

## MODERN BUSINESS METHODS.

**Combinations of Interests Have Brought About Changes in Many Conducting Large Affairs.**

The other day, says the Brooklyn Eagle, two men sat in the inner office of one of the magnates of the financial world. One was the magnate himself; the other an old friend of other days, other relations, and other scenes. While they chatted, for their conversation was wholly of those other days and deeds of the other relation, the private secretary, who had the door of the magnate, entered to inquire if Mr. Magnate would see Mr. So-and-so, if he called. Aside from the to him, singularity of the request for Mr. So-and-so was a man of some consequence, the old friend of other days had been interested in the discovery that a clerk had received the message by telephone, had delivered it to a chief clerk, who had carried it to the private secretary, who in turn had at last taken it to his principal.

Mr. Magnate saw the look of puzzlement in the face of his friend, and laughing at him a bit, he said:

"In these days and in large cities business is transacted in a different way than it was few years ago or when we were young men together. You recollect Undercash, president of the bank in the town where we were brought up? To this day, though I have been brought into close and intimate relations with great financial powers, not one of them have effected the impression Undercash made on me. He was power in his day, a force that everybody recognized and no enterprise was entered upon in that old town of ours, without due consideration as to his possible relation to it. You certainly have not forgotten that room of his at the rear of the bank with its open door through which any one who chose might pass and claim his attention. I think that was largely the habit of the great men of this city when I first came to it, but, now, the methods are all changed."

"Mr. So-and-so, in telephoning to know whether I would see him, was not in fear that I would, to use an expressive bit of slang, turn him down," said Mr. Seeger. "I am afraid that

such a case has occurred in some

which in the rush of his busy life he cannot afford. The message is one of the outcomes of the telephone attachment of the modern office and the influence of that appliance has been greatest in changing methods. The significant thing, however, of that which has attracted your attention is the desperation you have had of the fast pace of modern business life. But few hours are devoted to business as compared with what used to be. The principals of business rarely reach their office before 10 o'clock in the morning. Their business day is usually closed by noon. Some difference from that of Undercash's custom of being at his desk from eight in the morning until five in the afternoon. People nowadays do not go to their office until 11, usually because nobody else goes at his office until that hour, and so there is no time to do business with New York, touch the heart of the change of methods. Men are doing business—that is, the principals—in combination. The use of stenography and typewriters the time that once was devoted to letter writing, has given place to short messages that can be quickly made, do notes to his maid out the window of distribution of it to her, report, answer or considerate to the heads of the departments to which it relates. The two longer touches details immensely. The system of combination less led to organization for the execution of details largely by experts, and the principal is a supervisor. But as corporations have come to take precedence in business of all kinds, the fact is that the business hours of the principals are largely devoted to board meetings and he goes from one to another of these boards just as he is widely connected. His efficiency is gained in being removed of the details. The system of combination which has obtained, so large a place in modern business, is responsible for the change of methods. The individual is going out among the principals as much as among others. Of course, the man of great capacity is likely to be dominant, but even then he is in relation with others. In a few words, the business of the day is done in combination. This brings a new form of service, but those hours in mental tension are severe, for there is necessarily absorption and concentration on the part of all in matters of large import to the interests in consultation, and the other sitting by him is a spur to urge him on to a disposal of the subject. He could not stand a greater strain.

"The armies of private secretaries and clerks with which the modern business chief is surrounded! Oh, an outcome of the grand life of the day! If he did not thus protect himself he would be overcome with all sorts of people. Then it is not always convenient to discuss points on which he must take a stand, and there is a better understanding with his associates. It looks as if a leader was a hard man to get, but it is never hard to reach a principal who wants to be reached, train a pose, his colleague, in conserving numbers for war, or a short day of short hours, make use of the necessities. Modern methods of doing business are very different from the old ways."

**A Good Opportunity.**

Say again the other Alexander II, and his wife, Maria Alcantarilla, are nearly ready after being in the workman's hands for 10 years. The card exorophant is cut out of an enormous block of green jasper from Sicily. The carvings from a block of pink alabaster from the Urals measure

## NEWSBOY TO PULPIT.

**Remarkable Rise of New York Boy in Five Years.**

**Little Street Walk United Rises Through Pluck and is Now an Ordained Preacher of the Gospel.**

Five years ago Willie Osmun was a newsboy selling New York and local papers on the streets of Danbury. On a recent Sunday morning Rev. George Wilbur Osmun, the ex-newsboy, occupied the pulpit of the Methodist Episcopal church in Danbury, preaching two sermons to congregations which were many who formerly purchased their morning and evening papers from him.

The rise of Rev. Mr. Osmun from the position of a newsboy, as shrill of voice, as bare of foot and as insistent as his associates, to that of a promising preacher in the New York east conference of the Methodist Episcopal church, has been rapid.

From the time he was ten years old he sold papers. Soon the boy's savings increased from pennies to dollars, and at the expiration of his common school course he informed his father that he had saved enough to pay his way through high school with the assistance of the income he expected to gain by selling newspapers. He continued to work as a newsboy during the three years of the high school course.

On the day that Wilbur Osmun was graduated from the high school he sold his papers as usual. In the evening, before an audience that filled the local theater, the boy was graduated at the head of his class. That was five years ago. By that time his savings from the sale of newspapers amounted to enough to pay the youth's way through Wesleyan college at Middletown, Conn. After a four years' course he was graduated a year ago.

A short ago the ambitious young man was ordained as a preacher. He has been preaching for several months in various churches, not yet having a regular charge. On his

return to Danbury he will be received by his friends.

## RECEIVES LARGE SALARY.

**Five-Year-Old Youth Earns \$200 Per Week for Starling in a Melodrama.**

Lorenz Grinn, now taking leading part in the melodrama, "The Evil Men Do," in New York, is the highest paid child actor in the country, drawing a weekly salary of \$200.

The little star was last season a graduate from Charles Friedman's Empire Theater Stock company. Master Grinn was playing in "The Welford" when he was secured for "leads" at the Children's theater.

This little chap, now nine years old, is the son of a prominent Cincinnati manufacturer of Cincinnati, and has been on the stage since he was four.

In the three years he has appeared in all of Charles Friedman's productions, receiving the services of a small boy. In the few years of his career he has sold a number of his possessions, a fine collection of baseball cards, and a set of Indian beads, which brings him a fixed income of \$200 a month.

This Master Grinn is presented as spook on the stage, but his eyebrows and whiskers continue to be his best asset on Broadway. For two years the little boy has gradually seen the fashion for local clothing.

At the Children's theater he was paid \$200 a performance, while his larger amount then is used to help to green stars on Broadway. He also has an unusual reputation of playing string instruments by ear.

## INSECTS DARKEN A TOWN.

**Shower of Pratice Crickets Occurred at Huron, S. D.—Known Mystery Recently.**

A shower of what is known as "pratice" crickets occurred at Huron, S. D., a few evenings ago. They came from the northwest and there were millions of the little pests.

The walls were literally covered with them, and pedestrians found difficulty in getting them out of their clothing. The insects were especially attracted about the street lamps, the light from which was obscured by them. They got into the houses and occasioned no little annoyance.

The pest disappeared almost as suddenly as it appeared. By the middle of the following day they had almost vanished, but how or where they went is a mystery, for they had no wings, and their gait was apparently very slow.

They were seemingly a species of cricket, not so large as the black cricket, but blind, and had a sort of shell covering on their bodies.

**Huge Shower to Make Up.**

Now, say the West Point states, who for the last 24 years have been compelled to abstain from the use of "the word" are to be permitted to use it during their quarters. It is probable, remarks the Boston Herald, that the young men will proceed to have a real Spartan festival.

**Death of the North Pole.**

Deacon Alexander II, and his wife, Maria Alcantarilla, are nearly ready after being in the workman's hands for 10 years. The card exorophant is cut out of an enormous block of green jasper from Sicily. The carvings from a block of pink alabaster from the Urals measure

Heads to Make Up.

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**A "Good" Hatchet.**

Three Paris Senators think they will cross the Atlantic in a balloon, render the Chicago Daily News, though carbole acid is much cheaper.

**A Cheaper Death.**

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## CUSTOMS RECEIPTS DECREASE.

**Falling Off Is Nearly \$1,000,000 for Present Fiscal Year—Treasury Surplus Likely to Be Reduced.**

The government customs receipts decreased rapidly during the first ten days of September, as compared with the same period of last year, and since this decrease began several weeks ago and shows no signs of abatement, the matter is attracting the serious attention of the treasury officials.

For the first ten days of September the receipts from customs were \$4,289,559, as against \$9,322,651 in the first ten days of last September. The falling off in this class of receipts since the beginning of the fiscal year on July 1 amounts to nearly \$1,000,000. At the same rate the decrease in the receipts for the whole fiscal year will be more than \$20,000,000.

The expenditures of the government were, however, about \$2,000,000 less during July and August than during the same period of 1902. If the increase in customs receipts continues, the treasury officials believe the surplus in the treasury will be less next year at the end of the fiscal year than it was last year.

The cause of the falling off in imports is a matter of much speculation, but it is believed the markets of the country were largely overstocked by the phenomenally large imports of 1902 and the first half of 1903.

Despite the smaller customs receipts, the treasury deficit always incident to the early part of a new fiscal year was overcome a few days ago. There is now a surplus of \$73,917 for the current fiscal year, and this seems likely to increase steadily.

## PLAN INTERESTING EXHIBIT.

**United States Patent Office Will Be Represented by Unique Display at St. Louis Fair.**

The exhibit of the United States patent office at the world's fair will show a series of models designed to represent ideas that have made us in the industrial history of the world. So far as possible the first thing that kind of every life of human invention will be shown.

Visitors will have an opportunity to see the actual sewing machine which

was invented by a boy of 14.

It is a simple device.

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