

CHICAGO NOTES.

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pany, leaves for the Northwest Sunday night, to be gone about ten days. Dudley A. Johnson, of the Western office, who is now in the Northwest, is expected home soon. Mr. Marcus and F. R. Brandon, of the Chicago office of the Dixon Crucible Company, are making Cleveland, Pittsburg and Detroit at the present time, while C. M. Harding, of the educational department, also one of the members of the Chicago branch sales force, is making a Western trip in the interest of the company's educational department.

Harry B. Brooks, of the Cook & Cobb Company, was in Chicago recently. He took away some good orders for his celebrated line.

E. A. Kistler, of the W. H. Kistler Stationery Company of Denver, Col., who came to Chicago some weeks ago to attend the Business System Show, and went on East from here, passed through the city the other day on his way home to Denver. While in the East he visited New York, Holyoke, Springfield and other meccas of stationery men.

A fire in the Chicago branch establishment of Kast & Ebinger, manufacturers of printers' inks, at 355-359 Clark street, did some damage to stock on hand recently. The fire originated in the basement, supposedly from the spontaneous combustion of chemicals, ink and waste, and had gained considerable headway before being discovered.

The Brewster Printing Company, of Joliet, Ill., with a capital stock of 20,000, has been incorporated by Edward A., S. A., and E. T. Brewster, to do a general printing and publishing business.

The Publicity Publishing Company, of Chicago, printing and publishing, has been incorporated for \$25,000 by W. A. Walker, F. P. Schmitt and William G. Wise.

Another recent company to be incorporated is the Railway Ticket Protection Company of Chicago, which will manufacture railway supplies and stationery. It is capitalized at \$10,000. Fred Lowenthal, G. W. Kunstman and Bernice Klingel are the incorporators.

Benjamin I. Harter, for several years treasurer and manager of the Chicago Coated Board Company, died on March 28 at the Presbyterian Hospital of tuberculosis. He was a native of Indiana, and was forty-one years old at the time of his death. He came to Chicago ten years ago and won a creditable place among the business men of this city. His wife survives him. The funeral was held from the late residence of the deceased, 1086 Sheridan road, and the interment was at Lafayette, Ind.

Curtis Bates, representing the A. W. Faber lines, will be here on April 17 with a full line of these well-known goods.

A. B. Thomas, representing Eberhard Faber, passed through Chicago the other day on his way home from the Pacific coast.

Charles W. Shearman, of the National Blank Book Company, is now in California with his wife.

The Western Printers' Supply Company, 116 Sherman street, St. Louis, has consolidated its business with C. H. Schokmiller, dealer in printing machinery and supplies in the same city.

The name of the Manship-Swigart Envelope Company has been changed to the Central Envelope Mill.

Albert Nelson Marquis, head of the firm of A. N. Marquis, publisher, is the candidate on the regular ticket for the presidency of the Illinois Club. He started the Handy Business Directory, which he afterward changed to the Lakeside Business Directory, and originated and publishes "Who is Who in America."

Montgomery Ward & Co. have purchased property in Kingsbury street, 109 feet south of Erie street, for \$132,714, with an incumbrance of \$60,000. The property has an east frontage of 250 feet and is 329 feet deep, with 248 feet frontage on the north branch of the Chicago river.

THE OLDEST PRINTER.

Ernst Leissler, a printer employed by S. Kuraner, is probably the oldest printer in point of service in the world. This is a broad assertion, but if there is a printer on earth who has been in active service longer than Leissler, nobody seems to have heard of him. Mr. Leissler started at the printer's trade at Tarmstek, Germany, sixty-five years ago, and has missed few days from the case since that time. Put all the type in a pile that he has handled in all those years and they would loom up like a small mountain. Mr. Leissler came to this country in 1854 and took a job at the case in New York. He worked continually as a printer since that time, and during his entire life sickness has never compelled him to stay away from work.—*Kansas City Journal.*

A FACT WORTH REMEMBERING.

A trade paper is a barometer as well as a news gatherer. What the people think of it is shown by the uses to which they put it for their business announcements. One hundred pages of WALDEN'S STATIONER AND PRINTER shows its standing in the trades it represents.

BOSTON NOTES.

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ternoon, the 4th inst. The committee organized with President Thomas N. Cook as chairman. There was considerable discussion about a purposed amendment to the by-laws and arrangements for the summer meeting, but it is understood that nothing definite was determined upon in either matter.

It is reported that Miss Sullivan, of the Colonial Art Company, was able to be out for the first time for about one hour on Wednesday of last week. Miss Sullivan has been confined to her home with pneumonia for about six weeks, but at this writing she is wholly out of danger and is expected to return to business very shortly.

On account of the heavy snow storm which prevailed on Thursday, March 22, the date of the regular meeting of the Boston Paper Jobbers' Association, the meeting was held on the following evening, Friday, March 23. It took the form of a dinner at Young's Hotel, was well attended and proved an earnest, satisfactory and profitable meeting to all present. Among the business transacted was the election of J. B. Forsyth, of Stone & Forsyth, as a member of the executive committee of the National Association to represent the Boston Association. The next meeting, which falls on the 19th inst., William C. Ridgway, corresponding secretary of the National Association, is expected to attend and make an address upon the subject of collections and the exchange of credit information, especially its value to the members of the local body as practiced by the Paper Association of New York City. Should Mr. Ridgway be unable for any reason to be present, J. E. Linde, president of the National Association, will probably take his place. At any rate, Mr. Linde has placed himself at the disposal of the local association and will be its guest in the near future.

Last week was made the announcement of the signing of agreements for the sale of the *Herald* building, erected in 1877 for the exclusive use of the *Herald*. This property is assessed on a valuation of \$628,800, and will bring, when the deal is closed, about three-quarters of a million dollars.

Before the class in salesmanship at the Bigelow Educational Center in South Boston, on March 22, Henry C. Clark, of Jordan Marsh Company, delivered a helpful lecture on "The Art of Salesmanship," in which he pointed out as chief qualifications for good salesmen, cheerfulness, patience and respectability. He said in part: "The first and foremost step on the ladder of success is obedience to rules. Do not obey blindly and mechanically, but so have your employer's interest at heart that you will understand the spirit and the