

confidence in himself, he is good for nothing, not worth a cent. He should never give up in despair. He should never say fail, or admit anything of the kind as possible."

To illustrate still further his energy in business, I will relate one more transaction.

At a time when there were but few side-wheel steamers (propellers had not made their appearance), in the latter part of one summer, when business on the lake was dull, and the prices of grain as well as freights were low, to make out a load for his ninety-ton vessel, Captain Wilkeson bought on his own account two thousand bushels of first quality of wheat. On arriving at Buffalo he could make no sale of it, nor could he get room to store it, elevators not having been brought out even as an experiment yet. He directed his men at once to work or tow his vessel out into the lake and hoist sail for Dunkirk. When he arrived there he despatched several of his crew on horses, into the country, to call on the farmers in that vicinity and let them know there was a chance to buy first quality of seed wheat at the dock in Dunkirk at fifty cents per bushel, which they were glad to do; and Captain W. soon received cash for his wheat and immediately returned to Buffalo, took a load of merchandise and was soon on his way back to the head of the lake.

Captain Wilkeson, in his religious belief, was a Universalist. With those whom he knew who professed to believe otherwise, he would often, at a convenient time, introduce the subject of religion, seemingly to draw them out and learn their views more fully. In the years when I used to journey with him on the *Eagle*, we had many friendly chats upon this subject. He was familiar with the Scriptures, and possessed a very intelligent mind, and was candid and sincere in all his arguments,—never treating the subject in a trifling manner. He was several years my senior, and I must admit many years older in practical business life, and far excelled me in argument. But, finally, I said to him, after repeated conversations on the sub-