

the present advent of machine and automatic tools. These men—these workmen and inventors—made possibilities out of suggestions, and realities out of imaginings. To them belong the realities of the present machine-shop.

It would seem from this that it is not the tools and the appliances that make the workmen, but the workmen who make the tools. There are just as good mechanics to-day, with all our mechanical appliances for good work, as there were when every job required a new arrangement of tools for work. In fact, the improvement in machines presupposes the capacity of the machine makers.

And yet these improvements have their influence on the workman; the better the tool, the more exactive the workman. There are gray-headed, almost superannuated, workmen in our shops who have voluntarily discarded all their old-time notions to take up with some "new-fangled trick" that has proved to be an advance toward perfection. Every improvement in tools—induced and perfected by mechanics—tends to an advance in the true mechanical improvement of the workman.—*Scientific American*.

False Methods in Trade.

The *American Machinist* in its last issue, in discussing the methods pursued by various parties in selling machinery, takes the tenable ground that, while it is not unfair to make honest comparisons between the seller's machines and others in the market, the frequent practice of too highly recommending one's goods is unwise, and often produces a contrary effect from that anticipated by the over-anxious seller. The article, which we reproduce in full in the present impression, contains several very good suggestions. That one can as easily over-praise his wares as under-praise them is apparent. Buyers must be possessed of some discernment. It is therefore not the part of wisdom to give the occasion for distrusting the good faith of the seller. As in law, so in trade, the maxim, "False in one thing, false in all things," prevails. If the seller is caught in the act of distorting the truth in one direction he will be accused of stretching it in all directions. If he makes one claim for his machine which the buyer knows to be false, he has very likely destroyed his chance for effecting a sale, because he will have the credit of making nothing but false claims. It is natural to make strong statements in the attempt to effect a sale. The closeness of competition, the anxiety to hold the trade, and the desire to make the profits on the narrow path of truth for the unlimited territory of falsehood. But does the end justify the means? Morally speaking, no. Even from the position of the mere man of business, it may confidently be claimed that falsehood rarely aids in making a desirable sale. Some will no doubt laugh at this assertion. There are men who cannot do business without dealing in deception, but fortunately there are many others who can. Observation shows that men can sell articles that are defective, even when they point out such defects to the buyer. One of the best horse-traders we ever knew made a habit of pointing

out every conceivable defect in the horses he was going to sell. He never or rarely failed of making good sales at round figures. People believed what he said, and often thought the animals they were buying were better than the seller recommended them to be.

It should not be forgotten that buyers have powers of observation, even frequently detecting deficiencies in the article being sold which the seller himself does not notice. Despite this very plain fact, not a few traders seemingly operate on the belief that purchasers are both blind and deaf. It goes without saying that this is a great mistake. Any number of trades have fallen through because the seller has disgusted the buyer with extravagant statements. He who frankly admits an apparent defect in his machine stands in a fair position to maintain the excellence of the really good portions of it. That man is said to be a skillful debater who dares admit half of his opponent's claims, and so is he a good salesman who does not hesitate to admit the defects of the article he is trying to sell.

Trade as constituted to-day is honey-combed with little deceptions. A good coat of paint conceals a poor finish, and a smooth but untrue statement is often intended to mislead the buyer from a knowledge of the real condition of the article he is buying. If sales could not be made without such practices there might be a shadow of excuse for them, although on high moral grounds they could not be defended, but there is, in actual practice, no occasion for any untruthfulness. Sellers should be brave and honest enough to tell the exact truth. If the article they sell is not a superior article they should sell it for what it really is. A seller had better obtain smaller profits and retain his manhood than to make a trifle more and feel that he has perpetrated a wrong.

A Promised Revolution.

The printing world is much disturbed by the discovery of a new process which enables any number of copies to be taken of the oldest book without setting a line of type. A compound has been discovered which may be spread upon a page without in the slightest way injuring the paper and which refuses to rest upon ink. It can be easily removed to a stone, and there become the matrix for stereotype, or can be used for printing from at once. You hand your best beloved Aldine to the inventor of this new process, and he will return it to you without a stain or a mark, uninjured and only cleaned, and he will give you along with it an exact facsimile, letter for letter and broken stop for stop, of the volume which he has had in his possession for only a few days. Mr. Quaritch, the second hand bookseller, is said to be thirsting for the blood of this too-clever inventor; but practical printers are already moving to see whether they cannot save the cost of re-setting old editions, and, if certain difficulties can be got over, we shall see a change not only in the production of facsimiles of old books, but in the reproduction of modern books. It will no longer be necessary to keep type standing. A proof will be as good as a stereotyped plate. No book will ever really be "out of print" so long as a

copy of it remains. It will be nearly as cheap to reproduce a volume as to print an extra copy of a volume passing through the printing machine. Certainly we are progressing. Already water-color drawing can be so well lithographed as to deceive the very artists. The time is not far distant when we shall photograph colors. And now that a book may be reprinted from itself, we may reasonably hope to find a method whereby oil colors may be multiplied from their own canvases.—*The Week*.

An English View of Americans.

"The intolerable tolerance of American feeling towards speculators greatly increases the risk in investing in American bonds. No president of a railroad is ever punished either for misrepresentation or for committing his shareholders to the maddest enterprises. If he succeeds he is considered a great man, and if he fails he is pitied, and sometimes presented with great sums to live on. Even the president of a bank is not held criminally liable for loans to his own relatives without security, if only his friends, when he has failed, will pay up his defaults. The manager of a deposit bank who uses deposits to buy 'blocks' of shares is, if the shares rise, considered clever; and if they fall and he fails, is after the first twenty-four hours, neither considered nor treated as a mere thief. If he is well-connected, or popular, or sheltered by friends, his 'ruin' is regarded as a sufficient penalty, and after a year or two of retirement he usually begins again. The effect of this is, that any one who can obtain the control of large funds is tempted to make himself rich at once, and that the market is always at the mercy of men who are playing a game which they stake temporary inconvenience and disrepute against fortune. The temptation is too great for a race of men who care more to gain money in large sums than any people in the world, and at the same time fear poverty less than any other people. Millionaires in America make 'corners' as if they had nothing to lose, or let their sons amuse themselves with 'financing' as if it were only an expensive game. An Englishman, however speculative he may be, fears poverty excessively, and a Frenchman shoots himself to avoid it; but an American with a million will speculate to win ten, and if he loses takes a clerkship without thinking much about it. There is a good side, a very good side to the 'detachment' noticeable in all American business men, a freedom from sordidness and from petty grasping; but the peculiarity makes them the most dangerous business gamblers in the world. You know in dealing with a Frenchman that he will not voluntarily risk pecuniary ruin, but to an American that risk rather adds to the excitement of his pursuit. What, indeed, is ruin, in that exhilarating air, with nobody caring, and thirty-six states around you offering to the skillful 36,000 ways of making money? An attack of dyspepsia is far worse; and, in fact, when a prominent American is ruined, we generally hear that he is 'sick,' and that his friends upon that account are full of anxiety for his future"—*London Spectator*.

More people are ruined by giving credit recklessly than any other way.