

with us and a member of the firm. He is the only man in the establishment that we couldn't do without. He was thirteen years old when he was apprenticed to us, and he was with us eleven years acting as salesman. When he first came we told him for a long time his wages would be very small, but that if he proved to be a good boy his salary would be increased at a certain rate every year, and as it turned out, when, according to agreement, we should have been paying him \$500 a year, we paid him \$200; and he never said a word about increase of salary. From the very outset he showed that he had an interest in the business. He was prompt in the morning, and if kept a little over time at night it never seemed to make any difference with him. He gradually came to know where everything was to be found, and if information was wanted, it was his law, Frank Jones, that every one applied. The entire establishment seemed to be mapped out in his head and everything catalogued and numbered. His memory of faces was equally remarkable. He knew the name of every man who came to the store to buy goods, what he bought and where he came from. I used often to say to him, "Jones, your memory is worth more than a gold mine! How do you manage to remember?"

"I make it my business to remember," he would say. "I know that if I can remember a man and call him by name when he comes into the store, and can ask him how things are going on where he lives, I will be likely to keep him as a customer."

"And that was the exactness. He made friends of buyers. He took the same interest in their purchases as he took in the store, and would go to no end of trouble to suit them, and to fulfil to the letter everything he promised."

"Well, affairs went on in this way until he had been with us eleven years, when we concluded to take him into the firm as a partner. We knew that he had no extravagant habits, that he neither used tobacco, nor beer, nor went to the theatre. He contented us at the boarding to board at home,

and when when his salary was the very lowest he paid his mother two dollars a week for his board. He was always neatly dressed, and we thought it was probable that he had laid up one or two thousand dollars as his salary for the last two years had been twelve hundred dollars. So when we made him the offer to become a partner in the business, and suggested that it would be more satisfactory if he could put some money into the firm he replied:

"If ten thousand dollars will be objectionable I can put in that much. I have saved out of my salary nine thousand four hundred dollars, and my sister will let me have six hundred."

"I can tell you that I was never so astonished in my life then when that fellow said he could put in ten thousand dollars, and most of it his own money. He had never spent a dollar — twenty-five cents or five cents for an unnecessary thing, and had kept his money in a bank where it gathered a small interest. I was a great believer in the birds, you know, and I always kept two plumes in my button up in the store. One was this text: "He that is faithful in that which is least, is faithful also in that which is much"; and on the other: "He that is diligent in business shall stand before kings and not before men;" and Frank Jones's success was the literal fulfillment of those two texts. He had been faithful in the smallest things as in the greater ones, and diligent in business. That kind of a boy always succeeds," concluded Mr. Allen.

A small boy of ten, who had listened to the story with eager eyes, as well as ears, said:

"But we don't have any kings in this country, Mr. Allen, but diligent boys stand before."

"Yes, we do," laughed Mr. Allen. "We have more kings here than in any other country in the world. We have money kings, and land kings, and merchant kings, and publishing kings, and some of them wield an enormous power. This is a good country for kings. — [Mary Wagner Fisher, in "Wide Awake."