

**OVERWORK DOESN'T PAY.**

**A**S a result of many years' close observation an eminent western pathologist has recorded it as his opinion that most men of affairs in this country are suffering from overwork. There are, of course, a good many who are not, and there are lots more who don't know whether they are or not. Dr. Melville W. Fordyce has recently recorded some rather peculiar, if not extraordinary, cases of the results of overwork.

One was that of a young fellow taken on in a large establishment as a messenger in the counting-room, but who was very soon promoted to a bookkeeper's position. He was educated enough for the position in every respect, but, new to the work, his exertions were beyond his constitution in the beginning. Then, as he had been so shortly advanced, it was expected that he would work harder than an expert who might have had to be invited to the work at double the salary.

So the young bookkeeper toiled day and night until his eyes failed him. His cashier was good to him and saved him all he could, but the overwork resulted in a three months' enforced vacation without salary. When the young man returned and had taken up the same hard grind with just a little more ability in doing the work more rapidly, his cashier died, and the new cashier coming into the office, and having no regard for the circumstances under which the bookkeeper had labored, had no hesitancy in dismissing him and taking a personal friend into the place. The great company for which both had worked was uninterested, though the hiring of an assistant to the bookkeeper in the beginning might have saved the eyes of the bookkeeper and the life of the cashier.

To the question of overwork there is another side than that of the employe. Since the results of overwork

are so strikingly first manifested in the brain of the brain worker the question is: Can any employer afford to have an employe overwork? A mental lapse of a moment may result in the most serious mistake possible in the business world; errors that are made in a second may require days and dollars to right, merely that an office force may save a few cents on the salary roll.

Don't overwork. If you are in business for yourself, you can't afford it, if you are in business for an employer, he can't.—New York Commercial.

**NOVELTY CARDS.**

**I**N previous issues of Bookseller and Stationer, mention has been made of the hand-colored real Japanese cards, imported by Ferd Anthony Horle Co., of Cardinal House, 8 St. John's Lane, London, E.C. Some new lines, deserving attention, have since been placed on the market by this firm. First there are the "jewelled" hand-colored real Japanese cards. Each card comes in a special envelope to prevent the jewelling from being rubbed off. A large demand has been created for this card.

Secondly, the firm have just issued a new series of English Cathedrals. At present there are six cards in the set, which is quite as artistic and well executed as the set of English Castles issued by the same company. These cards are made in England.

Finally, mention should be made of a fine line of ladies' heads, which have been added to the "Jewelled Series." These cards are elegantly jewelled and, as they are supplied to retail at 1d, they are a good selling line.

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