

hold of some railroad stock and offered a certain price to one of these gentlemen for it. The latter did not have at his control the amount which Mr. Gould desired to purchase, but he knew that his friend had more than that number of shares; so he went to him and, without telling him of the offer which Mr. Gould had made, purchased from him the necessary quantity to supply Gould with what he wanted. In making the purchase, however, he only paid his friend two-thirds of the price Mr. Gould had agreed to give him for it. By this snug transaction he was credited with having cleared \$8000, and no doubt he congratulated himself upon having made an excellent trade. Had that been the end of it there would have been no trouble. But it could not be concealed that Mr. Gould had bought a certain number of shares of that particular stock, and the gentleman who had first sold it was not long in finding out that it was the stock he had sold his friend that Mr. Gould had purchased, and, worst of all, that it had been sold to the latter for an advance of one-third more than he had received for it. Under any circumstances such a transaction would have been very annoying to him as a keen, wide-awake business man; but in this case he felt that advantage had been taken of him by his friend and that his confidence had been abused. He claimed, I believe, that in selling this stock he was under the impression his friend wanted it for himself and not to sell again. At any rate, he felt much aggrieved over the affair, and it became known to many of their associates that through this their fellowship as brethren had been greatly impaired.

This deal occurred about the time there were some movements being made concerning the United Order. At that time a number of leading men were re-baptized, and, among others, the two brethren I have referred to presented themselves for re-baptism. But the Elder who had the administering of this ordinance in charge, having heard that they were not feeling towards each other as they should on account of this transaction, objected to the ordinance being administered until the matter was arranged amicably and in brotherly fashion between them. I do not know what arrangements were made to settle the affair; but they did settle it, and pleasant relations and good feelings were restored.

Now, according to the practice of many business men in the world, a transaction of this kind would, I suppose, be considered perfectly legitimate. If a man had an opportunity to sell an article at a price greatly in advance of that which he knew he could purchase it of some one else, even if the other were his friend, it would not be considered a breach of business propriety for him to make such a purchase and such a sale. There are many reputable business men who would seize such an opportunity to make money without the least scruple. They would not feel themselves bound in the least to tell the man of whom they bought the article what they expected to get when they sold it, even though the party of whom they purchased should be their friend. Transactions of this character are, without doubt,

of constant occurrence among business men in the world. If a man learns that he can sell a piece of property that belongs to another at a good price—a price greatly in advance of that for which he would purchase it—I ask the question, Is it wrong for him to avail himself of such an opportunity, even though the party to whom the article which he purchases belongs and himself may be on the most friendly terms? It was just such a transaction as this which took place between the two brethren to whom I have alluded. The one who had bought the stock and sold it at a price one-third higher than he had paid for it did not think he had wronged his brother by so doing; but his friend viewed the business differently; he thought his confidence had been taken advantage of.

It becomes, therefore, a nice question for Latter-day Saints to answer: How far can they do these things and be justified? Is it a brotherly act to take advantage of another's ignorance, or to make money out of the guileless and unsuspecting?

A great many transactions have taken place in our communities throughout these mountains where the rules of Christian ethics as laid down by the Savior have been grossly violated. Jesus said:

"Therefore, all things whatsoever ye would that men should do to you, do ye even so to them, for this is the law and the prophets."

Whether men would always make as much money by following this command of the Savior as they would by violating it need not be discussed. Certain it is if this rule was observed there would be much more fair-dealing and happiness and less roguery, poverty and sorrow, among men. It is a golden rule for Latter-day Saints to observe. Each one can ask himself some questions: How would I like another to do that to me which I propose to do to him? Let each one put himself in the other's place, and ask himself: Would I consider it brotherly for another to do to me that which I propose to do? While having these reflections he will not be apt to congratulate himself as having done a smart thing if he takes advantage of his brother's ignorance of business or of his simplicity and gains a bargain thereby. President Young used to relate the story of the man who, after making a very close bargain with a poor widow in which a cow was involved, and by which the widow had been cheated, at family prayers thanked the Lord for having blessed and prospered him in that piece of business. He appeared to have no higher conception of honesty or God's justice than to suppose that the Lord would become so far a partner to the cheating as to accept his thanksgiving for the success he had had. Such self-righteousness would prevent the thought from ever entering the heart that any transaction that would inure to the personal profit of its possessor could be found fault with.

Within the past few years there have been, among other dealings, a great many transactions in land where men have made money because they were shrewd, keen at a bargain, knew where they could dispose of land to purchasers and where there were

unsuspecting, guileless people who had it to sell. Judged by the Savior's rule, quoted above, the morality of many of these is very questionable. Yet according to worldly rules they are viewed as legitimate and but very few would think of condemning them. In fact, there are those who go so far as to consider they do nothing very improper in their business dealings—however much advantage they may take of the simplicity and guilelessness and ignorance of their neighbors—if they do not break the law and expose themselves to its penalties. Their ideas of morality are measured by the limits that the law imposes. Everything is moral and justifiable, honest and defensible, in their view, that can be done without overstepping the bounds of law, however much it may be in violation of the law of the Gospel as laid down by the Son of God.

If some should think that the time has not yet come when Latter-day Saints should be governed by the law of the Gospel instead of the rules of the world in all their business dealings with their brethren, they surely cannot think this time will be indefinitely postponed. Undoubtedly, whatever men may think upon this point, the Lord expects His people to do unto others that which they would like others to do unto them; or, in other words, to "do as they would be done by."

Our people have inherited the ideas which prevail in the world concerning business and business methods and these are fastened to a greater or less extent by tradition and the example of the world around us. These influences are very potent and it appears difficult to break away from them. But those who love the truth and desire righteousness to prevail will never cease their struggles until they gain the mastery and in all their dealings strictly observe the rule given by the Savior. They may not make so much of this world's goods by doing so; but they will lay up treasures in heaven.

#### THE STUDENTS' SOCIETY.

The Students' Society held its regular session last evening when Dr. J.E. Talmage lectured, his subject being "Waste not, want not." He said man has received the commandment, "Thou shalt not waste, for thou canst not create." Men count as wealth today what in times past was considered as worthless. Waste paper, which in the great newspaper offices was formerly thrown away, is now sold and enormous profits derived therefrom. In England \$15,000 is paid for the mere privilege of sweeping the mint. In the Waltham Watch Works, \$1000 a month is derived from the dust which gathers on the men's clothes, they being required to wash and change their clothes before leaving the works; \$7000 in pure gold per annum is derived from the dust that falls in the cracks in the floor. In a general cleaning up, when they moved their works, \$87,000 in gold dust was realized. Paris derives \$15,000 per day from the rubbish picked up in her streets. In London, one lead manufacturer derives \$50,000 per annum in lead from the smoke which formerly was allowed to escape from the chimney. Not