

morning. As soon as letters and imperative matters of business, such as signing of checks and dictating replies to correspondents, have been dismissed, the cards of a score of visitors and applicants for help are laid before him, and he cheerfully gives injunctions that they be shown in, in the order of their arrival. Time is too short to hear them at length, but it is necessary in the interests of courtesy not to be brusque and rude even in dismissing the unworthy or the unwise ; and it is necessary in the interests of fidelity to know what are the true merits and claims of every cause. So with tact he brings every visitor *to the point*, and deals with him justly and generously, but firmly and promptly ; and then, with such affability as is noticeable in Mr. John Wanamaker, somehow edges him toward the door, until without knowing how he finds himself outside. A few he has to thrust out, because they are a sort of tramps, but he is patient with all. And if the most timid and humble applicant is found to be a messenger of God, he makes such feel that he has been honored rather than bored in hearing him state his case and in being permitted to give.

For the most part he gives conditionally, when to promise the last thousand will provoke others to give ; and he prefers to give a smaller amount outright rather than lend a larger sum, which only imposes a new burden of repayment. He gives an applicant the benefit of a doubt rather than embarrass him by an air of distrust ; but if he is not satisfied waits till he is, for he is a steward and will not waste his Master's goods. Moreover, the habit of studying to discriminate has sharpened the faculty of discrimination, and he learns to judge almost instinctively of character. And he is impartial. A negro seeking the welfare of the blacks on a plantation, a humble missionary trying to set up Sunday-schools on the Western frontier, where civilization and barbarism meet, or an Indian chief seeking to secure justice to his tribe, is as sure of a hearing as the foremost doctors of law or divinity.

That his gifts were no small and trifling ones, a few examples will show. The endowment of the president's chair at Williams alone cost him \$30,000 ; the library building at Auburn, \$20,000 ; the chairs at Lincoln University, \$23,000, beside many lesser sums. He subscribed with his firm \$5000 to the relief fund for Lancashire sufferers, \$5000 for the Zion Wesley College for the blacks, etc.

"From first to last"—was the testimony of Professor H. B. Smith, D.D., the Miltonic poet of theology, to Mr. Phelps, and the same is true of Mr. Dodge—"he was a giver ; at last in princely donations, but from the first in equal proportion to his means." No wonder the church of which he was an elder abounded in charity.

It was one of the triumphs of Mr. Dodge's life that when Brooks contested his right to a seat in Congress, in 1865, on the ground that he had used his great wealth to pave the road to Washington, the mud of this aspersion could find on this Christian merchant no lodgment. And when Mr. Dawes, chairman of the investigating committee, brought in his re-