

abstract virtue. His inclinations impel him home, the fascinations of which it requires the sternest resolution to resist. With every foot of new ground he traveled over he forged a chain of sympathy which should hereafter bind the Christian nations in bonds of love and charity to the heathen of the African tropics. If he were able to complete this chain of love by actual discovery, and, by a description of them, to embody such people and nations as still live in darkness, so as to attract the good and charitable of his own land to bestir themselves for their redemption and salvation, this, Livingstone would consider, an ample reward.

"Surely, as the sun shines on both Christian and infidel, civilized and pagan, the day of enlightenment will come; and though the apostle to Africa may not behold it himself nor we younger men, nor yet our children, the hereafter will see it, and posterity will recognize the daring pioneer of its civilization."

Taken from the book "African Travelers," published in 1890. H. A. S.—The Missionary Monthly.

THE TWO MERCHANTS

By Morgan L. Williams

The rumble of the train lulled my senses, and suddenly I was again amid the bustle of a great store. By my side stood the merchant prince graciously saying to me: "We take delight in showing you our business. Here are counters of costly goods, and clerks trained to sell them to the public. Every article is carefully priced. In fact we never demonstrate or display our goods without advertising the price; and we say nothing of prices unless we lay the goods before our customers."

We advanced upstairs, and this merchant continued his conversation. "Our advertising is constant and educational. The buying public must be led to appreciative values. Unless we set forth the worth of our goods in terms of the dollar sign, we couldn't do enough business to keep open. Did you overhear the conversation of those women?" he asked as I mark-

ed his keen appreciation of his business. "One shopper said 'I refuse to buy a suit for less than \$40, and the other woman replied: 'You are foolish, I can get the best quality for less.' The first woman represents our buying public generally. The price of a gown marks its value for her. She is more concerned with the dollar sign than with the quality of the goods. And we try to educate such people in trusting our judgment as indicated in our prices."

Suddenly the merchant vanished, and I found myself in a great building with beautiful stained glass windows amid an atmosphere of quiet and reverence. Instead of counters of goods in the great store, it seemed as though a strange merchant with his arms full of precious things was passing down the aisles and among the many people in the pews trying to distribute them. Most of his customers silently took what he handed them, and a bit later I saw some well-dressed gentlemen pass to all a little basket in which were dropped, as I suppose, pieces of money. And I thought, "This is a queer business! I must talk with this merchant."

"You are doing quite a business here," I ventured to remark as this man plainly dressed in a long coat cordially shook my hand.

"I should like to do a bigger business if I had the chance," said he.

"But haven't you the chance?" I questioned.

"My friend," he replied earnestly, "we are greatly handicapped for money. We can hardly pay running expenses, and moreover we are behind right now in paying maintenance bills and salaries."

"But why is your business in such a bad way?" I ventured. "You offer the people the best goods surely."

"Yes, I do that as God knows, yet the multitudes do not often come to this place and the gifts of those who do come are hardly adequate." He explained, "Yes, you have guessed aright, we set no price on our goods. My father who was in this work before me, offered untold values without money and without price. The