a month's vacation on a palatial yacks in the Southern Seas. I managed to elicit from him the confession that he, was tired; his physical appearance was sufficient evidence. Yet in that whislwind hour of trade he never showed, even by a glance that he was impatient—though he had abundant reason—that he considered his customers unveasonablethough I have never seen their like anywhere—or that he was for an instant at a loss for any of the hundred and one things asked for. He reminded me of a fencer of surpass. ing skill and flawless name. If that seens could be reproduced on the stage that salesman would "bring

down the house." He must have sold more than two hundred of the most heterogeneous articles that could be assembled in a less urbanity, though the customers might have worn out the patience of Moses by their ignorance, their hurry and their wondrous deliberation in the selection of articles.

He radiated good tallowship, disand those to whom he administered went away as an audience leaves a theatre after a comedy marvellous-ly written and acted. I am certain that every one of them will go back counter and sell goods and see what's to that shop and continue to rasp the patience of that clark. He sold more than goods; he "sold himself," a powerful personage, "with gold more than goods; he "sold himself," galore." But a millionaire, like making friends for the establish ment.

has to drag after him the part, I asked him when he was going worry. Being a great banker is not to have a vacation. "Beginning to have a vacation. "Beginning next Tuefday, thank God," he replied next Tuefday, thank God," he replied You can readily see this in the faces of financiers.

Next Tuesday, shall with a smile, marking me for a friend and a brother who appreciated "You don't have a thing to de in this place," I remarked, taking up my bundle. "Nary a thing answered, "just stand around." "Nasy a thing," Yes. salling goods is easy—so is tightrope

## OUR BOYS AND GIRLS

A LESSON IN SPELLING

We'll begin with a box, and the plural is boxes,

But the plural ef ox should be oxen, not oxes

Yet the plural of mouse should never be meese; may find a lone mouse or a whole lot of mice

But the plural of house is houses, not hice. If the plural of man is always called men,

Why shouldn't the plural of pan be called pen? cow in the plural may be cows or kine,

But a bow that's repeated is never called bine,
And the plural of vow is vows, not abely there are those ones who

me your feet,
And I give you a boot, would a pair finds herself werking for one of the be called been?

teeth, getting inte a better ar more humane | really mean that it is impossible; Why shouldn't the plural of booth be field, where she can perform her they mean that it seems to them so called beeth?

If the singular's this and the plural

would be those,

And the plural of cas is cats, not signal for dismissal is sounded, should put on human flesh, and be

we speak of a brother, and also of

A WONDERFUL RECORD

New York, Sept. 4 .- A unique record in faithfulness and devotion to the service of the priest at Mass is claimed by Thomas Walsh, a fourou are a great crater?"

teen-year-old altar boy of the Church
In all this I am but touching lightof St. John the Baptize, conducted by and twenty four days. On some of these days he served more than one Mass. He has been awarded a medal for most faithful service.

Young Walsh is a graduate of St. John School and a lieutenant in the Catholic Boys' Brigads.

THE GIRL WHO WORKS

has a right to "stand up" for her important truth nevertheless. A right, and if she doesn't—well, she may rest assured that others around and he ought to get what he pays for the around that others around he will sensited that at best she is

It is not strange that men demand thing; and some of His disciples a rather weak character.

The individual who has been engaged to perform certain work should take a keen pride in dispesing of ker tasks as efficiently as possible, and the making of a good salesman. if she believes in fair play (most of Recently I had to wait over an us de) she will make it a point to be

profitable hour I have spent in a end of the week is bound in conscience to sender faithful service the firm or individual who has

The girl who demands that she receive fair freatment at the hands of her employer must, if she believes in an honor code at all, put her best efforts into the tasks that have been assigned to her. It she tries honest ly to "measure up" to higher stand ands, is punctual, knows her place and keeps it, she is acquitting her-self most oraditably, and will before many moons be pointed out as a valuable and valued employe.

This, however, does not mean that she should deteriorate into a drudge, or remain after hours because she assumes that such and such an important matter requires her atten-tion. If she lingers after all her coworkers have gone she will soon be regarded as a person who is atraid of losing her job. On the other hand, it has employer (as some employers do) comes around with additional shop, yet his amazing knowledge of his stock was excelled only by his flaw-operation when it is time to stop all operation she will, if she is wise. operation she will, it she is wise, have a businesslike interview with him and tell him frankly that she would like to conform to effice hours. Being conscientious and doing one's duty to the letter sounds good, but there is, as an old adage runs, such a pensed advice untiringly, managed thing as riding a free horse to death.

to make a sale in almost every case As a matter of fact the worker who hopes to retain to admiration of those in authority will not submit to laboring after hours. If while the business session is in progress she puts every minute to good use she certainly should have sause enough to stop when the signal is given to cease operations, and not make herself conspicuous by remaining to persorm any task, no matter how

seemingly pressing it may be. Of course, there are exceptions to all welsa. Now and then we find that we cannot get away when the dismissal hour is sounded. The phone sings just as we are about to husry out and we must stop to answer it. The message is important, and we must advise our em ployer of it as soon as he arrives in the morning, or it may be that a client calls at the last minute, in which event we ask if we can be of any assistance if our employer is not

in to receive him or her.

Any of those "not to be getten away from" intersuptions are liable to evop up just as we are ready to put our tools aside, and we simply must stay long enough to dispess of such masters; but the young woman who will voluntarily remain after closing time or who will passively submit to those in authority delaying their work until it is time for her to go home, is never thanked for her unnecessarily submissive attitude. On the other hand, she stands in danger of being peinted out as an employe who lacks "sand," which is something the average person needs to possess, and in presty generous measure, these strenuous days, or as one trying to curry favor with the

That there are employers as good as gold—fine, sterling men who are really interested in every man and woman on their payrolls—is a truth vine.

And if I speak of a foot and you show them as little better than so many latter would do well to keep her ear

is these,

should the plural of kiss be nickworking day, even though her duties God's actions? It will not do to named keese? are commemplase, or shern of any judge the probability or improbabil-Then one may be that and three thing that hints of eleverness, has ity by the strangeness of the things are commenplace, or shorn of any judge the probability or improbabilhencetly casned the pay she receives, in our eyes. To those who believe Yet hat in the plural would never be and such an employe should, under that Christ is God, as we Catholics normal conditions, as soon as the de, it seems very strange that God

Then massuline pronouns are he, his, authority have sights also, and are and him, authority have sights also, and are entitled to fair, honest treatment non-Catholics who do not believe But imagine the femiuine, she, shis, from the people they employ. Therefore, one must learn to be punctual, So English, I think you all will non-talkative and kindly to their associates. The employe who equal rights.

"Coming on time and going on time" is a wise rule for any business girl to fellow. Her co-workers and those above her will assuredly sound her praises if she does so; and better still, she will know a feeling of serenity that her "I always remain after closing hours" friend has probably never experienced. - Catholic

EXTREMES MEET

to be an objective equivalence be-tween the labor performed and the wage received." That sounds learned, Any girl who toils for a livelihood should keep in mind the fact that the simpleyer nor the employee will give it much thought. It is an important truth nevertheless. A miracle for their belief, allowed

unfair that a laboring man should desamed twice as much for a day's work as he was in the habit of demanding before the War. His wages should climb in equal pace the the coat at living.

They lacked faith. He reproached

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will carefully select the shoes for which he pays \$15. If the employer is wise he will carefully select the Him altogether.

man to whom he agrees to pay a It remained for men fifteen thou

dellar an hour.

There may be an abundance of shoes from which to make a selection, there may be no laborers the Blessed Sacrament. among whom to make choice. day is the day of triumphant labor. Before the laborer was confirmed in victory, the employer felt that if his help did not render fair service their places could be filled by others. Now that it has come to the point that there are no others to fill the vacant the laborer thinks himself justified in avenging his past wrongs on his present employer. If he was overworked and underpaid by his ante-bellum masters, that is no reason why he should demand over pay and deliver underwork from and to his post-bellum employer. might enter claim for restitution from his former lord, he has no right to seek occult compensation

must not abuse his victory. The hones man who works with his lation of 1914:"

"Uncle Mike" is commemorated in the following paragraph from "The Orange Revolution of 1914:" hands will try to wear his laurels meekly. He has his share, and his full share too, in making the high cost of living. Only the man of moderate fortune is the sufferer. Between the profiteer, the tax gathever and the laborer, the American dollar has been debased. Small fortunes have been cut in two. laborer indeed puts money in his purse, but he has to take it out again at the shortest notice. There will be no relief for those who are made to suffer from the powerful combination already named till there are men enough to meet the demands and till the capitalists are ready to

he satisfied with reasonable gains. The present conditions of commerce are made by the meeting of the two extremes. Labor and capital have worked together in lifting the cost of living to the breaking point. So long as they unite their forces there can be no hope of relisf. Those who hold the middle ground must learn the lesson of economy and be careful not to starve to death during the educational period. -Catholic Transcript.

NON-CATHOLICS AND THE EUCHARIST

When non-Catholics say that God could not change bread and wine If one is a sooth, and a whole set are closs to the ground in the hope of into His Body and Blood, they do not tasks normally.

Any person who puts faithful But on what grounds shall one judge "Business is business" is a motto
"Business is business" is a motto
ruler, and be flogged through the non-Catholics who do not believe that He is God, believe in a thousand wonderful things that God did, conwho recorded in the Old Testament.

And so, why pick out this one miracle of the Blessed Eucharist, from among so many, and say: "We believe all the rest, but this we cannot believe." The miracle of the Eucharist is hardly more startling than that of the Resurrection; yet the Resurrection is readily believed by those who reject the Eucharist. It will not do, therefore to say that God would not do this miracle. Where shall mere human beings draw a line, and say, God would never go farther than this?

So far as the Scriptural proof is concerned, it must not be set aside meraly because one has a feeling that this particular miracle is a little more extraordinary than other Semeone has said, "there ought miracles recorded by the same authority. One must not form an opin ion, based on such a feeling, and then proceed to twist and turn and force It is not strange that men demand thing; and some of His disciples a dellar an hour when they have to pay \$15 a pair for shees. It is not sistent; they rejected and abandoned professional than a laboring man should be a sistent; they rejected and abandoned

to expect a fair hour's work for his did not retract or explain away what dollar. It the laborer is wise he He had asked them to believe, acted consistently, and abandoned Him and all His teachings; repudiated

sand years later to try to follow Him and to follow the defaulting disciples at the same time.—The Sentinel of

MR. DOOLEY

Mr. Dooley proves in a new edition that it is possible to come back The wisest critic of men and affairs," as he was described some years ago, he does not appear to have lost his keen, shrewd estimate of men, founded on wisdom but tempered by wit.

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How he'd injoy it. He'd be over there now dhrillin' th' byes. He always said he got more good out iv fightin' an Orangeman thin wan iv th' right sort because he niver felt sorry i'r it th' day atther. Th' on'y regret be'd have about th' prisint ruction is that he'd have the polis on his side. He wudden't like that much an' it might make him lukewarm.-New World.



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