

THE BEACON

THOMAS HUBBARD, BUSINESS MANAGER

NO. 50.

OVER A HUNDRED LOST.

Further Details of the Wreck of the Steamer Quetta.

The celebration of the twenty-fifth anniversary of the Military Order of the Loyal Legion closed at Philadelphia with a reception in Philadelphia. Three Polish miners in Huntington, Pa. were killed by a freight train. Charles A. Fort was arrested in Millville, N. J., charged with outraging his own child. B. T. Barham shot and killed his father-in-law, W. Ball, in New Kent county, Va. General Master Workman Powderly, in his testimony before the congressional investigation committee, stated that the general tendency of immigration was to degrade labor. A number of interesting papers were read before the convention of working girls in New York.—John L. Owens, cashier of Gibbs & Co., of San Francisco, is missing. His accounts are \$10,000 short.—Prof. E. B. Craig, a balloonist was severely injured in Topeka, Kas., by falling to the ground.—Prairie fires are raging near Chippewa Falls, Wis.—Albert Martin, of Plainfield, N. J., died from the effects of a dose of Paris Green.—United States Marshal Cox, who was shot in the Chee county, Idaho.—The Warner House, at Sea Breeze, N. J., was destroyed by fire.—A sitting of the New York Supreme Court, deciding at Rochester, has nullified a state law giving preference to veterans in the matter of appointments to office.—J. W. Middleton, of Davis county, Ky., is looking for his bride and his nephew, both of whom disappeared with \$7,000 of the old man's money.

Thrown From a Steamer.

The steamer Handy Boy, of the Bay Line river steamers, running between Saginaw and Bay City, Mich., while bound down, ran into the Flint and Pere Marquette Railroad bridge, carrying away all her upper works. She was sixty feet west of her proper course in the channel. Carelessness on the part of those in charge is given as the cause of the accident. Captain Dolson got ashore and escaped, although police are searching for him. George Little, engineer, and Ed Trump, the man at the wheel, are in jail. Reported down by Miss May Haight, aged twenty-four; Mrs. Catherine Lewis, an old lady; two women and one man unknown. No bodies have yet been recovered. A number of passengers were slightly injured. J. W. Thompson was hoisted and taken to the hospital. It is estimated that there were thirty people on the boat at the time of the accident, and they were all swept into the river.

VAST WALLS OF WEALTH.

Wonderful Discoveries Made in the Grand Canon of Colorado.

Colonel Stanton, commander of the recent exploring expedition in the Grand Canon of the Colorado river, makes public some interesting precious mineral discoveries which his party made in that far-famed canon. It now appears that the whole reason why Harry Woodson discovered the expedition was because of these rich discoveries. He quit the party in the canon, and made his way to Knauth, Utah, where he made known the new finds, organized a company of prospectors, and they are now in the canon in force, the news having leaked out and a gentlemanly party being the result. Mr. Stanton has a fine selection of minerals as well as coal, marble, etc. He says that four hundred miles of the canon shows a wealth of the precious mineral. The top walls of the canon show quartz veins in places and assays from a gentlemanly party being the result. Mr. Stanton has a fine selection of minerals as well as coal, marble, etc. He says that four hundred miles of the canon shows a wealth of the precious mineral. The top walls of the canon show quartz veins in places and assays from a gentlemanly party being the result. Mr. Stanton has a fine selection of minerals as well as coal, marble, etc. He says that four hundred miles of the canon shows a wealth of the precious mineral.

DESTRUCTIVE FOREST FIRE.

Young Timber Burned North of Pleasantville, N. J., and the Town in Danger.

The most destructive forest fire that has visited this section of the country for the last fifteen years broke out just north of this town. The fire spread so rapidly that in less than one hour it was over three miles in width and about five miles long. The whole town of Pleasantville was in danger. Large gangs of men were employed to fight the fire, but they were forced to stand back and look idly on, owing to the intense heat. Occasionally when a light puff of wind struck the burning timber the flames shot upward several hundred feet, driving the fighters back a run. At 6 o'clock all efforts to get within half a mile of the fire proved futile. All the evening the fire continued to work its way down toward the town, but owing to the light wind as sunset the fire had worked its way into the cedar swamp where it is now burning. At a rough guess the value of the young timber destroyed will reach \$1,500,000 to \$2,000,000. Several houses which stand back in the pines were burned.

MARKETS.

BALTIMORE—Flour—City Mills, extra \$4.25 @ \$4.50. Wheat—Southern White, extra @ \$1.00. Southern White, 40 @ \$0.90. Yellow 37 @ \$0.82. Oats—Southern and Pennsylvania 27 @ \$0.82. Rye—Maryland and Pennsylvania 55 @ \$0.75. Hay—Maryland and Pennsylvania 12.50 @ \$1.00. Straw—Wheat, 7.50 @ \$8.50. Butter—Eastern Creamery, 19 @ \$22.00, near-by receipts 12 @ \$14.00. Cheese—Eastern Family Cream, 11 @ \$11.00. Western, 8 @ \$10.00. Eggs—12 @ \$12.00. Tobacco—Leaf—Interior, 1 @ \$22.00. Good Common, 3.00 @ \$4.00. Middling, 5 @ \$7.00. Good to fine red, 8 @ \$9.00. Fancy, 10 @ \$11.00. NEW YORK—Flour—Southern Common to fair extra \$2.50 @ \$2.75. Wheat—Pennsylvania and Southern Red, 35 @ \$1.00. Rye—State 5 @ \$0.60. Corn—Southern Yellow, 38 @ \$0.50. Oats—White, State 28 @ \$2.00. Butter—State, 8 @ \$17.00. Cheese—State 8 @ \$10.00. Eggs—14 @ \$14.00. PHILADELPHIA—Flour—Pennsylvania fancy, 4.25 @ \$4.75. Wheat, Pennsylvania and Southern Red, 35 @ \$1.00. Rye—State 5 @ \$0.60. Corn—Southern Yellow, 38 @ \$0.50. Oats—White, State 28 @ \$2.00. Butter—State, 8 @ \$17.00. Cheese—State 8 @ \$10.00. Eggs—14 @ \$14.00. BALTIMORE—Beef—\$3.50 @ \$4.75. Sheep—\$4.00 @ \$5.75. Hogs—\$4.00 @ \$4.50. NEW YORK—Beef—\$3.00 @ \$3.75. Sheep—\$4.00 @ \$5.75. Hogs—\$4.00 @ \$4.50. EAST LIVERPOOL—Beef—\$3.50 @ \$4.75. Sheep—\$4.00 @ \$5.75. Hogs—\$4.00 @ \$4.50.

THE NEWS.

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The Michigan Central Road Company.

The Michigan Central Road Company proposes to run a new limited vestibule train between New York and Chicago, reducing the time to twenty-three hours.—While Daniel Reardon and James Cronin were returning from a funeral in Merose, Mass., they engaged in a fight, in which Reardon stabbed Cronin probably fatally.—Samuel F. Pierson, president of the Pennsylvania, Lehigh and Eastern Railroad, is lying seriously ill at his home in Philadelphia from the effects of overwork.—Judge Andrews, of the Supreme Court of New York, has denied Evangelina Hamilton's application for alimony pending Ray Hamilton's suit for divorce.—The Buffalo Spring and Gear Works, of Buffalo, N. Y., were destroyed by fire. Loss \$15,000.—Mrs. Peter Monaghan and Herman Heinrichs, of Newark, N. J., were horribly gored by a cow.—Heavy rain and hail storms did considerable damage in Illinois and Indiana.—At Kingston, Ont., Whitesaps blew up with dynamite the house of Miller Melnyk.—The grand jury of Minneapolis has been investigating boodles charges against city officials, and as a result two aldermen and the city clerk have been arrested.—The Merchants and Traders' Produce Exchange of Nashville, Tenn., made an assignment. Liabilities, \$100,000.—The Gilbert Starck works at Des Moines Iowa, were burned. Loss, \$100,000. Three employes were burned to death.—The body of a man murdered in Copenhagen and shipped to Racine, Wis., in a cask, was discovered in New York, on the opening of the cask by the authorities.—The National Linseed Oil Trust has been changed into a company, but still continues a monopoly of that business.—The congregation of the First Baptist Church of Joliet, Ill., is divided on the charges against the Rev. Whitman, the new pastor from Prince Edward Island.—The Northern Pacific Railroad machine shops at Ellensburg, Washington, were destroyed by fire. Loss, \$100,000.

Severe earthquake shocks at Panama.

Two revolver shots were fired into the residence of Rev. J. W. Southwell, who has been presenting saloon-keepers at Sioux City, Ia.—All Chicago gaming houses have been closed.—Ku-Klux outrages have been reported in Missouri, and two of a gang, who went to the house of an old man named Holland with the intention of whipping him, were shot and killed by his fourteen-year-old son.—Bonsfield & Co.'s woodware factory at Bay City, Mich., was destroyed by fire. Loss, \$150,000.—The first annual convention of the Association of Working Girls' Societies met in New York.—It is stated that the Norfolk and Western Railroad Company will shortly control the Virginia Beach Railroad and Hotel Company.—Captain John A. Coke, brother of United States Senator Coke, was killed in Mecklenburg county, Va.—Lizzie Loetter, a working girl of New York city, obtained a verdict for \$10,000 damages against the Elevated Railroad Company for injuries.—The miners and operators of five states were represented in convention that assembled in Columbus, O., to consider the wage question.—The mutilated body of Owen H. Hughes, who was probably murdered, was found on the Railroad track near Roanoke, Va.—The wife of Paul Witte, of New York city, and her paramour have been arrested for shooting her husband.—The boiler in Ozen's saw mill at Gladwin, Mich., exploded, instantly killing H. M. Corey, the engineer, and his son.—The latest trust scheme is said to be syndicate to control all the lithographic plants in the United States.

TWO KU-KLUX KILLED.

The Fourteen-Year-Old Son of a Victim Comes to His Father's Rescue.

Two of a gang of four masked Ku-Klux who visited the residence of an old man named Holland, living near Doniphan, Mo., for the purpose of whipping him, were killed by Holland's fourteen-year-old son. Edward Gilliam, Jr., one of those killed, was the son of a prominent and well-to-do farmer of that section. The other, Alexander Gatwood, bore an unenviable reputation. Upon the arrival of the Ku-Klux at Holland's house, one of the gang held the horses while the others forced their way into the dwelling. They knocked the old man down and were kicking him when the boy opened fire on them with a double-barreled shotgun, killing Gilliam. Gatwood attempted to shoot the boy, but his gun missed fire, and the lad emptied the contents of his second barrel into Gatwood's chest. The men ran out of the house, but Gatwood fell and lay all night, dying shortly after he was found in the morning. The identity of the other Ku-Klux is unknown.

HAILSTONES LIKE WALNUTS.

More Heavy Storms in Illinois and Indiana—Damage to Crops.

A most unusual fall of rain raised the streams out of their banks and carried away many bridges on country roads. In Bloomington four inches of rain fell in less than an hour. There was a remarkable fall of hail. The stones were as large as hickory-nuts and walnuts. The storm's surge of Bloomington seems to have been more severe. The glass in the greenhouse, flooding the streets and many store cellars. Hailstones as large as walnuts fell, damaging trees that are far advanced. COVINGTON, IND.—One of the worst severe winters, accompanied by a rain and hail, visited this city. Hailstones as large as walnuts covered the ground to the depth of one and a half inches. Many window lights were obliterated, and considerable damage done to the growing crops.

FIFTY-FIRST CONGRESS.

House Sessions.

80TH DAY.—Immediately after the reading of the Journal the House resumed the consideration of the contested election case of Wadell, against Wise, Mr. Hagen (Wis.) and Mr. Dalsell (Pa.) spoke in favor of the contestant, and then Mr. Wise (Va.) took the floor in his own behalf. After further discussion, a vote was taken on the minority substitute resolution declaring the seat vacant and it was defeated—yeas 119; nays 133. The majority resolution, declaring Mr. Wadell entitled to the seat, was then adopted—yeas 134; nays 112, and that gentleman appeared at the bar of the House and took the oath of office. Public business was then suspended and the House adjourned until 10 o'clock, the first sitting in the memory of the late James Laird, a representative from Nebraska.

90TH DAY.—An air of sadness pervaded the House Chamber when the Speaker's gavel called the body to order. Draped in black, and ornamented with a handsome floral design, the seat so long occupied by Mr. Randall recalled to members the fact that their old colleague had passed away forever.

Mr. O'Neill then offered the following resolutions: "Resolved, That the House has heard with deep regret and profound sorrow of the death of the Hon. Samuel J. Randall, late a representative from the State of Pennsylvania." "Resolved, That a committee of nine members of the House, with such members of the Senate as may be appointed, be appointed to attend the funeral of the deceased Senator." "Resolved, That the House do now adjourn." The resolutions were unanimously adopted, and the Speaker appointed the following committee: Messrs. O'Neill, Carlisle, Harner, Holman, Cannon, Forney, Springer and Kelly. The House then adjourned.

91ST DAY.—The naval appropriation bill was the first business before the House. The amendment adopted by the committee striking out the clause providing for the construction of three coast-line battle-ships was rejected—yeas 104; nays 132. An attempt to recommit the bill was passed. Mr. Cannon, of Illinois, from the committee on rules, reported a resolution for the immediate consideration of the bill to define and regulate the jurisdiction of the courts of the United States. After a short discussion Mr. Mills of Texas, offered an amendment providing that the judicial power of the United States shall be exercised by the courts of the United States. The amendment was adopted—yeas 119; nays 119. The bill was then passed—yeas 131; nays 113—the Speaker counting a quorum.

92ND DAY.—In the morning hour a bill was called up amending the Alien Land law, so as to prevent alien capital to be invested in lands of gold, silver, lead, tin, cinnabar and copper. It was discussed by Messrs. Holman, Chipman, Buchanan, Anderson and Breckinridge. Pending discussion the morning hour expired. Mr. McKinley (O.) from the Committee on Ways and Means, reported the tariff bill, and it was ordered printed and referred to the committee of the whole. Mr. Carlisle (Ky.) presented the views of the minority, and Mr. McKenna (Cal.) presented his individual views. Ordered printed. The House then went into committee of the whole on the bill to amend the act of March 3, 1879, relating to the Military Academy Appropriation bill. After a short time occupied in its consideration, the committee rose and the bill was passed. Mr. Bergen, (N. J.), from the Committee on Election, called up the contested election case of Powell vs. Parrott, and it was ordered printed. The committee reported unanimously in favor of the sitting member.

Senate Sessions.

80TH DAY.—Mr. Hawley, from the Select Committee on the Commercial Celestial Navigation, reported back, with amendment, the House bill for the World's Fair at Chicago, and said that if anything was to be done in the matter, it should be done at once.—Montana election case was discussed until adjournment.

81ST DAY.—A number of public building bills were reported and placed on the calendar and the House bill for a \$200,000 public building at San Jose, California, was passed. The bill to transfer the Weather Bureau to the Department of Agriculture was so passed, and goes to the House. After an executive session the Senate adjourned.

82ND DAY.—The message from the House announcing the death of Mr. Randall, and the appointment of a committee to attend his funeral having been presented and read, Mr. Cameron rose, and in a voice tremulous with emotion, said:

Mr. President: The announcement just made of the death of my distinguished colleague, Mr. Randall, will produce sincere sorrow in the hearts of every member of this Senate, irrespective of party, I offer the following resolutions: "That the Senate has heard, with deep regret and profound sorrow, the announcement of the death of the Hon. Samuel J. Randall, representative from the State of Pennsylvania." "Resolved, That the Senate concurs in the Resolutions of the House of Representatives for the appointment of a committee to attend the funeral of the deceased, and that a committee of five on the part of the Senate be appointed by the Vice President." The resolutions were agreed to, and Senator Quay, of Ohio, from the Committee on Education and the Arts, appointed the committee on the part of the Senate.

As a further mark of respect to Mr. Randall's memory, the Senate then at 12:50 adjourned till tomorrow.

FOR GOD, FOR COUNTRY AND FOR TRUTH.

PLYMOUTH, N. C., FRIDAY, APRIL 25, 1890.

house that had been insured was burned. Was it all accidental that the merchant, to escape a splash from a horse's foot, stepped into the insurance office? No, it was providential. And what a mighty success for a business man to feel that things are providential! What peace and equilibrium in such a consideration, and what a grand thing if all business men could realize it!

Many, although now comparatively straitened in worldly circumstances, have a goodly establishment in the future planned out. They have in imagination built about twenty years ahead a house in the country not difficult of access from the great town, for they will often have business, or old accounts to settle, and investments to look after. The house is large enough to accommodate all their friends. The halls are wide, and hung with pictures of hunting scenes and a branch of aniers, and are comfortable with chairs and sofas. Let every man who is in the stock market find his only enjoyment in the stock market. Will lead and cloud and fountain charm the eyes that has for three-fourths of a lifetime found its chief beauty in hogheads and bills of sale? Will parents be competent to rear their children for high and holy purpose, if their infancy and boyhood and girlhood have been spent in the stock market? Will they be able to stand close by the law of right when your next door neighbor by his looseness of dealing is enabled to sell goods at a cheaper rate than your customer? Will you, of course you who promptly meet all your business engagements, paying when you promise to pay, will find it hard to compete with that merchant who is hopelessly in debt to his landlord, whose wife he occupies, and to the clerk who serve him.

There are a hundred practices prevalent in the world of traffic which ought never to be made the rule for honest men. Their wrong does not make your right. Sin never becomes virtue by being multiplied and adopted by a broker's board, or merchants' exchange. Because others smuggle a few things in passenger trunks, because others take usury when men are in tight places, because others deal in fancy stocks, because others palm off worthless indians, and others sell to the public, and others bubble, do not therefore, become of temptation. Follow pretension and fictitious credit and commercial gambling, may awhile prosper, but the day of reckoning cometh, and in addition to the horror and condemnation of the law, you will be called to amputate the limb, but before the work could be done the limb rolled over the victim and his life was gone.

And I have to tell you, young man, that just one wrong into which you slip may be a link of a long chain of circumstances from which you cannot be extricated by any ingenuity of your own or any help from others, and the tides will roll over you as they have over many. When Pompey, the warrior, wanted to take possession of a city, and they would not open the gates, he persuaded them to admit a soldier, but the sick soldier after a while got well and strong, and he threw open the gates and let the devastating army come in. One wrong admitted into the soul may gain in strength until after awhile it flings open all the avenues of the immortal nature, and the surrender is complete.

Again, business men are sometimes tempted to throw off personal responsibility upon the moneyed institutions to which they belong. Directors in banks and railroads and insurance companies sometimes shrink personal responsibility underneath the action of the corporation. And how often, when some banking house or financial institution explodes through fraud, respectable men in the board of directors say: "Why, I thought all was going on in an honest way, and am utterly confounded with this misdeed!" The banks and the fire and marine insurance companies, and the railroad companies, will not stand up for judgment in the courts, but those who in those acts, as a reward, and those who acted the part of neglect or trickery will, each for himself, receive a condemnation.

Unlawful dividends are not clean before God because there are those associated with you who gain just as big a pile as you do. He who contemplates the dishonesty of the firm, or of the incorporation, or of the association, takes upon himself all of the moral liabilities. If the financial institution steals, he steals. If they go into wild speculation, he himself is a gambler. If they needlessly embarrass a creditor, he himself is guilty of cruelty. If they swindle the uninitiated, he himself is a defaulter. No financial institution ever had a money vault strong enough, or credit staunch enough, or dividends large enough, or policy acute enough to hide the individual sin of its members. The old adage, that corporations have no souls, is misleading. Every corporation has as many souls as it has members.

But a curse is gathering somewhere for those men, and if it does not seize hold of the pillar and in one wild ruin bring down the temple of commercial glory, it will break up their peace, and they will tremble with sadness and blot with despondencies, and pushed to the precipice of this life, they will try to hold back and cry for help, but no help will come; and they will clutch their gold to take it along with them, but it will be snatched from their grasp, and they will seem through their soul, "Not a farthing, thou beggared spirit!" And the judgment will come and they will stand aghast before it, and all the business iniquities of a lifetime will gather around them, saying, "Do you remember this?" and "Do you remember that?" And clearly that they compelled to dishonesty, and runners and draymen and bookkeepers who saw behind the scenes, will bear testimony to their nefarious deeds, and some virtuous soul that once stood aghast at the splendor and power of these business men will say, "But this is all that is left of the great firm that occupied a block with their merchandise and overshadowed the city with their influence, and made righteousness and truth and purity fall under the galling fire of avarice and crime."

While we admire and approve of all acuteness and sagacity in the sale of goods, we must condemn any process by which a fabric or product is represented as possessing a value which it really does not have. Nothing but sheer falsehood can represent as perfection boots that rip, silks that speedily lose their lustre, calicoes that immediately wash out, stoves that crack under the first use, books insufficiently bound, carpets that unravel, old furniture rejuvenated with putty and glue and sold as having been recently manufactured, gold watches made up of brass barrels of fruit the biggest apples on the top, wine adulterated with foreign liquors, heavy goods of domestic manufacture shining with foreign labels, imported goods represented as rare and hard to get, because foreign exchange is so high, rolled out on the counter with matchless display. Immoral, indeed! But from the fact that, again, business men are often tempted to make the habits and customs of other traders their law of rectitude. There are commercial usages which will not stand the test of the last day. Yet men in business are apt to do as their neighbors do. If the majority of men in your locality are lax in principle, the commercial code in that community will be spurious and dishonest. It is a hard thing to stand close by the law of right when your next door neighbor by his looseness of dealing is enabled to sell goods at a cheaper rate than your customer? Will you, of course you who promptly meet all your business engagements, paying when you promise to pay, will find it hard to compete with that merchant who is hopelessly in debt to his landlord, whose wife he occupies, and to the clerk who serve him.

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VOL. 1.

DR. TALMAGE.

The Noted Brooklyn Divine's Sunday Sermon.

Subject "Duties and Responsibilities of Business Men."

TEXT: "It is naught, it is naught, saith the buyer: but when he is gone his way, then he boasteth."—Proverbs ix. 14.

Palaces are not such prisons as the world imagines. If you think that the only time kings and queens come forth from the royal gates is in procession, and gorgeously attended, you are mistaken. Incognito, by day or by night, and clothed in citizens' apparel or the dress of a working woman, they come out and see the world as it is. In no other way could King Solomon, the author of my text, have known everything that was going on. From my text I am sure he must, in disguise, some day have walked into a store of ready made clothing, in Jerusalem, and stood near the counter and overheard a conversation between a buyer and a seller. The merchant put on a friendly and courteous customer began to dicker and said: "Abundant that coat is not worth what you ask for it. Why, just look at the coarseness of the fabric! See that spot on the collar! Besides that, it does not fit. Twenty dollars for that? Why, it isn't worth more than ten. They have better article than that, and for cheaper price, down at Cloatham, Fitem & Brothers. Beside that, I don't want it at any price. Good morning." "Hold," says the merchant, "don't go off in that way. I want to sell you that coat, and you want to buy it, and I want the money. Come now, how much will you give for that coat?" "Well, says the customer, "I will split the difference. You asked twenty dollars, and I said ten. Now, I will give you fifteen." "Oh," says the merchant, "that is a great price. But take it at that price." Then Solomon saw the customer with a roll under his arm start and go out and enter his own place of business; and Solomon, in disguise, followed him. He heard the customer as he unrolled the roll, and he saw the merchant as he counted the money. He saw the merchant as he gave for that coat? "Well," says one, wishing to compliment his enterprise, "you gave thirty dollars for it." Another says, "I should think you got it cheap if you gave twenty-five dollars for it." "No," says the buyer in triumph, "if it is for fifteen dollars, 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 bargain. Ha! Ha! Oh, man, you got a good price for that coat. He was worth by positive fact, and no wonder, for Solomon went back to his place 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, saith the buyer; but when he is gone his way, then he boasteth."

There are no higher styles of men in all the world than those now at the head of merchandise in Brooklyn and New York and in the other great cities of this continent. Their casual promise is as good as a bond. They are not to be trifled with. How for integrity is as well established as that of Petrarch residing in the family of Cardinal Colonna, and when there was great disturbance in the family the cardinal called all his people together and put them under oath to tell the truth, except Petrarch, for when he came to swear the cardinal put away his book and said: "As to you, Petrarch, your word is sufficient."

Never since the world stood have there been so many merchants whose transactions are so honest and so true as those of the present. Such bargain makers are all the more to be honored because they have withstood year after year temptations which have done more to ruin men than any other force. They can never recover themselves. While he stands in the line of duty, he is a man to be honored, and when he is gone, he leaves behind him a name which will be a blessing to the world.

First, as in the scene of the text, business men are often tempted to sacrifice plain truth, the seller by exaggerating the value of goods, and the buyer by depreciating them. We cannot but admire an expert salesman. See how he first induces the customer into a mood favorable to the proper consideration of the value of the goods. He shows himself to be an honest man, 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 moment. Then they go back to the total. Having just come to town, they must, of course, drink. A friend from the same mercantile establishment drops in, and usage and courtesy suggest that they must drink. Business prospects are talked over, and the stranger is warned against certain unscrupulous mercantile establishments with an about to fail, and for such kindness and magnanimity of caution against the dishonesty of other business houses, of course, it is expected they will, and so they do, take a drink.

Other merchants, judging in adjoining towns find it hard to believe for the clatter of a cent, and the coarse, casual of these little fellows will melt wax louder. But they sit not at night at the wine cup. They must see the lights. They stagger forth with cheeks flushed and eyes bloodshot. The enter guests of half open to let in the victims. The wrings of feet sulk fit among the lights, and the steps of the carousers sound with the rumbling thunders of the damned. Farwell to all the sanctities of home! Cold mother, sister, father, slumbering in the infancy home, in some vision of that night catch a glimpse of the ruin, wretched they would run out their hair by the roots and bite the tongue till the blood spurted, shrieking out: "God save him!"