

TALMAGE'S SERMON.

"SALESMEN AND SALESWOMEN" SUNDAY'S SUBJECT.

From the Text, Acts 16:14 as follows: And a Certain Woman Named Lydia, a Seller of Purple of the City of Thyatira Which Worshipped God.



THE first passage introduces to you Lydia, a Christian merchantess. Her business is to deal in purple dials or silks. She is not a giggling nonentity but a practical woman, not ashamed to work for her living.

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.

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 into one of the learned professions. 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.

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 a prominent street with his son who has just graduated from the university, and establishing him in business, putting \$50,000 capital in the store.

sel 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 their clerks a mercantile education as thorough as Yale, or Harvard, or Princeton are giving scientific attainment to the students matriculated.

But you will say: "Will the womanly clerks in our stores have promotion?" Yes. Time is coming when women will be as well paid for their toll in mercantile circles as men are now paid for their toll. 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 \$5,000 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 \$5,000 worth of goods.

The second counsel I have to give to clerks 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 make 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."

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 something if I would, but I won't."

Then there are all the trials which come to clerks from the treatment of inconsiderate employers. There are professed Christian men who have no more regard for their clerks than they have for the scales on which the sugars are weighed. A clerk is no more than so much store furniture. No consideration for their rights or interests. Nor one word of encouragement from sunrise to sunset, nor from January to December. But when anything goes wrong—a streak of dust on the counter, or a box with the cover off—thunder-showers of scolding. Men imperious, capricious, cranky toward their clerks—their whole manner as much as to say: "All the interest I have in you is to see what I can get out of you." Then there are all the trials of incompetent wages, not in such times as these, when if a man gets half a salary for his services he ought to be thankful; but I mean in prosperous times. Some of you remember when the war broke out and all merchandise went up, and merchants were made millionaires in six months by the simple rise in the values of goods.

Then, there are boys ruined by lack of compensation. In how many prosperous stores it has been for the last twenty years that boys were given just enough money to teach them how to steal! Some were seized upon by the police. The vast majority of instances were not known. The head of the firm asked: "Where is George now?" "Oh, he isn't here any more." A lad might better starve to death on a blasted heap than take one farthing from his employer. Woe be to that employer who unnecessarily puts a temptation in

a boy's way. There have been great establishments in these cities, building marble palaces, their owners dying worth millions, and millions, and millions, who made a vast amount of their estate out of the blood, and muscle, and nerve of half-paid clerks. Such men as—well, I will not mention any name. But I mean men who have gathered up vast estates at the expense of the people who were ground under their heel. "Oh," say such merchants, "if you don't like it here, then go and get a better place." As much as to say: "I've got you in my grip, and I mean to hold you; you can't get any other place."

Oh, what a contrast between those men and Christian merchants who today are sympathetic with their clerks—when they pay the salary, acting in his way: "This salary that I give you is not all my interest in you. You are an immortal man; you are an immortal woman; I am interested in your present and your everlasting welfare; I want you to understand that, if I am a little higher up in this store, I am beside you in Christian sympathy." Go back forty or fifty years to Arthur Tappan's store in New York—a man whose worst enemies never questioned his honesty. Every morning, he brought all the clerks, and the accountants, and the weighers into a room for devotion. They sang. They prayed. They exhorted. On Monday morning the clerks were asked where they had attended church on the previous day, and what the sermons were about. It must have sounded strangely, that voice of praise along the streets where the devotees of mammon were counting their golden beads. You say, Arthur Tappan failed. Yes, he was unfortunate, like a great many good men; but I understand he met all his obligations before he left this world, and I know that he died in the peace of the Gospel, and that he is before the throne of God today—forever blessed. If that be falling, I wish you might all fail.

After the last store has been closed, after the last bank has gone down, after the shuffle of the quick feet on the Custom House steps has stopped, after the long line of merchantmen on the sea have taken sail of flame, after Washington, and New York, and London, and Vienna have gone down into the grave where Thebes, and Babylon, and Tyre lie buried, after the great fire-bells of the judgment day have tolled at the burning of a world—that day, all the affairs of banking houses and stores will come up for inspection. Oh, what an opening of account-books! Side by side, the clerks and the men who employed them. Every invoice made out—all the labels of goods—all certificates of stock—all lists of prices—all private marks of the firm, now explained so everybody can understand them. All the maps of cities that were never built, but in which lots were sold. All bargains. All gouging. All snap judgments. All false entries. All adulteration of liquors with coppers and strychnine. All mixing of teas, and sugars, and coffee, and syrups, with cheaper material. All embezzlements of trust funds. All swindles in coal, and iron, and oil, and silver, and stocks. On that day when the cities of this world are smoking in the last conflagration, the trial will go on; and down in an avalanche of destruction will go those who wronged man or woman, insulted God and defied the judgment. Oh, that will be a great day for you, honest Christian clerk. No getting up early; no retiring late; no walking around with weary limbs; but a mansion in which to live, and a realm of light, and love, and joy over which to hold everlasting dominion. Holst him up from glory to glory, and from song to song, and from throne to throne; for while others go down into the sea with their gold like a millstone hanging to their neck, this one shall come up the heights of amethyst and alabaster, holding in his right hand the pearl of great price in a sparkling, glittering, flaming casket.

Bad Law and Bad Sense in This. Dealing editorially with the recent decision of a Philadelphia judge, which practically declared that under any and all circumstances the bicycle, as the lighter vehicle, should give way to all others, the Baltimore News has this to say: "The general principle laid down was that the lighter vehicle should make way for the heavier. This is in itself quite a righteous principle, but its application is questionable. The cart was within the street car tracks, going in a direction opposite to the cars. That is, it was on the wrong side of the street, where it had no right to be. The bicycle was also on the street car track going in the direction in which the cars were going. That is, it was on the right side of the street, where it had a perfect right to be. It is a principle in law ethics as old as civilized courts that one must himself be blameless before he can accuse another of doing him wrong. The principle that the lighter vehicle should give way to the heavier could give the heavier vehicle no right to break the law by going on the wrong side of the street, and then claim right of way over a vehicle which was exercising its clear legal rights. The rule could only apply where the rights of the vehicle to the positions which they held were otherwise equal. It may be earnestly hoped by whosoever that the decision of Judge Wilson will promptly be declared by a higher court to be what it is, bad law, bad justice and bad common sense."

The Political Editor. "Say," remarked the war editor, "I don't see how Turkey ever got her forces transported into Greece, do you?" "Certainly," replied the political editor; "she got hold of all the passes. Ask me something hard."—Cincinnati Commercial Tribune.

DAILY WORK OF CONGRESS.

Amended Tariff Bill Passed by the House.

WORK OF CONFEREES INDORSED

After a Short Debate the House, by a Vote of 185 to 118, Passed the Bill On to the Senate—Every Republican Vote for the Measure.

Friday, July 16. The open session of the senate was brief and uneventful. The Harris resolution relating to the Union Pacific railroad was further discussed.

The house agreed to the partial conference report on the general deficiency bill, and then concurred in the senate amendment fixing the limit of cost of armor plate for the three battle ships now building at \$300 per ton.

Saturday, July 17. When the Republican conferees on the tariff bill, representing the two

BAPTISTS AT CHATTANOOGA.

The National Convention in Session at the Southern City.

The seventh international convention of the Baptist Young People's Union of America began at Chattanooga, Tenn., Thursday, with about 4,000 delegates and some of the most prominent Baptist leaders in the country present. The report of Treasurer Frank Moody of Milwaukee showed evidence of greater economy and better financial condition than before.

The board of managers recommended some changes in the constitution, which were accepted and approved by the convention. These changes led to a most complete union of the forces of the Baptist Young People's Union of America with the southern union, by which the forces of both are consolidated, and in making this new relation with the southern department, separate departments were provided for the north, the south, the east and the west, to be known hereafter as the Baptist Young People's union, north; Baptist Young People's union, south, etc., instead of as heretofore by department colors.

A heavy down pour of rain for sever-

THE WANTS OF RAILWAYS.

Building and Equipment Shows on Every Side of Industry.

Those who say the railway question does not affect them are often thoughtless persons. The prosperity of our railways affects in one way or another the whole country. Our railways first of all represent an actual money capital of one-fifth of the assets of the republic. One out of every five dollars we possess as a nation. Our railways employ, or would employ today if prosperous, over one million persons direct at good wages. One out of every twenty-two of the population working for a living. Our railways indirectly employ many thousands more, and in one form or another add to the revenue of another million. Those who doubt this should look over the daily wants of these great distributors of work and wages. The wants of railroads, according to the observation of a gentleman connected with transportation enterprises, are only second to those of women, which some French philosopher has said no man can ever hope to supply. To the casual observer all that a railroad wants is a roadbed, ties, steel rails, cars and engines to pull them. But growing out of these general features are demands for materials of such variety that the catalogue of the purchasing agent (who, as his name implies, has charge of making the necessary purchases for the railroad), is a good-sized volume wherein are named several hundred articles in more or less constant use by the corporation. Here are a few of the articles taken from this list: Axes, adzes, acid, antimony, ammonia, bell cord, bone-black, coal oil (used for mixing up cores for castings), burners, books, beeswax, chains, canvas, chimneys, chairs, clocks, cushions, coal hods, dippers, disinfectant, envelopes, flag signals, firebrick, fuse cotton, globes, gold leaf, gasoline, hose, hinges, hair, hektographs, knives, mops, muslins, marking pots, naphtha, oakum, paint, plumb lines, powder, plumbago, pins, rubber, rope, saws, snathes, shorts, soap, sandpaper, solder, tow, turpentine, time directors, tally covers, wick and wheelbarrows. This list is large, but it does not cover more than one-quarter of the articles mentioned in the catalogue referred to. So before you say the railway question has no interest for you, think a little. No American citizen can afford to see these great properties stricken down. They reach all over this broad domain of ours, and distribute money and employ labor and build up communities everywhere. Give the railways a chance.—Gazette.

Two Marine Jewels. "Yes," said Mr. Dukane to Mr. Goswell, in bringing to a close a discussion about the annexation of Cuba. "I am earnestly in favor of making that island a part of the United States, and there is one other reason for annexation besides the reasons I have advanced." "Name it!" "Cuba is the Pearl of the Antilles, you know?" "Yes." "Then it naturally follows that she should be in the same casket with Columbia the gem of the ocean."—Pittsburg Chronicle-Telegraph.

Life's Fresh Air Feast. Our clever contemporary Life has been delicately appealing to its readers this summer by publishing in each issue a picture which accurately depicts some characteristic scene at Life's Farm in Branchville, Conn.

According to Life's formula, it costs but \$2.00 to send a city wife to the Farm for two weeks. When one considers what two weeks in the fresh country air will do for the little ones and daughters of poverty, compelled to live in the hot city, it would seem as though \$2.00 could be spent in no better way than this. We learn from Life that during the last year, since the Farm has been started, the sum of \$54,000 in round numbers has been received, and in all, 17,000 children have had an outing of two weeks in the country. Every contribution sent to Life is promptly acknowledged in its columns.

Resented. Cactus Charley—I heard you shot a tenderfoot in yer place last night. Sure Shot Sam (prospector of dance hall)—Yes. I couldn't stand his insinuations. Cactus Charley—What did he insinuate? Sure Shot Sam—Asked me if we danced nothin' but square dances. I quickly convinced the crowd that everything in my place is square.

Visitors to Lincoln Park in Chicago. Will be delighted with the souvenir book of the beautiful spot now being distributed by the Chicago, Milwaukee & St. Paul Railway Company. It is a magnificent publication of 96 pages full of ever-changing with delicate half-toned pictures of one of Creation's most charming places of resort for citizens of the Great Republic. No stranger visiting Chicago should be without a copy of the "Souvenir of Lincoln Park." It can only be procured by enclosing twenty-five (25) cents in coin or postage stamps, to Geo. H. Bradford, general passenger agent, 410 Old Colony Building, Chicago, Ill.

Analogous. Turveydrop—A Newfoundland dog is a dog that comes originally from Newfoundland. Little Teddy—Then is a lap dog a dog that comes from Lapland, pa?

To Colorado Springs and Pueblo. Burlington Route via Denver. A through sleeping car to Colorado Springs and Pueblo via Denver is added to Burlington Route daily train leaving Chicago 10:30 p. m. Office, 211 Clark St.

She Succeeded. Browner—What kind of bulls are the best for speed on a bicycle? Wheel-Paul—Well, I think that black bulls make nice run the smoothest.

DEATH OF A POPULAR MILLIONAIRE.



Charles F. Crocker, the millionaire vice president of the Southern Pacific railroad, who has just died at his country home at San Mateo, was one of the most popular men in California, notwithstanding his connection with the monopoly of which Mr. Huntington is the head. If Mr. Crocker is rich, he has given most freely of his wealth to public concerns and to charity, and his gentle ways and kind disposition have endeared him to the hearts of all those that have come in contact with him. Prominently associated as he was with the Southern Pacific, which is liberally

curued by Californians, Mr. Crocker won so much esteem that it is probable if the electors of California were to take a vote upon the most popular man in the state the vice president of the big railroad would be the one selected. He was a generous man, and a free and liberal giver, but he always brought his mind to bear on the merits of the case before subscribing. Once satisfied that the gift would not be wasted, there have been no limits to his benefaction. Mr. Crocker was not as old as most of the rich men of his golden state.

Monday, July 16. Monday in the senate was principally devoted to a discussion of Mr. Harris' resolution relating to the Union Pacific railroad. At 5 o'clock p. m. the senate went into executive session, and shortly thereafter adjourned.

The conference report on the tariff bill was adopted by the house shortly after midnight by a vote of 185 to 113. The result was accomplished after twelve hours of continuous debate.

Only two speeches were made by the Republicans—one by Mr. Dingley in opening the debate and one by Mr. Payne of New York in closing it. The Democrats were thus forced to put forth speaker after speaker, but their bombardment of the Republican position was unanswered. An analysis of the vote shows that 190 Republicans and 5 Democrats voted for the report and 106 Democrats and 12 Populists against it.

Protective Tariff in Sweden. The customs committee of the Swedish storting has adopted a report proposing the introduction of differential tariff duties on several agricultural products and giving greater protection to small manufacturing interests.

Indiana Law Constitutional. Judge Henry of the Indiana Superior Court decided the indeterminate sentence law passed by the last legislature to be constitutional.

Normal, Ill.—Professor L. H. Galbraith, who has been a member of the faculty of the Illinois state normal university, has tendered his resignation, in order to accept the chair of pedagogy in the University of Buffalo, at Buffalo, N. Y.

Ann Arbor, Mich.—President Angell of the University of Michigan, and minister to Turkey, left Wednesday in company with his wife. He sailed from New York Saturday on board the Normandie and will land at Haxe, whence he will go overland directly to Turkey.

al hours early Friday morning interfered considerably with the pleasures of the thousands of Baptists visitors at Chattanooga.

John H. Chapman, Chicago, was re-elected president. The other officers are: Vice president—Rev. Curtis Lee Law, Baltimore, Md.; the Rev. George B. Vosburg, Denver, Cal.; the Rev. J. H. McDonald, Amhurst, N. B.; recording secretary, the Rev. H. W. Reed, La Crosse, Wis.; treasurer, Frank Moody, Milwaukee, Wis.

The banners for the sacred literature conquest missionary and bible readers' courses were presented to the states of Minnesota, Indiana and Pennsylvania. The convention then adjourned for the day.

Early morning devotional services were held in all the churches of Chattanooga Sunday in connection with the convention of the Baptist Young People's Union of America. At a meeting held in the afternoon resolutions were adopted expressing grateful thanks that the debt of \$468,000 of the American Foreign Baptist Mission Society has been raised, and expressing the gratification of all Baptists that the denomination in the United States was united through the Young People's Union. Sunday night's services closed the regular convention proceedings.

Cleveland to Be Made President. It is reported that ex-President Cleveland will in November be formally tendered the office of president of the University of Virginia.

Tragedy at Chicago. Frank W. Phelan of St. Louis, a nationally known labor agitator, killed Miss Kittie Wadsworth at Chicago and then killed himself by sending a bullet into his brain.

Ottumwa, Iowa.—The Illinois Central railroad company has given Lucia B. Griffin, the elocutionist, a check for \$11,324 in payment of the judgment received in a Michigan court by Miss Griffin for personal injuries.

Washington.—The comptroller of the currency has received a telegram announcing the failure of the Nebraska National Bank of York, Neb. The bank's capital was \$50,000, and, according to its last report, had individual deposits of \$37,000 and owed \$13,000 borrowed money.