



THE



NEW YOST



No 1 MACHINE.

WRITING MACHINE.

→ OFFICES ←

71 AND 73 BROADWAY,
New York.

40 HOLBORN VIADUCT,
London, Eng.

119 SOUTH 5TH STREET,
PHILADELPHIA.

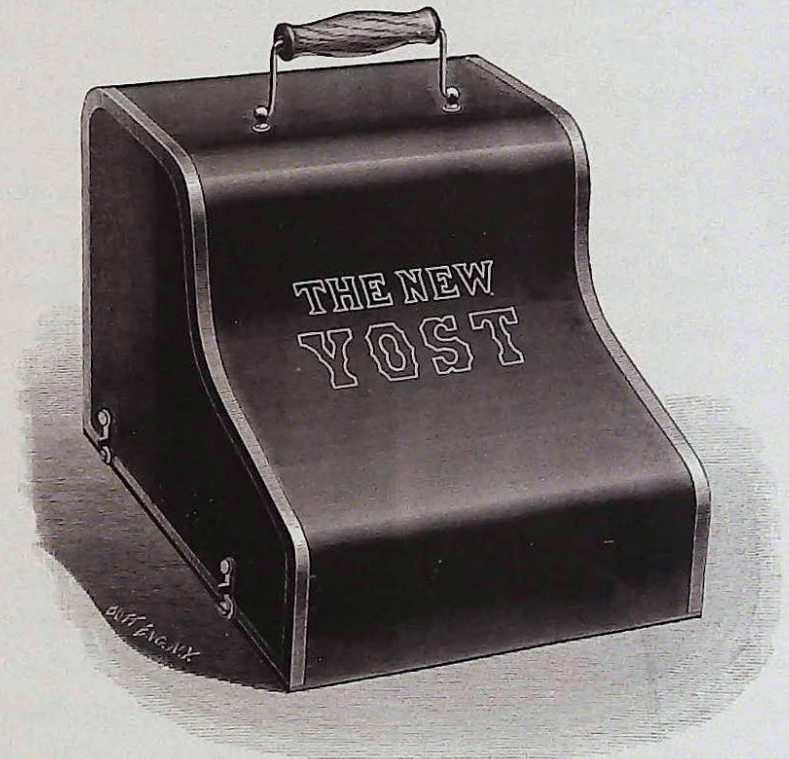
"The New Yost."

NEW MACHINE.

NEW MANAGEMENT.

NEW PRINCIPLES.

NEW PATENTS.



"The New Yost," No. 1, with Dust Proof Cover.

NEW MEN. NEW LIFE. NEW BRAINS.

NEW METHODS. NEW CAPITAL.

INTRODUCTION.

THE day has passed when the intelligent American requires to be told of the uses of the Type-writer. He knows that it is a labor-saving machine, and he knows it is a *brain-saving* machine.

It has encroached upon the dominion of the pen more and more, until now the writing-machine is a necessity in nearly every walk of life, and instruction in the use of the pen is of no more importance than in the use of the writing-machine.

It is no longer a question whether we will use the Type-writer, but which one will we use, and which one is the best to use.

The great pioneer in the type-writing art (Mr. Geo. W. N. Yost) created the Remington No. 2 and the Caligraph, and by so doing he produced a revolution in counting-house life and in business procedure.

Now Mr. Yost comes to the front again, and this time with a writing-machine that is *absolutely perfect*.

Recognizing the defects of his former achievements, he has discarded the filthy *ribbon*, the troublesome and useless *shift-key*, and other antiquated devices, and raised the Type-writer to a *higher standard of excellence*; in fact, to a standard of *absolute perfection*. The public demanded something better than blurred and irregular type-written letters.

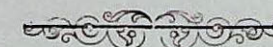
A demand was made for perfect and permanent alignment, and a demand was made for a machine that would not write diagonal lines towards the bottom of each page by reason of a defective feed appliance.

All these defects Mr. Yost has obviated in this his last effort, which he has named "*The New Yost*."

Mr. Yost regrets that his rivals and former associates in the Type-writer business during his financial troubles took occasion to spread false and cruel stories concerning the writing-machine company that bears his name. They probably saw the *h* *writing on the wall*, written perhaps by *The New Yost*. And now that his efforts have been crowned by such marked success, capitalists have come forward, paid off all the debts of the Yost Writing Machine Co. and put it upon a sound financial basis.

The following pages will give in detail the many improvements embodied in this new invention, which is offered to the public in the utmost confidence that it will be fully appreciated for its many excellent qualities. Mr. Yost wishes publicly to acknowledge the great assistance he has received in his labors at the hands of Alex. Davidson, Geo. G. Prentice, H. E. Paine and others.

To the hundred thousand operators who have so loyally stood by his former inventions Mr. Yost wishes to return his grateful acknowledgments, and to assure them that in the New Yost they will find not only a pleasant but useful friend.



The Writing-Machine.

THE FIRST WRITING-MACHINE was among the exhibits at the Centennial in 1876. It made capital letters only, and its work was homely and monotonous to look at and rather hard to read. As an instrument for actual service it was too crude to find much favor. It was a seed idea that needed to be studied and developed; a suggestion towards an invention rather than an invention itself. Later on the Remington Arms Company manufactured it, and it was afterwards known as the Remington No. 1.

Subsequently Mr. G. W. N. Yost took hold of it, added the small or "lower case" letters, and so straightened it out and dressed it up that it became publicly presentable and useful. In this new and reconstructed form it was called the Remington No. 2—then the only writing-machine in the market. It was widely called for and used, but much remained to be done before this class of machines was to reach anything like perfection.

For all practical purposes the history of the writing-machine opens when Mr. Yost set his genius at work on the clumsy construction which visitors at the Centennial said was "all humbug." That the writing machine isn't "all humbug" still is chiefly because he happened to have the brains and patience to correct its worst faults and add improvements without which it was of little or no use.

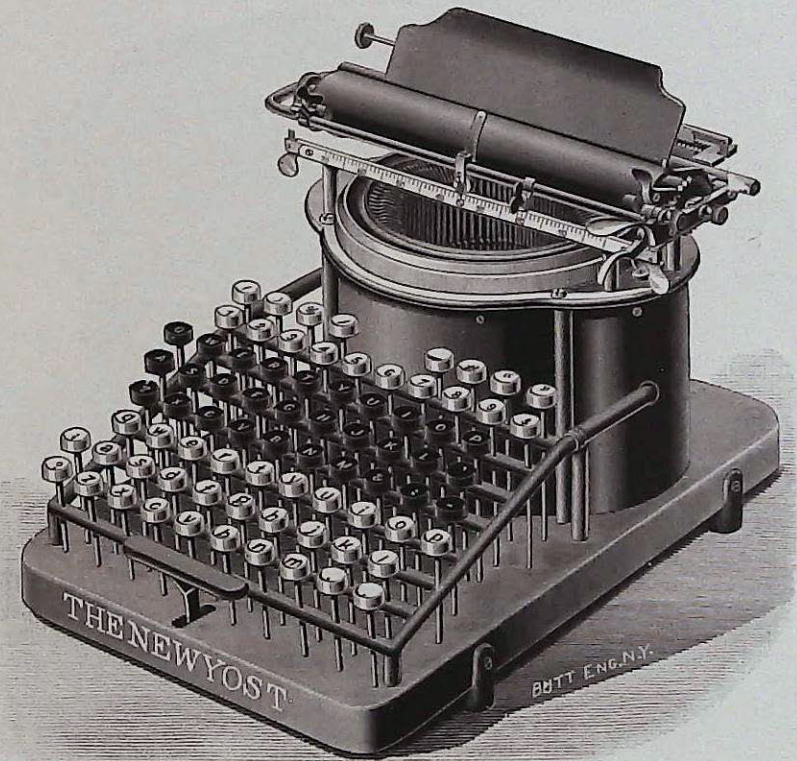
Mr. Yost next invented the Caligraph, a very popular and successful machine, and then "the Yost," a much better one.

We shall describe none of the above three machines in detail because Mr. Yost's fourth, and last production, the *New Yost*, or the "Ideal Standard," has the merits of all of them, with certain important alterations and improvements which place it at the head of all instruments of its kind. We are well aware that this is a large claim to make. Only one man could surpass Mr. Yost—namely, Mr. Yost himself; and it wasn't an easy task, even for him. But that he has done it we think you will admit after reading the following bill of particulars.

WHEREIN "THE NEW YOST" EXCELS.

First:—*The Keyboard.*

Persons familiar with writing-machines will notice that the keys of the New Yost are a trifle farther apart than those of others. The object is to reduce the chances of striking two keys



THE NEW YOST,—No. 1—\$95.00.

at the same time. As the type-bars are arranged in a circle, and leap to the printing centre one after another, the act of striking two keys at once results in a collision which may damage the letters on the tops of the bars, or bend one or both the bars out of true line. This is an accident likely to happen when the keys are bunched too near together. In the New Yost just enough additional space is allowed to render it practically impossible, yet not enough to make the slightest difference in the labor.

The New Yost has 78 keys. Each key moves a single type-bar, and each and every type-bar carries but one letter or character. Seventy-eight keys and seventy-eight characters; there you have it in seven words. The Remington No. 2 has two letters upon a single type-bar—a small letter and a capital. The regular order is that when the key is struck the small letter prints; and when



THE NEW YOST—No. 2—\$105.

the capital is wanted the carriage is moved about one-quarter of an inch away from the operator by means of the shift-key, and the capital prints. The weakness of this arrangement is, that unless the shift-key is worked quickly and accurately either one or the other makes an imperfect impression. And, especially in fast work, the shift-key is apt to be a trifle slow, and the result is a blurred letter or a vacancy. This is aside from the time and labor invested in making the shift. It is like switching a railway

train off the main track, and then back again fifty times or more in one trip.

In the New Yost there is no doubling up of letters on a type-bar and hence no shift-key—*there being nothing to shift*. The 78 keys are arranged in seven rows of ten each and an upper row of eight. The three lower rows are the small letters, together with the four punctuation marks most used. Above them are the three rows of capitals, each capital being in a direct line above and beyond the small letter of the same name. The top row of eight keys are the characters but seldom required. This scheme is logical and convenient; it is like the composition of an army by a good military organizer. No other keyboard is so easy to learn, to manipulate or to remember. After a few months' practice you can work it in the dark. There is nothing arbitrary about it. Each letter-key is exactly in the spot where science and experience prove it should be. The keys are *artistically grouped*—not huddled into a given space like cattle in a pen. Once learn the small letters and the rest will follow after, like corollaries to a proposition in Geometry.

There is one other point:—The small letter and punctuation-mark keys are white, the capitals black, which helps the eye wonderfully. A common-sense expedient to be sure, yet how rare common-sense is! Experts on other keyboards learn this one immediately and so need have no fear when, having accepted a new situation, they encounter the New Yost instead of the machine they have been accustomed to. In a few days you couldn't induce them to change back.

Second:—*As to the Types.*

The New Yost types are steel and interchangeable. Any special mark or character (a "£" for instance) can be inserted quickly and readily by the operator. When brought up into the centre guide it at once adjusts itself in perfect alignment.

Third:—*There is No Shift-Key.*

We have already told you why not, but here it is again in a nutshell. The New Yost has a separate and distinct key for

each and every letter. Hence there is no need to move the carriage toward or from the operator; and *this* is what a shift-key is for. The more shift-keys the more mistakes, the more machinery to get out of order, and the slower work. Mr. Yost put a shift-key on his first machine, the Remington No. 2, because the type-bars of Remington No. 1 carried capitals already, and he put the lower case letters on the same bars. But he saw the folly and disadvantage of the double-letter system, and when he abolished *that* the shift-key went with it. Operators who transfer their labors to the New Yost—as they are bound to do by hundreds—will be glad to miss that clumsy contrivance. We rejoice with them. It looks like progress. Step by step we climb to the “Ideal Standard” in all things.

Fourth:—*The Type-Bar Action.*

About a year ago Prof. W. S. B. Mathews, of Chicago, at the request of Rev. Dr. Edwards, editor of the Northwestern Christian Advocate, wrote for that paper an article called “The Writing Machine.” Professor Mathews is a well-known author and musical critic, and the paper above named is one of the official organs of the Methodist Episcopal Church. The Professor is also a knowing one on the subject, having experimented with different kinds of type-writers for years past. His account of them was written purely as a matter of public interest, and in no way for the benefit of any maker of, or dealer in, these machines.

Speaking of the Yost, he says that among the three things which strike him as the most ingenious features of type-writers is *the Yost type-bar motion*. In the attempt to describe this motion—which is really indescribable; you must see it to appreciate it—we say in the attempt to do it, it is necessary to lead up to the main point by a little preface. Those writing-machine *cognoscenti* who are already loaded down with knowledge on the subject may skip this part of the narrative and wait for us at the next station. We mean to talk a minute for the good of folks who don't know so much.

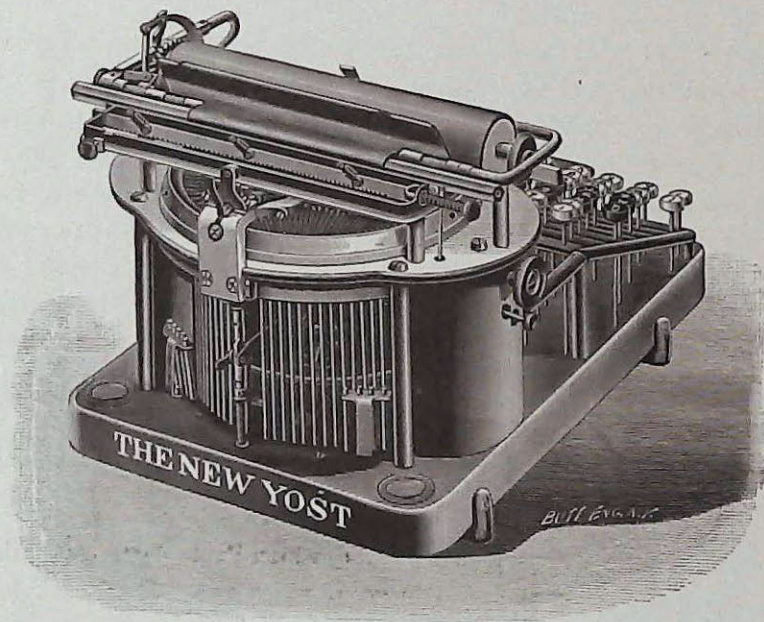
Thus: Notwithstanding the great variety of type-writers advertised, the really first-class ones can be counted on the fingers and thumb of one hand, and they may be classified into two great divisions according to their mechanism, as “type-bar” machines and “type-wheel” machines. How the letters are arranged on type-bar machines we have already told you. “Type-wheel” machines have types upon the circumference of a wheel or a cylinder, which, when a key is depressed, are thrown into position to print.

Over the wheel machines the type-bar machines have certain important advantages. In the wheel machine not only is the touch (key action) slower than in the type-bar, but the wheel necessarily calls for the ink-ribbon. A type-bar machine *may* be a ribbon machine; a wheel machine *must* be. Therefore the full weight of all the numerous and cogent objections to the ink-ribbon is so much in advance against any and all wheel or cylinder machines. What these objections are you will see when we come presently to speak of inking devices. Meanwhile this is a point which operators will not forget and intending purchasers should bear in mind: *Being fixed on a wheel or cylinder the type cannot rest against an ink-pad or receive ink except by means of a ribbon.*

Now for the Yost type-bar motion, which Prof. Mathews thinks is one of the three marvels of writing-machines. The Yost type-bar consists of two parallel strips of steel fastened together, giving lightness with strength. Each bar is made in sections and moves upon three joints, two of which are fulcrums. When a key is struck the type comes to its contact with the paper through a mortise in a piece of steel fixed firmly at the point of printing. There the type is so held that it cannot stir a hair's breadth during the eighth of a second during which it does its work. Hence the alignment is, and must be, perfect and permanent. Write sense or nonsense, prose or poetry, slow or fast, the lines on the paper will be straight across the page, and all the letters like a company of West Point cadets on an exhibition

parade. Should the mortised steel plate become worn (and it is made of hardened steel) it may be renewed for fifty cents.

The New Yost type-bar motion is original and peculiar. It is a miracle in moving metal; one of those "impossible" things in mechanics which weary our sense of wonder. Looking upon it when the machine is operated at moderate speed you fancy the type must occasionally miss connection with that little square



BACK VIEW OF THE NEW YOST.

hole. Still, as the keys are successively struck the ready bars leap in a parabolic curve from their places in the ranks, fly across the short intervening space, thrust the type into centre guide, become frozen into fixity for a fleeting instant, print a clear letter, and are back among their fellows quick as a wink.

And this, for written folios and reams, they do; without hesitation, without mistake. The result is the sharpest, most beau-

tiful and most satisfactory of all type-written work—the ideal product of the Ideal Standard. "The Yost," says Prof. Mathews, "is probably the best type-bar instrument by far. In elegance of work it is far ahead of any but the Hammond, and to my taste it is ahead of that."

And here he is speaking of the "old" Yost, on which the *New Yost* is as great an advance as that was upon its predecessors or its rivals.

Fifth:—*Perfect and Permanent Alignment.*

You can't say much about one organ of the human body without alluding to others, for they all work together. By the same token you can't talk much about one part of the New Yost without discussing others, because they are all responsive and interdependent. That is why we explained the alignment in explaining the type-bar motion. Yet it will hurt nothing to sum it up here. The perfect and permanent alignment of the New Yost is the necessary result of two things—the regular movement of the paper carriage and the fixedness of the type at the *instant* of printing at the *point* of printing. No arrangement more simple and effective can be imagined. Yet to its success all the other peculiarities of this unique instrument contribute. Speaking of the Remington No. 2, Prof. Mathews says: "Under constant use it rarely retains its alignment in fairly perfect appearance longer than two months. In heavy business offices they do not use them longer than two years. They change for new ones and pay the difference."

Sixth:—*No Ribbon on the New Yost.*

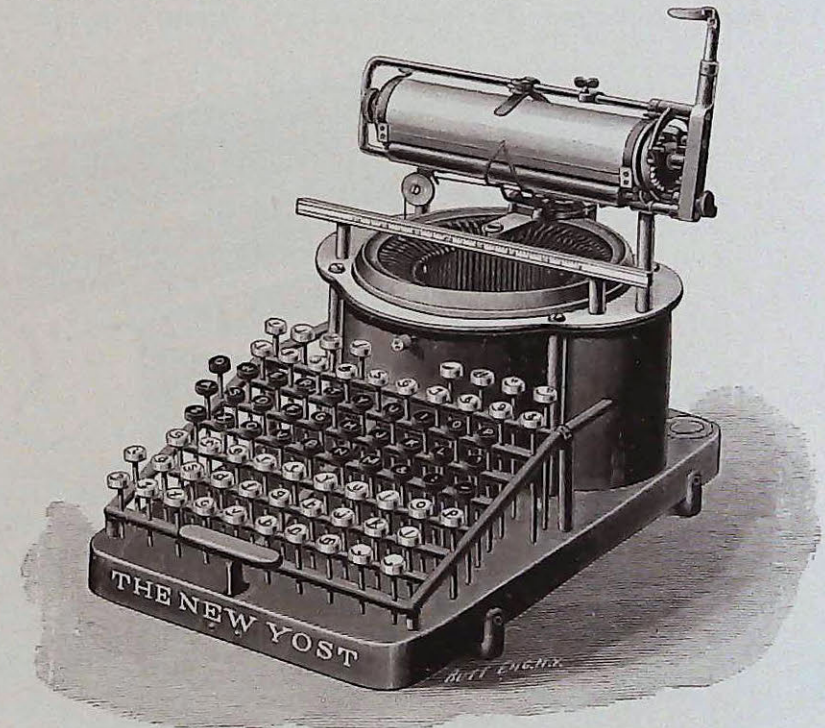
Most first-class machines now in the market, whether "type-bars" or "wheels," are inked from a ribbon. But the ribbon has got to go. The day is near when a machine that won't print without a ribbon won't sell for business or commercial purposes. As far as the New Yost is concerned the ribbon *is* gone. We have no use for it. Operators don't need to be told the objections to the ribbon. For the enlightenment of others we simply say that the ribbon holds the ink and the

type print *through* it, or against it, upon the paper. The type never come into direct contact with the paper; the ribbon is always between them. It follows, of course, that the lettering cannot be clear and sharp. Suppose a newspaper were printed with an ink-saturated sheet of linen laid over the type; the effect would be like that of the ribbon in a writing-machine. Besides this, the ink ribbon is a dirty thing to handle. Consider that in the first-class offices where they demand the cleanest obtainable work—work that shall make strong copies—they change ribbons about once in two weeks. It is a filthy job and stains the fingers and perhaps the clothing with ink. Worse still, it means \$1.50 a month net for ribbons that cost \$9 a dozen. And again, it means at least two copies less of manifold at a time, the ribbon counting for two sheets of paper. If the ribbon is dropped in manifolding, as is often done, the type are not inked at all, leaving the first copy—which should be the best—a blank, and giving carbon copies only as a result of the operation. Even in this case there is necessarily, other things being equal, one manifold copy less than the number delivered by the New Yost.

The New Yost prints directly from the type which are inked from a pad. Against this pad they rest their faces constantly when not actually printing. This method of inking not only gives vastly superior copy, but keeps the types always moist and clean, even though the machine should stand unused for months. The ink has no chance to dry and harden on them as in ribbon and wheel machines. Prof. Mathews says: "The work of the Yost is much the sharpest and most satisfactory I have seen, and it has made its way in business circles by this quality. As to speed, durability and ease of operation it is fully equal to the best, and, in my opinion, superior."

When the demands on the instrument are moderate, as is generally the case, a pad will last a year. Thus, in addition to all its other advantages, the self-inking device saves from \$5.00 to \$10.00 a year in the difference of the cost between pads and ribbons.

Our agents will be restricted in the sale of pads to those of our own manufacture, which are sold *only* in our patented cases, in which they appear on the machine; and customers are strongly cautioned to accept no others. We have adopted this system in order to protect our customers from being imposed upon by *cheap* pads, which so often fail to give satisfaction.

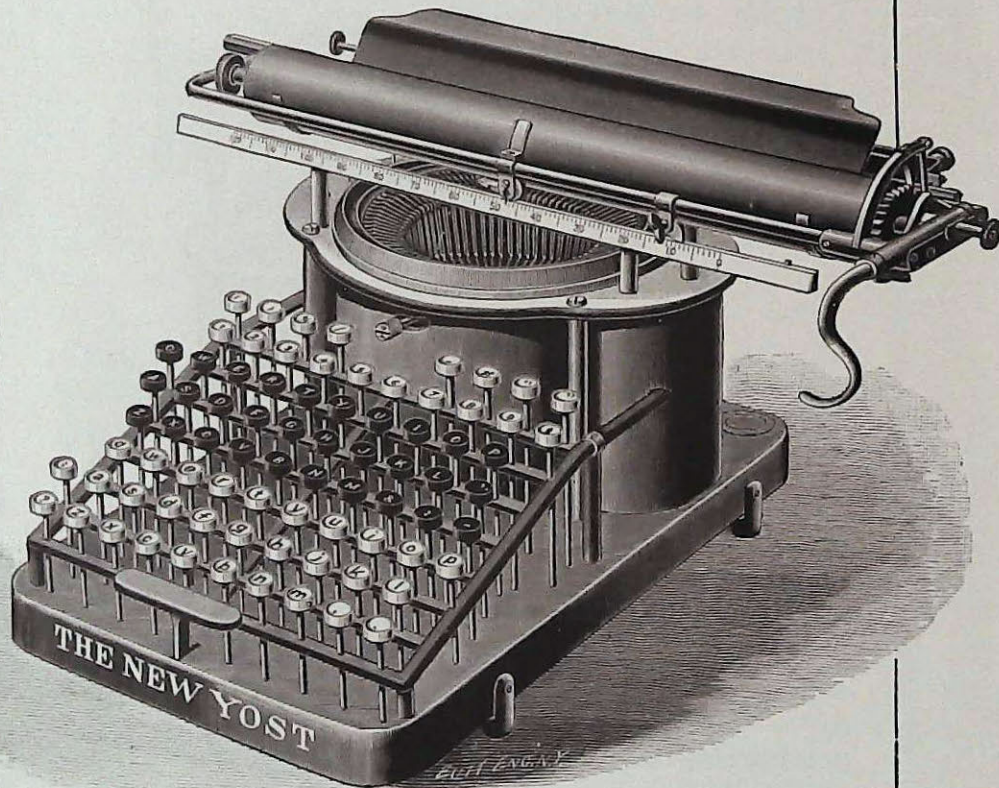


Seventh:—*The Scale Gone Too.*

On raising the platen the operator asks, "Where is the scale?" Gone with other superfluous and cumbering things; improved out of existence. In place of it we have a small steel pointer attached to the framework of the machine. It doesn't move; it is a fixture. The carriage, whether raised or lowered, moves past this fixed pointer, which is right over the spot where the type strikes the paper. So, by just glancing at it you see where the next letter will appear. It saves eyesight and also the mental effort of attention called for by the discarded scale.

Eighth :—*The Carriage.*

The illustration on this page shows the New Yost No. 3, which is designed to accommodate insurance policies, bills of lading and documents of extra width. It is furnished with three separate carriages complete, adapted to paper from 9 to 16 inches wide, which are interchangeable at the pleasure of the operator. The shortest carriage is the same as employed regularly on the



THE NEW YOST NO. 3—WIDE CARRIAGE.

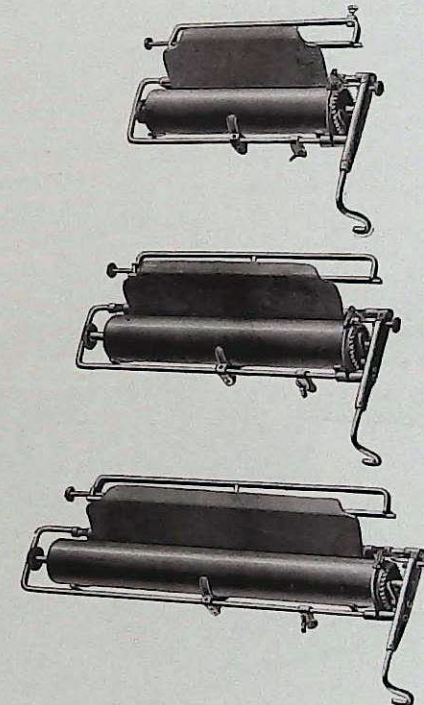
No. 2 machine—takes paper 9 inches, writes a line of 7 inches. The medium wide carriage takes paper 12 inches and writes a line of 9½ inches or 95 letters. The widest carriage takes paper 16 inches and writes a line of 12½ inches, or 120 letters.

This machine has all the features of the No. 2, but is recom-

mended only where extra width is indispensable. It will not go in the regular drop cabinets sold by us.

Ninth :—*The Margin Stop.*

This never allows the writing to begin ahead of, or beyond, the point where you want it to begin, be the lines short or long, and it cannot be displaced in operating.



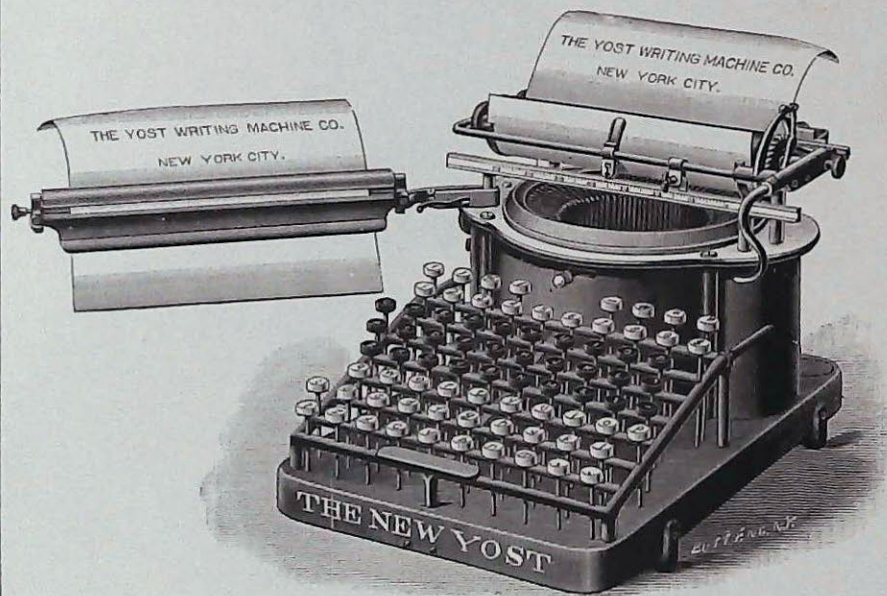
CARRIAGES FOR NEW YOST NO. 3.

Tenth :—*The Key-Locking Device.*

The carriage on reaching the end of a line (long or short), locks all the keys automatically, so that you cannot print another letter on that line however hard you try. This keeps you from carelessly doubling up, or piling one letter on top of another, which may happen when you don't hear or heed the bell. This device is not upon the No. 1.

Eleventh:—*The Copy-Holder.*

This is a notable little contrivance and not the least of the beauties of the latest and greatest of type-writers. The copy is fed through rollers by means of a key depressed like any other on the keyboard, exposing *only the line to be copied*, and hiding the rest. The copy is securely held in position at any angle. It is readily detached, occupies no desk space, and will be regarded with a grateful heart by operators who are tired of twisting their necks to right or left to see the copy lying flat on either side.



THE YOST COPY-HOLDER—\$3.00.

Twelfth:—*Touch.*

A pianist is particular about the “touch” of the instrument he is to play on. The “touch” means the action of the keys, whether easy or hard, quick or slow, elastic or sluggish, etc. It stands between him and the music he wants to make. And pianos differ awfully on touch.

So do writing machines. Having many commendable qualities, some are so far “off” on this one that they never get to be popular. No matter what manufacturers and agents may say, the make-or-break decision about a machine is from the people who run it; and they are apt to notice the touch first of all. Fingers come before forks in other matters besides eating.

So we shall say just enough about the touch of the New Yost to induce you to test it for yourself.

In a general way it may be asserted that the touch of type-bar machines is quicker than that of wheels. The wheels are apt to be *legato* and the type-bars *staccato*. Prof. Mathews puts it neatly when he says: “*Type-bar machines are operated with the same touch as when one tries a hot flatiron.*”

There you have it. A quick, firm, fearless stroke (not pressure) of the finger, and the thing is done; no lingering, no sprawling over the keyboard. The effort put forth is the smallest required to produce an effect on any respectable, adult piece of mechanism; much easier it is than running a sewing-machine. The type-bar is lifted by the key stroke and instantly falls back into its place. “I happen to know,” says Prof. Mathews, “where operators have changed from others to the Yost, and after a fortnight’s use have re-acquired their old speed *and found the new instrument much pleasanter in operation.*” That tells the whole story.

Thirteenth:—*Speed.*

The New Yost undoubtedly has the greatest speed capacity of any machine thus far invented. Its inking process being entirely automatic, no power is consumed in continually dragging along a heavy, cumbersome ribbon. This makes a material difference. Again, its light, easy-running carriage, its quick type-bar movement and its ability to preserve *absolute alignment*, no matter under what pressure, make it easily the swiftest as well as the pleasantest to operate of all known type-writers.

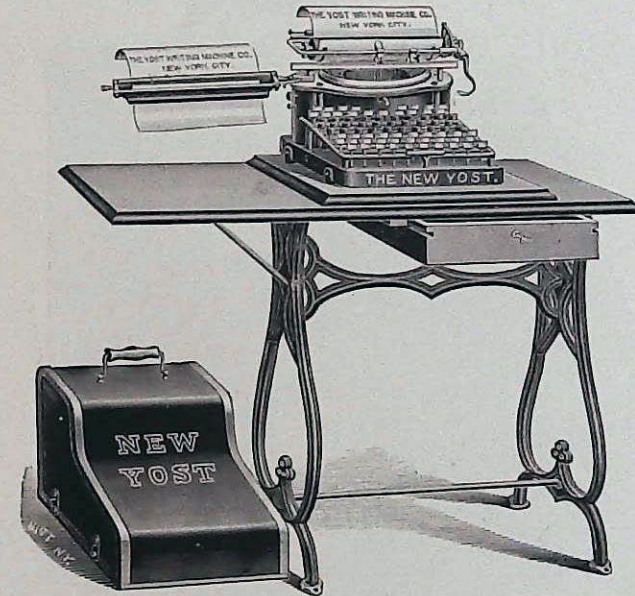
Facts will tell. The *Telegraph*, of Macon, Ga., gives the following report of a type-writing contest at the Royal Arcanum Hall in that city: "Lee Bateman, with Talbot & Sons, wrote in five minutes 687 words, writing on the *Yost*; J. W. Graves, with R. E. Park, 670 words, writing on the *Yost*; Lee Edwards, with H. J. Lamar & Sons, 668 words, writing on the *Caligraph*; J. C. Craig, with the Georgia Southern and Florida Railroad, 630 words, writing on the *Remington*; S. A. Smith, of S. A. Smith & Co., 628 words, writing on the *Smith-Premier*. Bateman's total average for five minutes was more than 150 words per minute, and his correct average of about 138 per minute was the fastest ever written.

To-Day and To-Morrow.

Our pleasant and clear-headed friend Professor Mathews, to whom we have so often alluded in this type-writer talk, has great expectations anent the future of this class of instruments. And not without reason. The pen may be mightier than the sword, but the writing-machine is mightier than the pen. It is going to be a "family-machine" by and by, and the click of it will be heard in all schools, public and private. The clergyman will write his sermons on it, the magazinist his articles, the reporter his "story," and the editor his editorials. It does three times as much work in one-third the time. In the long run—and not a very long run either—a pen at ten cents is more expensive than a New Yost at \$105.



NEW YOST WRITING MACHINE.



Office Case, Stand and Copy-holder.

The above cut shows the machine, with office case, stand, and copy-holder. There is no outfit in the type-writer market that for compactness and neatness, both of machine and work, can compare with this. The convenience of our copy-holder, as here shown, can be most easily seen. It will save the operator many a muscle-ache, and promote sweetness of temper, speed and correctness of work.

It occupies a space of $17\frac{1}{2} \times 21\frac{1}{2}$ with leaf down, $17\frac{1}{2} \times 33\frac{1}{2}$ with leaf up, and is $28\frac{1}{2}$ inches high.

Machine (No. 2), with Cover,	- - - -	\$105.00
" " and Stand,	- - - -	110.00
" " Stand and Copy-Holder,	-	113.00

NEW YOST WRITING MACHINE.

**Travelling Case.**

The New Yost weighs but 16 lbs., and is so compactly built that those accustomed to using it at home often desire to take it with them when travelling. For the convenience of such we have the above case. You pick it up like a valise and away you go. Presently tourists will carry along their Yosts as they now do their Kodaks—from Egypt to Patagonia.

Price, leather, - \$12 00 | Canvas, - - \$10 00

NEW YOST WRITING MACHINE.

**New Yost Writing Machine Desk.**

Well made, substantial and firm. Has flat top with cloth cover, four large drawers, and waste-paper receptacle. Is quite high enough for ordinary clerical use, and exactly adapted for convenient operating of machine. Supplies the place of a drop cabinet costing double its price.

Furnished in Walnut, Ash, Oak, antique and natural, or stained Cherry. It is 26 inches high, 20 inches wide, 34½ long, leaf down, and 45 inches long, leaf up.

Price, \$12 00

NEW YOST WRITING MACHINE.

**Four-Drawer Drop Cabinet. Style No. 210.**

Yost Four-Drawer Drop Cabinet is 25 inches wide, 35 inches long; or one-half longer than the stand. Height, 31 inches. Machine in this desk is out of harm's way when not in use, and cannot be upset or knocked from stand.

Price, \$25.00

NEW YOST WRITING MACHINE.

**Eight-Drawer Drop Cabinet—Open. Style No. 211.**

47½ inches long, 25 inches wide, and 31 inches high at back.

Price, \$30.00

When open, with machine in use, the construction of this cabinet gives seven-eighths of the whole surface of desk for documents, correspondence, etc.

We furnish them in Walnut, Oak, or Cherry.

NEW YOST WRITING MACHINE.



Roll Top Drop Cabinet. Style No. 112.

Price, - - - - - \$50.00

This desk, which is made for those with whom elegance and economy of space are the chief desiderata, is finished like the regular roll-top, eight-drawer desks now extensively used in business offices. The top contains the usual pigeon-holes, drawers, etc., and the desk has the drop illustrated on opposite page. It can thus be readily changed to accommodate the machine or serve for regular office work. The compactness of the machine enables it to be handled in this style of desk with the greatest ease. It is finished in Oak, Walnut, or Cherry; and is without doubt one of the most handsome, as well as useful, pieces of furniture that can be placed in an office. It serves also in place of a secretary in the parlor or library, and for utility can-

not be excelled in the apartments of clergymen, physicians, dentists, authors, and literary people in general.

	INCHES.
Height at back, - - - - -	47
Width, - - - - -	28
Height in front, - - - - -	31
Length, - - - - -	49

SUPPLIES.

In our Supply Department special attention is given to procuring and furnishing absolutely the best goods, and at reasonable prices.

It is one of the good features of the "Yost" that it writes equally well upon inexpensive paper. Our paper sample book is mailed upon application.

INK-PADS.

These are furnished in the cases used upon the machine, so that it will be unnecessary for operators to soil their fingers in changing them. They are furnished in the various colors at the uniform price of \$2 each, for the regular colors; special pads to order are charged special prices.

Each pad contains at least twenty times as much ink as one ribbon, and will last four to six months.*

We especially recommend our Indelible Blue and Purple Copying Pads, and our Extra Black Record Pad.

SUPERIOR CARBON PAPER.

Legal size, 8×12 ... \$3.00 per 100 sheets, or 50c. per doz.

Letter size, 8×10... \$2.50 per 100 sheets, or 40c. per doz.

Special colors and sizes to order at lowest prices.

*We have a large number of customers that have used one Pad for more than one year.

TYPE.

Extra type for any letter or character shown in sample books, 10c. each.

KEYS.

Keys corresponding to extra type, 10c. each.

Every article useful or necessary to the proper and perfect operation of the "New Yost" promptly supplied.

The keys of the New Yost are hollowed or cupped on the top so as to make better holding for the fingers.

The work of the "New Yost" is, and should be, the perfection of type-writing art.

You are cordially invited to call at the office of the company and inspect the machine for yourself.

Understand the machine, and then demand perfect work and you will always get it.

SHORTHAND NOTE BOOKS.

No 1 has 76 pages; all the others 160 pages.

Nos. 5, 6, 9 and 10 are pen paper; the others pencil paper.

1	4 x 9	Red Lines.	5c.	\$0.50
2	4 x 9	" "	8c.	.80
3	4 3/4 x 9	with or without Marginal Lines.	10c.	1.00
4	5 x 9	Marginal Lines, opens sidewise.	12c.	1.20
5	4 3/4 x 9	with or without Marginal Lines.	10c.	1.00
6	5 x 9	Marginal Lines, opens sidewise.	12c.	1.20
7	4 x 9	Red Lines, Stiff Cover.	12c.	1.20
8	4 3/4 x 9	Red Lines, Stiff Cover.	14c.	1.40
9	4 x 9	Red Lines, Stiff Cover.	12c.	1.20
10	4 3/4 x 9	Red Lines, Stiff Cover.	14c.	1.40
11	4 3/4 x 9	Pen or Pencil.	10c.	1.00

Loose sheets with marginal lines, either pen or pencil paper, 50c. per ream of 480 sheets.

MISCELLANEOUS.

Lead pencils, stenographic, soft, medium or hard,	- - -	8c. each, 60c. doz.
Same, with rubber tips,	- - -	10c. " 90c. doz.
Oil for typewriter, per bottle,	- - -	20c. "
Oil can,	- - -	15c. "
Perfect Pocket Oiler,	- - -	50c. "
Ink erasers, best for typewriter work, small,	- - -	5c. " 50c. doz.
" " " " large,	- - -	10c. " \$1.00 doz.
Nickel plated eraser shields,	- - -	20c. " 2.00 doz.
McGill's Round Head Fasteners, Nos. 1 and 2,	- - -	35c. per box.
And No. 3, 40c. per box of 100 each.		
Leatherette manuscript covers, Morocco or Alligator, all covers durable and handsome, eyeletted, ready for use,		
Legal size,	- - -	7c. each, \$5.00 per 100
Letter size, double cover,	- - -	10c. " 7.00 per 100
Ribbons for binding, per piece of ten yards,	- - -	15c. and 25c.
Per dozen pieces,	- - -	\$1.75 and \$3.25
Brushes for cleaning type,	- - -	15c.
Brushes for dusting machine,	- - -	40c. each
Screw-drivers,	- - -	30c. "

Perfect Pocket Oiler.

The most convenient and reliable Oiler ever offered. No needle point to slip. Emits but one drop at a time. Secure and economical.

Price, - - - - - 50c.



IN the foregoing pages we have shown the superiority of the New Yost in the particulars of design, operation and character of work. A word now as to the material employed in its construction.

Good machinery is no longer made of iron but of steel, as steel is lighter, harder, more elastic and less liable to breakage. The New Yost is composed of the best steel, japanned or nickel-plated to prevent rusting. Only two pieces of iron enter into its composition. You want your machine to last as long as possible and not to break or get out of order under any legitimate usage. Your wish is our wish in that respect. We would rather have it last you five years, with constant hammering, than to sell you two additional machines, successively, in that time. Why? Because in the former case you will help us sell a dozen machines in those five years, perhaps without our ever finding out to whom we are indebted for such gratuitous and effective advertising.

We put the value *into* the machine knowing that the purchaser is sure *to get it out again* in the form of fine work and solid satisfaction. He will mention this to others and we shall hear from them.

A large majority of the "old" Yosts which have been in use for two years or more are as good as new to-day, without having cost a dollar for repairs. It is true that some of them proved to be imperfect. The inventor afterwards saw why, and in the New Yost he radically remedied the defects complained of in its predecessor.

Now, please give us a cast of your judgment. Fitness for its purpose being conceded, what is the best quality in a machine?

Your answer is quick, sharp and clear: "DURABILITY, OF COURSE." Exactly. And durability *to the manufacturer* is the most expensive of qualities; *to the purchaser* it is the cheapest. Anybody can see that without specs.

The New Yost is, nevertheless, built to last, not forever, but as long as the best material and the most careful and skillful workmanship can make it last; longer than any other typewriter now in the market, or likely to be for years to come.

Hence it costs necessarily more to produce. You can buy any of a dozen so-called first-class machines for less than the price of the New Yost; but, what you save on the original bill you will lose in a few months, probably three times over, in repairs, delayed work, bad work, and mental disgust and vexation; the latter the heaviest item of all.

On account of the extra cost of making the New Yost the prices will be as follows:

No. 1,	- - - - -	\$95.00
No. 2,	- - - - -	105.00
No. 3, with single carriage,	- - - - -	110.00
No. 3, with two carriages,	- - - - -	125.00
No. 3, with three carriages,	- - - - -	140.00

It will be understood that these prices cover the machine and office case only—they do not include a stand or table. Inclusive prices are obtained by adding to the above the price of a stand, table or desk as given elsewhere in connection with cuts.



SAMPLE OF ROMAN TYPE.

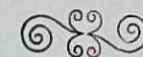
The history of the introduction of the Yost has been a marvellous one from its very inception. Never did a radical newcomer so rapidly replace its established rivals.

Its long-awaited improvements, however, gave it a hearty welcome, and to-day its following is worldwide and enthusiastic. Thousands of operators have tried and preferred it, and thousands of others--who lack the courage of their convictions and stick to the old machines from force of habit only--already acknowledge it is THE typewriter.

We have hundreds of testimonials on file to send you if you are not within reach of its users and friends. And all of this wonderful success of the past has been won with the early model of the Yost upon which the NEW YOST is now confidently offered as a triumphant step in advance.

Sermons

..... and



Lectures

The attention of clergymen and lecturers is especially invited to the adaptability of the work of THE NEW YOST to their use. The perfect clearness and legibility of the print and the broad spacing makes it the ideal writing-machine for the production of sermons and lectures intended to be read at some distance from the eye, and often by gaslight.

We shall be glad to see or hear from any of these gentlemen who are considering the purchase of a writing machine.

To Prospective Purchasers.

The three styles of the New Yost which we are furnishing give the purchaser an opportunity to select one that will be sure to meet his requirements in every detail.

THE NEW YOST NO. 1,

(illustrated on page 5), has the light carriage, small platen, two-motion line spacer, and writes lines close together or one line apart. Specially adapted for correspondence, authors, professionals and travellers.

Price, with office case, - - - - - **\$95.00**

THE NEW YOST NO. 2,

(illustrated on page 6), has the large platen ($1\frac{3}{4}$ inches diameter), heavier carriage, single-motion line spacer and writes three styles of line spacing. Also has the new combined adjustable line-lock and alarm. Specially adapted for heavy office work, manifold-ing, etc.

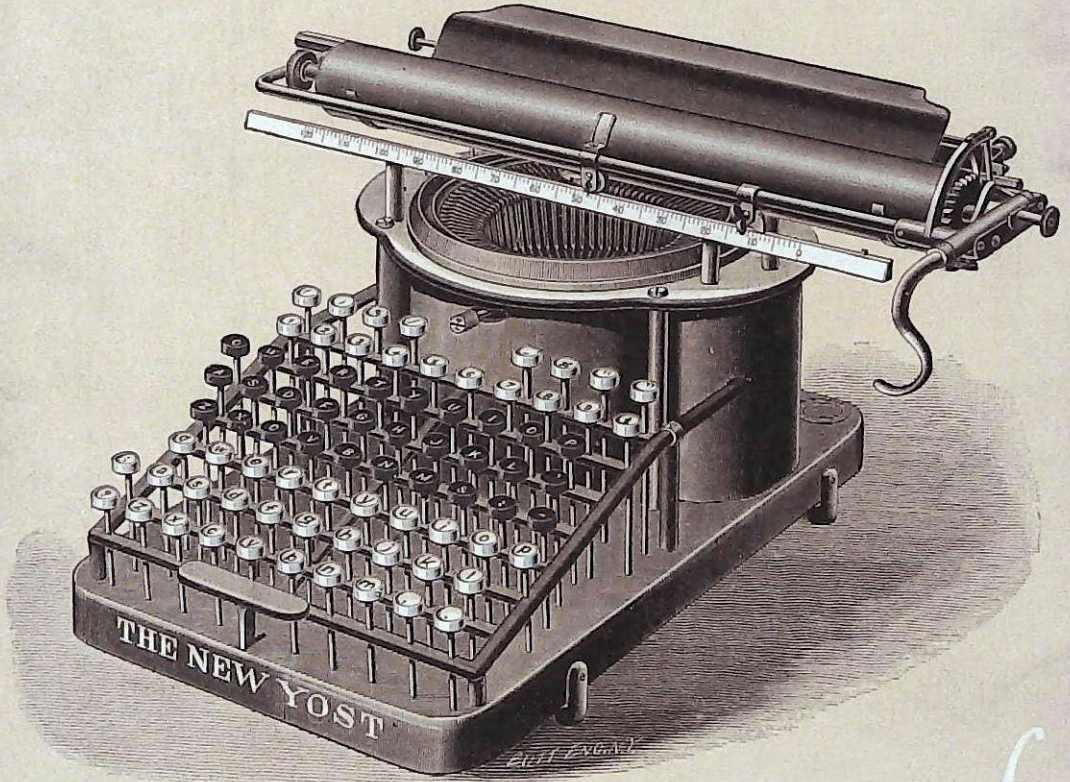
Price, with office case, - - - - - **\$105.00**

THE NEW YOST NO. 3,

(illustrated on page 14), has all the features of the No. 2, with the addition of the accommodations for the interchangeable wide carriages. Suitable only for insurance policies, bills of lading, etc., as explained on page 14.

Price, with one carriage, - - - - - **\$110.00**
 Price, with two carriages, - - - - - **125.00**
 Price, with three carriages, - - - - - **140.00**

NOTE.—The styles of machines illustrated on the cover of this pamphlet are incorrectly designated. The front cover illustrates the No. 2—the back, the No. 3.



No 2 MACHINE.

