POOR DOCUMENT

THE SEMI-WREKLY TRLEGRAPH, ST. JOHN, N. B. JULY 29, 1889

BE FAIR IN BUSINESS.

TOO MANY MISREPRESENTATIONS IN THE WORLD OF TRADE.

WORD SHOULD BE GOOD AS BOND

Mev. Dr. Trimage's Discourse on the matter of the lost. Farewell to all the anotities of home! Could mother, size, the many framework of the first of the firs

got if or \$16. I beat him down and pointed out the imperfections until I really made him believe it was not worth hardly anything. It takes me to make a hargain. Ha! Ha!" O man, you got the goods for less than they were worth by positive falsehood, and no wonder, when Solomon went back to his palace and had put off his disguise, that he sat down at his writing desk and made for all ages a crayon sketch of you, "It is naught, it is naught, at the boast-eth."

There are no higher styles of men in all the world than those now at the head of mercantile enterprises in the great cities of this continent. Their casual promise is as good as a bond with piles of collaterals. Their good reputation for integrity is as well established as that of Petrarch residing in the family of Colonna. It is related that when there was great disturbance in the family the cardinal called all his people together and put them under coath to tell the truth, except Petrarch. When he came up to swear, the cardinal put away his book and haid, "As for you, Petrarch, your word is sufficient." Never since the world stood have there been se many merchants whose transactions can stand the test of the Tan Commandments. Such hargain makers are all the more to be honored because they have withstood year after year temptations which have funge so many flat and fung them so hard they are the property of the traders whose stransactions which have funge so many flat and fung them so hard they are the property of the traders whose stransactions which have funge so many flat and fung them so hard they complete the landerd whose store he couples and to the landerd whose store he couples bergain makers are all the more to be bonored because they have withstood year after year temptations which have flung so many flat and flung them so hard they

come to town, they must, of course, drink.

A friend from the same mercantile establishment drops in, and usage and generosity suggest that they must drink. Business prospects are talked over, and dilapidated mercantile establishment dilapidated mercantile establishments that are about to fail, and for such kindness and magnanimity of capiton against the dishonesty of other business houses, of course it is expected they will—and so they de—take a drink. Other merchants lodging in adjoining rooms find it hard to sleep for the claims of decanters, and the coarse carenasel of these "haif for such that to all night at the wine cup. They sit not all night at the wine cup. They

must see the sights. They stagger forth with cheeks flushed and eyes bloodshot. The outer gates of hell open to let in the victims. The wings of lest souls flit among the lights, and the steps of the carousers sound with the rumbling thunders of the lost. Farewell to all the sanctities of home! Could mother, sister, father, slumbering in the inland home, in some visien of that night catch a glimpse of the ruin wrought they would rend their hair by the roots and bite the tongue till the blood spurted, shricking out, "God save him?"

What, suppose you, will come upon

bargain makers are all the more to be honored because they have withstood year after year temptations which have flung so many fast and flung them so hard they gan never, never recover themselves. White all positions in jife have powerful bestimests to evil, there are specified forms of all presents are all the more becomes the subject of traffic while ought never to become the rule for honest men. Their to such occupation and profession, and it will be useful to speak of the peculiar to such occupations of business men.

First, as in the scene of the text, business men see often tempted to sacrifice having the walte of goods and the buyer by department with the seller by oxaggarsting the walte of goods and the buyer by department into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the proper consideration of the values of the goods. He shows himself to be an effect of the such contours into a mood favorable to the growth and the such and the state of the goods. He shows himself to be an effect of the such and the down the such and the state of the goods. He shows himself to be an effect of the such and the down the such and the state of the such and the state of the such and the such were sold at a price which will not make the necessary for the house to fail every ten years in order to fix up things.

But with what burning indignation we think of the iniquitous stratagems by which goods are sometimes disposed of! A glance at the morning papers shows the arrival at one of our hotels of a young merchant from one of the inland cities. He is a comparative stranger in the great city, and of course he must be shown around, and it will be the duty of some of our enterprising houses to escort him. He is a large purchaser and has plenty of time and money, and it will pay to be very attentive. The evening is spent at a place of doubtful amusement. Then they go back to the hotel. Having just come to town, they must, of course, drink.

marine insurance companies and the rati-road companies with not stand up for judgment in the last day, but those who in them noted righteously will receive, each for himself, reward, and those who noted the part of neglect or trickery will, each for himself, receive condemna-

tion. Unlawful dividends are not clean be

The store and the counting house have developed some of the most stalwart characters. Perhaps originally they had but little sprightliness and force, but two or three hard business thumps woke them up from their letbargy, and there came a thorough development in their hearts of all that was good and holy and energetic and tremendous, and they have become the front men in Christ's army as well as lighthouses in the great world of traffic. But business has been perpetual depletion to many a man. It first pulled out of him all benevolence, next all amiability, next all religious aspirations, next all conscience, and, though he entered his conscience, and, though he entered his vocation with large heart and noble char-acter, he goes out of it a skeleton, enough

acter, he goes out of it a skeleton, enough to scare a ghost.

Men appreciate the importance of having a good business stand, a store on the right side of the street or in the right block, yet every place of business is a good stand for spiritual culture. God's angels hover over the world of traffic to sustain and build up those who are trying to do their duty. To-morrow, if in your place of worldly engagement you will listen for it, you may hear a sound leuder than the rattle of drays and the shuffle of feet and the clink of dollars stealing into your soul, saying, "Seek ye stealing into your soul, saying, "Seek ye first the kingdom of God and his right-

will turn to ashes. Gold will run molten into the dust of the street. Exchanges and granite blocks of merchandise will fail with a crash that will make the earth tremble. The flashing up of the great light will show the righteous the way to their thrones. Their best treasures in heaven, they will go up and take possession of them. The toils of business life, which racked their brains and rasped their parages for so many years will have their nerves for so many years, will have forever ceased. "There the wicked cease from troubling and the weary are at

"He knew the birds of the air, from the ptarmigan that lives among the everlasting snows, to the humming bird that revels among the orchards of the tropics; he knew the beasts of the forests and the corpse, and then he sat down on a he knew the beasts of the forests and the prairies, and the reptiles that orawl through the desert sands or slimy marshes; he knew the fishes that scale mountain torrents, that bask in quiet lakes, or that journey from zone to zone through the deep waters of the sea. In all his realm of nature he had minute and comprehensive knowledge that no other man has ever acquired. What others had recorded in this field of receased he knew, and to their discoveries he made a constribution so beautions, so stuppadens, that he is necegnized as the master of systematic zoologists."—Self Culture.

IN A BLAZE OF GLOBY

THE DRAMATIO EXIT OF OLD CAP PROM LIFE'S STAGE

Dived a Wild Life and Wanted a Wild Death, and He Summoned a Wild Audience to See Him De Him Final Wild Act.

"The longing for the center of the stage exists not only in the centers of civilisation," said a man who had gone west made his pile in mining and come back to enjoy himself. "You'll find it up in the Rockies among the hardest toughest citizens that ever handled a pick or shot a bear. The melodramatic instinct is mighty strong in most men, and the glare of the calcium is eagerly sought after by many who won't admit it. I knew an old man out in Arisona some years age who was one of this kind. He was shout the most 'don't give a darn' cuss I ever knew. He lived up in the mountains, about ten miles back of Tucson,

all by himself. "How he managed to live I never knew, but he seemed contented. His evil deeds never seemed to worry him any, and the Lord knows his record was black enough. He had been a great gun fighter in his time, and even in the days I speak of it wouldn't do to tread on his toes. He loved to tell of his wild life, and the frankness with which he related his somewhat questionable escapades made him an excellent entertainer if you didn't happen to feel squeamish. Squeamishness isn't a common fault out that way, and everybody knew and liked Old Capthat's what they called him-except the few who had been in trouble with

him at one time or another. "Now, no one ever thought that Old Cap was spectacular. He was the last man on earth who would be thought likely to want the center of the stage merchant, "it is a great sacrifice, but take it at that price."

Then the customer with a roll under his arm started to go out and enter his own place of business, and Solomon in disguise followed him. He heard the customer as he unrolled the coat say:
"Boys, I have made a great bargain. How much do you guess I gave for that coat?" "Well," says one, wishing to compliment his enterprise. "you gave \$30 for it." Another says, "I should think you got it cheap if you gave \$26."
"No," says the Duyer in triumph; "I got it for \$15. I beat him down and pointed out the imperfections until I really made him believe it was not worth."

The the customer with a roll under his admire and approve of all acuteness and tact in the sale of goods, which is a great sacrifice, but the did, and the business world to get educated, just as boys are sent to school and college. Purchase and sale, loss and gain, disappointment, prosperity the dishonesty of others, panic and bank suspension are but different lessons in the school. The more business the more means of grace. Many have gone through wildest panic undurt. "Are you not afraid you will preak when the fiftieth psalm breaks, in the fifteenth of the climax of his life was more pyrotate as boys are sent to school and college. Purchase and sale, loss and gain, disappointment, prosperity the dishonesty of others, panic and bank suspension are but different lessons in the school. The more business the more means of grace. Many have gone through wildest panic undurt. "Are you not afraid you will break when the fiftieth psalm breaks, in the fifteenth of treeply does not have. Nothing but sheer falsehood can represent as perfection boots that rip, silks that specific pointment, prosperity the dishonesty of others, panic and sale, loss and gain, disappointment, prosperity the dishonesty of others, panic and sale, loss and sale, loss and gain, disappointment, prosperity the dishonesty of others, panic and sale, loss a for any of his stunts. But he did, and when you throw your chest out and

"As I was saying, we all sat on easy wicker chairs, talking and whittling I reckon, when down the street came a 10-year-old boy riding a broncho. We recognized him as a youngster who lived a couple of miles this side of Old Cap's on the same trail. He rode right up to where we were sitting and rolled off his horse, with his eyes a-popping and his breath a-panting.
"'What's the matter, bub?' asked a

tall Texan, who was in the party. "'Old Cap says t' come right up his place right off an fetch all th' men yer kin git. Th' Injuns is comin!

"The Indians were always liable to bust loose and do something nobedy suspected, so we got our horses out in a jiffy and started up the trail to save Old Cap. There were about a dozen el ns and we had our Winchesters and six shooters with us. When we got near to Old Cap's we slowed up a bit and began to look pretty sharp for Indians, but not a sign of a redskin could we

"'We'll be in time, boys,' said the Texan, who was leading the band. 'Ef we get to Old Cap's cabin we kin stand off a pretty smart lot.'

clearing off the trail around a bend, with high rocks hiding it until you came out in the open. We reached the turn in safety and swept around it at full gallop. There we saw, first of all, the little cabin looking as snug as usual, and then we noticed Old Cap sitting astride a keg about ten feet in front of his door. His big, gray som-brere was cocked to one side, and the red scarf about his neck gave him the ook of a stage here of the plains. He had heard our horses' hoofs beating the rocky trail before we wheeled into view, and he was ready for us. Waiting until we had come within 75 yards of him, he lifted his hat and moved it above his head with a hoarse, wild yell. As I think of it now it sounded like the cry of a madman. Then he reached into his pocket and drew forth a match. This he drew carefully across a rock which was within reach of the keg upon which he sat, and saving it from the breeze until it was safely lighted he opened his legs and dropped

between them. "There was a yellow puff of smoke tinged with a flash of red, and then a terrific roar. Old Cap's body flew skyward, and when it came down it didn't look like a human being's. He had been sitting on a keg of powder and had deliberately blown himself up. Funny thing for a man to do, wasn't it? Old Cap apparently got tired of life and decided to kill himself. He wanted an audience. So he sent the he wanted, but it wasn't a very sympaout there, and the Texan was a little corpse, and then he sat down on a bowlder and gazed at it.

UTILIZING THE GOUT.

H Has Person to Southe the Mith a Cracked Shoe. "Byery now and then," said a man of moderate means, "something hap-pens to remind me that I am only a novice in the art of life. For instance, my shoes were wearing out, and in one of them there was an ugly crack in the lop. If there is one thing more disturbing to me than another, it is the sight of a shoe on one of my feet with a hole in the top. But I had not the money wherewith to buy another pair, and, though it may seem ridiculous, I couldn't very well spare the quarter that it would cost for a patch, to say

one with a hole in it. "Walking, in this predicament, one day, I met a friend, whose means, so far as I knew, were little, if any, greater than my own. He new had in the a carefully cut round hole. Since I had last seen him he had apparently prospered enough to have got the gout, a fact on which I ventured to comment. "Why,' he said, 'you can get precise-by the same kind of gout with a pair of shears.' And then he smiled. He

nothing of the fact that a patched shoe is little less unsightly in my eyes than

always was bithe and gay, no matter what betided. "Well, when I got home I enlarged that hole in the top of my shoe to the ing, and now, when I go down in the morning on the elevated, I don't hold that foot with the broken shoe curled under the seat, back of the other ankle as though I had a curious habit that way, but I place it boldly out in front, and I read the paper with the air of a man who is going down town with his surplus interest money to take a little

AWED BY THE AUTHORS.

But By and By Mr. Williams Go Over His Timidity. Some day perhaps Jesse Lynch Williams may follow his book of newspaper stories with some sketches of magazine office life. He has had experi ences, and he can write them.

Here is one of them: "When I first went to Scribner's Magazine," he said, "I was a walking interrogation point. The editor would toss a letter across the table just like a common piece of paper, saying: 'Here's a letter from Kipling. It's all right' It might as well have been a note from his tailor.

"I stood by and shivered at the saewould pound out letters to Meredith Stockten, James, Hewells and Kip ling just as they might have done to missing a punctuation mark, and I marveled at their nerve. One day a stout, middle aged man brushed by me in the office. We begged each other's

"Held on a minute." called the editoz. 'I want to speak to you, Howells."
"Is that Howells?" I asked the office

boy. *** "'Mr. Howells?" "'Yes.'

"'Mr. W. D. Howells? " 'Cert' "'Mr. William Dean Howells?" " "The same."

"And I softly caressed the sleeve that the novelist had brushed against as if it had been touched by a saint. But after awhile the feeling of awe wore eff. We deal in authors. That's our business." - Philadelphia Saturday Evening Post.

A Coincidence.
"Are you superstitious?" said one young lady to another in a confidential

"No: that is. I never was until yes terday. A very strange thing occurred te a friend of mine then, and now do not know whether I am superst tious or not. It happened in this way She and I were sitting in her room and she was telling me the details of her marriage engagement, which had been broken off that very day. While she was talking she raised her left arm and threw it over the back of the chair where she was sitting, and as she did so a heavy link bracelet fell to the floor. It was her engagement brace-let and had been locked on her arm for more than a year. How or why it came unfastened I do not know."-Detroit Free Press.

A woman takes great consolation in thinking that some day when she is laid in the cold, cold ground her hus band will wish he had her back to tell her how sorry he is that he treated her so mean. She imagines him weeping over the sod and wishing he could see her, if only for a moment, to ask her forgiveness. But he will not appear in such a scene. On the contrary, he will probably be chasing after some other woman.-Atchison Globe.

One of the largest and most cumber ome forms of money is found in Cen tral Africa, where the natives use eruciform ingot of copper ore over 10 inches long. It is heavy enough to be

Natal's hippopotamuses are extinct. The last herd was protected by the government on a reservation near Duran, but did so much damage to the surrounding sugar plantations that or-ders were given to have it destroyed.

formidable weapon.

The presentation of the freedom of city of borough in England is now a more compliment, which does not dou-fer any substantial or exceptional priv-

Signals used by ships at sea date (Sin 1805. They were invented by the Prite of Fork, afterward James 11.

A LOVER'S FAREWELL

Boodby sosever, my darling,
Dear to me even now,
Phough I give you back your promise
And release you from your vow.
I have learned that the love I sought for
Had been given away before, Had been given away before, and I know that love in your nature

and I know that love in your nature
Is "love forever more."
Yet I wish you had not answered
In words so tender and fair,
Bor I could have borne it better,
Though it had been hard to bear.
If you had but told me truly
That your heart was given for aye,
I should not have known the sorrow
That crushes my heart today.

Fet, why should I weakly blame you For the thoughts in my bosom bid?
Twas my own fond heart that led me To love you as I did. And now I must hide my sorrow,
As I hid my hope before,
And put it away in silence—
To be spoken of no more.
For since I know I possess not
The love that had been such prise,
Shall I wait till my idol crumbles ,
To ashes before my eyes?
Hei Rather farewell ferever,
And long may the lovelight shine
On the fairer part you have chooses—
It will beam no more on mine.

Better if death had robbed me,
For then I could love you still.
Your memory would have nerved me
To work with a stronger will.
Now is my dream but a sorrow,
And my heart hath a sense of shame,
Remembering the empty morning

emembering the empty promise

And the love that was only a name—

And the love that was only a name—

Remembering the flowers of joy
That brought a fruition of pain,
and the bliss that I held for an hour
I held it and lost it again.
I embarked my soul's best treasure
To drift on a boundless sea;
I have gathered life's fairest blossoms—
There will come no fruit to me.

E. E. France.

A SOLEMN OCCASION.

The Only Interview Buchanan Had

Vice President Stevenson used to tell a story which John C. Breckinridge had told him to illustrate the traditional relations between the president and the man whose principle business it is to wait for the possible death of the president, in order that he may take the president's chair.

Breckinridge said that Buchanan never consulted him about any important matter, although as a Kentuckian, having the confidence of most of the southern leaders, he felt that his advice might at times have been valuable to the president. In the early fall of 1860, when Buchanan's term was nearing an end, amid the gathering clouds of war, Vice President Breckinridge received an urgent summons to the White House. He responded at once, thinking that at last the president questions then pending. When he are rived he was shown into the prestdent's room, and Mr. Buchanan, who and instructed him to see that they were not disturbed by anybody during the important conference which was to

When the private secretary had withdrawn, the president unlocked the private drawer in his desk, took out a manuscript, sat down with great solemnity, and said to Vice President Breckinridge, in his most impressive-manner, "I want to read you the draft of my Thanksgiving day proclamation

and to get your epinion of it." The vice president controlled his fa-cial muscles, listened respectfully and seriously made some complimentary remarks about the important document, and, with his customary courtesy, bowed and smiled his way out from the only interview to which he was ever invited by President Buchanan.-

Boston Hereld He Worked the Grocer. A true story of a dog found guilty of obtaining goods under false pre-tenses has been recently told. Theanimal is very fend of crackers, and has been taught by his owner to geafter them himself, earrying a written order in his mouth. Day after day heappeared at the groeer's, bringing his master's orders for crackers until the clerks became eareless about reading the document. One day the man came in and complained that he had been charged for much more crackers than be had ordered. There was quite & dispute over it, and the next time the deg came in the grocer took the trouble to look at the paper. It was blank; and further investigation showed that whenever the dog felt a craving for

A lady living less than a day's four-ney from New York had the curiosity, the other day to make certain calculations in order to see how large a part of her property she would have had to had she granted all the resacrifice quests made for money within a period of 42 days. She kept all the begging letters received during that time, added together the amounts they asked for and then discovered that had she granted each individual request for money she would have disbursed \$1,-600,000. And this, be it remembered, in a short period of six weeks .- Harper's Bazar.

crackers he hunted up a piece of paper

and trotted off to the grocery store .-

Atlanta Constitution.

The largest projectile for the 13 inch the largest gun mounted on the warships of the United States navy, is 81/2 feet long and weighs 1,100 pounds. The projectile travels 30 feet before it leaves the muzzle of the gun, and in that distance is set revolving at the speed of 75 revolutions per seconds. The rifling inside of the gun consists. of 52 spiral grooves, cut one-twentieth of an inch deep at the bore.

Sprocket-Had my tire punctured this morning. Crocket—You den't say se? How did

Sprecket-Riding in a strange company and ran against the forks of a road A THE STREET

A CONTRACTOR OF A Y