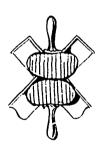
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VOL. 2 No. 2

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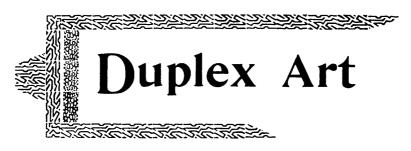


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SUPPLEMENT March Supplement March Supplement March March

PAPER & INK



S our Spring imports will arrive early in May we have decided to offer special prices on some of our lines, as per list herewith. These prices are practically at cost, and cash must accompany order . . .

Parties wishing to avail themselves of these prices should do so at once as

THESE PRICES ARE CANCELLED



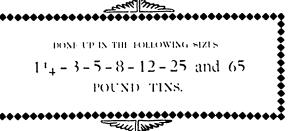
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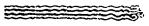
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16	••	-	1.68	••		20	••		3	35	••		
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Compare the above Prices with other Price Lists.

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...PRICE LIST...

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••	••	••	
••	••	••	½ pints 1 00 "
••	••	••	0z 8 00 per gro.
••	••	••	Plain Top
••	••	••	Patent Top12 " 4 40 "
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			Plain Top 112 " 4 00 "
			Patent Top 12 " 4 50 "
Scarle			el Pens 6 50 per doz.
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	••	**	" ez 2 00 "
	••	••	" 1 00 "
	••	••	" 2 oz. glass stop, fancy 2 30 "
"Asso	rted	Colored	Inks, a Plain 1 00 "
**		••	" 2 oz. glass stop, fancy 2 30 "
•	Mau	ve, Crim	son, Magenta, Violet, Green and Purple.

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PAPER AND INK.

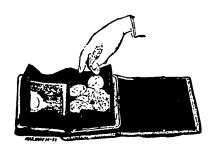
FORESIGHT.

A ONEY, says the ancient proverb, makes the mare to go. But there is one mental quality which goes much further in facilitating business progress that is, making the mare to go than even the material money: that is, foresight. Foresight alone will accomplish more than a bank reserve alone; but by foresight plus the other advantage almost anything can be By the term foresight is implied achieved. a dual quality. The first aspect is the power to look ahead and to gauge probable future circumstances from present surroundings; the second is the ability to mould intervening events so as to make them conducive to the end foreseen and desired. It means perception and organization. They are the qualities which make equally your successful statesman, warrior, financier, or business man. If any one department of a works suffers under the infliction of a controller deficient in foresight, it imposes a drag upon every wheel and keeps things at a standstill. Don't have people about you whose vision is limited to the end of their nose, or at least never place them in authority. They may be good enough for typesetters, or for laying in sheets to a machine, or for posting daybooks and ledgers, when overlooked by somebody with greater capacity, but are not fit for departmental work. How often do we see in the printing office machines waiting for forms, forms waiting for paper, or a whole "for-

warding " department temporarily whilst tons of work is blocked on its progress thither by some trifling matter that a a little foresight would have removed or prevented! And what an opposite picture is presented in the establishment where real organization prevails, with smart men in charge of all departments, whose ideas are an hour, a day, a week, or a month ahead of their surroundings, and one supreme look-ahead manager over all! In some great works it is expected that the one head shall supply all that is needed of foresight, and that one head is surrounded by a set of dummies who look to him for guidance upon every trivial detail. Such oneman establishments may succeed, but they are miserably handicapped. They cannot be said to be "organized," for they depend upon one man's continuity: remove that and they collapse. Efficient organisation means this-that though the head be temporarily removed the work does not suffer. Each branch of it is commanded by a capable head, imbued with or inspired by the same spirit of foresight as the supreme head itself. In other words, complete foresight provides not only for the fulfilment of its own duties, but also supports itself by what may be appropriately called a series of understudies. When we hear people say of a certain house, "Give your orders to Soand-so, for you are sure to have them carried through right and up to time;" when you find papermakers, machine makers, ink makers, and all the rest of their



THE accompanying cut will readily explain the many advantages to be derived by those using this Purse.



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class struggling to secure such a house's orders, be sure that that house is controlled by foresight. Customers feel confidence in having their needs supplied; the manufacturer or merchant is confident of receiving his account on its due day. Ex.

PAPER IN PARIS.

HE total consumption of paper in the city of Paris is estimated at 500 tons daily, and 500 paper mills in the provinces manage to prosper, says the Western Stationer. A paper manufacturer has to purchase part of the raw material rags, old paper, chemicals, etc., in Paris; that means transport expenses to his mills in the provinces; when the paper is finished the maker has to pay carriage from the provinces to Paris, as well as "Octroi" dues. Superior foreign paper, known as "papier de luxe," which is largely imported into France, has to pay about 5s. per cwt. duty. There is no paper mill inside the "Octroi" zone of Paris. The want is now being supplied by a Belgian company, that is erecting a mill on the banks of the Seine, near the Trocadero. It can therefore have its rags. refuse paper, and chemicals free of the barrier tax, and will have to meet only the import duty on pulp, but it has the advantage of its market being ready close at hand for its manufactured paper, has the river Seine and its barge facilities, that communicate with Belgium, Holland and Germany, to obtain coal and pulp at a cheaper rate. The new mill has secured the patent rights of some improved finishing machinery, and will start with a daily output of twelve tons. All will depend on the quality of its produce and the price; the latter is now reduced to such an extent that further cutting down seems to be absolutely impossible. It is, however, the opinion of some experts that the want of suitable water, of cheap fuel, and of cheap labor will outweigh the advantage derived from saving the cost of transportation to Paris.

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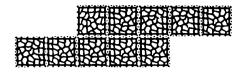
Write to us. We will be pleased

to furnish Samples and Quotations.

PRINTING INK.

ALL the printing ink with which the United States Government prints its paper money, says the Morning, is made by one man. The father of the present manufacturer, a Mr. Eddy, invented the ink, but he never told anyone how the ink was made until just before he died, when he let his son into the secret of its composition. Had a fatal accident happened to the inventor before he told his son about the ink, the Government printer would have been in a dilemma, for Mr. Eddy's invention is the only kind of ink that will print on the peculiar surface of the fibre of which the Government note paper is made. The present Mr. Eddy employs only six men in the manufacture of his ink, and none of them is in the secret, not one of them has yet seen Mr. Eddy in the interesting act of mixing the ingredients of which the ink is composed. He locks himself up in his room two weeks in every year, and it is then and there that he mixes stuff enough to supply the Government with ink for the ensuing twelve months, and receives for this £,10,000 a year.

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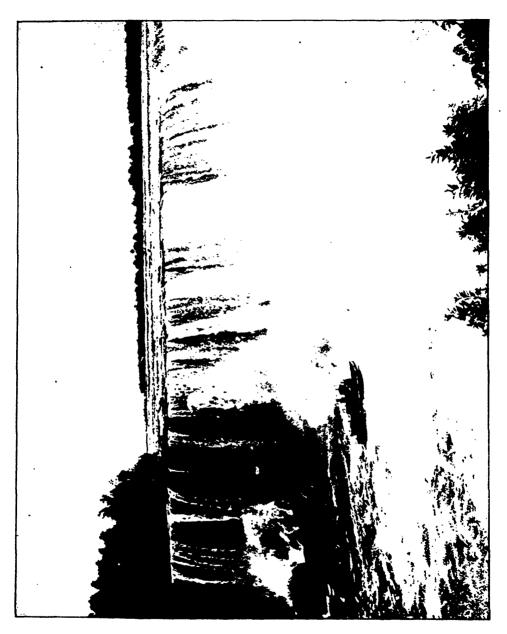
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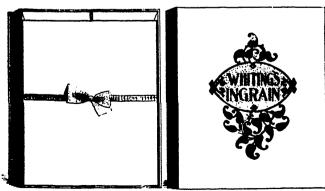
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PRESERVATION OF COUNTLESS NEWSPAPERS.

T is generally known that at the British Museum is preserved a copy of every newspaper published in the United Kingdom and that the collection of early newspapers is unique, having never suffered by fire or accident. But probably few people have ever thought of, much less realized, the immense amount of labor involved in keeping up the collection, in binding, classifying and preserving the papers ready for use in the newspaper reference room.

Anyone who has had occasion to consult the newspaper files knows how simple it is. He walks into a comfortable room, and fills up a form with the name and date of the journal he wishes to consult. It may be one of the earliest papers published, a century or half a century old, or it may be one of recent issue, but in any case it is placed before him in a few minutes, and he is free to pore over its contents as long as he likes. When he has done with it, back it goes to the catacombs below, where are miles upon miles of passages in which the newspapers are kept,

An average of 546 papers a day are received at the museum; these are sorted, folded and registered, and a watch has to be kept to see that every paper comes that ought to come. Should any fail to arrive, the publisher has to be written to, and, if necessary, threatened with pains and penalties; and so carefully is all this done that during a period of many years there are scarcely half a dozen missing papers.

If we can make ourselves agreeable to the gentleman in charge of this department we may find ourselves walking along passages lined with bulky volumes, edgewise, from floor to ceiling, or, rather, what would be the ceiling if there were one, for these storage places are on a curious principle.

The passages-they are not rooms- are one above the other, three deep, and instead 1 4,000,000 steel pens daily.

of intervening floorings there are iron gratings so that the light of day comes through the roof and finds its way down to the basement. It is curious to look up from the ground floor at the upper stories, walled with books, and listen to the patter of the feet of the assistants, who are constantly moving about fetching or returning books.

The only light used is the light of day and the only heat is from underground hot water pipes which are outside the building. On a foggy day the place is in darkness, and it is impossible to get any books. But if for any purpose it is necessary to penetrate the labyrinth of passages, the only light allowed is a lamp carefully fastened with a Chubb's lock, which is lighted and locked by the superintendent.

To these safeguards is attributed the fact that the library has escaped catastrophe from Only once has there been the least danger. That was over thirty years ago, when a fire occurred in the bookbinders' shop, and some half-a-dozen books were destroyed and others injured.

All the bookbinding is done on the premises, and, with so many newspapers to be bound, there is quite a glut of binding. The newspapers accumulate so fast that it is impossible to keep pace with the work, and one sees huge bundles of papers stored away in odd corners. The system pursued is that papers as they arrive are placed in pigeon holes until a "bindable" quantity is accumulated; then they are tied up in bundles, and having been bound, are transferred to the permanent shelves, of which there are more miles than one would care to measure. is one of the statistical facts about the museum which has been accepted as undoubted, that there are over thirty-three miles of shelves stored with books .- Printing Times and Lithographer.

It is stated that the world consumes

DISHONORING DRAFTS.

LARGE number of wholesale houses who have been subjected to a great deal of annovance in the treatment of drafts by out-of-town customers, will fully endorse the sentiments expressed by the Chicago Apparel Gasette; that journal says: "There are too many who are injuring themselves irreparably by refusing to honor drafts that are drawn upon them for bills that are due. There are few things that will arouse a man to a state of greater disgust toward a customer than to have a draft that has been honestly drawn returned unpaid. account is overdue, and a statement is sent which says that unless a remittance is made before a certain date a draft will be drawn for the amount. No attention is paid to this, which the seller takes as meaning that the draft will be honored, and consequently, when the time allowed has elapsed, a draft is made, only to be returned in nine cases out of ten without comment. It is not only an unbusinesslike transaction, but it is a positive insult to the wholesaler to treat his requests in such a manner.

Frequently the most trivial and absurd excuses are given for dishonoring drafts. A claim of 50 or 75 cents for freight, if the goods were to be delivered, or a similar amount for damaged goods or something of that kind; but even allowing that the claim may be a just one, is it not a thousand times better and more honorable to pay the full amount of the draft, notify the house of the slight discrepancy or overlooked rebate and politely request an adjustment? There is not a respectable house in the country that would not see that the claim met with an immediate recognition. Buyers fail to appreciate the annoyance that it gives sellers as well as banks by having drafts returned when they are rightfully due, and should meet with prompt acceptance and payment. To say that you 'have written' or 'will settle with

their travelling representative are paltry and lame excuses, and only hurt you in many ways and put you under suspicion as being a man who desires to be unfair and tricky in business affairs. Endeavor to err on the side of the right and you will always be fairly dealt with.

COMPETITION.

GREAT deal is said about the growth of competition, but, as a matter of fact, it is no greater to-day than it ever was. Indeed, if there has been any change at all, there has been a decrease, because it is easier now than ever before to get the necessaries and luxuries of life. methods of competition have, however, changed very materially, and he who cannot change with the times, but clings to oldfashioned methods and old fashioned notions, cannot meet the competition of the present day, however well he might have been adapted to meet that of a generation or two ago. It takes a broader, a bolder and a quicker man to make a commercial success now than it did in the last century, and the slow-going, over-cautious trader is out of place. The commercial spirit of to-day is not the commercial spirit of the middle ages. It is not so sordid nor so narrow, and the leaders of industry and trade are not the descendants of their ancient predecessors. They are the descendants of the warriors, the fighting men whose opportunities have been practically, obliterated by the evolution of civilization, Losing the opportunity of war, their restless and enterprising spirits have sent them into the less sanguinary paths of industry and trade, but they have brought with them the the fighter's force and activity—the genius of generalship. They have exchanged the competition of war for that of industry, and there is no disputing the fact that they make things move. -- Ex.

RANDOM READINGS.

Over 400 patents have been taken out in England for the manufacture of paper, and more than 500 in this country.

In many parts of China paper shirts are used by the natives. They are said to be much warmer in cold weather than cotton.

The first paper mill in America was set up in Roxborough, near Philadelphia, in 1690, by William Bradford and William Rittenhouse.

JOHN WHITAKER was the first to introduce a style called the *Etruscan*, in which the designs are carried out in their own colors in place of gilt.

SILENCE is the element in which great things fashion themselves together, that at length they may emerge, full formed and majestic, into the delight of life, which they are thenceforth to rule.

Many of the works prior to the Fifteenth Century which have been handed down to us are of a devotional character, gorgeous in velvet, studded with jewels, with bosses of gold and silver, and rich in ornamentation of every kind.

The following placard was recently found on a church door in a Montana mining town: "Notice—There will be preaching in this house, Providence permitting, Sunday; and there will be preaching here, whether or no, on the Sunday following upon the subject: 'He that believeth and is baptized shall be saved, and he that believeth not shall be damned at precisely half past 3 in the afternoon.'"

Smyth—" What does a typewriter cost?" Wythe—" Well, mine cost me a divorce and \$10,000 alimony."

Fountain Pens



Buntin, Reid & Co.

FREQUENT consideration of a thing wears off the strangeness of it, and shows it in several lights and various ways of appearance to the view of the mind.

MENTAL and physical occupation is an absolute necessity if the constitution is to be kept in healthy working order; and this applies equally to both sexes. The human economy will rust out before it will wear out, and there are more killed by idleness than by hard work. Human energy must have some outlet, and if that outlet is not work of some kind, habits are acquired that are not always conducive to long life.

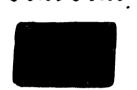
DRUMMER NEVER HEARD OF THEM.

BISHOP WATTERSON is so well known in Louisville that the following anecdote, which evidences his keen sense of humor, will be read with pleasure:

Bishop Watterson is not only the crack fisherman of all the clergy, but the best story teller. The bishop tells a story of how the drummer on the train mistook him (the bishop) for another commercial tourist, and asked him if he represented a big house.

- "Biggest on earth," said the bishop.
- "What's the name of the firm?" queried the drummer.
- "Lord & Church," replied the imperturbable bishop,
- "Hum! 'Lord & Church'? Never heard of it. Got branch houses anywhere?"
 - "Branch houses all over the world."
- "That's queer. Never heard of 'em. Is it boots and shoes?"
 - " No."
 - " Hats and caps?"
 - " Not that either."
 - "Oh, dry goods, I suppose?"
- "Well," said the bishop, "some call it notions."—Louisville Times.







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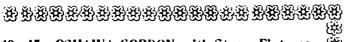


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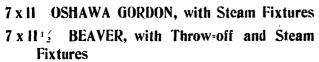
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The Machines herein listed are in thorough working order, and may be inspected at any time



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