

TOO BUSY TO READ HIS TRADE PAPER.

We all have our ideas of what constitutes good business sense when the matter is sifted down to the smaller details, but there are certain fundamental laws which govern success and which are generally recognized when due thought is given to them, though they are frequently forgotten in the rush of business. What shall we say of the man who says he is so busy that he cannot be troubled answering his business letters? Or that he has no time to talk to the salesmen or make appointments with them to discuss new goods and prices? We shall probably say of him as we do of the man who says that he likes to have a trade paper but that as he has no time to read it, he does not see that it is of any use to him. A genial letter comes to us from Iowa in which the writer says that he has not time to read *The Inland Printer*, as it requires all his attention to keep up with his rapidly increasing business. Now, in these days it does not take long for competition to develop, and as the printing trade is constantly shifting its ground in the advance of new methods and appliances, there is very little commercial wisdom in not reading the trade paper and being in touch with the times—a little advice may be found from time to time that will enhance the capacity of your office or give you a hint that will be a money-maker. Others have found it so. But then the recalcitrant in this respect is like the man who would not insure his life until he was past saving, and then it was too late. Take time to keep posted, and the best way to keep posted is to read your trade paper—there are none bad, only some are better than others.

BOB'S EXAMINATION.

The Arkansas Traveler tells the following story, which gives a little insight into the humor which enters into the life of a medical examiner of a life insurance company:

Old Bob conceived the idea of having his life insured. "How much do you weigh?" asked the examining physician. "I weighs 'bout fifteen poun's more den my wife does."

"Well, but how much does she weigh?"

"I'se dun forgot; but she's a whopper lemme tell yer."

"How tall are you?"

"Who—me?"

"Yes, you."

"Lemme see. Does yer know Abe Sevier what worked fur ole man Plummer?"

"No."

"Wall, I'se sorry, fur I ain't quite ez tall ez he is."

The doctor, after weighing old Bob and measuring his height, asked:

"How old are you?"

"Who—me?"

"Yes, of course you. You are being examined."

"Dat's a fack. Wall, lemme see. My birfday comes in July, an' now whut I wants ter get at is how many Julys I kin recollect. Ain't dat de p'int?"

"Yes."

"Wall, lemme see. Blame ef I knows. Suppose we make it August, 'stead of July?"

"What difference would that make?"

"Doan' know, but it's jez ez easy."

"I'll put you down at fifty."

"Put who down at fifty?"

"You, of course."

"No, boss, doan' put me down at fifty. Jes' say seventy-five."

"Why do you wish to appear so old?"

"Wall, yer see. I'se gwinter git er 'vorce from my present wife an' marry er young gal. Ef a man dat's got er house

an' lot 's mighty ole, er young gal will marry him, 'case she thinks dat he will soon drap aff an' den de house an' lot will show her up mighty fine in de market."

"How old is your father?"

"Bout er hunnered an' ten."

"You don't tell me so."

"Yes, I does."

"Is he in good health?"

"Oh, no, sah, dat ain't whar he is. He's in de grave."

"Thought you said he is 110?"

"He is. You didnt axe me how old he wuz when he died."

"Well, how old was he when he died?"

"Bout forty."

"Had he enjoyed good health?"

"Oh, yes, sah, de healthiest man yer eber seed."

"Did he have a lingering disease?"

"What sorte 'zeaze?"

"Was he sick very long?"

"Oh, no, sah. He drapped off mighty sudden."

"Heart disease?"

"No, sah."

"Did the doctors attend him?"

"No, sah."

"Well, what did they say was the matter with him?"

"Da didn't say much o' nothin'. One o' em' climbed up an' put his ear agin de ole man an' said dat he was dead enough ter be cut down. Den de sheriff cut him down an' put him in er box. Doan' think dat he had heart 'zeaze, boss. Think dat he had some sorter trouble wid his naik."

"Look here, I don't believe that you want your life insured."

"I doan' b'lebe I does sah, since yer's gunter pry inter a man's family history. Good-day, sah."

BUSINESS AND LITERATURE.

"People who voice the lament that the demands of business are killing literary talent now-a-days," says *The Beacon*. "should take note of the large number of authors, English and American, who spend the daylight hours in commercial pursuits. In England, Mr. Edmund Gosse and Mr. Austin Dobson are both active members of the Board of Trade; Hon. James Bryce recently resigned the presidency of that organization; William Watson, W. W. Jacobs, Kenneth Grahame, George Gissing, and many prominent authors, whose names are hardly known in America, are regularly engaged in business. In the United States the tendency is even more pronounced. Perhaps half of our literary men are merchants, lawyers, or something equally practical and monetary. Neither is the tendency anything new. No one should forget that Charles Lamb was a merchant's clerk, Wordsworth a stamp-distributor, and Hawthorne a revenue clerk, when he is inclined to think that business kills the creative gift."

AMERICAN RADIATOR COMPANY.

The American Radiator Company has been incorporated, under the laws of New Jersey, with \$10,000,000 capital stock, to succeed to the American Radiator Company of Chicago, and take over the business of the Standard Radiator Company of Buffalo, the St. Louis Radiator Company, and the Titusville Iron Company, Titusville, Pa. The \$10,000,000 capital stock of the new corporation is divided into \$5,000,000 7 per cent. cumulative preferred, and \$5,000,000 common. Only \$3,000,000 of the preferred will be issued. The personnel of the new company will be composed of the old officers of the American Radiator Company from the time of its organization, who are:

President—Joseph Bond.

First vice-president—John B. Pierce.
Second vice-president—Edward A. Sumner.

Treasurer—Charles H. Hodges.

Secretary—Clarence M. Wooley.

The combination claim that they have purchased the plants of the three concerns for the purpose of further extending their business, by the use of increased capital. They will retain \$2,000,000 of the preferred stock in the treasury for the further development of the plants.

—Written examinations frequently bring to light curious notions. It is related that a recent school examination paper conveyed the information that Jno. Bright was chiefly distinguished for a disease, usually fatal, which he had discovered, and that Richard Wagner was the inventor of a sleeping-car. Anthology in another school was described as "the study of insects," and for pedagogy these definitions were submitted by various pupils: "The science of religion." "The study of the feet," and "Learned pomposity." Can it be that the author of the last definition was an accomplished satirist?—*Youth's Companion*.

—Mr. W. H. Preece, C.B., electrician to the British Post-office, has just retired under the age limit, after 29 years spent in the service of the Government. He has been engaged for close upon half a century in the practical work of telegraphy, and, in quite early days, proved himself an inventor, as ingenious as practical. Mr. Preece has been instrumental in introducing many improvements into the working of the telegraphs since they were taken over by the British Government in 1870.

—"You use dots and dashes in sending messages," remarked the idle young person, who was watching the man at the telegraph instrument. "Yes," answered the operator, who was quite busy, "except when we are sending reports of what some of these army people say about one another. Then we don't use anything but the dashes."—*Washington Star*.

—The reason why ships are not struck by lightning is attributed to the general use which is now made of wire rope for rigging purposes, as well as to the fact that the hulls of ships are usually constructed of iron or steel. Thus the whole ship forms an excellent and continuous conductor, by means of which the electricity is led away into the ocean before it has time to do any serious damage.

—The Montreal Warehousing Company ask the Harbor Commissioners of that city for an additional 200 feet of space in Windmill Point basin to extend their grain carrier further along the basin, so as to enable the largest vessel coming to this port to be loaded direct from their elevator.

—Aluminum has found still another use in France. Violins and larger string instruments are being constructed with it, and are said to have a richer tone than their wooden rivals, especially in the higher registers.

—Mme. Wadin, a canal-boat woman on the Seine, who has lived all her life on the river, having attained the age of 102 years, has retired to a home on the river bank.

—Dr. Garnett, keeper of the printed books in the British Museum, and editor of the great catalogue, has resigned, after forty-eight years' service.

The firm of T. G. Williamson & Co. have taken premises at 105 McKinnon building, in this city, where they will do business as mining and investment brokers.