POOR COPY

Dept. Public Works

The Gleaner.

JAS. H. CROCKET, Proprietor. FREDERICTON, THURSDAY APRIL 28, 1887. VOL. III, NO. 148

Professional Cards.

J. A. McAllister, D.D.S.

Graduate of Penna Dental College, 1874.

OFFICE--OPPOSITE QUEEN HOTEL.

Offers for Cash; for Cash; for Cash only.

A FULL SET OF UPPER OR LOWER GUM TEETH, THE BEST THAT CAN BE OBTAINED, FOR $10.00.

Gumless sets, plain teeth, for $8.50. Extracting Teeth, 25c. Small Silver fillings, 50c.

Do not be deceived about these rates; you will be told the work is inferior in quality, &c. *This is not so.* The rates only have been lowered not the quality of the operations. Take advantage of low rates and good work.

W.C. Crocket, M.D.,

Physician —AND— Surgeon.

Office and Residence, Carleton St.

Fredericton, Nov. 13.—6m

DR. GREGORY.

Physician & Surgeon,

OFFICE and RESIDENCE:

Phœnix Square.

dec6 6m

F.J.SEERY, M.D., C.M.

Licentiate of the Royal College of Physicians of Edinburgh;

Licentiate of the Royal College of Surgeons of Edinburgh;

Licentiate of the Faculty of Physicians and Surgeons of Glasgow.

Special Certificate in Midwifery.

OFFICE--Fisher's Building, Cor. Phœnix Square.

RESIDENCE—109 Brunswick Street.

H.D. CURRIE, D. D. S.

SURGEON DENTIST.

First Door Below People's Bank, Queen Street, Fredericton, N. B.

OFFICE HOURS: 6 A. M. TO 1 P. M.; 2 TO 5 P. M.; AND 7 TO 9 P. M.

May 14, 1885.

A. C. Brydone Jack,

Attorney-at-Law, Notary Public.

Rents and accounts collected, Loans Negotiated on good security.

Office, No. 380 Queen Street, Fredericton, a few doors below the Queen Hotel.

March 15—3m

William Wilson,

SECRETARY-TREASURER, YORK,

BARRISTER —AND— ATTORNEY-AT-LAW,

CONVEYANCER, Etc.

QUEEN ST. - - FREDERICTON

OFFICE: OPPOSITE POST OFFICE

ACCOUNTS COLLECTED, LOANS NEGOTIATED.

Sept. 10, 85.

CHAS. E. DUFFY,

ATTORNEY AT LAW,

NOTARY PUBLIC, &c.

Accounts Collected and Loans Negotiated.

Agent for the North American Life Assurance Company.

OFFICE: Nearly Opp. POST OFFICE.

QUEEN ST., Fredericton, N.B

nov 11 1y

J. H. BARRY,

BARRISTER-AT LAW,

CONVEYANCER, &c.

OFFICE:—FISHER'S BUILDING, Up-Stairs.

FREDERICTON.

December 12, 188

To Housekeepers

I am offering SPECIAL INDUCEMENTS in

CARPETS and RUGS,
OILCLOTHS and LINOLEUMS,
CURTAINS & CURTAIN POLES,
WINDOW SHADES,
TABLE and PIANO COVERS,
TOWELS,
TABLE LINNEN and BEDDING

My Stock is now complete. Last importation for the season just received. Please examine our

Scotch Lace,
Pattern Damask,
Tapestry and Raw Silk Curtains
Irish Linnen Towels,
Napkins and Table Cloths.

We claim they are REMARKABLY GOOD VALUE.

HAVE YOU TRIED

INDEX MATTING for Summer Carpets?

They are Cheap, Cleanly, Healthful and Durable.

I have a few PATTERNS of CARPETS, which have proved to be Slow Sellers. The prices will be reduced accordingly, as I purpose turning them into Cash without delay. All goods marked in plain figures and good value guaranteed to every customer. Please call. Shall be pleased to show you our stock.

152 and 154 QUEEN STREET.

McMALLY.

A SWEEPING SALE.

POSITIVELY the GREATEST CLEARANCE SALE EVER CONDUCTED IN FREDERICTON.

Every Line of Goods Going at a Sacrifice a

S. F. SHUTE'S,

Sharkey's Block, Queen Street.

In addition to the Great Bargains in all lines, special inducements are offered in an elegant assortment of VASES of all grades and styles, and in Ladies', Gents', and Children's Cups and Saucers—the most elaborate line in the city, in all kinds of Fancy China.

All of the stock must be cleared out, and every article is marked away below cost. This is one of the opportunities of a life time to secure grand bargains for costs. Don't fail to call.

SHARKEY'S BLOCK Queen Street.

R. COLWELL,

FREDERICTON.

Carriages,

WAGONS, SLEIGHS AND PUNGS

Built to Order

IN THE LATEST AND MOST DURABLE STYLES.

Material and Workmanship of the best.

PARTICULAR ATTENTION GIVEN TO

Painting, trimming and Repairing CARRIAGES, &c.

Terms, &c., to give satisfaction.

FACTORY:

King Street - Fredericton.

Fredericton, September. 3 1884.

"Cheap Drugs are" "the dearest things" "on Earth."

MALTOPEPSYN

—FOR—

Dyspepsia, Indigestion,

and kindred diseases. is unquestionably

THE BEST REMEDY!

Maltopepsyn is endorsed by all the leading physiciansand prominent druggists throughout the Dominion of Canad, and we understand it has a large sale in England and the United States.

This is not a *quack cure-all*, but a reliable remedy for the cure of specific diseases, having its exact formula printed on each bottle label thereby enabling the purchaser to know just what he is taking.

We recommend Maltopepsyn to every sufferer from *Dyspepsia* or *Indigestion*, and know that a trial will demonstrate its value.

Signed, DAVIS, STAPLES & CO.

We have on hand constantly a fresh and complete stock of

DRUGS, FANCY GOODS, PERFUMERY,

Etc.; also all the leading

PATENT MEDICINES,

And a full stock of

PAINTS, OILS, etc. PRESCRIPTIONS CAREFULLY DISPENSED.

Good value guaranteed. Favor us with a call.

DAVIS, STAPLES & CO., Druggists, Fredericton

Builders' Hardware!

If you are in need of Builders' Hardware you will find it to your advantage to call and get prices before purchasing elsewhere, as I am bound not to be undersold on any line of goods.

Now in Stock, and to arrive:

Cut Nails, steel and iron,
Window Glass,
Pure White Lead,
Locks, Knobs and Hinges,
Raw and Boiled Oil, Putty, and a general assortment of HARDWARE.

Prices Low! Low! Give me a call and be convinced.

Z. R. EVERETT.

April 20

Myrtle Navy!

TO ARRIVE.

30 Caddies Myrtle Navy Tobacco.

IN STORE:

PILOT TOBACCO,
CROWN do.
NAPOLEON do.
INDEX do.
LE JOLIETTE do.
SWEET ROSE do.

FOR SALE LOW BY

James Hodge

April 19

THE MAN Who Spends Money

For advertising in newspapers in these hard times, without first obtaining an estimate of the cost from Geo. P. Rowell & Co's Newspaper Advertising Bureau, No. 10 Spruce Street, New York, is likely to pay $10 for what might be obtained for $5. Such estimates are furnished to advertisers promptly. Send 10 cents for 176 page pamphlet containing lists of newspapers and rates.

DEVER BROS.

New Goods! SPRING 1887. New Goods!

NEW CARPETS

IN BRUSSELLS, TAPESTRY, WOOL AND HEMP. ALL IN GOOD SERVICEABLE COLORS.

NEW LACE CURTAINS

IN WHITE AND COLORS. These Curtains are the new Scotch make, beautiful in design, and of excellent value. They can be had from 50 cts. per set up.

FLOOR OILCLOTHS.

LINOLEUMS, FLOOR OILCLOTHS, IN ALL WIDTHS, from 30 cts. per yard up.

New Dress Goods.

NEW SUMMER PLUSHES, NEW PRINTS AND GINGHAMS, with Colored Trimming Laces to match. NEW RIBBONS, SATIN PICOT, OTTOMAN PICOT, in all the leading shades.

Jacket Cloths.

NEW AND BEAUTIFUL JACKET CLOTHS. Light weight and Good Mixed Colors. Buttons and Clasps to match.

March 26 DEVER BROS.

New Goods Just Received

—AT—

LOTTIMER'S SHOE STORE.

Ladies' American Long Rubber Boots,	Gents' Canadian Rubber Shoes,
Gents' American Long Rubber Boots,	Ladies' Canadian Rubber Shoes,
Misses' American Long Rubber Boots,	Ladies' Canadian Rubber Boots,
Child's American Long Rubber Boots,	Misses' Canadian Rubber Boots,
Ladies' American Rubber Shoes,	Ladies' French Kid Button Boots,
Gents' American Rubber Shoes,	Ladies' French and American Slippers

A. LOTTIMER, - - No. 210 Queen St.

March 10

CANNED GOODS! CANNED GOODS!

PEACHES, PINEAPPLE, OYSTERS, LOBSTERS, SALMON, CORN BEEF, *TOMATOES, CORN, PEAS, BEANS, LUNCH TONGUE.*

ALSO ON HAND A LARGE AND CAREFULLY SELECTED STOCK OF STAPLE AND CHOICE

FAMILY GROCERIES.

S. L. MORRISON,

Opposite City Hall, Queen Street, Fredericton, N. B.

Feb. 17

FEBRUARY, 1887.

>NEW GOODS!<

Tennant, Davies & Co.

HAVE RECEIVED

New Hamburg Embroideries, Muslins, Lawns, Fancy Piques, &c.

Canadian and American Prints, do. do. Corsets,

IN EVERY STYLE AND QUALITY;

Knitting Cottons, Pillow Cottons, SHEETINGS, &c.,

AND A FULL LINE OF

GIBSON GREY COTTONS,

ALL AT CLOSEST PRICES, WHOLESALE & RETAIL.

TENNANT, DAVIES & Co., 202 Queen Street, Fredericton.

Agents for the Celebrated M R & A Dollar Shirt, and the New York Domestic Paper Patterns.

JOSIAH,

You want a SPRING SUIT and OVERCOAT, sure. You go right away to

W. E. SEERY'S

and have him make them for you. He makes the MOST FASHIONABLE CLOTHING in the city, at the Lowest Price, and don't you forget it.

Latest styles every month. Cutting attended to promptly.

W. E. SEERY

Time for House Cleaning and Re-Furnishing.

IF YOU NEED

FURNITURE OR ODD PIECES

WE HAVE ON HAND

LOW PRICED FURNITURE in great variety.

MEDIUM CLASS FURNITURE of all kinds.

REPAIRING of Furniture and RE-UPHOLSTERING done promptly and satisfactorily.

J. ADAMS,

COUNTY COURT HOUSE SQUARE, OPP. QUEEN HOTEL.

April 21

TREES —FOR— **Trans-plantation!**

THE SUBSCRIBER will supply all parties requiring Trees for Decorating Grounds and Streets with any quanty of the following varieties during the coming season: Oak, Elm, Maple and Ash; also, Cedar Hedges, if required, and will deliver the same either at Neill's hardware store or at the residence of P. McCoak, Esq., at which places orders will be received.

WM. BOWKER, Nashwaaksis.

apr 15—3m t

SWEET —AND— **LOVELY!**

61 Barrels of

Molasses!

From 8 to 12 Gallons each.

New Crop "Pure Gold Molasses"

CLEAR AS AMBER.

My customers will please recollect this is New Crop, and will be sold very reasonable.

BLY PERKINS

At his Wholesale and Retail Flour Store.

P. S.—77 Boxes New Teas just received put up in 5lbs., 10lbs. and 20lbs. Boxes—call and try it.

Fredericton, 26th April, 1887.

Iron Pipe

PARTIES in need of IRON PIPE to bear my low price before purchasing.

apr27 R. R. L.

April 23rd.

TABLE LINENS, Napkins, De'Oyles, Towels and Towelings,

Opened This Day

—AT—

JOHN J. WEDDALL'S

April 23

Baby Carriages, Express Wagons, Velocipedes, Bicycles,

CHEAPEST AT

LEMONT & SONS

April 23

Still They Come!

—TO—

W. R. Logan's

—FOR—

GROCERIES & PROVISIONS,

And no wonder. He keeps the very best

TEA, SUGAR,
MOLASSES, TOBACCO,
SOAPS, KEROSENE OIL,
FLOUR, HAMS & BACON,

And everything found in a first-class family grocery.

JUST RECEIVED

BANANAS, COCOANUTS,
HADDIES, ROLL BACON,
NEW MAPLE SUGAR,
NEW MAPLE SYRUP,
NEW MAPLE CANDY.

Good TEA at 24 cts. per lb. Try it!

Will sell you TIMOTHY and CLOVER SEED as low as any in the trade.

W. R. Logan.

April 19 QUEEN STREET.

$500.00 REWARD!

WE will pay the above Reward for any case of Dyspepsia, Liver Complaint, Sick Headache, Indigestion or Costiveness we cannot Cure with "WEST'S LIVER PILLS", when the Directions are strictly complied with. Large Boxes, containing 30 Pills, 25 Cents; 5 Boxes $1.00. Sold by all Druggists.

AMERICAN DYE WORKS CO.

LADIES' DRESS GOODS DYED TO

Look Like New!

FEATHERS (all shades), LACE CURTAINS, CARPETS, etc.

GENTS' WEAR A SPECIALTY.

Works, Black Spring Road, Portland.
Office, South Side King Square, St. John.
Agency for Fredericton at the Store of

J. G. GUNN.

P. S.—Give us a trial.

March 31.—2m

TO ADVERTISERS

A list of 1000 newspapers divided into STATES and SECTIONS will be sent on application—FREE.

To those who want their advertising to pay, we can offer no better medium for thorough and effective work than the various sections of our Select Local List.

GEO. P. ROWELL & Co., Newspaper Advertising Bureau, 10 Spruce street, New York.

Shingles & Clapboards For Sale

AT THE RESIDENCE OF

J. E. SIMMONS.

A 12—1m ST. MARY'S.

Nails! Nails!

2 CAR LOADS, containing 400 Kegs and Iron Nails. Well assorted at starvation prices. Just to hand.

R. CHESTNUT & SON.

Corrected for the GLEANER by Clerk of the Market Perks.

April 27th, 1887.

Pork, per lb	$0 6 @	7
Hams, "	0 9 @	10
Sausages, "	0 09 @	10
Beef, "	0 4 @	6
Lamb, "	0 5 @	6
Mutton, "	0 4 @	5
Veal, "	0 3 @	5
Chickens, per pair	0 30 @	40
Ducks, "	0 00 @	50
Geese, each	0 50 @	70
Turkeys, per lb	0 10 @	12
Lard, "	0 13 @	14
Butter, "	0 21 @	22
Cheese, "	0 10 @	11
Eggs, per doz	0 00 @	10
Potatoes, per bbl	90 @	1 05
Carrots, "	0 65 @	0 70
Turnips, "	0 50 @	0 50
Hay, per ton	18 00 @	0 19
Straw, "	6 00 @	7 00
Oats, per bush	0 36 @	38
Buckwheat, per cwt	1 20 @	1 40
ocks and mitts, per pair	25 @	03.

Boston Produce and Lumber Markets.

[Hathaway & Co.'s Report, April 23rd.]

BUTTER.

The market has been quiet during the week, with the tendency in buyers' favor, but receipts are light and choice grades are sold up.

The stock of old butter is cleaning up at about previous prices.

NEW BUTTER.

Creamery—Northern and Eastern—		
Extra	24	25
Extra firsts	22	23
Firsts	18	21
Western Creamery—		
Extra	24	25
Extra firsts	21	23
Firsts	17	20
Northern Dairy—		
Extra N. Y. and Vermont	23	
Extra firsts	20	22
Firsts	17	19
Western Dairy—		
Extra		
Extra firsts	17	18
Firsts	15	16
Imitation creamery—		
Extra fresh		20
Extra firsts	17	19
Ladle packed—		
Extra fresh	18	19
Extra firsts	16	17
Firsts	14	16
Trunk Butter, in ½ or ¼ ℔ print—		
Extra	24	
Extra firsts	21	23
Firsts	18	20
Poor Butter	10	12
Grease Butter	4	6

CHEESE.

The market continues almost bare of choice white cheese, and extreme prices are obtained for small lots say 15½ @ 16c. Small sales of colored at 14 @ 15c. Skims range from 8 @ 10c. Liverpool quotation 63s. 6d. We quote:—

New York and Vt., extra	15½	16
do do firsts	14	15
do do seconds	9	12
Western extra		
do firsts		
Sage, extra	15½	16

EGGS.

The market has ruled firmer, owing to light receipts, but demand is moderate. Sales of western at 13½c. and eastern at 14c. ⅌ doz. Some are held higher. We quote:—

Near-by and Cape ⅌ doz	15
Aroostook Co. firsts	13½
Nova Scotia and N. B.	13½

BEANS.

There has been a further advance in prices, under the influence of light receipts, and market closes strong, though buyers do not respond freely. Sales of New York small Pea at $1.75, and Marrow Pea at 1.65 @ $1.70. Choice Mediums rule at $1.60 @ $1.65. Improved Yellow Eyes have been selling at $1 60 @ $1.65, and some are held higher.

PEAS.

The market continues quiet, with sales confined to small lots.

Canadian choice, ⅌ bu	85	90
Do. common	65	70
Green Peas, Northern	70	90
Do. Western	1 05	1 00

POTATOES.

The market for potatoes sustains a firm tone, with a good demand. We quote:—

Rose, Houlton, ⅌ bu	75	
Rose, Aroostook and Me. Cent	70	73

APPLES, &c.

The demand for apples is moderate, but the supply is light and prices are firm. Sales of choice Baldwins and Russets at $4 @ $4.25, and some extras command $4.50. We quote:—

Baldwins, extra, Me. and N. Y.	4 00	4 50
Apples, No. 1 Baldwins	3 50	4 00
Apples, No 1 Russets	3 75	4 25
Apples, common to good	2 50	3 00
Cranberries, choice ⅌ bbl		
Strawberries ⅌ quart	25	40

DRIED APPLES.

Evaporated are attracting more attention, but sales continue to be confined to small lots and prices are unchanged. We quote:

Evaporated, fancy, ⅌ lb	13	14
Do choice	11	12
Do common to good	8	10
East and North quartered	4	5
Do do sliced	5	6

VEGETABLES.

Market continues quiet, with a firm tone on squash and cabbage.

Cabbages, natives ⅌ ton	35 00	40 00
Onions, natives, ⅌ bbl	2 50	3 00
Onions, Bermuda ⅌ crate	2 00	2 50
Squash, Hubbard	60 00	75 00
St. Andrews Turnips ⅌ bbl	1 25	1 30
P. E. Island Turnips	1 00	1 25

HAY AND STRAW.

The hay market sustains the improvement on best grades. Choice new pressed lots move off pretty well at $16.50 to $17.50 per ton, but winter pressed rules rather slow at a lower range. The latter opens in bad order and hard to sell. Rye straw is firm at $14 to $15 per ton.

LUMBER.

The demand for all kinds of lumber continues to increase and receipts find a ready sale. Spruce, Hemlock and Pine command full previous prices. Cargoes of Southern Pine and Cypress continue to arrive. Western Hardwoods in steady demand and prices are unchanged.

Spruce—Nos 1 and 2	13 00	14 50
Hemlock Boards Planed	12 50	13 00
do do Rough	10 50	11 00
Southern Pine		
Flooring Boards No 1 & 2	28 00	29 00
Do ¼ and ⅜ Step	29 00	31 00
Ship Stock	28 00	30 00
Dimension factory	21 00	24 00
Black Walnut	50 00	110 00
Cherry	70 00	82 00
White Wood, inch Western	30 00	33 00
Do do do Southern	29 00	30 00
Do Do ¼	23 00	26 00
Oak	36 00	40 00
Ash	38 00	40 00
Clapboards—		
Heart Pine	45 00	55 00
Saps	30 00	50 00
Spruce	12 00	30 00
Shingles, Cedar and Spruce	1 25	3 50
Laths, Spruce	2 00	2 25
Lath Pine	2 00	2 20
Spilling	3½	4
Tan Bark		7 00
Hemlock		0 25
Cordwood		6 00

Is It Not Singular

that consumptives should be the least apprehensive of their own condition, while all their friends are urging and beseeching them to be more careful about exposure and overdoing. It may well be considered one of the most alarming symptoms of the disease, where the patient is reckless and will not believe that he is in danger. Reader, if you are in this condition, do not neglect the only means of recovery. Avoid exposure and fatigue, be regular in your habits, and use faithfully of Dr. Pierce's "Golden Medical Discovery." It has saved thousands who were steadily falling.

A COMMON OCCURRENCE.—Many bad joints by which people are crippled for life, are made by neglected or badly treated rheumatism. Ida Plank, of Strathroy, Ont., was afflicted with rheumatism in her fingers so she could not bend them. Yellow Oil cured her, and is a prompt cure for all pains.

REV. T. DEWITT TALMAGE.

He Preaches to Clerks and Book-Keepers.

The Temptations and Trials of Life Behind the Counter Set Forth.

BROOKLYN, April 24.—At the Tabernacle this morning, the pastor, Rev. T. DeWitt Talmage, D. D., read from the Book of Proverbs some lessons about honest thrift. He then gave out the hymn beginning:—

"The strife will not be long—
This day the noise of battle,
The next the victor's song."

The boy choir chanted an opening and closing selection. Dr. Talmage's discourse was entitled "Behind the counter; or, trials and encouragements of salesmen and saleswomen." He took the two following passages as his text:—"And a certain woman named Lydia, a seller of purple, of the City of Thyatira, which worshipped God, heard us; whose heart the Lord opened," Acts xvi. 14. "Seest thou a man diligent in his business? he shall stand before kings," Proverbs xxii. 29. The preacher said:—

The first passage introduces to you Lydia, a Christian merchantess. Her business is to deal in purple cloths or silks. She is not a giggling nonentity, but a practical woman, not ashamed to work for her living. All the other women of Phillippi and Thyatira have been forgotten; but God has made immortal in our text Lydia, the Christian saleswoman.

The other text shows you a man with head and hand, and heart, and foot all busy toiling on up until he gains a princely success. "Seest thou a man diligent in his business? He shall stand before kings." Great encouragement in these two passages for men and women who will be busy, but no solace for those who are waiting for good luck to show them, at the foot of the rainbow, a casket of buried gold. It is folly for anybody in this world to wait for something to turn up. It will turn down. The law of thrift is as inexorable as the law of the tides. Fortune, the magician, may wave her arm in that direction until castles and palaces come; but she will, after a while, invert the same wand, and all the splendors will vanish into thin air. There are

CERTAIN STYLES OF BEHAVIOR

which lead to usefulness, honor and permanent success, and there are certain styles of behavior which lead to dust, dishonor and moral default. I would like to fire the ambition of young people. I have no sympathy with those who would prepare young folks for life by whittling down their expectations. That man or woman will be worth nothing to church or state who begins life cowed down. The business of christianity is not to quench but to direct human ambition. Therefore it is that I come out this morning and utter words of encouragement to those who are occupied as clerks in the stores, and shops, and banking houses of the country. You say: "Why select one class, and talk to one especially this morning?" For the same reason that a surgeon does not open the door of a hospital and throw in a bushel of prescriptions, saying: "Come now, and get your medicine." He first feels the pulse, watches the symptoms, and then prescribes for that particular case. So to-day I must be specific. The people in this audience who are clerks are not an exceptional class. They belong to a great company of tens of thousands who are in this country, amid circumstances which will either make or break them for time and for eternity. I should be very slow to acknowledge that the clerks, male and female, of other cities, are any more honest or faithful than the clerks of our own city. Many of these people have already achieved a christian manliness and a christian womanliness which will be their passport to any position. I have seen their trials. I have watched their perplexities. There are evils abroad which need to be hunted down and dragged out into the noonday light.

IN THE FIRST PLACE,

I counsel clerks to remember that for the most part their clerkship is only a school from which they are to be graduated. It takes about eight years to get to be a merchant. Some of you will be clerks all your lives, but the vast majority of you are only in a transient position. After a while, some December day, the head men of the firm will call you into the back office, and they will say to you: "Now, you have done well by us; we are going to do well by you. We invite you to have an interest in our concern." You will bow to that edict very gracefully. Getting into a street car to go home, an old comrade will meet you and say:—"What makes you look so happy to-night?" "O," you will say, "nothing, nothing." But in a few days your name will blossom on the sign. Either in the store or bank where you are now, or in some other store or bank, you will take a higher position than that which you now occupy. So I feel to-day that I am standing before people who will yet have their hand on the helm of the world's commerce, and you will turn it this way or that; now clerks, but to be bankers, importers, insurance company directors, shippers, contractors, superintendents of railroads—your voice mighty "on 'Change"—standing foremost in the great financial and religious enterprises of the day. For though we who are in the professions may, on the platform, plead for the philanthropies, after all, the merchants must come forth with their millions to sustain the movement.

BE THEREFORE PATIENT AND DILIGENT

in this transient position. You are now where you can learn things you can never learn in any other place. What you consider your disadvantages are your grand opportunity. You see an affluent father some day come down on a prominent street with his son, who has just graduated from the university, and establishing him in business, putting one hundred thousand dollars of capital in the store. Well, you are envious. You say:—"O, if I only had a chance like that young man—if I only had a father to put one hundred thousand dollars in a business for me, then I would have some chance in the world." Be not envious. You have advantages over that young man which he has not over you. As well might I come down to the docks when a vessel is about to sail for Valparaiso, and say: "Let me pilot this ship out of the Narrows." Why, I would sink crew and cargo before I got out of the harbor, simply because I know nothing about pilotage. Wealthy sea captains put their sons before the mast for the reason that they know that it is the only place where they can learn to be successful sailors. It is only under drill that people get to understand pilotage and navigation, and I want you to understand that it takes no more skill to conduct a vessel out of the harbor and across the sea, than to steer a commercial establishment clear of the rocks. You see every day the folly of people going into a business they know nothing about. A man makes a fortune in one business; thinks there is another occupation more comfortable; goes into it and sinks all. Many of the commercial establishments of our cities are giving to their clerks a mercantile education as thorough as Yale or Harvard, or Princeton are giving scientific attainment to the students matriculated. The reason there are so many men foundering in business from year to year, is because their early mercantile education was neglected.

ASK THESE MEN HIGH IN COMMERCIAL CIRCLES,

and they will tell you they thanked God for this severe discipline of their early clerkship. You can afford to endure the wilderness march, if it is going to end in the vineyards and orchards of the promised land. But you say, "Will the womanly clerks in our stores have promotion?" Yes. Time is coming when women will be as well paid for their toil in mercantile circles as men are now paid for their toil. Time is coming when a woman will be allowed to do anything she can do well. It is only a little while ago when women knew nothing of telegraphy, and they were kept out of a great many commercial circles where they are now welcome: and the time will go on until the woman who at one counter in a store sells ten thousand dollars' worth of goods in a year, will get as high a salary as the man who at the other counter of the same store sells ten thousand dollars' worth of goods. All honor to Lydia, the christian saleswoman. And in passing, I may as well say that you merchants who have female clerks in your stores ought to treat them with great courtesy and kindness. When they are not positively engaged, let them sit down. In England and the United States, physicians have protested against the habit of compelling the womanly clerks in the stores to stand when it is not necessary for them to stand. Therefore, I add to the protest of physicians the protest of the christian church, and in the name of good health and that God who has made the womanly constitution more delicate than man's, I demand that you let her sit down.

THE SECOND COUNSEL

I have to give to the clerks who are here to-day, is that you seek out what are the lawful regulations of your establishment and then submit to them. Every well-ordered house has its usages. In military life, on ship's deck, in commercial life, there must be order and discipline. Those people who do not learn how to obey will never know how to command. I will tell you what young man will reach ruin, financial and moral; it is the young man who thrusts his thumb into his vest and says: "Nobody shall dictate to me. I am my own master: I will not submit to the regulations of this house." Between an establishment in which all the employees are under the most thorough discipline and the establishment in which the employees do about as they choose, is the difference between success and failure—between rapid accumulation and utter bankruptcy. Do not come to the store ten minutes after the time. Be there within two seconds after. Do not think anything too insignificant to do well. Do not say, "It's only just once." From the most important transaction in commerce down to the particular style in which you tie a string around a bundle, obey orders. Do not get easily disgusted. While others in the store may lounge, or fret, or complain, you go with ready hands, and cheerful face, and contented spirit, to your work. When the bugle sounds, the good soldier asks no questions, but shoulders his knapsack, fills his canteen and listens for the command of "March!" Do not get the idea that your interests and those of your employer are antagonistic. His success will be your honor. His embarrassment will be your dismay. Expose none of the frailties of the firm. Tell no store secrets. Do not blab. Rebuff those persons who come to find out from clerks what ought never to be known outside the store. Do not be among those young men who take on a mysterious air when something is said against the firm that employs them, as much as to say: "I could tell you some things if I would, but I won't." Do not be among those who imagine they can build themselves up by pulling somebody else down. Be not ashamed to be a subaltern.

AGAIN: I COUNSEL CLERKS

in this house to search out what are the unlawful and dishonest demands of an establishment and resist them. In the six thousand years that have passed there has never been an occasion when it was one's duty to sin against God. It is never right to do wrong. If the head men of the firm expect of you dishonesty disappoint them. "Oh," you say, "I should lose my place then." Better lose your place than lose your soul. But you will not lose your place. Christian heroism is always honored. You go to the head man of your store and say, "Sir, I want to serve you. I want to oblige you; it is from no lack of industry on my part, but this thing seems to me to be wrong, and it is a sin against my conscience, it is sin against God, and I beg you, sir, to excuse me." He may flush up and swear, but he will cool down, and will have more admiration for you than for those who submit to his evil dictation; and while they sink, you rise. Do not, because of seeming temporary advantage, give up your character, young man. Under God, that is the only thing you have to build on. Give up that, you give up everything. That