

here to help make the Burroughs organization the best in the world.

That means a harmonious, enthusiastic organization.

No man can persistently and greedily pursue his selfish ends, measuring every request or chance for help and assistance from either himself or his department, by the benefits that may accrue to his personal ambition, and be permanently valuable to any business.

"United we stand, divided we fall," is the motto of a commonwealth.

No man or woman, whether stenographer, the humblest clerk or the head of a department, can ignore the family claim of his or her fellow employee for help and assistance.

That same sense of mutual helpfulness which nature made an obligation and a duty and which makes the people of one family, one nation, one blood fight each other's battles, should make us as a Burroughs family help, think and feel for each other.

As the office force we should help each other to give neither factory nor sales force just cause for criticism, as the factory we should help each other to beat the sales force.

As Burroughs men and women we should unite to beat the world in the making and selling of the best adding machines.

You must, as a contributor to the fund of service that makes up the sum total of results, learn the lessons of co-operation.

You should blush for the factory when it fails to maintain the highest standard of our product, and help it in every way to improve.

BAD FOR THE SALES FORCE.

When a salesman lets a competitor sell a poorly constructed machine against a Burroughs, as a salesman you should feel that you have a part in the failure, that it is a reflection on you as a member of the Burroughs sales force. You should ask yourself—"Have I told the other fellows all I know about that machine? Couldn't I have helped him?"

When you, Mr. Office Manager, fail to send in your reports on time, and the factory writes letters about it, don't get excited but get the reports in at once—co-operate by giving your mite towards the result.

When you can't get all the machines you want, pull an old trial, be glad that the company is selling so many. It proves that you



are working for the biggest manufacturers of the best adding machine in the world.

If you are called on for a demonstration of the Cash Received System, don't blame the System Department, but learn the system and make it do for you what it is doing for others.

If you don't like your territory—just remember there are others; and you are in a lot better position than the man whose territory didn't like him. Just remember, too, that you are a cog in the machine; the company is bigger than you are, and will probably get along after you are retired for "the graveyard is full of men the world couldn't get along without."

"God helps those who help themselves" is a law good enough for heaven, and it will have to do here.—The Burroughs.

Signs Twenty Letters With One Operation.

DEVICE THAT OPERATES IN CONNECTION WITH FOUNTAIN PENS WILL MAKE THIS NUMBER OF ORIGINAL SIGNATURES ALL AT ONE TIME AND EVERY ONE THE SAME—A BOON TO BUSINESS MEN.

There are happy days in store for mayors, comptrollers, presidents of banks, railroads, trust companies, manufactories and officers of corporations of all kinds made possible by the invention and development of a device called the "Signagraph," says Office Appliances. Hitherto the highest paid officials in corporations have been tied to their desks and overburdened by the monotonous and tedious drudgery of having to affix their signatures to countless bonds, stocks, checks, certificates short time notes, etc.

Almost every department of effort has been aided by labor saving devices, but the signature writer alone has seen his labor increase without the slightest assistance to lighten it. The vast increase in corporate issues of all kinds, caused by expanding business, makes some relief of this nature a necessity, as the delivery of such documents must be made with promptness and despatch. The Signagraph, the invention of Mr. W. R. Woodward, places it within the power of any writer of average ability to deliver some 20,000 signed documents in an ordinary day's time.

The instrument referred to, a working model of which is now on view at the office of the L. E. Waterman Co., 173 Broadway, New York, enables a writer to sign a number of documents simultaneously, twenty being the usual number, but a larger or small number can be arranged for as required. Twenty Waterman Ideal Fountain Pens are arranged in two parallel rows, covering the signature spaces of an equal number of documents to be signed. These are previously arranged in proper order for delivery under the pens, the actual delivery being under the control of the writer. The checks, stocks, or other documents are placed overlapping each other in a frame so that space only is left for the signature. The various frames with the documents are fed beneath the pens by the turning of a feed handle. When they are signed they drop into a receptacle on the left. Provision is of course made for arranging the pens to accommodate any width, or length.

ALL WRITE AT ONCE.

All the twenty pens are on a sort of pantagraph and are controlled by means of a "monitor" pen placed at the point nearest the writer. This pen has a rubber holder filled with water and alcohol, a handle is attached with which one actuates the pen. At the opposite end of the writing table is a small magnet. When one wishes to write, contact is made with the monitor handle, and the depression of this pen causes all the other twenty pens to be depressed to a similar degree so that they all touch the paper.

The monitor pen writes upon glass, the water and alcohol drying almost immediately and every movement of that pen is faithfully and accurately reproduced to the minutest detail by all the other 20 pens. Of course a little practice is required to use the monitor pen, but this is only the question of a short time when the absolute individuality of a writer's signature is produced with a faithfulness beyond the power of an expert handwriting to tell from the original. Each signature is of course in ink.

The question of the legality of signatures made on this machine has been raised. According to many opinions, there is not the slightest doubt but that signatures made on this machine are as good and valid as those made by an individual with a single pen. The writer using the monitor pen writes his signature, and the other pens on the rods merely follow the impulse and direction of the instrument actuated by the writer. In writing one, he writes all, simultaneously.

The control of the movement of each pen is wonderfully easy. All the joints of the machine are ball bearing. There are about 412 minute steel balls concealed in the mechanism, which will account in a great measure for the exactness of the machine, and its ease of working. The rod holding the pens are aluminum, and the base on which the pens write is of metal.

A LOST CONTRACT.

THE LITTLE THING THAT MAY SOMETIMES PREVENT A SALE.

A pen once let me an order. I had just worked up the executive of a large concern into a desire to buy. I had my contract form lying on his desk with my finger on the dotted line. He reached over toward his pen rack, took off a pen and plunged it in to the ink well. He turned to me with a frown on his face—the well was empty.

I was ready with a fountain pen. The pen was uncapped. I handed it to him. He started to write. The ink would not flow. I took it and shook it. Again he made the attempt, with no result.

"I will get one," he said. So he stepped into the other room. Evidently some one stopped him with a question for he did not come back for three minutes. Then he stood at his desk. He looked down at the contract.

"I believe I had better think this matter over again," he said. And all the talk I put up could not budge him.

I had lost a sale because my fountain pen was empty. Now, one of my regular morning duties, week in and week out, just as regular as my shave and my checking over of calls to be made and the making out of my expense account, is filling my fountain pen.—James N. Bowen in System.