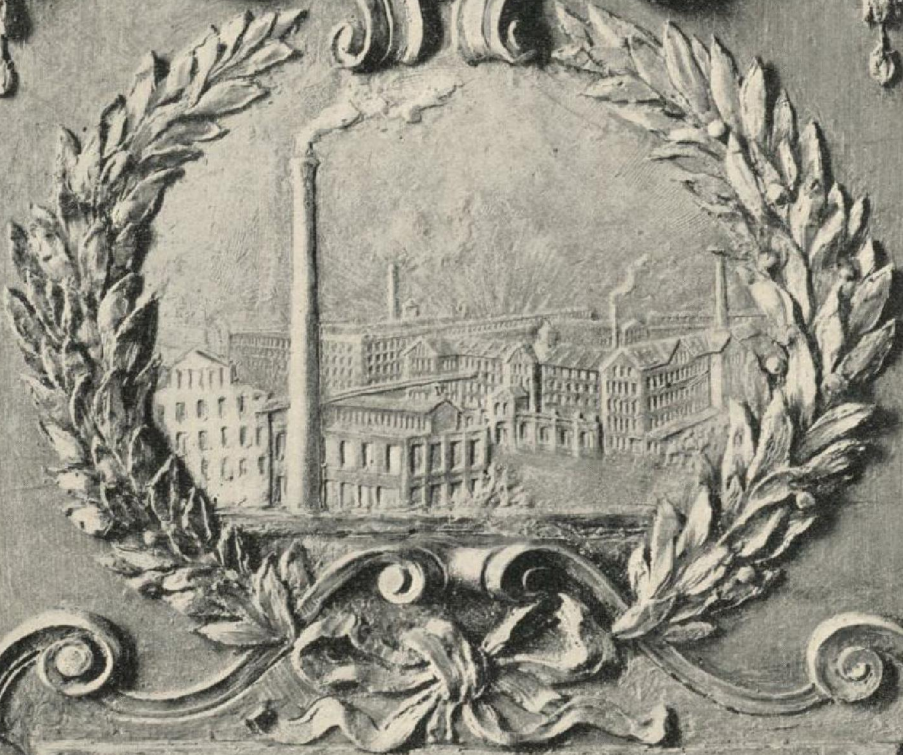


THE CORBIN



VOL. II

NO. 4

AUGUST, 1903

"It doesn't take long to write the biography of the man who never offended anybody."

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"Life is like a nutmeg grater; you have to rub up against the rough side of it to accomplish anything."

The Corbin

51

A Monthly Chronicle of Things as We See Them

VOL. II

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No. 4

An Electric Door Opener for the Unit Lock

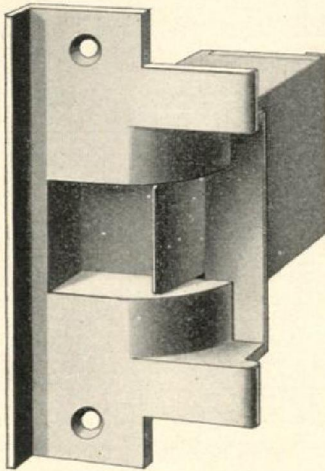


Illustration one half size

THE Spies Electric Company, of Chicago, have devised and are furnishing an electric strike or door opener for the 2067 and 02067 locks, which combines all the good qualities of the protected box strike regularly furnished with the Unit locks, and of the most simple and positive form of electric opener that can be invented. As will be noted by the illustration it is reversible for use upon doors of either hand. It can be applied to doors $1\frac{3}{4}$, $1\frac{7}{8}$, 2, $2\frac{1}{8}$ and $2\frac{1}{4}$ inches thick and will allow the door to sag $\frac{1}{4}$ inch without affecting its operation. Attempts to attach ordinary electric openers to the Unit lock have not always proven successful, but with this device there is no trouble. It fits the lock as nicely as the regular strike, and is as perfect in action as the lock with which it is used.

The entrance of the modern apartment house must have an electric door opener, in order that the tenants on the different floors may admit callers without descending to the door. The best possible equipment for such a door, when opening in, is the No. 2067 Unit lock with the Spies electric opener illustrated used in connection with a Corbin check to close the door, and a resistance spring to open the door sufficiently to throw the latch out of the strike when the push button is pressed which actuates the opener. Thus when a caller rings the bell, if the tenant desires to admit him he pushes the button above which releases the latch; the resistance spring opens the door slightly and the caller pushes it wide open and enters. The door check and spring closes it after him with just force enough to overcome the resistance spring and latch it securely. When the caller leaves he opens the door by the knob in the ordinary manner and the door check closes and locks it after him. This combination is known as the "sneak thief baffler" and one which he cannot overcome.

On doors which open out the No. 02067 Unit lock should be used with the same opener, check and resistance spring. This lock has a trip or dog set in the face which by contact with the strike operates a catch or locking device which prevents the latch from being forced back by the insertion of a tool between the door and the strike and making the latch a positive dead bolt—a feature of the greatest value when doors open out.

The Spies Electric Co., 87 West Van Buren street, Chicago, will quote prices and fill orders for this opener. We are in no way interested in its sale and manufacture, but illustrate and describe it for the benefit of those needing such a device to be used in connection with our Unit locks.

The Young Man of To-Day as Viewed by a Manufacturer

CONCLUDED FROM LAST ISSUE.

THIRD — Politeness. How many young men of the present day study politeness? How many have a desire to make themselves agreeable to others? How many of our young men of the present day are so carried away with their own importance and the importance which they represent, that they fail to appreciate the presence of their associates at the work bench, in the counting room; and seem to think they are the whole thing! Occasionally we see a man that is polite to everybody—did you ever see a man lose anything by being a gentleman? A short time ago a friend of mine went to a manufacturing establishment in a neighboring city to purchase a particular article. She arrived at the office at about half past twelve on a Saturday afternoon. She was not aware that the factory and office closed at twelve o'clock, but it was absolutely necessary that she should have that particular article at that particular time, otherwise her arrangements were thwarted and others who had depended on her to supply this article at this particular time would be disappointed. She was met at the door by a spruce looking young clerk, with a gruff, "This office closes at twelve o'clock." "'M," she remarked and passed in, and as she passed in she met another clerk, evidently the last man out. She accosted him in the hallway, he tipped his hat, and then she made bold to announce her dilemma. With another tip of the hat, he replied, "Why certainly, madam; it would give me the greatest pleasure to serve you. If you will step right up to the show room, I think I can fix you out in a very few minutes." "But," she exclaimed, "perhaps I am detaining you from your holiday?" To this he replied, "Madam, that is what the company employs me for, to serve their interests, and their interests are of much more importance than a few minutes taken off from my half holiday." Upon the return of this lady she reported the occurrence to her husband. It so happened that he was quite a large stockholder in the concern and an intimate friend of the president. He took occasion to advise the president of this young man's courtesy, and to-day the young man is secretary of this corporation.

Fourth — Be careful of your personal appearance. It is not necessary that a man should wear duck trousers and a red necktie in order to look neat and clean and do well the work he has in hand, but nothing shows the sloven so much as soiled clothes. Always wash up before you leave the factory. It is not necessary for you to be clothed in purple and fine linen in order to be neat and cleanly in your appearance. Soap is very cheap, and the good Lord has given us plenty of water—at least, enough for cleanliness, and it costs but very little to keep your clothes clean and orderly, and it counts for much.

Fifth — Do well the work you have in hand to do. When I was a young man and attended school at Binghamton, N. Y., the superintendent of schools once quoted to us these lines, which I think came from Longfellow:

"In the elder days of art,
Workmen wrought with nicest care
Each minute and unseen part;
For the gods see everywhere."

No matter how trivial the work you have to do, no matter how disagreeable the task, no matter if you are given menial employment when you should have a better position, do it well, do it thoroughly, and do it so well that you earn more than you receive, and it won't be a great while before the boss will find it out.

Sixth—Don't grumble. A fault finder is a poor leader. Remember this. Fault finding never made a matter better, and mark my words, take all the different men you know and pick out the fault finders, and you will find you have selected the most inefficient ones in the whole lot.

Seventh—Educate yourself. Read continually. Think of the thousand wasted moments in a day. There are fourteen hundred and forty minutes in twenty-four hours, but there are only twenty four hours in a day, and think how many of these minutes you idle away. It has been asserted that fifteen minutes reading on any one subject makes one authority on that subject in two years. Learning and information are about the only valuable things in this world which are practically free. I do not think I err when I make the assertion that as many men get an education from our newspapers and free public libraries as from our colleges and universities.

Eighth—Keep a clear conscience. Dare to do right. Avoid the appearance of wrong. Did it ever occur to you, and if it has not occurred to you, watch and I think you will find that there is no necessity to label right or wrong. Every man—every young man—knows right from wrong without consulting the labels.

Ninth—Never lose your temper. You recall the story of Abraham Lincoln, when he was a clerk in a grocery store in a country town in Illinois. The bully came in and made himself such an awful nuisance that something had to be done, and young Abe quietly took off his coat with the remark, "Well, my friend, I see somebody has got to give you a thrashing, and I suppose I may as well do it as anybody else." He did it without anger, and as the story goes, he did the bully up in good shape, and afterwards the bully became a leading citizen, a man of influence, and one of Lincoln's strongest friends. In a controversy—and controversies will come to us all—the man who holds his temper and is influenced only by the right and wrong of his controversy, has the heaviest guns in the fight.

Tenth—Learn to think quickly, to act promptly. How many opportunities have been wasted by men failing to appreciate the importance of the moment. Some think quicker than others. A great many men act too quickly. At the same time, cultivate quick thinking. Generally speaking, first impressions are the best, and if you act on them you are more often right than to delay and lose the opportunity.

Eleventh—Save your money. I do not mean by this to be stingy. Everyone hates a stingy man. Of what good are our riches if we cannot enjoy them and do good with them, but I say, save something every day, every week, every month out of your salary, and invest those savings, so that they too will earn something as well as you. Many men of large experience will tell you to avoid debt. It is pretty good advice, but I have seen more men that were successful as money makers because they ran into debt than because they saved. Never contract foolish debts, or debts that you cannot with reasonable prudence and economy pay in time, but at the same time I cannot help but think that it is a good idea for a young man to encounter a debt, and then, appreciating its importance, labor hard and earnestly to reduce the mortgage and clear the property. I believe you will save more in the end.

Twelfth—Don't get swelled up with your own importance. A swelled head is an awful thing to encounter. Alexander the Great, Julius Caesar, Napoleon, Bismarck, Lincoln and other great men have passed away, and the world still moves on in much the same old way. It will move on after you and I have been dead and gone. There are a thousand ready to take our place. Nine hundred and ninety-nine of them will do the

work better than we have done it so do not let us think that we are all there is, but let me tell you one thing; make yourself so useful that you are a necessity to the boss, and the advanced salary and the better position will sooner or later take care of themselves.

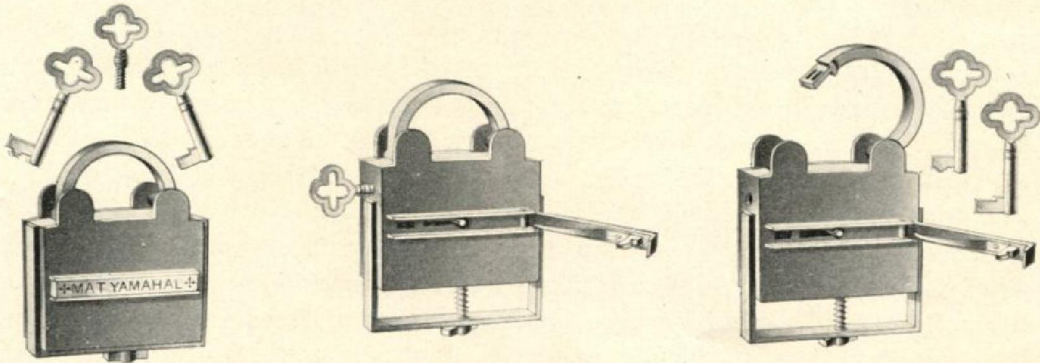
Thirteenth — I have seen a good man hold the same old place year in and year out without any advancement, and why? Simply because he was afraid that if he had a helper who could do his work that the boss would sooner or later give the helper his place, and what is the result? No matter how well the boss may have thought of him, he could never be promoted because there was no one who could do his work if he was moved up.

Fourteenth — Choose good society. Be careful about this. Any society is good society where congenial men and women meet together for wholesome instruction or amusement.

And last and most important. Love God and keep his commandments. Learn to read at least a little of your Bible every day, and always make it a rule to attend church at least once every Sunday.

An East Indian Padlock

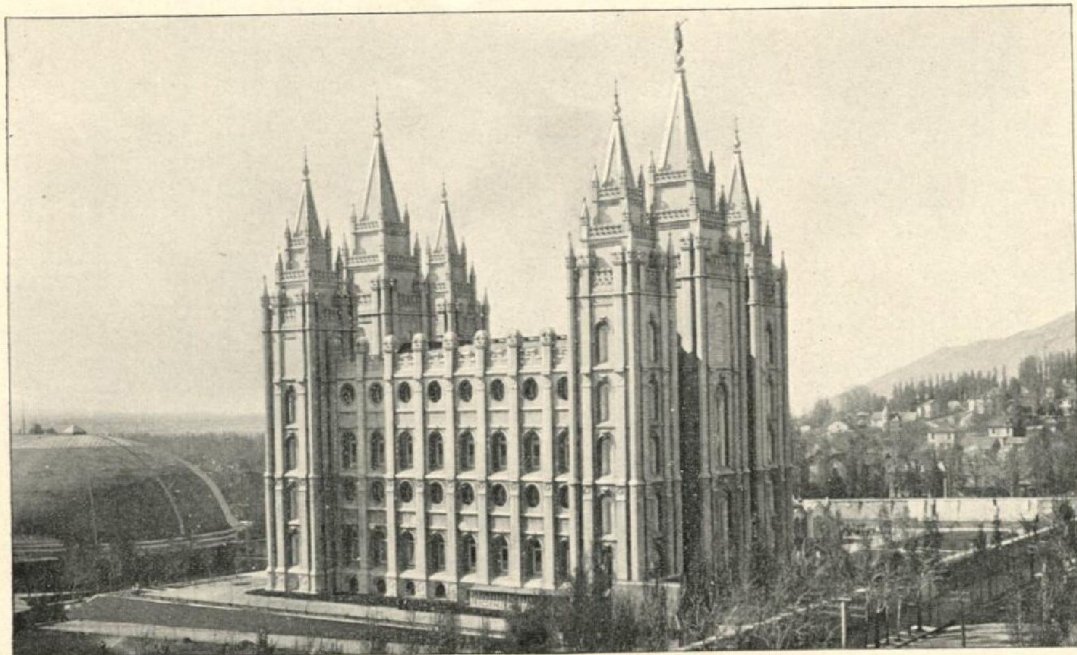
THROUGH the courtesy of Mr. C. A. Burditt of Boston, we are able to reproduce a curious padlock which he brought with him from India. The size of the square portion of the case is $1\frac{5}{8}$ by $2\frac{3}{8}$ inches and the cast hasp is $\frac{1}{2}$ inch thick. It is not a heavy lock, but it is well made and given a pleasing "wheel" or emery finish. Both the lock and the three keys are made of brass.



To unlock it requires four distinct operations. First, the thumb screw is turned, drawing down the bracket or clasp until a round hole in the edge or side of the case is revealed; second, the screw-bitted key is inserted and turned until a spring throws back the front plate, revealing the keyhole; third and fourth, the two keys are inserted, one after the other, and turned, each drawing a separate bolt.

To lock it, the hasp is closed and the two keys which operate the bolts are inserted and turned; the screw-bitted key is withdrawn and the plate snapped into place, and the clasp is drawn upward by turning the thumb-screw, thus hiding the keyhole in the edge.

The lock is an ingenious one and may answer in a land where time is reckoned by centuries and an hour is a mere nothing, but in this country of the split-second watch and mile-a-minute train, the ordinary citizen has no time to spend in turning three keys and a thumb screw to open a single lock. He would be likely to use an axe instead.



THE GREAT MORMON TEMPLE
AT SALT LAKE CITY, UTAH

Equipped with Corbin Hardware

THERE have appeared in THE CORBIN from month to month illustrations of notable buildings upon which Corbin hardware is used. In this issue is shown the building in Salt Lake City, Utah, that is the most imposing structure in that portion of the country, and has a peculiar interest as being the seat of a religious faith.

The temple was forty years in building, the stone of which it was constructed coming from a quarry twenty miles away, and most of it being hauled by oxen before the railroad was built. Its length is $186\frac{1}{2}$ feet and the height of the spires is $222\frac{1}{2}$ feet. The walls are nine feet thick at the base, tapering to a thickness of six feet $167\frac{1}{2}$ feet from the ground, the whole resting upon a footing wall sixteen feet wide.

No expense has been spared in the building and furnishing of this temple. It contains an electrical plant which furnishes current for two thousand lights, runs two elevators, and operates the ventilating apparatus and fans. Plate glass abounds; grilles are made in the form of beehives—the emblem of the society—and beehives form the ornament on the hardware. Solid granite stairways are cut in the walls. The sanitary arrangements are faultless. Numerous onyx washstands and drinking fountains are provided as well as large bath tubs in various rooms. Mammoth mirrors, beautiful color effects, luxurious fittings, mosaic floors, jeweled windows and religious paintings complete an effect which makes this building worthy to be classed with the great religious temples of the world.

The hardware used is an adaptation of the Corbin "Chartres" French Renaissance design, clasped hands replacing the rosette in the panel near the bottom and a beehive being worked into the pattern above, where the word "Push" appears. The finishes are gold and nickel.



Chartres Design, a modification of which was used upon the temple.

The Corbin

Published by P. & F. CORBIN

Manufacturers of Everything in Builders' Hardware

Main Office and Factory, New Britain, Conn.

Philadelphia	- - - - -	925 Market Street
Chicago	- - - - -	104-106 Lake Street
P. & F. Corbin of New York	- - - - -	11-13-15 Murray Street

Agents in All the Principal Cities

All communications intended for this publication should be addressed to "THE CORBIN," in care of P. & F. Corbin, New Britain, Conn.

What is Going on in Your Town?

DO you know to whom building permits have recently been granted? Are you in touch with the work upon the architects' draughting boards? Do you know how nearly finished the various buildings are which are being erected and how soon the hardware will be needed? Have you a list of the architects and building contractors in your city with records showing how many are called upon and when last visited—in short, are you occupying your field thoroughly after the most modern methods?

In the present stage of business affairs the man who wants business must go after it. There is continually less bought at the seller's desk and more at the buyer's, and the dealer who fully covers his territory must inaugurate a drag-net system that keeps him in touch with all the business done, and gives him a chance to try for it. Such a system is not hard to devise and is not difficult to carry out in a well regulated establishment.

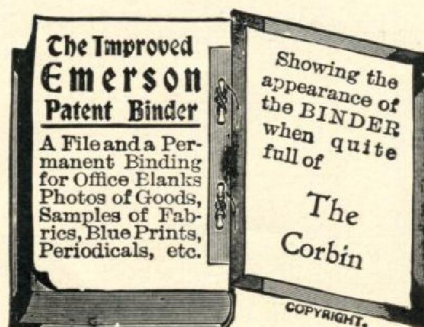
Like all salesmen, the builders' hardware man must guard against confining his efforts to an established clientele, and neglecting opportunities to widen his influence. One hears occasionally of "unfair" people who are wedded to one line of goods and will not consider another. Oftener than not, the fact is that the line favored has given satisfaction

and the only reason for ignoring other goods is that their good qualities are not known. It does not pay to neglect such an opportunity to give information and make a business connection which will be of value. Every Corbin builders' hardware man of long experience can tell of friends won from enemies or indifference turned to enthusiastic approval. The man of strong dislikes has equally strong preferences and makes the best kind of a friend when his good will is once secured. A fair comparison of other goods with the Corbin line made "a little better than the other fellow for the same money" does wonders in creating friends, as the Corbin veterans know. Architects and contractors want to give satisfactory results and are quick to endorse the line which they are convinced will best please their clients, the owners.

Owners should not be passed over. If the dealer will look through the printed circulars furnished for distribution by the manufacturers of the goods he handles, he can easily lay out a series of from a dozen to twenty circulars which will cover his line of building materials from foundation grates to skylight lifters. If he has not what he wants, the makers of the goods he sells will cheerfully furnish it. He can have his office boy or telephone clerk mail to the owner of the new building one circular each week until the series is completed and the chances are more than even that he will hit the spot with at least one of his specialties. The Corbin line abounds in goods which will attract the house-owners' attention—door checks, window stop adjusters, Unit locks, night latches, non-sag catches, etc., and it is easy to interest in such things the man who is building.

The Corbin Binder

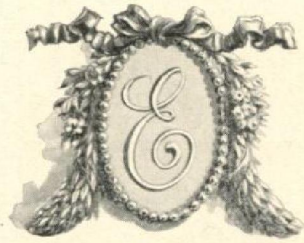
The makers of this device, the Barrett Bindery Company, 180 Monroe street, Chicago, continue to send us the names of purchasers of CORBIN binders. A large number of the recipients of the CORBIN, both hardware dealers and architects, are now preserving it in these handy covers and thus accumulating information which they find of value. There is no other publication which treats exclusively of builders' hardware and its application.



Ornament in its Relation to Builders' Hardware

By C. J. M.

XV. LOUIS XVI



Escutcheon with Laurel Festoon

EXCESSES in art as well as in everything else are followed by reactions in the opposite direction—so it was that after an undisputed and brilliant reign of about thirty years,

Rococo with its ornamental orgies (Chinoiserie, as the French called it,) became tiresome to the leaders of fashion and a return to simplicity was the consequence. Although the style Louis XVI is mainly based on Classical Renaissance lines and shows besides antique borders and mouldings, a preference for light



Typical Vase

Scabellum with Medallion

festoons, flowers and scroll work similar to that of Pompeian art which had then been recently revealed



Rosette



Rosette

to posterity by the excavations in Pompeii and Herculaneum, yet the genius of a "Salembier" and other French artists of the eighteenth century infused it with a certain elegance and modern loveliness that

distinguishes it at once from the more severe Antique. The cartouches have now become oval or circular, are ornamented with



Typical Acanthus Vine

urns, flowers, medallions, baskets, ribbons, bow and quiver, or paraphernalia reminding the "Fêtes-Champetres" then so popular with the court and leaders of society.



Typical Acanthus Vine

A typical hardware pattern of Louis XVI ought to show a well defined outline and some border like Acanthus, Kymation, Meander, Fasces tied with ribbons, laurel wreath, etc.; with a plain or ornamental panel. If the latter, ornamentation must show elegance and loveliness. Best finishes for Louis XVI hardware are gold and silver plate, and all light finishes.



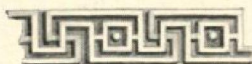
Bow and Quiver



Rope



Laurel



Meander



Oak



Modified Lesbian Kymation



Water Leaf



Wave



Modified Acanthus

Modifications of Antique Borders

The Builders' Hardware Stock in a Retail Store

W. J. P.

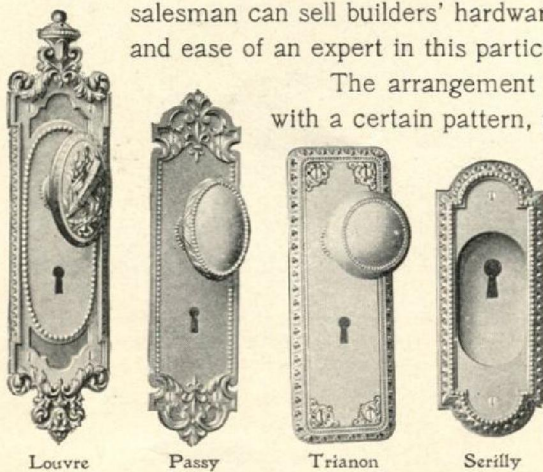
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A NICELY kept stock of builder's hardware is not found in retail stores as often as it should be, but it can be so arranged as always to present a good appearance.

When a retail dealer places an order for builders' hardware, he usually buys what he thinks will sell best, and often makes selections from catalogues without sorting up according to the stock on hand, owing to the fact that it takes too much time to look up what he really has. As a natural consequence his stock becomes in time badly mixed.

When goods are received, checked and marked, the stockkeeper places them upon the shelves. As a general thing he is not familiar with the different styles and finishes of hardware, and instead of properly assorting the goods, places them where most convenient. Then when a customer comes in to look at builders' hardware the salesman finds that he must hunt for each article he desires to show. The customer who sees that the salesman does not know where to find the goods will naturally believe that he is not a thorough hardware man, and it will require a greater effort to effect a sale after the articles are found, while the salesman, confused and disturbed by his search among many numbers, finishes and patterns for the particular pattern which he is looking for is not in the best frame of mind to convince the customer that he has just what is required. On the other hand, if the customer sees the salesman can locate an article at once and can talk about it with some confidence, the sale can be made much easier and in a shorter space of time.

In a great many retail stores front door locks are placed in a section by themselves, sliding door locks in another, inside sets in a third and so on, regardless of patterns or finishes, and as the salesman is not always familiar with the numbers that appear on boxes it sometimes takes a great deal of time to find a front door or sliding door lock to match a pattern that has been shown in inside sets. This is not necessarily any discredit to the salesman as in a general retail hardware store a salesman has so many different things to do and know that it is impossible for him to become an expert builders' hardware salesman; but even under such conditions the stock can be so arranged and simplified that it is more of a pleasure than a task to sell this line of goods and the general hardware salesman can sell builders' hardware from the shelves with all the confidence and ease of an expert in this particular line.



Some Corbin Louis XVI Designs

The arrangement recommended is as follows: Starting in with a certain pattern, take first the front and vestibule lock sets and place them in a section; next to them, and in the same section, place the sliding door locks, single and double, following these with inside sets, push buttons, sash lifts and push plates,—all of the same pattern and finish. Then take another pattern and treat it in the same manner, and pursue this method until all the patterns are assorted according to their designs and finishes. When a pattern is carried

in a special finish, and miscellaneous goods, such as drawer pulls, cupboard turns, etc., are bought to go with it, these goods should be placed with this pattern and not mixed up in the general stock.

After pattern goods are cared for, follow with such lock sets as do not require the full line of accompanying hardware, such as front door sets, etc.; next place locks that are not packed with knobs and escutcheons. It would be well to place butts next, arranging them according to sizes, finishes, etc., placing butts for cupboards, cabinets, etc., by themselves. Follow these with such miscellaneous goods as sash lifts that are not pattern goods, sash fasteners, drawer pulls, bolts, door bells,—and in fact everything that will come under house trimming goods. Store door handles should be placed in a section by themselves; then let the general assortment of hardware such as is usually carried in a retail store follow. With such an arrangement one can readily see that time and labor can be saved, and when once nicely put in order it is not hard to keep it so.

When the customer has selected a pattern of hardware, the salesman can tell him at once if there are enough sets and miscellaneous goods in stock to trim his building complete. When it comes to placing orders for stock, the buyer can make up an order for the salesman who calls upon him in a comparatively short time. He will know that the order is correctly assorted, and both he and the salesman will be saved time and annoyance.

But it must be constantly borne in mind and impressed upon both stockkeepers and salesmen that in a properly kept stock there is a place for everything and everything should be in its place.

The Complaint and the Cure

FAGGED OUT

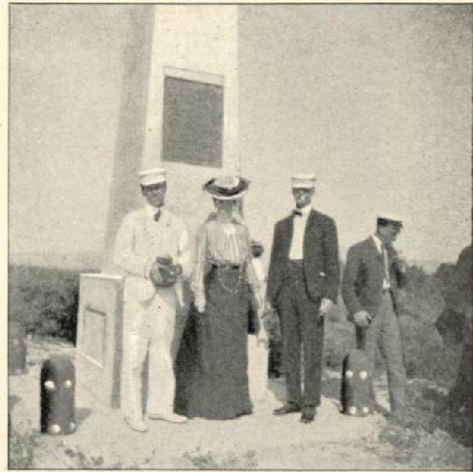
I want to let go,
To drop the whole thing,
The worries, the frets,
The sorrows, the sins:
Just to let myself down
On the bed or the ground—
Anywhere, so it's down—
And let myself go.

And the folks? I don't care;
And my business? The same.
Hell and Heaven? Too tired.

I want to forget,
And don't want to say
What I want to forget.
And I don't want to think;
Just to let down my nerves,
Just to smooth out my brain,
Just to sleep. And that's all.

Please leave me alone
With your pillows and things;
'Tisn't that that I want,
Nor a doctor, nor folks.
I just want to let go,
Oh, I want to let go.

—Amos R. Wells, in *Lippincott's Magazine*



The Corbin Purchasing Agent at the Peace Monument
on San Juan Hill

What does he care for cent per cent.—
For stocks run low and shipments lost?
With Cuba's sky above him bent
What does he care for cent per cent.?
The world's a place for merriment.
He's out of touch with price and cost.
What does he care for cent per cent.—
For stocks run low and shipments lost?

The Hanover National Bank Building

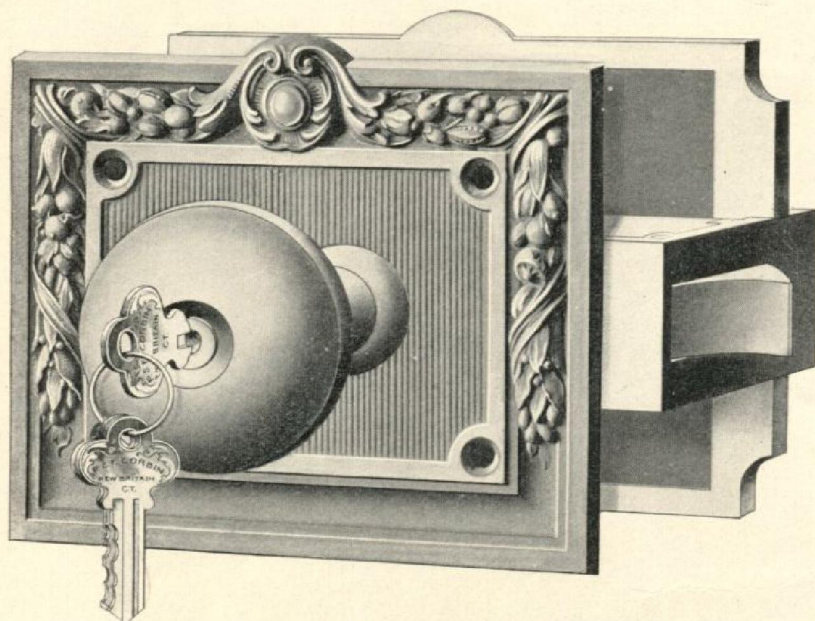
New York City

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IS one of the latest additions to the sky scrapers built to accommodate the throng in the business district of New York. It is twenty-two stories in height, rising 330 feet above the curb, and occupies a ground space of $111\frac{1}{2}$ by $98\frac{1}{2}$ feet. It is a steel-frame structure set on concrete piers which were carried down from twenty-eight to forty-eight

feet to the solid rock.

Its appointments are in every way of the very best. The hardware is of a special design as illustrated, and was finished without lacquer in order that it might be oxidized by exposure to the air, thus producing a natural finish something between verde antique and statuary bronze, which is very handsome. The Unit locks were used, as will be noted by the accompanying illustration.



Advertising Simplified

*One morning honest Grocer Tutts
Put up a sign: "Fresh Cokynuts."*

The doctor came along the street,
And when the sign he read
He walked right into Tutts's store
And wisely shook his head:
Behind him came another man—
The teacher, most polite—
And each remarked in kindly tones:
"You haven't spelt it right."

The blacksmith and the jeweler,
The mayor of the town,
The milliner, all smirks and smiles,
The lawyer with his frown,
The druggist and the editor,
And good old Parson White,
Came trooping in to say to Tutts:
"You haven't spelt it right."

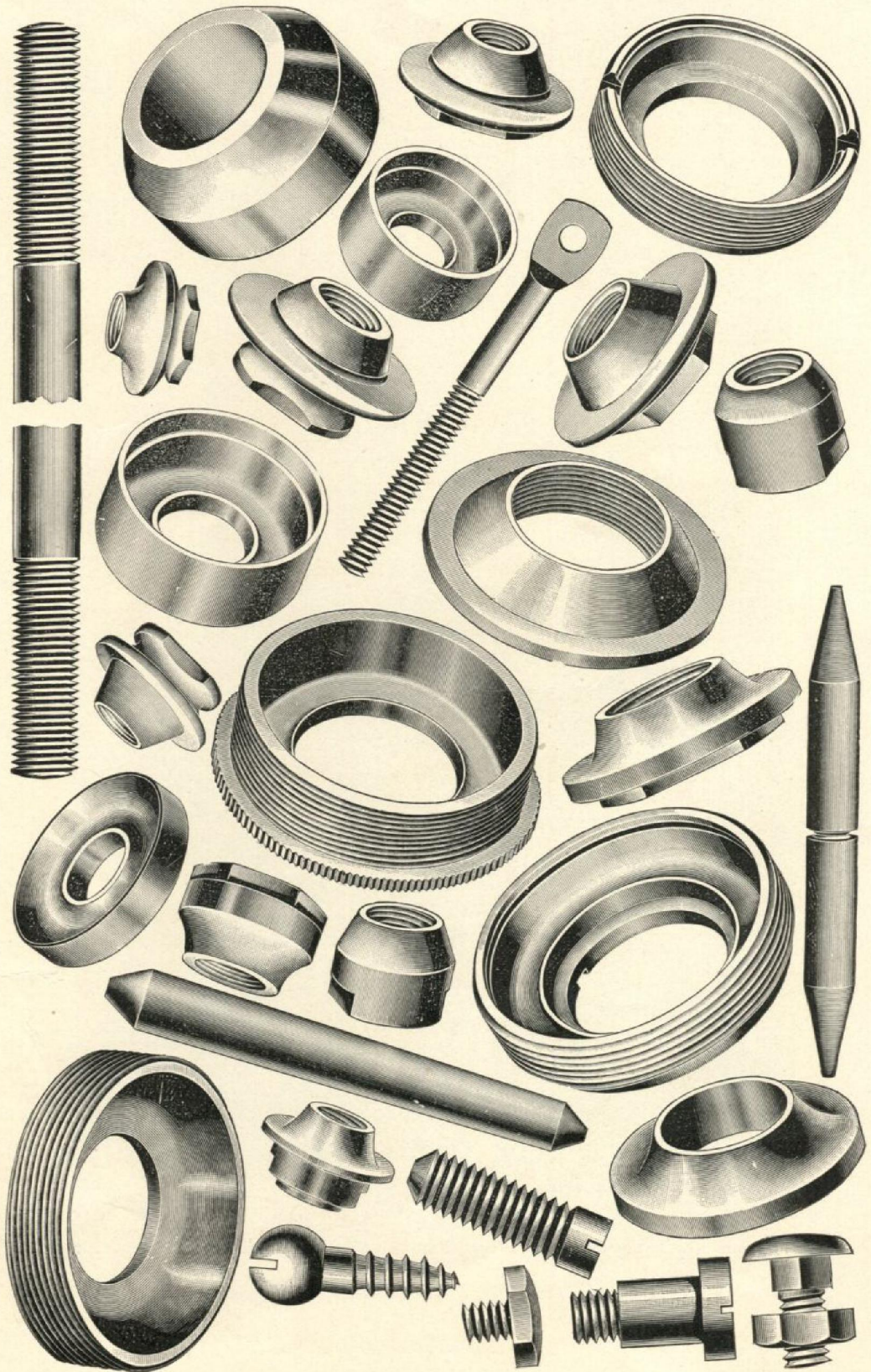
The barber and the clothing man
The baker and the cook,
The tailor and the hotel clerk,
All came and had a look;
And every one within the town
Had entered, ere 'twas night,
To murmur when they got the chance:
"You haven't spelt it right."

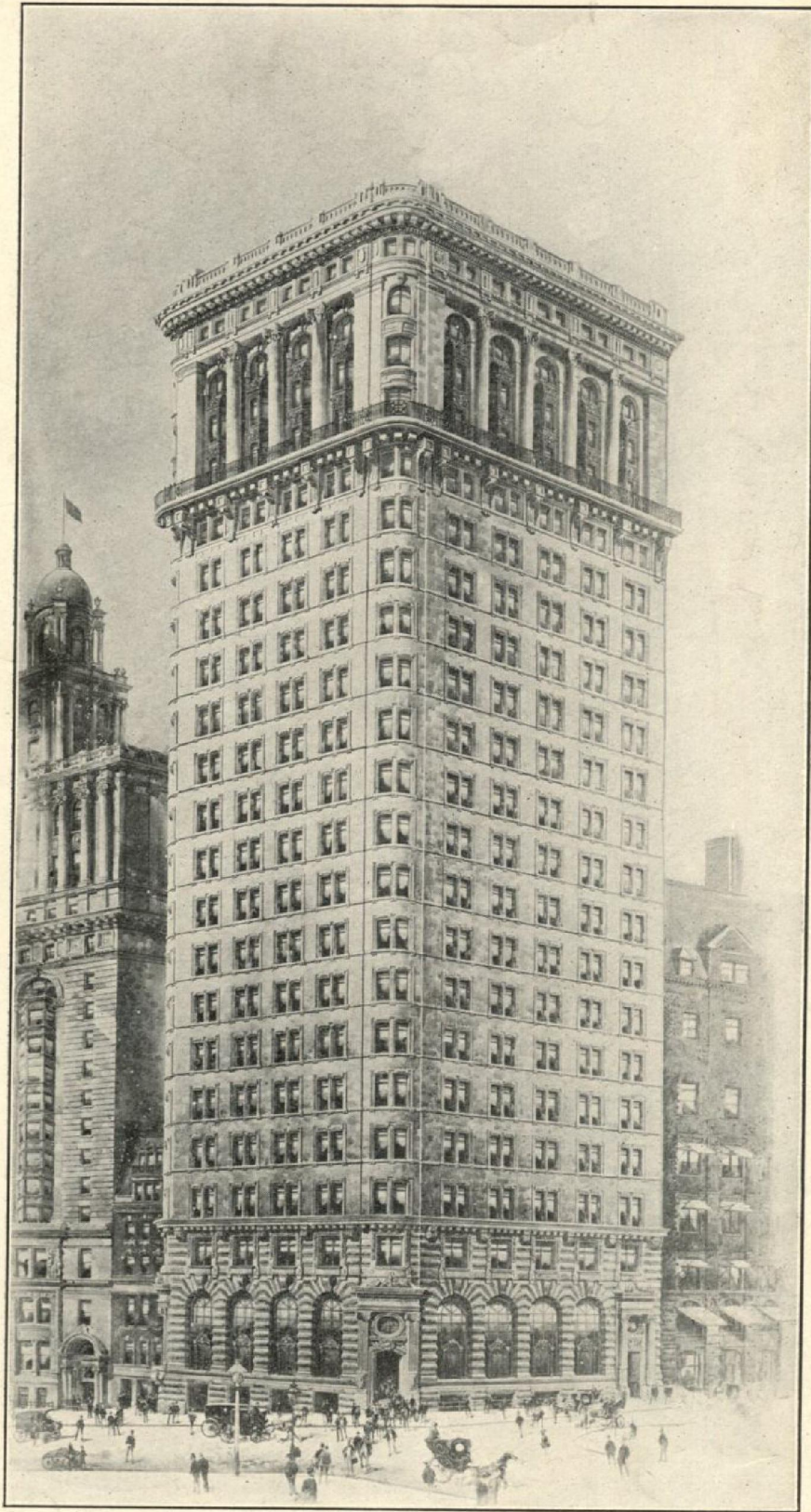
Each bought a little bill of goods
Before he gave his advice—
And some, indeed, were so impressed
They had to enter twice.
"I know it's wrong," mused Grocer Tutts,
"But 'twould not catch their sight
And bring them in to buy and tell
If I had spelt it right!"

*Next morning honest Grocer Tutts
Put up a sign "Fraish Cokonuts."*

—Chicago Tribune.

The Corbin Screw Corporation





THE HANOVER NATIONAL BANK BUILDING
NEW YORK CITY

JAMES B. BAKER, Architect

F. A. BURDETTE, Consulting Engineer