

THE BLUE BOOK

'The Blue Book Containing Photographs And Sketches Of A Few Commercial Teachers'

COMPILED
BY
L. E. STACY

\$1.50

MEADVILLE, PA
FEBRUARY, 1907

Press of
The Tribune Publishing Company
Meadville, Pa.

In presenting this volume to the public I wish to extend thanks to those who have made its appearance possible. While it is not an elaborate affair, and only a small proportion of our profession is represented, yet I believe it will prove interesting to those connected with commercial work.

Most of the sketches contained herein were written from data furnished for the purpose, and as I am personally acquainted with the majority of those represented I believe that the information is conservative and reliable.

Very respectfully,

L. E. STACY.

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ROBERT C. SPENCER

Robert C. Spencer was born in the village of East Ashtabula, Ashtabula County, Ohio, June 22, 1929. His parents were Platt R. Spencer, author of the Spencerian Penmanship, and Persis Duty Spencer. He is the oldest of eleven children, five daughters and six sons. In 1831, the family removed to Geneva in the same county about ten miles distant to a log cabin in the wilderness on the shore of Lake Erie. He grew to manhood on the farm where he got his physical development and stamina. He got his schooling in the log schoolhouse and in the "little red school house," that took the place of the log schoolhouse and attended Jefferson Academy and, Kingsville Academy. He attended Gundry's Mercantile College, Cincinnati, from which he graduated in 1851 and in which he was for a time employed as tutor.

In the fall of 1851, he became associated with Victor M. Rice at Buffalo, New York, in a commercial school. Mr. Rice was his father's pupil and became prominent in the educational world and was superintendent of public instruction for the state of New York. Mr. Spencer was superintendent of penmanship in the public schools of Buffalo and in 1854 he opened the Buffalo Mercantile College under the firm name of Bryant, Spencer, Lusk & Stratton, which was the second school in the Bryant & Stratton chain of colleges.

In 1856, he went to Chicago where he took charge of the Bryant & Stratton College soon after it was opened and in 1859 he went to St. Louis in charge of the Bryant & Stratton College, which was then opened in that city.

In May, 1861, he enlisted in the Union army and was in General Lyons' Missouri campaign. In 1862 he returned to the Chicago college. In 1863, he opened the Milwaukee college under the firm name of Bryant, Stratton & Spencer, now known as the Spencerian Business College.

In 1866, at the solicitation of E. R. Felton and others, who complained of the Bryant & Stratton management, he led a movement to correct abuses, which resulted in his separation and the separation of several others from Bryant & Stratton, after which the Milwaukee College and others became independent of the Bryant & Stratton chain.

In 1867, he assisted in organizing the national union of business colleges on a broader and more liberal plan than the Bryant & Stratton chain of schools which were bound together by strong partnership agreements with Bryant & Stratton, who exercised arbitrary control.

The death of Mr. Stratton in 1867, the growing disaffection and other causes, led to a dissolution of the Bryant & Stratton-chain and the transfer of the Bryant & Stratton interests to local principals. These schools maintained the same cooperative relations to one another as before and continued under the title of the International Business College Association.

The financial crisis and business depression following the war, seriously affected the patronage and financial interests of these schools, causing the suspension of the annual meetings of the Association. By the efforts of A. H. Hinman an association of penmen was formed, which became the nucleus of the Business Educators' Association of America, of which the National Commercial Teachers' Federation is successor.

Mr. Spencer was president of the International Association, also of the American Association, and in 1904 of the National Commercial Teachers' Federation. He favored affiliation of the Business Educators' Association of America with the National Education Association which was consummated at Saratoga. He was instrumental in organizing the Business Educators' Association of America into sections representing several branches and interests, which developed into the plan of the National Commercial Teachers' Federation, as it now exists.

In 1866, he addressed a communication to the regents of the University of Wisconsin, proposing the establishment in connection with that Institution of a department of commerce, which was favorably received. Thirty-seven years later a school of commerce was established in the University, and is in a flourishing condition.

In his efforts as a commercial educator and in the management of commercial schools, and in associations and organizations of commercial teachers, in his public addresses, labors and influence in this educational field, he has for more than half a century advocated and endeavored to promote the most progressive and advanced ideas in this department of education.

He was for several terms a member of the Milwaukee school board and president of the Milwaukee Manual Training Association, instrumental in introducing manual training into the public schools. He also promoted the introduction of kindergartening in the public schools, also the study of bookkeeping.

For a period of twenty five years, he was president of the Wisconsin Phonological Institute, to promote the oral education of the deaf. In 1901 the Board of Directors presented him with a testimonial, which read as follows:

"To our honored president, Mr. R. C. Spencer, whose untiring and philanthropic efforts have crowned the labors of The Phonological Institute with success; this testimonial of our gratitude and appreciation is most sincerely 'dedicated.'"

He was president of the Peoples' Institute to establish and maintain a system of free public lectures throughout the city in public school halls and for the organization and maintenance of a system of night schools for industrial training. He was also one of the founders of the Wisconsin Humane Society and for several years its secretary and has been more or less identified with the various organizations and movements for the betterment of society.

In 1890 he was the Republican nominee for Congress in the Milwaukee district in a campaign in which the Republican party was swept out of power both in the state and national governments by a Democratic landslide, which caused his defeat. He is now well advanced in his seventy-eighth year and in the enjoyment of robust health and more deeply interested in and appreciative of commercial and business education and in all education than ever before; indeed, he believes with Wendell Phillips, that "Education is the only interest worthy of the deep controlling anxiety of the thoughtful man."

In his address as president before the annual convention of the Commercial Teachers' Federation in 1904 at Chicago, he urged a national system of education jointly by the federal, state and municipal governments adapted to the Industrial, commercial and other needs of every citizen of the republic however humble. In his last annual message to Congress, the President, Theodore Roosevelt, touched upon this subject which is destined to enlist the attention and co-operation of the American people.

On the subject of commercial education today Mr. Spencer writes as follows: "The commercial educators of America and the vast number of business men and women, who have received their training in commercial schools, can render no greater patriotic service to their country than by uniting their efforts and influence in promoting a national system of education along practical lines, which shall reach and elevate all classes of citizens, including especially, the colored people of the south, poor Immigrants and the people of newly acquired possessions. Upon progress in these directions largely depends the future welfare and happiness of millions of people and the achievements and greatness of the republic."

Jacob Z. Herr

Jacob Z. Herr, whose photograph is shown herewith, is a native of Lebanon County, Pennsylvania. He is of German descent and comes from a section of the country that is noted for good teachers. He attended the public schools at his home and after completing the regular course, entered the Myerstown High School. After finishing his course at the high school, one of his classmates persuaded him to enter the First Pennsylvania State Normal School, Millersville, Pa., where he took the regular teachers course. Being anxious to secure a good general education he availed himself of this opportunity and spent most of his time during the years of 1900 and 1901 at the State Normal School.

While attending the normal he became interested in commercial work to such an extent that he decided to fit himself to teach commercial branches. In 1902 he attended the Lebanon Business College, Lebanon, Pa., and completed both the commercial and shorthand courses. Following his graduation he had one and one-half years' experience as stenographer and bookkeeper. He then attended the Elizabethtown College, Elizabethtown, Pa., and took the English Scientific course. He completed the course in the summer of 1905 receiving the B. E. degree. During the vacation months of 1905 and

1906 he attended the Zanerian Art College, Columbus, O., and prepared himself to teach penmanship.

At the present time Mr. Herr is teaching in the commercial department of the Elizabethtown College, where he is meeting with success.

Albert Fay Day

Albert Fay Day was born in a pioneer's cottonwood cabin five miles north of Concordia, Kansas, in 1881. His early education was received in the district schools, from which he graduated in 1891. The same year he entered the Great Western Business College at Concordia, Kansas, graduating, in both the commercial and stenographic courses under Prof. L. H. Hausam. At the completion of these courses he went to the Metropolitan Select School of Buffalo, N.Y., where he was engaged as instructor in the shorthand and typewriting departments but illness forced him to return to his home.

Upon regaining his health he purchased the Great Western Business College of Concordia, Kansas, changing its name to the Metropolitan Business College, conducting it with marked success for three years,

Something like a year ago a fine new \$25,000.00 college building was erected, and the new institution was given the name of the Concordia Normal and Business College, with Mr. Day, dean of the business college departments, and secretary of the corporation. He teaches two systems of shorthand, Gregg and Eclectic, as well as overseeing the work of the whole business college. He is a pleasant, genial, honorable, companionable gentleman, popular with the public and with his students. He has recently become a benedict, and has a most excellent wife and charming little baby girl.

This article is written by a friend who has known him for a number of years, who has had many business dealings with him, and who has nothing but good to say of him.

Harry Marc Rowe

Mr. Harry Marc Rowe was born in the State of Pennsylvania, June 10, 1860. He received his early education in the country schools, and began teaching when he was sixteen years of age. He later attended the Pennsylvania State Normal School, Indiana, Pennsylvania, and in 1880, went to Pittsburgh and took the commercial course in Duff's College. He taught in Duff's College during 1882, and then followed expert accounting from 1883 until 1885, and at different intervals, up to 1894. From 1885 until 1891, Mr. Rowe was principal of the Curry Business College, Pittsburgh, Pa., and was president of the Curry University in 1892 and 1893.

In 1894, he formed a connection with Mr. W. H. Sadler, of Baltimore, Maryland, which terminated in the organization of the Sadler-Rowe Company in 1898. Since that time, he has been connected with the Sadler-Rowe Company as secretary and treasurer of the company, and is the author of a number of well known commercial texts. In 1892, he received the degree of Doctor of Philosophy from the Waynesburg, Pennsylvania College. To earn this degree, Mr. Rowe carried college work for eight years.

Dr. Rowe has been prominent in all matters pertaining to commercial education. At the present time, he is president of the Department of Business Education of the National Educational Association. He is also president of the American Commercial Schools Institution, which has for its object the uplifting and betterment of commercial schools. Dr. Rowe is a broad gauge man, liberal in his views, and spares neither time nor expense in promoting the best interests of commercial education.

R. C. Cottrell

Mr. R. C. Cottrell was born in the fertile valley of the Wabash River, May 21, 1881, near Lafayette, Indiana. When but a boy, his parents removed to Roleno, Wyoming, but returned a few years later to Indiana. In 1895, they moved to North Manchester, Ind., where Mr. Cottrell finished his public school education and started in high school. On account of poor health, he was not able to finish the entire course. For some time he was employed as a clerk in a wholesale and retail grocery store. In 1900, he entered college at North Manchester, Indiana, and by doing extra work and burning midnight oil, he was able to complete the normal course June 7, 1906, receiving an English degree.

During the summers, of 1902-3, he attended the Zanerian Art College, and returned during the summers of 1905 and 1906 and finished the course in penmanship and engrossing script. During the summer of 1904 he attended the Chicago Art Institute, Chicago, Illinois.

Since 1903, he has taught penmanship in Manchester College, North Manchester, Indiana, and has also, acted as assistant in the commercial department. At the present time, Mr. Cottrell is Supervisor of writing and manual training in the Elwood public schools, Elwood, Indiana.

Mr. Cottrell speaks two languages, is a well qualified conscientious teacher, and takes an active interest in matters of public interest as well as those which are of an educational nature.

C. C. Lister

Mr. C. C. Lister is an Ohio product, dating from January 12th, 1866. He attended district school, worked on the farm, and went through the operations necessary to produce a fine

penman. He graduated at the Millersburg, Ohio, High School, and having satisfied the county examiners concerning his educational qualifications, he began teaching country school in 1882. He taught for a number of years, during the winter and spring, attending normal schools at Ada, Danville, and Mt. Vernon, Ohio, during the summer. In 1888, he went to the Oberlin, Ohio, Business College, to take the special penmanship course under, the late Uriah McKee, and the commercial course. Completing both of these courses, he taught penmanship and commercial branches for four years at the Toledo, Ohio,, Business College, and for two years at Spencerian Business College, Cleveland, Ohio. During the past twelve years he has taught penmanship and commercial law at Sadler's Business College, Baltimore, Md. Mr. Lister is one of our finest penmen, and he secures satisfactory results from his students. He has prepared two courses of lessons on penmanship which have been published by the Sadler-Rowe Company. In 1898, the Budget of Writing Lessons that Teach, and in 1906 Lister's Writing Lessons.

Mr. Lister was married in 1887 to Miss Bertha Kinsey, and they have one- daughter. He is prominent in Association matters, and his friends esteem him, for his good qualities, and his enemies, if he has any, respect him on account of his ability.

CP Zaner

It is not likely that this sketch will be read by anyone who is not more or less familiar with the life and work of C. P. Zaner. He is one of three or four men who are leaving their imprint on this generation, and raising the standard of good writing through correct teaching and the ability to execute high-grade work. Hundreds of young men and women have come under his instruction, and the Zanerian Art College is the Mecca of the present day penman. Mr. Zaner was born February 15, 1864. He received a good common school education, supplemented by academic work at the Orangeville Academy. His career in life has been a progressive one. He has worked his way to the front ranks of an all round penman by indomitable and incessant industry. Today, he fills a position among the leaders of his profession. He is continually on the alert, studying mechanical, physiological and psychological principles, and utilizing them on each and every opportunity.

Mr. Zaner is one of the-progressive educators of the day, and is constantly trying new methods and experimenting in order that he may present his work in the best possible manner. He is prominent in the Federation, having been honored by the presidency of that body.

He is generous, always trying to help the deserving person, and his many friends have found that they can rely upon him in time of need. He is the author of more than a dozen books on penmanship, engrossing, pen drawing, etc., and is constantly preparing resolutions and all kinds of pen work.

EW Bloser

It was necessary that E. W. Bloser should be born upon a farm, otherwise he could not sustain his reputation of being a fine penman. He is a Pennsylvania product, born November 6, 1865. He received the usual education allotted to the farmer boy, and at the age of sixteen went to Oberlin, Ohio, to take a course in telegraphy. While at Oberlin, Mr. Bloser took his first lesson in penmanship, and after acquiring a fair handwriting, he was employed by Platt R. Spencer, then at Cleveland. This was an important epoch Mr. Bloser's life. During his association with this Spencerian author, he gained the knowledge and inspiration that has given him his present success and standing as a penman.

Following his engagement with Professor Spencer, he taught successfully in various commercial colleges until 1891, when he formed a partnership with C. P. Zaner in the Zanerian Art College. He now owns a half interest in this well-known institution, and devotes his entire time to its interests.

Integrity and honesty of purpose are prominent traits in his character'. Industry, tireless effort and correct habits of life are the basis of his achievements. It is a noticeable fact that America's very finest penmen are men of extreme modesty. To this class belongs E. W. Bloser. His name and work have appeared less in the professional papers than that of any other penman in the United States of equal ability. Mr. Bloser is married, has two children, and is justly proud of his home.

W. A. Ripley

Mr. W. A. Ripley was born in Fayette, West Virginia, in 1881. He was raised on a farm, and learned early and well the wisdom of work, learning to work with his head as well as his hands. His unusual ability is evidenced by the fact that he, was certificated to teach at the early age of fifteen. He added to his literary education by taking a course under Professor J. W. Jones, of Rio Grande College, Gallia County, Ohio, and at Thompson's Literary School, Columbus, Ohio. He graduated from the Iron City Commercial College of Pittsburg, Pa., and pursued with success a special course of study and practice in penmanship and art in the Zanerian Art College of Columbus, Ohio, where he proved to be an industrious, unrelenting worker, upright and gentlemanly.

For two years he served as secretary in the Huntington Business College which he purchased in 1899. Two years later, the Huntington Business College joined interests with the Marshall Business College, Mr. Ripley acting as' secretary of the new school until 1901, when he became principal. The school was reorganized and incorporated in 1904 Mr. Ripley being elected president of the new institution.

With his ability along the lines of his profession, and his excellent characteristic qualities, one is safe in predicting a prosperous future for him and his school.

He has been successful in the teaching of all kinds of commercial work, and is at present conducting a successful school.

 EC Mills

Mr. E. C. Mills, the noted penman of Rochester, N. Y., is a western product. He was born in 1872, and early in life became interested in penmanship work through the inspiration of the Gaskell Compendium. Mr. C. N. Crandle, at that time located at Bushnell, Illinois, was his guiding genius and first teacher. At the age of fifteen, he entered the Denver Business College, where he was to address circulars, help with the penmanship, and take a business course all at the same time. After a couple of years E. C. MILLS at Denver, he returned to Bushnell, Illinois, and for five years taught in the normal school of that city. His work having attracted the attention of Williams & Rogers of Rochester, N. Y., they engaged him in 1896 to prepare script for their publications. For several years, until the sale of the Williams & Rogers publications to the American Book Company, Mr. Mills did all the script work for their series of books, and in addition, wrote several series of writing lessons. It is safe to say that this work stands in a class by itself, and at the present time, Mr. Mills is turning out the finest business script to be found in the United States.

Upon the sale of the Williams & Rogers business, Mr. Mills decided to be his own boss, and he has abundant business to keep him employed. His correspondence classes are large; he does a large amount of the finest kind of book and copy script, and in addition to this, he has full charge of the penmanship of the parochial schools of the diocese of Rochester. Mr. Mills was married a number of years ago, and has a pleasant home in the City of Rochester.

*1872-1962.....Joe Vitolo

 JG Steele (died February 9, 1980.....Joe Vitolo)

John Geddis Steele was -born in Ayreshire, Scotland, in 1883, and came to the United States in 1887. At the age of five he entered the public schools at Robesonia, Pennsylvania and graduated seven years later. He received his first inspiration in penmanship from Mr. J. L. J. Stout, a teacher in the grammar school. Mr. Stout was a Spencerian writer, and, wrote a good plain hand. Mr. Steele practiced for a number of years using the finger movement, until after he operator for the Pennsylvania Railroad Company. Through a friend, he was induced to subscribe for the Western Penman, and he commenced to practice faithfully in order that he might master "muscular movement." In reading the advertisements, he came across the name of Mr. L. E. Stacy, from whom he took several lessons in ornamental penmanship. Mr. Stacy induced him to become a teacher of penmanship, and secured him a position with Spencer's Business College, Kingston, N. Y., as principal of the telegraphic department, and assistant instructor in penmanship. After Mr. Stacy's resignation, he became the penman of the school, and served in that capacity for some time. He later accepted a position as principal of the commercial department of the West Chester Business College, West Chester, Pa. In 1906, he became principal and secretary of the Cumberland Commercial College, Bridgeton, N. J.

JF Caskey

John F. Caskey was born January 28, 1869, in Antrim, Guernsey County, Ohio. His parents moved to Washington County when he was three years old. His early education was received in a country school, and later, at the age of seventeen, he began a course of study at, Bartlett Academy, extending over three years. His ability as a teacher was early recognized, And he commenced his career teaching in the country schools, where he remained about four years. His ability as a penman soon became known, and he was drafted for this specialty in prominent business schools. He taught in such schools as the Columbia Normal College, of Iowa, and in the Wesleyan University, of West Virginia, a position which he filled for four years. Later he was called to the Elliott Commercial Schools of Wheeling, West Virginia, remaining four years. In 1905, he received a very flattering call from Burdett College of Boston, to accept the principalship of the penmanship department, resigning this position in the summer of 1906 to engage with the public schools of Haverhill, Massachusetts, in the capacity of principal of the commercial department.

Mr. Caskey is a born teacher. He has run the gamut of commercial education in his teaching career, so that he knows the proper relations of the subjects. He has taught the Graham, Munson, Ben Pitman and Gregg systems of shorthand as well. as bookkeeping and other commercial branches. Mr. Caskey is a well balanced teacher, and handles all commercial subjects equally well. He is an enthusiast, and believes in his work, and the work of business education.

EDWIN LEIBFREED

A. B. Zu Tavern

A. B. Zu Tavern received his early education in the public schools of Springfield, Ohio, his native town. At the age of seventeen, he entered the railroad service in the capacity of telegraph operator for the Ohio Southern Railroad. During the next two years, he was employed by the Columbus, Sandusky and Hocking and the Big Four Railroads. Later Mr. Zu Tavern went to Florida and entered the Stetson University at DeLand, for a business education, at the same time, teaching telegraphy. After graduating, he returned to the north and taught the commercial branches in Traub's Business College, Cincinnati, Ohio. Returning to Florida the following winter, he was employed by the First National Bank of Fernandina. Having a determination to become a professional penman he came north and pursued a course in the Zanerian Art College. During the years of 1903 and 1904 Mr. Zu Tavern was secretary and treasurer of The Monroe Business College, Monroe, Wisconsin. Knowing that a commercial teacher's education was not complete

without knowledge of all parts of his country through actual experience, Mr. Zu Tavern decided to travel through the west.

After leaving California, he spent one year teaching in Seattle, Wash., for Wilson's Modern Business College. Returning east, the following year, he accepted a position with the Metropolitan Business College of Chicago, and is at the present time teaching in the Elgin branch of the Metropolitan. Mr. Zu Tavern is also quite a harp player.

SE Leslie

Mr. S. E. Leslie was born on a farm in Gratiot County, Michigan, in the spring of 1881. His parents moved to Ohio when he was nine years of age. After leaving the public schools, his education was obtained in the Northern Indiana Normal School, Valparaiso, Indiana, Alma College, Alma, Michigan, and Hiram College, Hiram, Ohio. During the past six years, Mr. Leslie has spent all of his spare time in practicing writing, and studying the best methods for making good business writers out of poor ones in a reasonably short time. He believes that a teacher, in order to secure the best possible results, should be a specialist, giving his time, thought and energies to one subject, rather than do inferior work by attempting to teach many different and unrelated branches.

During the past three years, Mr. Leslie has had charge of the penmanship classes in Eastman College, and gives all of his time in endeavoring to have every student who takes the bookkeeping course, leave school with first-class business handwriting.

While Mr. Leslie has had a somewhat limited experience as a teacher, it is doubtful if anyone else in the profession is able to make good writers out of poor ones in a shorter time than he does. As an evidence of this fact, the writing of his pupils took first prize at the Annual Penmanship Contest, held under the auspices of the Commercial Teachers' Federation at Cleveland, Ohio, December 29, 1906, where many of the leading schools throughout the country were represented.

(Leslie and a man named Barnett had an engrossing studio in and around Cleveland, Ohio and later, Cincinnati or Columbus. Leslie had a son who took over the business and he is now retired to Colorado.....Del Tysdal..2001)

GA Race

Mr. George A. Race was born in the town of Ellington, Chautauqua County, N. Y., in 1883. The first eighteen years of his life were spent in his home town securing an education and living the life of a boy in a small country town. In 1901, he graduated from the high school and made up his mind to secure a business

education. He was unable to start at that time on account of the lack of funds, but entered the normal course at the high school and received his teacher's certificate in June, 1902. The following September, he secured a district school and taught until the first of January. Through the kindness of Mr. S. C. Williams and others, in addition to the money he had saved, he was enabled to enter the Rochester Business Institute, Rochester, N. Y., to prepare himself for commercial teaching.

Under the instruction of A. S. Osborn and C. T. Cragin, he became one of the best business writers in the school. When he had nearly completed the course, he entered the employ of J. Hungerford Smith & Company, as assistant to the secretary. In September, 1903, he accepted the principalship of the commercial department of the Oakwood Seminary, Union Springs, N. Y., where he remained two years.

Deciding to make penmanship his life work, he entered Dixon College, Dixon, Illinois, in the fall of 1905, to study penmanship and drawing under L. M. Kelchner. He completed the course the following June, and is at present teaching penmanship in the Morse Business College, Hartford, Conn., and is securing excellent results.

Thomas P. Scully

It is hardly necessary to introduce Mr. Scully, for his work speaks volumes in the school field. His motto is "Dig." Mr. Scully was born near Boston and received his education at the College of the Holy Cross, Worcester, Massachusetts. After completing his course there, he went to Chicago and in a year became principal of the Gregg School. Later he managed the Gregg School of Boston, now known as the Massachusetts College of Commerce. He labored successfully at the head of the Southern Business University annex, Norfolk, Virginia, after leaving Boston. While in Norfolk, he studied advertising under St. Elmo Lewis. From Norfolk, he went to a commercial college in Cincinnati, and is now one of the proprietors of the School of Commerce of that city. At college, Mr. Scully ranked high in English, and as associate editor of the Gregg Writer, which position he held for four years, and as associate editor of the N. C. T. F. report, this training was invaluable. He is a member of the committee on English, American Commercial Schools Institution, and has held numerous committee appointments, notably: Advisory Council, N. S. T. A.; Chairman Executive Committee, N. S. T. A.; member of Committee on Revision of Rules and Regulations, E. C. T. A.; Chairman School Exhibit Committee, N. S. T. A.; and was nominated for the Presidency N. S. T. A., which honor was declined because of inability to attend meeting at which he would have had to preside, if elected. Mr. Scully is a shorthand writer of ability, and his experience in the stenographic lines are soon to appear in print. He delights in work, and gets, without apparent effort, the best results from pupils.

A. E. Reynolds

Mr. A. E. Reynolds was born at Malone, N. Y., August 28, 1878. He spent his boyhood days in Malone and Reynoldston, N. Y., completing district school work in the latter place. He entered the Malone High School, in the fall of 1894, but before he could complete his high school course, he returned to Reynoldston to assist in the management of a mill at that place. He acted as engineer and fireman for nearly two years, later assuming the responsibility of overseer. He was advanced from time to time until he took charge of the company store doing most of the buying and looking after the business in general and held this position for three years. During this period Mr. Reynolds was married and becoming anxious for a better education decided to attend business school. In casting about for a school some beautiful penmanship from Spencer's Business College, Kingston, N. Y., attracted his attention and he enrolled for the complete business and shorthand course. He made excellent progress in his work and after completing the course he taught for two years in the school from which he had just graduated. He then accepted a position as Principal of the commercial department of the Hesser Business College, Manchester, N. H., and remained with the Hesser School for three years. In 1906 he formed a partnership with Mr. E. E. Magoon of Ashtabula, Ohio, and purchased the Ashtabula Business College.

Mr. Reynolds has had a varied, business experience, is a good business man and there is no doubt but what he will conduct his new enterprise as a reliable, honest school.

W. S. Seyler

Mr. W. S. Seyler, treasurer of the Reading School 'of Commerce, Reading, Pennsylvania, is a native of Berks County, Pa. He received his education in the public schools of his native county, and later attended the Kutztown Normal School. He finished this course in a satisfactory manner, but feeling the need of a more complete education, he completed the course of instruction at the Oley Academy. He then taught in the public schools for four years, and met with great success. Finding that the field for public school teachers is necessarily limited, he decided to secure a business education, and entered the American Business College, Allentown, Pa. He later attended a Philadelphia school, and became quite proficient in shorthand work. For the past nine years, Mr. Seyler has taught in the Chambersburg, Pennsylvania, Business College, the Hazelton Business College, and also taught in a business college at Waynesburg, Pa. In addition to his teaching experience, Mr. Seyler has had four years' experience as a bookkeeper and stenographer. This varied and valued experience especially fits him for commercial school work, and students who come under his instruction may rest assured that they will receive careful and conscientious attention.

In 1906 Mr. Seyler formed partnership with Mr. E. K. Shoop and Mr. E. W. Strickler, and together they are conducting the Reading School of Commerce. They are gentlemen of education and ability, and Mr. Seyler's extensive experience in business college work makes him a valuable acquisition to the organization of the school.

L. L. Branthover

L. L. Branthover, of Greensburg, Pa., the possessor of the countenance shown, was born on a farm in Westmoreland County, Pennsylvania, January 6, 1884. He completed the course, taught in the public schools, and at the age of sixteen, entered the Greensburg Seminary; attended school during the winter months, worked on the farm during vacations, and was graduated from the Academic Department, June, 1906. In September of the same year, he enrolled in the Commercial Department of the Pittsburgh Academy, and completed the full course the next June, with a large class of unusually bright students. He was graduated with first honors, and chosen valedictorian at commencement exercises.

He accepted the secretaryship of an extensive lumber company at Jeanette, Pa. In February 1905, he was prevailed upon by those who recognized his superior qualifications, to enter the field as a teacher. He accordingly accepted a position with the Northwestern, one of the leading business colleges of Chicago, Illinois. After teaching one month in the theory department, he was promoted to the advanced department as a teacher of penmanship, advanced bookkeeping, and banking, which position he still holds. As a teacher he has been unusually successful and is in the front ranks of the profession, which is verified by the fact that fifty out of a class of ninety received awards for a high degree of proficiency in penmanship from the Business Educator, American Penman, and Penman's Art Journal. Mr. Branthover is a man of exemplary habits, a persistent worker, and is endowed with a strong personality and ability of the highest order.

J. N. KROUT.

E. A. Potter

Mr. E. A. Potter, instructor in Gilbert's Commercial College, Milwaukee, Wisconsin, has had a varied experience. His education consists of two years in the Montague, Michigan, High School, one year in Olivet, Michigan, College, two and one half years in Ferris Institute, Big Rapids, Michigan, one year and a half in Berea, Kentucky, College, three months in King's School of Oratory, Pittsburgh, Pa., six months in the University of Chicago, Chicago, Illinois, and one-half year Creighton University, law department, Omaha, Nebraska. His teaching experience has been as follows: two years in the Public Schools, Maple Range, and Vanderbilt, Michigan; four years head master in Elgin Academy Business School, Elgin, Illinois; three years head of commercial department in the Berea College, Kentucky; two years in Gilbert's Commercial College, Milwaukee, Wisconsin; two years

commercial department in the Omaha High School, Nebraska. In the fall of 1906, he returned to Gilbert's Commercial College, and is teaching in that school at the present time.

Outside of his regular school work, Mr. Potter has been prominent in church and Sunday school work, and has been State Secretary of the Wisconsin Sunday School Association, Managing Editor of "International Work," church trustee, Sunday school superintendent, etc. I

Mr. Potter is well prepared to handle commercial work, and has been very successful in the positions he has held. His students admire, him and respect his ability, and he has been the means of starting, many a young man and woman on the road to a successful life.

Paris Adams

Mr. Paris Adams was born in Vermillion County, Illinois, May 25, 1871, and in October 1884, with his parents moved to Kingman County, Kansas, where he experienced the usual hardships incident to the life of every farmer boy in a new country. After completing his public school education, he taught six years in the public schools of Kansas. By devoting his spare time at home to study, attending Teachers Normal Institutes and the Kansas Normal College, he acquired, during this time, a good

English education. In 1900, he completed the commercial and shorthand courses in Central, Business College, Kansas City, Missouri. He then accepted a position as bookkeeper and stenographer and for the next six years did office work in Kansas City and Denver. In October 1905, he enrolled as a student of penmanship in the Ransomerian Correspondence School, and is now a penman far above the average. In August, 1906 he accepted a position as principal of the Central Business College, Cheyenne, Wyoming.

His geniality, that quality so desirable in the social and the business world, enables him to make and keep friends wherever he goes. He is tactful, progressive and practical. His highest ambition is to do the right thing. He possesses every quality of the mind and heart necessary to the attainment of a high round in the Ladder of Success. His wide and varied experience as a teacher, office man, and traveler, make him at once a valuable accession to the ranks of the commercial educators of America.

C. W. Ransom.

C.E. Doner

C. E. Doner was born in 1875 in Cumberland County, Pennsylvania. His early life up to his seventeenth year was spent in working on the farm. In January 1893, he entered the

Zanerian College, and pursued a three-year's course in penmanship and drawing, and began a literary course at Thompson's Preparatory School. In 1896, he entered the Spencerian Commercial School, Cleveland, Ohio, where he taught penmanship half days, and pursued the commercial course in the same school. After teaching four years, he entered Doane Academy, Granville, Ohio, where he pursued a year's study in the scientific course. From Granville, he went to Brooklyn, and taught in the Heffley School of Commerce, and obtained some valuable office experience with the Penman's Art journal. After two years in New York, he was unanimously elected to the supervisorship of penmanship in the public schools of Beverly, Massachusetts, which position he is holding at the present time.

Since the age of seven, Mr. Doner has worked his own way. While he was at the Zanerian, he did janitor work, ran errands, and worked in the Zanerian office. While at the Spencerian, he taught evening school, and in New York, he taught evening classes in the Both Street Y. M. C. A., and the Young Men's Institute on the Bowery.

To the young man who may read this sketch, Mr. Doner says, "work." The disciplinary value that comes from honest toil is of great value to any young man working his way up the ladder of success.

H. N. Stronach

H. N. Stronach was born of Scotch-Canadian parentage, on the 29th day of December 1879, near the city of Halifax, Nova Scotia. His father and grandfathers having been merchants, he was early imbued with the commercial spirit, and became an enthusiast over Commercial work. At the age of seventeen, he graduated from the McDonald Consolidated High School, and afterwards attended the Truro Science College. At the age of twenty-one, he was elected to a high school principalship, but in 1902, he gave up high school work and went to Winnipeg City, Manitoba, where he graduated from the O'Sullivan National Business College, having taken the commercial and shorthand courses.

He then spent two years with the O'Sullivan School teaching, advertising, and managing their branch schools. In April 1905, he was selected by the Northwestern Business College, of Spokane, Washington, as principal of the actual business department and instructor of commercial law. In 1906, he succeeded the veteran penman, E. A. Cast, as head of the commercial and penmanship departments of the Northwestern Business College.

Early in his career, Mr. Stronach devoted his spare time to the study of law and the practice of penmanship. He now makes a specialty of advanced bookkeeping, commercial law, and business penmanship. He is a progressive teacher, one who gets results, and is able to handle large classes in a satisfactory manner. His early education

and training make him particularly well fitted to do thorough work in all commercial branches.

FF Mushrush

The subject of this sketch, Mr. F. F. Mushrush, first saw light on an Illinois farm. His desire for a broader education led him to enter the Illinois Normal University, in September of 1888, where he pursued a course for two years. During the years 1890 and 1891, he taught in the rural schools of Illinois. In Sept. 1892 he entered Dixon College, where he pursued several lines of study and completed the post-graduate scientific commercial course, being the first graduate to receive its degree of master accountant, and received some instruction from that master penman, L. M. Kelchner. Following -his college career he taught in the Perry, Ia., Normal, and later at the Highland Park College in Des Moines, Ia. In 1899, he was elected supervisor of writing and drawing in the public schools of Lakewood, O. During the seven years he has filled this position, he has been honored by requests to read papers before the Department of Business Education of the N. E. A., and the National Association of Penmanship Teachers. The Association honored him by choosing him its vice-president (1902) and its president (1905). He served on the Advisory Council of the National Commercial Teachers' Federation (1906). His pupils have shared honors with him in awards in three national exhibits of public school writing.

He is a regular Royal Arch Mason, a Knight of Pythias and has represented his K. of P. lodge at three annual state conclaves.

E. E. Gaylord

Mr. E. E. Gaylord was born in Whiteside County, Illinois, January 25, 1870. He received his early education in the country and village schools, and in 1888, entered the Northern Indiana Normal School, Valparaiso, Indiana. After spending some time in this institution, he began teaching in the country schools. For the next three years he taught school during the winter and spring, and attended school during the summer, months. In the summer of 1890, he attended the Zanerian Art College, Columbus, Ohio. In 1891, Mr. Gaylord was asked to take charge of the commercial department of the Northern Illinois College, Fulton, Illinois. He accepted the position, and went to the Cedar Rapids, Iowa, Business College, for a short course of instruction before taking charge of the department. In the spring of 1892, he returned to, Cedar Rapids to finish his course. In June, 1892, Mr. Palmer secured his services to take charge of a business college at Creston, Iowa. He ran this school for three years, and in 1895, purchased the school from Mr. Palmer. In 1897, he sold the school and accepted a traveling position with -the Practical Text Book

Company, Cleveland, Ohio. In 1899, Mr. Gaylord accepted his present position as head of the commercial department of the Beverly, Massachusetts, High School.

Mr. Gaylord is prominent in Association matters, having been chairman of the executive committee of the Federation in 1898, and president of the Eastern Commercial Teachers' Association in 1902. As associate editor of the Business Educator, his work has been highly commended by the entire profession. He is also manager of the National Commercial Teacher's Agency.

SM Blue

S. M. Blue was born July 12th, 1874, at Princeton, Butler County, Ohio. At the age of three, he went to live on a farm with his grandmother, and while there, the early part of his life was spent in attending the country school and working on the farm. At the age of seventeen, he went to Middletown, Ohio, with his parents, and spent one year in high school. Owing to the ill health of his father he was obliged to go to work. Soon after becoming of age, he started to write cards, travelling about the country for two and a half years. In 1897, he entered the Ohio School of Business, at Dayton, Ohio, remaining there one year. In 1898, he entered the Zanerian College, Columbus, Ohio, working his way through and graduating March 22, 1901, with a hand writing excelled by but few penmen.

In 1902, he took his first position in the Broken Bow, Neb., Business College, remaining there two years. On August 31st, 1903, he was married to Miss Maude Jacobs of New Helena, Nebraska. The following year was spent in the office of the Business Educator, Columbus, Ohio, doing routine office work and skillful writing. In June, 1905, he again went west and remained until August 1st, 1906, when he accepted a position to do skillful writing and to teach penmanship in Becker's Business College, Worcester, Mass. Physically, Mr. Blue is below the medium, but in hustle, industry and skill, he is one of the big men of the profession.

E. W. BLOSER.

HE Read

Harlan Eugene Read, editor of The Business Monthly Magazine, Peoria, Ill., was born in Jacksonville, Ill., in 1880. His father was a clergyman, consequently they moved from place to place' quite frequently. Mr. Read attended public school in three states, after which he went to Whipple Academy for boys, and to Illinois College in Jacksonville, Ill.. The family exchequer being limited, he was obliged to work his own way through college, which he did, by the usual means of canvassing, collecting laundry, mowing lawns, etc. During his college course, he dropped out one year to teach school and attend

Brown's Business College, Jacksonville, Ill. He then went to Oxford University, England, for a final year's schooling. Upon his return to the United States, he lived in New York City for a short time, and in August, 1903, took charge of The Business Monthly Magazine, at Peoria, Ill., and became Auditor of Brown's Business Colleges.

Mr. Read has done considerable literary work and his writing on business topics is in demand. He is forceful, magnetic, has a pleasing personality and makes friends wherever he goes. He is quite prominent in Commercial Teachers' Association meetings and his addresses are features of these conventions. As editor of The Business Monthly, he reaches about 10,000 young men and women each month. His articles on current topics are crisp, terse, and to the point.

The profession will welcome more men like-Harlan Eugene Read, and his many friends wish him success in whatever he may undertake.

NB Good

Norman B. Good is a native of Conestoga, Lancaster County, Pa., where his boyhood days were spent on the farm, and attendance in the public and high schools of that place. Leaving the high school, he entered the Millersville State Normal school, and spent nearly two years there preparing himself as a teacher. Turning to the vocation of a district school teacher, his energies were bent in guiding the youthful mind, of many a Keystone child through the paths of knowledge for two years. His work at the normal was varied and included some commercial work in which his aptness and adaptability soon led him to decide on and plan for a commercial education.

Following his inclinations, he left his native county and applied himself with ready vigor to the study of penmanship in the famous Zanerian Art College at Columbus, Ohio. Still feeling the need of a broader commercial training, he completed a bookkeeping course in the Columbus Business College before considering a position.

Although scarcely 21, Mr. Good accepted the position as principal of the commercial department, of the Huntington Business University, Huntington, Ind., at which place he is now teaching, and has been able to produce results which have been complimentary to his ability as a disciplinarian and educator.

Mr. Good commands the highest type of moral character, and with his straightforwardness and congenial ways, he gains the respect and esteem of his students and all with whom he is associated.

DL Hunt

Mr. D. L. Hunt was born in Randolph County, Indiana, in 1864. During his first school days, he became interested in penmanship, and during his early teens became known as the "boy prodigy." About 1880, his teacher presented him with a copy of the Pen man's Art Journal and from this he received his first inspiration to become a good writer. In 1881, he graduated from the Pen Art Hall, Delaware, Ohio, and organized and taught classes in Indiana and Illinois until he was called as a special writing teacher in the Union Schools, Rushville, Illinois. He remained in this position for two years, and then taught penmanship at the Gem City Business College, Quincy, Illinois, for two years, finishing the complete bookkeeping course while continuing his penmanship instruction.

From Quincy, Illinois, he went to Hutchinson, Kansas, for one year, and then spent one year at Topeka, Kansas. We next find him with a business college in Oakland, California, and from there he went to the Stockton Business College and, Normal School, where he taught penmanship and bookkeeping for five years. He was next called to take charge of the penmanship in Heald's Business College, of San Francisco, succeeding Fielding Schofield. After three years at Heald's, he spent one year at Schissler's College, Norristown., Pennsylvania, and from there he went west and secured control of the Southwestern Business College of Oklahoma. Three years later, he disposed of this school, and since that time, has been with the Wichita, Kansas, Business College.

 AH Dixon

A. H. Dixon is a Hoosier by birth, and received his education in the state of Indiana, being graduated from the common schools of Delaware County and the high school at Albany, Indiana. After teaching in the common schools for five years, he attended the Tri-State Normal College at Angola, Indiana, for two years; pursuing the scientific course of study in that institution. After acting as supervisor of penmanship and drawing in the Albany public schools for three years, he entered the Marion Normal College, Marion, Indiana, and was graduated from both the business and stenographic courses, and later he completed the post-graduate course and received the degree "Bachelor of Accounts."

He was principal of the commercial department of the Wisconsin Business College, Manitowoc, Wisconsin, one year; of the commercial department of the Holmes Business College, Portland, Oregon, one year, and of the same department of the Blair Business College, Spokane, Washington, during 1904 and 1905.

Mr. Dixon is at present with the Butte Business College, Butte, Montana, this being his second year in that institution. He is successfully filling the most difficult position in any school-being the "all-round" man. At the present time he teaches commercial law, stenography, bookkeeping, letter writing, commercial arithmetic and penmanship. Mr. Dixon is constantly trying to improve himself, and has just recently matriculated for a four years' course with the American Commercial Schools Institution.

**Taken from The Blue Book (1907). Please note that this book dates Madarasz's birth as January 31, 1860 this is different than the date of January 20, 1859 reported in the Zaner-Bloser publication The Madarasz Book. This book is likely the source used for Mike Sull's OP&SS Madarasz bio. Joe Vitolo*

Louis Madarasz

Mr. Louis Madarasz was born in San Antonio, Texas, January 31, 1860. He is of Hungarian stock, his father and mother having come from Hungary, 1849. He attended the Christian Brothers' School and the public schools of San Antonio, and in 1877, went to the Rochester, N. Y., Business University, where he remained for fourteen months. He then wrote cards at the Arcade in Rochester until 1879, when he went to Manchester, N.H., to work for G. A. Gaskell. The next year he removed with Mr. Gaskell to Jersey City. In 1882, he spent nine months with the Sterling, Illinois, Business College. He then returned and worked for Gaskell six months, and secured an appointment with the Eastman College, at Poughkeepsie. While at Poughkeepsie, he was appointed Deputy United States Marshall for one of the districts in Texas. After four months service, he resigned and returned to New York. For two years, 1884 and 1885, he was on the stage with Richard Foote. He played the Duke of Buckingham and Duke of Richmond in Richard III. From 1890 to 1892, he was penman in the Cedar Rapids, Iowa, Business College. In 1893, he purchased a half interest in the Lincoln, Nebraska, Business College, selling his interest in 1894 and going to the Little Rock, Arkansas, Business College. He remained until the school burned down a year later. He then returned to New York, and was with the Heffley School for three years, and with the Eagan Schools about three years. At the present writing, Mr. Madarasz is with the Goldfield News, Goldfield, Nevada.

JM Ford

The career of James M. Ford was begun August 21, 1883, at Bloomfield, Missouri. At fourteen, he entered Breck School, Wilder, Minnesota, where for five years, he spent on an average of seven months of each year, pursuing the academic and commercial courses, working at the same time for his tuition and board. Since then he has taken special work in the Globe Business College, St. Paul, Minnesota, Cedar Rapids Business College, Cedar Rapids, Iowa, and the Gregg School, Chicago Illinois.

Mr. Ford's experience as a teacher began in 1902, when he accepted a position at Parker College, Winnebago, Minnesota, as assistant in the commercial department, of which the

next year he became principal. In 1905, he began his high school work at Fergus Falls, Minnesota, where for one year he had charge of the commercial department and the supervision of the penmanship in the ward schools of the city.

This position he resigned in order to accept his present one at Winona, Minnesota, as head of the commercial department. The results he obtains in teaching can best be judged from the last paragraph of a letter written by one of his former superintendents. "Mr. Ford has been reelected at the highest salary paid any teacher in our corps. If there were a commercial department in the school where I have accepted a position for the coming year, I would offer him a place there. I cannot pay a teacher a higher compliment." Although still a young man, Mr. Ford's frequent promotions and present success give promise of an unusually brilliant career in his chosen field.

JC McClanahan

Mr. J. Craig McClanahan is a native of southern Tennessee. He was born and reared on a farm and received his education in the public schools of Tennessee. He became interested in penmanship at an early age, and was given considerable instruction by his brother, J. R. McClanahan. He took English branches and special work at the Waterloo Academy, Waterloo, Alabama, but desiring to secure a complete business education, he entered the Bowling Green University, of Bowling Green, Kentucky, graduating with the class of 1905. For some time he was secretary and treasurer of the Hohenwald Business College, Hohenwald, Tennessee, and during the summer of 1906, was connected with a business college in Philadelphia. At the present time he is located in Sheffield, Alabama, being bookkeeper for a wholesale firm of that city.

Mr. McClanahan is very much interested in penmanship work, and wishes to extend the right hand of good fellowship to every professional penman. While he is out of the ranks temporarily, he expects to resume teaching in the near future, and will make a specialty of penmanship work.

His present business experience will prove valuable to him later on if he returns to the teaching profession. Every commercial teacher should make it a point to secure one or two years' experience with a first class firm, as the knowledge gained will prove very beneficial to the teacher of bookkeeping and shorthand. It will also help in the teaching of penmanship, as the teacher will know the style of writing used in actual work.

PH Ross

P. H. Ross, the subject of this sketch, was born on a farm in central Kentucky, in 1871. His early education was limited to what he could get by attending a country school, two miles from his home, and at his own fireside. However, he managed to secure a teacher's certificate and began to teach at the age of twenty, in the country schools of his

county. After teaching three or four years, he decided to take a course in business. He selected a business college at Ashville, N. C., where he completed a course in bookkeeping and shorthand in 1896. Returning to Kentucky he continued to teach and attended a literary college.

Having completed the scientific course, he received his degree. In August 1902, he visited Charlevoix, Mich., and secured the principalship of a ward school at that place. After acting as principal of the ward school for one year, he was engaged to take charge of the commercial department of the high school and to teach in the county normal, which had just been established in Charlevoix County. At the end of the year he accepted a position with the Wisconsin Business College, to take charge of their commercial department at Racine. In July 1905, they placed him in charge of a school just organized at Ishpeming, Michigan. In July 1906, he purchased this school, and is now running it on his own account.

He is the author of some articles on rapid figuring, beginning in the September 1906, number of the American Penman. He has also prepared a work entitled, "Practical Rapid Calculating" for class work in commercial schools, which is at present in the hands of a publisher.

FM Erskine

Frank M. Erskine was born in Williamstown, Vermont, in 1879, and lived on a farm until he was twenty-one. He graduated from the Bristol, Vermont, High School in 1897, and for the next three years did most of the work on a large farm which he had charge of, and taught two terms of school each year.

In 1900, he entered the Albany Business College, Albany, N. Y., for a year's course, but upon completion of the commercial course, was employed as an assistant teacher, in that department. Completing the shorthand course while teaching, he later taught in the shorthand department.

In 1902, he organized a four-year commercial course in the high school at Chatham, N. Y., and remained at the head of this department four years. During this time it became very popular, and one-third of the students took the commercial course. He made an effort to secure employment for worthy students and the calls from businessmen having first 'class positions to offer more than doubled the supply of students. In September 1906, he went to West Chester, Pa., to take charge of the commercial course offered that year for the first time in the West Chester High School.

Mr. Erskine is an all-round commercial teacher, and while he claims no specialty, has written a text on correspondence and business English, "Modern Business Correspondence," which, though published less, than a year ago, is being used in a large number of public and private schools.

GE Hess

George E. Hess was born March 3, 1884, near Stewartstown, York Co., Pennsylvania. His early education and inspiration were received in the public schools, of his native county. He then attended what was known as the Stewartstown Collegiate Institute. Here, one of his chief sources of delight was the study of bookkeeping, and during the long winter evenings, he devoted himself to that work instead of loafing at the "store," as is the custom of young men in country towns. From the Institute, he entered the First Pennsylvania State Normal School at Millersville, and graduated in 1905. After graduating he, taught in the schools of York Haven, Pa., and afterwards returned to the First Pennsylvania Normal School, to take up post graduate work and to specialize in penmanship, shorthand, and the commercial branches under Prof. E. W. Strickler, the efficient head of the commercial department, and now of the Reading School of Commerce. He also pursued a course in Gregg shorthand at the Pennsylvania Chautauqua, Mount Gretna, Pa., from which place he holds a teachers' diploma.

He is now employed by Prof. Warren Douglass as principal of the commercial department of his school at Charleroi, Pa. In this capacity he has complete charge of all the commercial work and penmanship. Although a young man in the profession he is not lacking-in energy and zeal, and his ability can be attested by the fact of the high standard of the Douglass College.

CE Baldwin

C. E. Baldwin, the subject of this sketch, first saw the light of day on a Missouri farm, November 8, 1869. He was not blessed with riches, but with that which is better; a brave heart and a willpower that overcomes all obstacles. From an early age, he followed the avocation of an ordinary farmer's son during the summer months, and attending the district schools during the fall and winter. At the age of seventeen, he began teaching in the district schools and attended the high school during the spring and summer months. In the spring of 1891, he took a shorthand and typewriting course in connection with pen art and other commercial branches in the Great Northwestern Normal College at Stanberry, Missouri. Since this time he has been engaged in teaching penmanship and kindred subjects in every grade of school, from the country district to the normal and business college.

In the fall of 1891, Mr. Baldwin was married to Miss Mary Philips. Their home has been blessed with four children: a girl, and three boys; the eldest of whom is a natural artist.

Mr. Baldwin ranks high in his profession as a penman. He is an able instructor, and, at the present time, holds an enviable position as instructor in penmanship, bookkeeping,

business English, arithmetic and rapid calculation, in the Hastings Business College, Hastings, Nebraska, one of the leading business training schools of the west.

WD McDaniels

W. D. McDaniels was born at Floyd, West Virginia, December 9, 1877. August 30, 1882, his parents moved to Madison, Kansas, where he received his public school education, and graduated from the Madison High School in June 1895. He then taught in the public schools until September 1897, when he entered the Central Business College, Sedalia, Missouri. After continuing the course in this school, he secured a position as bookkeeper and stenographer for a firm in Kansas City, Missouri. Later on, traveled for the same firm throughout central Kansas. He reentered Central Business College in March, 1901, for advanced work, and then taught one year in each of the following schools: Alvin, Texas, Business College; Central Business College, Sedalia, Missouri; Parsons Business College, Parsons Kansas; Williams Business College, Oshkosh, Wisconsin, and the Oshkosh, Wisconsin, Business College.

In July, 1905, he entered into partnership with E. W. Swank, and purchased the Oshkosh Business College.

Mr. McDaniels is a successful penmanship teacher, as he gets results in his penmanship classes. In August, 1905, he secured a prize from the Western Penman for one of the best six courses in penmanship.

JF Nixon

Mr. J. Fred Nixon was born at Ashgrove, Ontario. He attended the Georgetown High School for four years, graduating with honors in English, mathematics, history and modern languages, and securing the first year's standing in the Toronto University. He prepared for teaching at the Milton Model School and stood first in a class of twenty-six. After teaching public school for five years, he took a six month course at the Toronto Normal School. Being a good mathematician, his attention was drawn to business college work. He graduated from the Canada Business College, Hamilton, Ontario, in April 1903, winning the gold medal for the year in a class of over thirty graduates. For the remainder of the term, he was employed as assistant teacher in the commercial department.

The following August he took the position of commercial teacher with Mr. W. P. McIntosh in the Haverhill, Mass., Business College. During the vacation he acted as solicitor and made a good increase in the attendance of that school. Mr. Nixon holds an especially strong letter of recommendation from Mr. McIntosh. After two years successful work he resigned to take a position with Mr. S. McVeigh, North Adams, Mass.

He is now engaged as principal of the commercial department in the Connecticut Business College, Middletown, Conn. He understands thoroughly the Sadler-Rowe Budgets, and is at present using with good results the Bliss System of Actual Business from the Start. He is a young man, of excellent habits and disposition, a Protestant and unmarried.

JC King

Mr. J. C. King, the possessor of the accompanying pleasing features, was born in Columbia County, Ohio, August 21, 1878. He, like most penmen, spent his boyhood days on his father's farm, attending the district school in the winter, and helping his father with the farm work during the summer. When he was seventeen years of age, he attended the Mount Hope College, Rogers, Ohio, and in the spring of 1896, took the teachers' examination and received a license to teach. After teaching two years, he finished the normal course in the Northeastern Normal College, Canfield, Ohio. He then resumed his teaching until the fall of 1901, when he decided to improve his penmanship, and entered the Zanerian, graduating from there the following April.

In the fall of 1903, he entered the Oberlin Business College, Oberlin, Ohio, and took a complete commercial course, paying his way through school by assisting in teaching penmanship. Upon finishing his course, he secured a position as assistant in the office of the Oliver Fennie Wholesale Grocery Company. He held this place for nearly a year, but wishing to again enter the teaching profession, he was selected as a member of the faculty of the Butte Business College, Butte, Montana. This is one of the large schools of the northwest, and Mr. King is successfully handling the penmanship and normal work.

Mr. King is a young man possessing correct habits, and a character above reproach.

KG Merrill

Mr. K. G. Merrill was born in Newaygo County, Michigan, in 1879. After finishing the public school work, he entered the Ferris Institute, Big Rapids, Michigan, and took a two year normal course. On the completion of this course, he taught for two years in the public schools of Kalkaska County, Michigan. Having made a success of this work, he commenced to look for broader fields, and being aware of the growing demand for commercial teachers, who possess a good English education. He returned to the Ferris Institute to prepare for a position as teacher of commercial and shorthand subjects. He graduated June 24, 1904, after having given special attention to typewriting, shorthand and arithmetic.

In August, 1904, he took charge of the commercial and shorthand departments of the Lake Linden, Michigan, High School. While there, he taught shorthand, typewriting, commercial correspondence, bookkeeping and business practice. At the end of the second year, he resigned to accept a position with the Rider, Moore & Stewart Schools of Business, Trenton, N. J., as teacher of typewriting and assistant in shorthand.

Mr. Merrill considers typewriting, shorthand and business correspondence, his strongest subjects. He has excellent letters of recommendation from the schools where he has been employed as well as those from which he has graduated. He is a progressive, and very much in earnest young man, who thoroughly believes in the "gospel of hard work."

Frank Vaughan

Mr. Frank Vaughan, manager of the Union Teachers' Bureau, New York City, was born in Elizabeth City, North Carolina, November 25, 1861. For the past twenty-three years, Mr. Vaughan has been in New York

City, and has been connected with lines of work which brought him in close contact with commercial teachers. For nearly twenty years, Mr. Vaughan did the main editorial work, as well as directed the business management of the Penman's Art Journal, and for more than half that period was its sole owner. Before going with the Art Journal, he was managing editor of the Old Penman's Gazette, following the death of G A. Gaskell.

For the last two or three years, Mr. Vaughan has been, preparing a series of articles on the "History of Business Education in America," which are authentic, complete and interesting. He has been in close touch with the profession since the early eighties, and has made an exhaustive study of the development of business education since the establishment of the first American commercial. school nearly seventy years ago. In addition to the data which he has been able to accumulate, he has had access to the papers of the late S.S.Packard and the work he has undertaken will be well done.

At the present time, Mr. Vaughan and Mr. Healey are engaged in preparing a Gazetteer of Business Education which will be the most complete volume of its kind that has ever been issued. As something of this kind is needed in the commercial school profession, we have no doubt but what they will publish a book which will be very valuable.

LE Stacy

Mr. L. E. Stacy is a native of Ohio and was born at Brown's Mill, Washington County, Ohio, August 6, 1873. He secured the education allotted to the country boy, attending school during the winters and helping with the farm work in the summer. In 1892, he

took the commercial course in the Zanesville, Ohio, Business College. He then taught district school for a year, and was employed as bookkeeper in Pittsburgh for About two Years. He then took a position as foreman in the Lobdell Rim Works, Marietta, Ohio, and remained there for two years. Desiring to secure a better education, he went to Oberlin, Ohio, for some advanced work, and was then elected to a position on the faculty of Spencer's Business College, Kingston, New York. He remained with the Kingston school for five, years, and then spent one year with the Camden, New Jersey, Commercial College. We next find him at the head of the commercial department in the Salem, Massachusetts, Commercial School. For the past two years he has had charge of the correspondence, advertising and outside work for the Meadville, Pennsylvania, Commercial College.

In the spring of 1906, Mr. Stacy, together with T. V. Chandler and S. L. Boyd, purchased the Erie Business College, of Erie, Pa., and are conducting a progressive, reliable school.

In the school room, Mr. Stacy's specialties are bookkeeping, penmanship, arithmetic- and business practice. He has been very successful in teaching, penmanship, and has written several courses of lessons for the penmanship papers.

HE Wassell

Mr. H. E. Wassell, is a native Of Illinois, being born at Pittsfield, Pike County, January 28, 1882. He is of English ancestry, his family having been prominent in business and social circles for a great many years. His early life was spent in the country, where he acquired a strong constitution, and received his education in the public schools. He began teaching district school at the age of seventeen, and after teaching one year, attended Brown's Business College, Jacksonville, Ill. He then spent three years as clerk, bookkeeper and accountant with the following firms: Missouri Pacific Railroad Company; American Car & Foundry Company, St. Louis, Missouri, and the Racine Manufacturing Company, Springfield, Illinois He then decided that he would enter the teaching profession, and took literary work in the Eureka, Illinois, College. While in college, he was an active member of the Edmund Burke Literary Society. He then attended the Gem City Business College, Quincy, Illinois, for post graduate work, and special penmanship work.

Mr. Wassell has been identified with the following schools as teacher of commercial branches: Eureka, Illinois; Aurora, Nebraska, and Mankato, Minnesota. He also taught for about three months at the Drake Business College, Newark, New Jersey. , He resigned his position with the Drake Business College, and entered the employ of the Government at the Isthmus of Panama in the fall of 1906. Mr. Wassell has made an excellent record as a teacher, and is highly recommended by his past employers.

JE Thornton

Mr. J. E. Thornton of Carrollton, Georgia, was born in Coweta County, Georgia, in the latter part of the sixties. He was raised on a farm and secured the education usually allotted to the country boy. He became interested in penmanship while quite young, and took lessons from itinerant penmen. Being compelled to depend largely upon his own resources in learning to write, he naturally made most of such instruction as he was able to receive. By constant and careful practice, Mr. Thornton has been able to master a pleasing style of business writing, and is quite an expert at ornamental work. For a number of years he has organized and taught writing classes throughout the south, and his work has proven very satisfactory to his patrons.

In many parts of the south the population is scattered, and in many sections the people do not have an opportunity to receive instruction in penmanship, such as they would receive in more thickly settled communities. Under the conditions there is an opportunity to do a great deal of good. Mr. Thornton has followed this work for a great many years, and has had the privilege of teaching a great many students, many of whom have made their mark in the world.

Some of Mr. Thornton's work has appeared at different times in the Business Educator, and his work shows that he is a master of the pen, as well as an able, progressive teacher. He is doing a grand work, and it is to be hoped that the young people who come under his instruction, will utilize it to the best advantage.

TJ Hoover

Mr. T. J. Hoover of Carlinville, Illinois, is better known to the profession as a photographer, than as a commercial teacher. For a number of years, he has been present at convention meetings, and has made a great many first class group pictures for members of the Federation. At the present time he is the official photographer for the Illinois Traction System. After he had completed the public school work, Mr. Hoover entered The Northern Indiana Normal School in November, 1886, and graduated in March, 1888. After graduation, he taught shorthand and typewriting in the school from which he graduated, and later took some additional work in the Indianapolis University.

Mr. Hoover has made a study of electricity, and has installed a complete electric light plant in his home. He has also invented and patented an electric signal device for the protection of the track and bridges on all lines of rapid transit. At the present time he is negotiating for the sale of this patent, and the outlook is very promising for him to receive quite a sum of money for it.

Early in his career, Mr. Hoover became interested in penmanship, and received his first inspiration from Gaskell's Guide. He then practiced from the copies of Madarasz, Zaner, Isaacs, and many more, as well as the aid which he received from the penmanship journals.

On-account of the illness of his mother, Mr. Hoover was obliged to give up teaching as a profession, and at the present time is making a specialty of photography and electrical work.

LC McCann

By the side of the "Laughing Waters" of the beautiful Ohio River, in Mount Vernon, Indiana, County of Posey, where the watermelons grow "so gross," McCann "The Dauber," was born. His parents both dying before he was five years of age, he was forced to face the serious problem of "Earthly Existence" quite early in life, and being shifted to the scenes of farm life in central Ohio, he early learned Muscular Movement by swinging the axe in the forest. Being inspired by, beautiful writing, he practiced evenings on the inside and outside of old envelopes, and when enough of these could not be found, practiced on the margin of old newspapers.

His writing attracting attention, he was soon called into prominence by organizing a class in "Writin'," in the country school house, with lanterns for illumination, the "Great Light" being the master who would delight his pupils with Eagle&, Swans, Scrolls, even resurrecting Dead-men's productions which he aimed to imitate.

Later we find him leaving the plow and the axe, and hieing away to the civilized portions of the globe, there to remain until the present, always doing the best he can for the, betterment of mankind, and especially helping poor, worthy, young people to "Reach Success." Only those who have been under his instruction will ever know the effort put forth in this direction.

Mr. McCann is at present located in Mahanoy City, Pa., a mining town, where he has built up a good school. At the Cleveland meeting of the Federation, December 1906, he was elected vice-president of the Penmanship Section.

WH Sadler

Warren H. Sadler was born in Lockport, N. Y., Sept. 30, 1841. He completed the public school and high school courses at Lockport and then took a course at Bryant & Stratton Business College, Buffalo. He accepted a position as principal of the commercial department of the Lockport Union School and held the position for three years. He then

became connected with the Bryant & Stratton chain and taught in Buffalo, Cleveland, and Rochester. In the summer of 1864 he established, in connection with Bryant & Stratton, the Baltimore Business College, of which he has ever since been the head.

Mr. Sadler has been actively identified with the commercial teaching profession for over forty years and has made a specialty of all commercial branches. As a teacher of arithmetic he is unexcelled, and his "Commercial Arithmetic" and "Essentials of Arithmetic" are today used in many of the leading schools of the country.

In 1898 the Sadler-Rowe company was organized, Mr. Sadler becoming president and Mr. Rowe, secretary. Through their efforts the Budget Systems of Bookkeeping have been put on the market and these publications are now used in schools and colleges throughout the world.

Mr. Sadler is now in his 66th year. He is a man of fine presence, genial manners, and impresses everyone with whom he comes in contact, with his earnestness and honesty. He is an earnest competitor, yet he never permits business competition to interfere with social life nor the sacred conditions of friendship. He is of the kind that the more there are in the world the better the world will be.

GF Roach

Mr. G. F. Roach, now with the Vashon College and Academy, Burton, Washington, was born in 1879. He is a graduate of a high school and the following named institutions: Kansas Wesleyan Business College, Salina, Kansas; commercial department of the Central Normal College, Great Bend, Kansas; Zanerian College, Columbus, Ohio, and the Kansas Wesleyan University, Salina, Kansas. Mr. Roach has had a teaching experience of one year in public school work, and four years in business college work. For two years he had charge of commercial departments, and for one year had charge of the commercial and shorthand departments of a military academy.

His specialties are Gregg Shorthand, bookkeeping and penmanship. He has also had experience in teaching English branches, touch typewriting and military tactics. He also does ornate pen work, such as card writing, resolutions, memorials, diplomas, etc. He has had considerable experience in soliciting for business colleges, and was connected with such an institution as part owner and business manager.

Mr. Roach has had experience in teaching the Sadler-Rowe, Musselman, Williams & Rogers, and Powers & Lyons systems of bookkeeping, and has had some experience in organizing a commercial exchange. He holds the degree "Master of Accounts," conferred by the Kansas Wesleyan University, and is considered a good all-round commercial teacher.

Mr. Roach is American born, a member of the Methodist Church, has no physical deformities, and has good health.

Francis Marion Brown

Francis Marion Brown was born in VanBuren, Iowa, June 2nd, 1872. He attended the common schools in the State of Missouri and Washington and prepared for teaching. In the spring of 1892, he began teaching in the common schools of Washington. In the fall of 1897, he entered the Washington State Agricultural College completing the course in the commercial department and carrying special work in the sophomore year. He completed this work in a satisfactory manner, and later taught commercial forms and penmanship in the Huntsville Seminary. His work attracting favorable attention, he was elected principal of the commercial department of the Montana Wesleyan University, and held this position during 1902 and 1903.

Mr. Brown was married to Miss Margaret M. Moore, of Helena, Montana, June 2nd, 1903. In August 1903, he became president of the Capital City Business College, Helena, Montana, and has built up a flourishing institution and is, doing good work for the people of that community.

Mr. Brown is enthusiastic in his work and strives to prepare his students to meet the demands of the business world. He is quite an artist, and in 1905, was awarded first premium in pencil portraiture, water color work, pen and ink portraiture, pastel work, interior photography and - portrait photography. These premiums were awarded in open competition at the Montana State Fair.

Margaret M. Brown

Mrs. Margaret M. Brown, nee Moore, was born at Wolfville, Nova Scotia, March 3rd, 1879. She attended the public schools of Wolfville, and graduated from the Wolfville High School with the class of 1897. On completion of her high school work, she attended Pickering College, Pickering, Ontario, from which institution she was graduated June 17, 1898.

After graduating from Pickering College, she was elected principal of the commercial department of Clarksburg College, Clarksburg, Missouri, and filled the position to the satisfaction of all concerned from September 1898, to June 1901. On account of failing health, she was obliged to resign her position and remove to Helena, Montana. Recovering her usual health and seeing the necessity of a good commercial school in Helena, she opened the Capital City Business College, March 3, 1902. She had full management of the school from the time it was founded until its incorporation in July, 1903. After its incorporation, she was elected secretary of the college, and had charge of the shorthand department. In June, 1903, she married F. Marion Brown and now holds the position of vice president of the Capital City Business College, and supervises the

shorthand and English departments. Mrs. Brown is a capable teacher, and her influence has been beneficial to the hundreds of boys and girls who have come under her instruction.

 Irwin P. Mensch

The subject of this sketch, Irwin P. Mensch, was born near Reading, Pa., March 4, 1881. At the age of 15 he entered Callol Institute, Reading, Pa., where he pursued advanced English studies. He next entered the Inter-State College, Reading, Pa., where he completed the stenographic course, and soon there after accepted a position as shipping clerk in a whole sale hat store. He was soon advanced to assistant stock keeper, but finally gave up mercantile duties to become stenographer to one of the city's executives. After some time in this position Mr. Mensch returned to the Inter-State College and completed the commercial course in such a satisfactory manner that he was retained as instructor in penmanship and commercial branches. After teaching one year he became chief clerk in the drafting room in the P.& R. Ry. Company's shops at Reading, Pa., where he remained for two years.

Mr. Mensch became interested in lettering during the time that he was employed as shipping clerk, and developed an ambition to become a good penman and engrosser. Insistent in his efforts to perfect himself, he entered Zanerian College, Columbus, Ohio, where he remained as a student for some time. He has since filled the following positions to the entire satisfaction of his employers: instructor of penmanship 'at Inter-State College, Reading, Pa.; assistant commercial teacher at Morse Business College, Hartford, Conn.; principal commercial department 'Spencerian Business College, Newburg, N. Y. Mr. Mensch is an enthusiastic teacher and is constantly trying to broaden himself and acquire a liberal education.

 Edwin C. Davis

Edwin C. Davis was born in 1877, in El Dara, Illinois, receiving his education from the common schools of Pike County. In 1896, he began teaching in the district schools of the same county. During the four years of his, teaching there, he was ever aspiring to better things. In 1900, he entered the Gem City Business College, Quincy, Illinois, taking up the study of commercial branches. In 1901-2, he had charge of the commercial department of the Northern Illinois College, Fulton, Illinois. The next year was spent in the Gem City Business College in completing the special penmanship course under H. P. Behrensmeyer.

The summer Of 1902, he had charge of the commercial and penmanship work in the Iowa Business College, Des Moines. From here, he went to Spokane, Washington, for a year's work in the Blair Business College, at the end of which time, he became part owner of the Northwestern Business College, in Spokane. Failure of health caused his retirement

for a year, which was spent swinging the ax on his father's farm in Illinois. In 1905-6, he had charge of the drawing and office practice of the Academy of Idaho, Pocatello. In September, 1906, he assumed charge of the commercial and penmanship work of the Central Business College of Denver, Colo.

Mr. Davis is meeting with success in his chosen profession, and is bound to become one of the leaders. He is a fine penman, a good teacher, enthusiastic in his work, and constantly seeking to improve himself.

E A. Bock

The photograph shown herewith is a good likeness of E A. Bock, located with the National Business College, Roanoke, Virginia. He was born at Smithtown, Illinois and attended public schools up to the age of fifteen. He then attended preparatory college for some time, after which he pursued medical studies with his father, acting as an assistant. During his youth, he studied arduously and has kept the motto whatever you do, do with might, well nourished. In 1904 and 1906, he attended the Gem City Business College, Quincy, Illinois. He graduated with high honors in 1906, averaging ninety-eight per cent, and received the degree "Master of Accounts." He is also, a graduate of the normal penmanship department of the same institution, having followed all branches of the work.

He is at present employed as a commercial and penmanship teacher, and handles each subject equally well, though penmanship was his first love.

He has the students' welfare at heart, and always secures excellent results. May all be as free from the use of intoxicants and tobacco as he, and may all have the same high ideals of life-'

Mr. Bock has made an excellent record in his work and the indications are that he will be one of the leaders of the profession within the next few years.

E. K. Shoop

Mr. E. K. Shoop, president of the Reading School of Commerce, Reading, Pennsylvania, is a native of Lancaster County, Pa. Mr. Shoop received his early education in the public schools, and later on attended the State Normal School at Millersville, Pa. While at the Normal, he prepared for teaching, and his success as a student was marked. After completing his normal work, he taught for eleven years, covering the entire field of public school work, from director of a country school to the principalship of a high school. In all of his teaching, he has been eminently successful, and has been noted as one of the strong teachers of his section.

Realizing the need of a business education, he went to, Philadelphia, Pa., and took a course in the famous Peirce. School. After completing his business education he had

actual experience in office work for five years. Mr. Shoop has an enviable reputation for thorough, conscientious work, and is a wide awake, progressive educator and business man. He is of German descent, and seems fitted both by nature and training, as a manager and teacher.

The Reading-School of Commerce is a comparatively new school which was organized by Messrs. E. K. Shoop, W. S. Seyler, and E. W. Strickler. All three of them are comparatively young men, Pennsylvanians, and have had experience as teachers and students in the common schools, normals and business colleges, of their native state. Under their management, there is no doubt but what the institution will prove a splendid success.

C. M. Drake

The subject of this sketch, Mr. C. M. Drake, superintendent of Alton Business College, Alton, Illinois, like many others of our profession, came to his usefulness by way of the farm. Mr. Drake is a Kentuckian by birth. Aside from the training received in the public schools, he graduated from the Southern Normal School, of Bowling Green, Kentucky, with the degree of B. S. and completed the bookkeeping and shorthand courses in the Business University of that city. He has had experience as a literary and commercial teacher, having served in the capacity of principal of an Academy in Georgia, and as superintendent of successful schools of business both in the South and North. He is a man of earnest effort and thoroughly progressive in his work.

In his present position as superintendent of Alton Business College he has "made good" even beyond his own expectations, having increased the attendance exactly one hundred per cent over the preceding year. His experience has been such, that he is especially well qualified as an instructor or business college manager, being familiar with bookkeeping, shorthand, penmanship, and the allied branches, and having under his supervision the advertising and office work.

Mr. Drake is held in high esteem by his students, and makes many friends wherever he goes. He is active in anything educational, and an effective worker in Sunday School and Church circles.

By G. O. Hunnicutt.

S. B. Fahnestock

S. B. Fahnestock, A. B., M. C., of McPherson, Kansas, the well balanced gentleman physically, mentally and morally, was born April 1st, 1854, at Covington, Ohio. At the early age of seventeen, we find him teaching in the common school. After five years'

work as a teacher in ungraded schools, he served four years as principal of the West Baltimore, Ohio, schools. We next find him superintendent of the Ansonia, Ohio, schools, but being offered an increase in salary, he resigned in business. Not finding the work congenial, we again find him at his books, but they were books of science, philosophy and literature instead of mere accounts. After a year in the Kansas State University, a year in the Ohio State University, and still another in a leading Business College, he met the writer, and received what he termed his "first instruction in muscular movement."

Mr. Fahnestock is a trifle over the average size, of splendid physique, and the owner of a cheerful, hopeful, disposition. In 1881, he was married to Amanda Kauffman. For the past eighteen years, Mr. and Mrs. Fahnestock have been connected with McPherson College, McPherson, Kansas. Mr. Fahnestock is active in matters pertaining to teachers' associations, and is interested in the political welfare of his home city. Realizing the difficulty of properly portraying a personage whose modesty does not crave applause, I will close lest I underestimate, instead.

By C. P. Zaner.

Clinton C. Canan

Clinton C. Canan was born in Pennsylvania in 1873, and died at the home of his parents at Bradford, Pennsylvania, September 29, 1904. As a penman, Mr. Canan stood in a class by himself, and at the time of his death, was equaled by no living penman, in delicate, accurate, free hand and ornamental penmanship, and was an artist far above the penman's standard. Mr. Canan graduated from the Zanerian in 1893. He was then employed for two years as teacher of penmanship in the Cleary College, Ypsilanti, Michigan. He was next employed by A. N. Palmer to teach penmanship and pen art in the Cedar Rapids, Iowa, Business College. He next taught in the Schissler College, Norristown, Pa., and in Bank's Business College, Philadelphia, Pa.

He was an invalid during the last years of his life, and as idleness had no place in his untiring disposition, he turned to poetry, and developed such ability before he departed, that he surprised his many friends when he published his first volume, entitled, "Thorns and Flowers."

Penman, artist and poet; these were his by right of acquisition, and of which anyone might well be proud, but he possessed that which outshines them all, uncompromising morality and manhood. Never a word was heard against his integrity and morality. His short, full, artistic life may well serve as a model for us to emulate. Much of his most beautiful work was done during the last two years of his life, and his cheerful, unwavering disposition was with him to the end.

S. B. Hill

Mr. S. B. Hill was born near Charleston, Illinois, July 26, 1880, and performed the usual duties which go to make up the life of a farmer lad. He attended the district schools during the winter and spring, and at the age of eighteen, he entered the Northern Indiana Normal School, at Valparaiso, Indiana to prepare for teaching. After this course was completed, he began teaching in the public schools of Coles County, Illinois. After teaching three years, he entered the Northern Illinois Normal School, Dixon, Illinois, to take the commercial, penmanship and drawing courses.

He came under the instruction of L. M. Kelchner while taking this course.

In 1904, Mr. Hill accepted a position with the Richmond Business College, Richmond, Indiana, as instructor of penmanship, English and bookkeeping. He resigned this position to become principal of the commercial and penmanship departments of the Tampa Business College, Tampa, Florida. Desiring to better himself along the penmanship line, he attended the Zanerian Art College during the summer of 1906.

At the present time Mr. Hill is principal of the commercial department of the Cortland Business Institute, Cortland, New York. He teaches all of the commercial branches, pen art, and drawing, and has taught the Sadler-Rowe, Powers & Lyons, Twentieth. Century, and Bliss systems of bookkeeping.

Mr. Hill was married March 29, 1903, to Miss Susie Hackley of Mattoon, Illinois.

O. T. Johnston

Mr. O. T. Johnston, of the Mountain State Business College, Parkersburg, W. Va., whose early days were spent on a farm, laying the foundation of a strong physique, and developing the powers of observation which have since been of practical use to him, is a Hawkeye product. He received his education in the public schools of his native county, but desiring to secure a better education, he attended the Capital City Commercial College, Des Moines, Iowa. He completed the commercial course in that school in a satisfactory manner, and having become interested in penmanship, attended the Zanerian Art College, Columbus, Ohio, in order that he might become more skillful, and be able to command a better salary as a commercial teacher.

Mr. Johnston was connected with Darling's Business College, Fergus Falls, Minnesota, for a considerable period, and had charge of the penmanship and commercial branches in that school. For the past three or four years he has been with the Mountain State Business College, where he has charge of the commercial department and the penmanship work.

Mr. Johnston is a well prepared teacher, enthusiastic in his work, and makes penmanship, mathematics and bookkeeping his specialties. During the year 1906 he was appointed by the Federation as State Representative for West Virginia, and was the means of securing a large number of enrollments from that State. He is progressive, interested in educational matters, and expects to complete a university course ere long.

E. E. Admire

Mr. E. E. Admire, proprietor of the Metropolitan Business College, Cleveland, Ohio, has been engaged in commercial school work for the last twenty-five years. He has been a penman, teacher, solicitor and school proprietor. Some three years ago he organized the Metropolitan Business College, which has now an attendance upwards of three hundred. It is located on the west side in Cleveland, and has an equipment which averages with the best commercial schools. About a year ago he secured the control of the Ohio Business College' on the eastside, located in the Pythian Temple, and is conducting two prosperous schools in the city of Cleveland.

Mr. Admire is not only a good school man, but is a thorough businessman as well. He organized and established a prosperous weekly newspaper on the West Side, and is also one of the directors of the Majestic Theater, a first class house, which is just about finished. Through his influence, the Home Club was organized on the West Side. It conducts an up-to-date cafe where the better class of men and women of that section secure their noonday lunch.

Mr. Admire takes an interest in Association matters, and is a regular attendant at the Federation meetings. He is strongly in favor of the State Associations, and has been largely instrumental in paving the way for such an Association for the State of Ohio. He is an admirer of good writing, and always has in his employ a number of first class penmen.

T. Courtney

Mr. T. Courtney was born in Pennsylvania, in 1872. When he was seven years of age, his parents moved to Ohio, and two years later they moved on to Michigan. He attended the public schools until he was sixteen years of age, and from which time until he was twenty-one, he worked in the lumber camps of Michigan and Wisconsin. In 1893, he entered Ferris Institute, Big Rapids, Michigan, and graduated the following year. In 1894, he began teaching in the commercial department of the Flint Normal school, Flint, Michigan, and in 1895, he went to North Adams, Mass., and taught in the Bliss Business College. The following year, he accepted a position with the Bryant and Stratton Business College, Providence, R. I., and remained in that position for six years. In the summer of 1902, he spent one month with the famous penman, L. Madarasz, in New

York City. He then accepted a position with the Iowa Business College, Des Moines, Iowa, and was then employed in Chicago for some little time. He spent two years with the Albany, New York Business College, and is at the present time in Washington, D. C., with Strayer's Business College.

Besides his public and normal school education, Mr. Courtney has received special work in languages and mathematics. He is not only a successful penman and commercial teacher, but does engrossing, etc., with pen and brush. He is a great reader, finding in books much pleasure, inspiration and profit.

F. W. Tamblyn

Mr. F. W. Tamblyn was born on a farm in Western Kansas in 1870. His early education was secured in the district schools of that state, while his vacations were spent in working on the farm. At the age of sixteen, he gained his first start in penmanship under the instruction of Mr. Goss, a traveling writing teacher. The work appealed to him, and he was filled with a determination to allow nothing to prevent his progress in it. He spent a great deal of time in 'practice with such penmanship magazines as "Gaskell's Guide, "The Western Penman," and the "Penman's Art journal," as helps.

After graduating from the Paola, Kansas, High School, he attended and graduated from the Central Business College, Sedalia, Missouri, where he remained for five years as a member of the college faculty. In 1894, after an experience as itinerant teacher, he spent some time, in engrossing and teaching in St. Louis, and in 1897, located permanently at Kansas City, Missouri, where he has built up a large business in all branches of engrossing, card writing and lessons by mail. He has been a very successful and inspiring teacher, impressing upon his students the necessity of faithful application to bring about proficiency in the art.

Mr. Tamblyn believes, and has been successful in teaching, that the price of success is measured by inspiration, application, and perspiration. As a penman, a teacher, an associate, and a man, he ranks among the leaders of his profession.

DT Ames

Mr. Daniel T. Ames was born in Vershire, Vermont, in 1834. At the age of fifteen, while attending Chelsea Academy, he received instruction in penmanship from Professor Lyman, a celebrated traveling master. The next year, he came under the instruction of O.W. Smith, and assisted him in teaching his classes. At nineteen he entered Topsfield Academy, Topsfield, Massachusetts, to prepare for Dartmouth College. He taught

penmanship to pay for his tuition, and in 1857, he returned to his father's farm and studied law under judge Cobb, of Stratford, Vermont. He later entered Eastman's Business College, Oswego, New York, as a teacher of writing and student of bookkeeping.

In 1862, he opened and conducted a large business school at Syracuse, New York, which was sold in about 1868 to the B. and S. chain. Soon after this, Mr. Ames was admitted to the bar. In 1869, he moved to New York, and becoming impressed with possibilities of the designing and engrossing business, he opened a studio, in 1873, at 205 Broadway. In 1876, he became editor of the Penman's Art journal, and for twenty years it was the leading penmanship publication in existence.

Mr. Ames is the author of a number of works on penmanship, engrossing and designing, and has testified as handwriting expert, in some of the important cases in the United States and Canada, and has been consulted in, several foreign cases.

In 1899, MT. Ames closed his business in New York, and removed to Mountain View, California.

WE White

Wilton Ephraim White was born February 14, 1866, on a farm near Marion, Iowa. In 1872, he removed with his parents to Jewell County, Kansas, then the extreme border of civilization. His first education was obtained at the public country schools. At the age of seventeen, he entered a printing office and learned that trade. By carefully saving his wages, he was enabled to enter the State Agricultural College, at Manhattan, Kansas. After finishing this course, he entered the Kansas Wesleyan University, at Salina. At both these schools, he supported himself by working at his trade and by teaching during vacations. In February, 1881, he entered the Gem City Business College, Quincy, Illinois. After graduation, he was employed for a time as expert accountant and auditor in a large bank. Later he was employed by Professor Musselman as teacher in the college, where he has served continuously for about sixteen years, teaching mathematics, commercial law, correspondence, rapid calculations, etc.

Mr. White owns a half interest in the handsome five story building, the home of the college, and is also a stockholder in the college corporation, its vice-president, and a joint author and owner in the publication of a line of text-books. He has been, a regular attendant of the National Commercial Teachers' Federation for nine years, and was president of the Business Section for 1905.

Mr. White was married in 1893, to Miss Dora A. Cooley. They have two children, a son and a daughter.

DL Musselman, Jr.

De Lafayette Musselman, Jr., secretary and treasurer of the Gem City Business College, Quincy, Ill., and manager of the D. L. Musselman Publishing Company, was born in Quincy, March 31, 1879.

Entering the primary grades of the public school, he continued his studies until he had become a high school student. He afterwards entered the Shattuck Military College, at Fairbault, Minnesota, where he spent a year, and at the age of seventeen he won the honors in the class of English literature. He then returned to Quincy and pursued a two years' course in the Gem City Business College, graduating May 20, 1898, with the degree of Master of Accounts.

Mr. Musselman had charge of the L. E. Waterman fountain pen exhibit of New York City at the Trans-Mississippi Exposition at Omaha, and in 1898 he came to the college as an assistant teacher in the school, acting in that capacity for two years, after which he was elected secretary of the college, to succeed W. T. Dwire. A year later Mr. Musselman was chosen as secretary and treasurer, which is still his official connection with the school.

On the 1st of October, 1902 in connection with W. E. White and J. H. Crafton, he purchased the Musselman Building, which was erected in 1893, at a cost of one hundred thousand dollars.

Mr. Musselman is a member of Lodge No. 659, Ill., A. F. & A. M., Commandery - NO. 55 K. T., a thirty-second degree Mason of the Quincy consistory and Medinah Temple of the Mystic Shrine, at Chicago.

PR Spencer, Sr.

Platt Rogers Spencer, the famous author of the Spencerian penmanship, was born November 7, 1800, near Windham, New York. He was the youngest of a family of nine sons and two daughters. The father died when he was a mere child, and in 1810 the family -moved to the Western Reserve, Ashtabula County, Ohio. They settled near the shores of Lake Erie, and in this region, Mr. Spencer made his home the most of his life. He commenced teaching when he was quite young, and was also employed as clerk and bookkeeper in different lines of business. He devoted some time to the study of law, but his favorite occupation was the teaching of special classes in penmanship in the cities and villages of Ohio, Pennsylvania and New York. With the exception of about twelve years as county treasurer of Ashtabula County, the remainder of his life was largely occupied in teaching, publishing and perfecting his system of Spencerian penmanship, which for more than a generation has been the inspiration and model for the penmen of the world.

The life of Mr. Spencer is deeply interesting, and only a voluminous volume could hold the record of this helpful and wide-spread influence. His life in educational circles produced an incalculable effect in uplifting the noble art of penmanship. He was always ready to lend a helping hand to the poor and oppressed, and many of our teachers of the present day can testify to the helpful influence which he exercised.

Mr. Spencer died at his home near Geneva, Ohio, May 16, 1864. Before his death he saw his penmanship accepted as the standard by which the penmanship of the world was judged.

LA Arnold

Mr. L. A. Arnold is from the farm and proud of it. He began life in 1872 near Greencastle, Indiana, and hoed corn, chopped wood, "swilled" the pigs, tilled the soil, and attended the country school until he was nineteen years of age. His desire for a more advanced education led him to enter the Central Normal College, of Danville, Ind., where academic and commercial studies were pursued. Two years afterward he became a student in the Northern Indiana Normal College at Valparaiso, Indiana, specializing in shorthand and English.

In 1891, he began his work in the School of Life as a stenographer at a salary of \$8.00 a week. He identified himself actively with the Young Men's Christian Association and did his first teaching in their evening sessions. He engaged in the real estate business for one year and at the same time acted as secretary and bookkeeper for a building and loan association. He was elected commercial teacher in the day and evening sessions of the Manual Training High School of Chicago, which position he filled for four years. During these years, Mr. Arnold found time to pursue special work in the University of Chicago. He was also actively engaged in Sunday school and church work, being president of his church board when he resigned his high school position in September, 1902, to purchase the Central Business College of Denver, Colorado, the oldest institution of the kind in the state.

In 1902, Mr. Arnold was elected president of the National Shorthand Teachers' Association. At the Cleveland, Ohio, convention of the National Commercial Teachers' Federation he was elected president of the organization for the year 1907.

JH Minick

Mr. J. H. Minick was born and reared near Orrstown, Franklin Co., Pa. Owing to a severe illness when five years of age, he was unable to attend school until in his tenth year. His public school education was mostly obtained by walking three miles a day, on crutches, to and from school.

At the age of sixteen, Mr. Minick passed very creditably an examination for teachers, and before he was eighteen he began to teach school and with marked success. In 1883, he graduated at the First Pennsylvania State Normal School with the last class under the noted principal and educator, Dr. Edward Brooks.

In 1885, Mr. Minick completed the regular business course at Eastman College; and in 1891, he was graduated with honor from Bucknell University.

Prof. Minick has a wide and successful teaching experience in both public and private schools. He has been, teaching for a number of years at Eastman Business College, his principal branches being bookkeeping and business arithmetic.

Prof. Minick has done considerable literary work. He has assisted the presidents of two noted, though widely different, institutions of learning in the, preparation of text-books for schools. In 1902, the degree of Master of Philosophy was conferred upon him by Bucknell University for graduate work in English Literature and Philosophy, and for a mathematical treatise which Prof. Minick had prepared and submitted for examination. He also holds the highest credential provided for teachers by the Department of Public Instruction of the State of Pennsylvania.

 JL Foust

J. L. Foust is serving his fifth year in charge of the commercial department of the high school of Owensboro, Ky. For six years he taught in various rural and village districts of his native county, and for the past two years has also had charge of the business educational work of the Y.M.C.A., of Owensboro.

Mr. Foust was born and reared to young manhood in a west Kentucky rural district. He attended the public schools of his county, did Academic work at Benton Seminary, and in 1899, he; received the degree of Bachelor of Science at the Southern Normal College, Bowling Green, Ky. In 1902 he completed the combined stenographic and business courses in the Bowling Green Business University.

While Mr. Foust is but thirty, he has taught eleven successive years, his vacations and intermissions being spent, for the most part, in attending school.

Owensboro, Ky., Nov. 19, 1906. To the Profession:

It gives me no little pleasure to commend Prof. J. L. Foust to your favorable, consideration, both as a gentleman and as an educator. Having fitted himself for work in the department of business education by a thorough course of instruction, his marked success in the profession was but the natural result of skill, energy and ability, guided by

faithful and efficient service. An able instructor, a safe counselor, a sure guide, strong in discipline, sound in judgment, his work is and has been, eminently satisfactory.

Respectfully,

McHenry Rhoads,

Supt. of City Schools.

EL Brown

Mr. E. L. Brown, of Rockland, Maine, was born at Simonton, Maine, in 1871. He early became interested in penmanship, and secured a copy of Gaskell's Compendium which proved a source of much inspiration to him. In the fall of 1887, he entered the Rockland Commercial College, Rockland, Maine, and pursued a special course in penmanship under Professor Howard. The following spring, he met the late A. R. Dunton, author of the Duntonian System of Writing, who offered to instruct him in text lettering so he might assist him at engrossing diplomas, etc. Mr. Dunton was a merciless critic, and while his criticisms at times seemed unjust, they usually proved correct.

For the last eighteen years, Mr. Brown has been connected with the Rockland Commercial College, Rockland, Maine, and has built up a large engrossing and designing business. For a number of years, he has made a specialty of advertising designs for newspapers and circulars, as well as drawings for school catalogues. He studies art continually, and obtains much enjoyment and profit from his work in this line. He spent the summer of 1900 in Europe in company with Professor Howard, where he made a close study of art. He has made several large exhibition pieces of pen art, among which are, "Fight for the Standard," and "Monarch of the Glen."

Mr. Brown is a fine all-round penman, and his courses of lessons in the professional journals are eagerly followed by the experienced penman, as well as the amateur.

CA Faust

Charles Ayers Faust was born October 8, 1860, on a farm three miles from Meadville, Crawford County, Pennsylvania. He lived on a farm until thirteen years of age, and then went to Spring Valley, Minnesota. He worked in a hardware store and a grocery store for some time, and then entered a printing office where he served his time as "devil," and became an expert typesetter. During his career as printer, he and a neighbor boy learned telegraphy on a short line which they installed, and he finally secured a position as helper with the Chicago, Milwaukee and St. Paul Railroad, and was eventually given an office. Through Gaskell's Compendium, he became interested in penmanship, and became quite

an expert penman. Later on, he secured a position as bookkeeper with the Rock Island & Pacific Railroad. He decided to attend Brown's Business, College, Peoria, Illinois, and became a teacher of writing in Mr. Brown's Jacksonville School.

Mr. Faust has devoted a great deal of attention to Automatic Shading Pen Work, and is an authority on the Automatic. He was with Mr. A. N. Palmer for four years and a half, introducing the Palmer System in public and parochial schools. He is now pushing the merits of a system of writing which he has gotten up, and is meeting with marked success. He holds the record of being the only man who has attended eighteen consecutive meetings of the National Penmanship Teachers' Association. He has been president of the penmanship Section, and is now treasurer of the Federation, which position he has held for a number of years.

 MA Adams

Mr. M. A. Adams was born February 18, 1873, near Marietta, Washington County, Ohio. He attended public schools and worked on a farm until he was seventeen years of age. Securing a certificate from the county examiners, he began to teach school. He followed teaching for eight years, and in the meantime attended Marietta Normal School, Michael's Business College, Ohio Normal University and Zanerian College. In 1898, he became connected with the Marietta Commercial College as instructor in bookkeeping and penmanship. Shortly afterward, he purchased an interest in the Commercial College, and became president of the institution. Mr. Adams is an all-round commercial teacher, being familiar with two systems of bookkeeping, and Eclectic and Gregg shorthand. He has had practical office experience, assists in preparing the advertising of the school, and is an admirer of fine penmanship. He advertises his written cards quite extensively, and sends his work to all parts of the United States and Canada. He was married August 20, 1904, to Miss Gertrude Palmer, of Grand Rapids, Michigan.

Mr. Adams, is a progressive school man, and under his management, the attendance has been largely increased, and the educational standard of the Marietta Commercial College has been improved. He is prominent in Association matters, being a member of the Penmanship Section and the Private School Managers Section. He is conservative, and a man whose judgment is sound and reliable.

 AH Hinman

Mr. A. H. Hinman was born in Lorain County, Ohio, in 1843. He lived in Ohio until he was eleven years of age, when his parents went to Illinois. He was in the west until he was fifteen years of age, when he returned to Oberlin, Ohio, attended college and graduated from the business college where P. R. Spencer taught writing. He again went west, enlisted in the civil war, and after his discharge, became an accountant in Chicago,

and later a teacher in the Bryant and Stratton College. He was later transferred to St. Louis as teacher of penmanship, and after three years service, was appointed by the authors of the Spencerian system to introduce their publications.

He was for two years superintendent of writing in the public schools of St. Louis, and was then engaged by Peirce College, Philadelphia, Pa. After two years in this position, he opened a school in the coal regions of Central Pennsylvania, and trained a number of men who are noted commercial teachers. Mr. Hinman disposed of his school, and taught classes in bookkeeping and writing for some time. He then went to Boston, Mass., to teach in the Bryant and Stratton College. After two years in Boston, he located in Worcester, Mass., where he has conducted a business college for the last twenty-six years.. I

Mr. Hinman has a national reputation as a teacher and master of plain and ornamental penmanship in all its branches, and is exceedingly skillful at the blackboard.

LH Hausam

Mr. L. H. Hausam, whose photograph is shown herewith, was born in St. Charles, Missouri, June 14, 1870. Mr. Hausam is of German parentage, and until he was nine years of age, could speak but little English. However, he has mastered the English language, and speaks it without a German accent. In 1878. Mr. Hausam's parents moved to Fort Scott, Kansas, where they have since, resided. Mr. Hausam received his early education in the public schools, and became interested in penmanship when he was quite young.

He became an expert for his section of the country, and at the age of fifteen began organizing classes in the country districts, and for so-me years, he was known as the "boy penman."

Since 1887, Mr. Hausam has been engaged in various business schools throughout the country, teaching penmanship and the commercial branches. While carrying on his regular work, he has made a special study of such subjects as economics, psychology, public speaking, etc. In 1898, he published his book, "The New Education in Penmanship," which is a scientific presentation of the subject of penmanship. Mr. Hausam has considerable ability as an artist, and has written articles for some prominent magazines. He is at present, conducting a series of articles in the Business Educator, entitled, "The Fine Art of Shading," which are attracting the attention of the profession.

Mr. Hausam is now with the Salt City Business College, Hutchinson, Kansas, where he puts his theories into actual practice and secures results.

Mr. A. P. Root was born in Gustavus, Trumble County, Ohio, July 28, 1842, and lived the life of the farmer boy, until he was, eighteen years of age. When he was about fourteen years old he became interested in penmanship, and took advantage of such instruction as could be received. In the spring of 1860, he went to Warren, Ohio, to learn the jeweler's trade of King & Brothers. Near the close of the war he enlisted for one hundred days' service in the 171st Regiment, O.V.1. Returning to Warren, he again began the jewelry business, but in a short time was offered a position to teach penmanship in the B. and S. school. He remained in charge of the penmanship department for two years, and then went to Cleveland, Ohio, as supervisor of writing in the public schools. He remained in Cleveland until the fall of 1880, but was obliged to give up the position on account of ill health.

Later on Mr. Root taught for eight years in the Peirce School at Philadelphia, and while there he wrote the Peirce College writing slips, one of the most complete compendiums of its kind ever published.

Mr. Root is a man whose organization is of the most delicate and nervous type. His health from boyhood has been the opposite of robust, but by right living, he has been able to do more than is accomplished by many. He is an expert jeweler, and at the present time is conducting a business of his own at Kingsville, Ohio. He writes an exceedingly beautiful style of writing which can be equaled by but few of any age.

SD Van Benthuisen

Mr. S. D. Van Benthuisen is a native of Iowa, having been born in Marion County, March 31, 1870. In accordance with the general plan by which commercial teachers are developed, he secured his early education in the country schools, and followed the routine work which falls to the lot of the average farmer boy. After completing the country schools, he attended the Harper Normal School, Harper, Kansas, the Central Normal College, Great Bend, Kansas, and the Appleton City Academy, Appleton City, Missouri. After he had completed his education as far as schools are concerned, he taught in various schools in Kansas and Missouri, until 1899, when he became director of the School of Commerce of Grand Prairie Seminary, Onarga, Illinois. Under his skillful management, the growth of the school was: materially increased. The standard of the course of study was raised from, six months to a complete three year course in commerce, and one year courses in shorthand and bookkeeping.

In the spring of 1906, Mr. Van Benthuisen resigned his position at Onarga, and accepted the principalship of the School of Commerce of the Dakota Wesleyan 'University, Mitchell, South Dakota. The trustees of the Seminary accepted his resignation with great reluctance, and the press of the City of Onarga said that no instructor ever left the Seminary whose departure caused more universal regret.

Mr. Van Benthuisen is a man who inspires his pupils to do their best work all the time, and he possesses the tact which is so necessary to be a successful teacher.

CE Birch

Although but little past the thirty-year mark, Mr. C. E. Birch has had a varied and extensive experience as a teacher and office worker. At the age of thirteen, he began earning his own living, and the next few years had much of hardship in them, but An intense thirst for knowledge impelled him to spend his earnings for books and schooling. For several years he taught country schools in Kansas, sandwiching courses in normal and commercial subjects between the winter terms. The years 1897-1899 were spent in teaching in the Kansas City Business College, and in doing office work for a grain and milling firm. After passing the civil service examinations in bookkeeping, shorthand and typewriting, he was appointed commercial instructor in Haskell Institute, Lawrence, Kansas. He held this position four years, resigning it in 1903 to go to Lawton, Oklahoma, where he was employed to make an audit of the city's books. He next became private secretary to one of the officials of the Louisiana Purchase Exposition, and from there Went to Chilocco, Oklahoma, as principal of the academic department of the agricultural school there. In 1906, he again took charge of the commercial work at Haskell Institute.

In connection with this busy career, Mr. Birch has found time to complete the two-year course in commerce of Highland Park College, Des Moines, Iowa, and the regular law course of the Chicago Correspondence School of Law.

Mr. Birch is happily married and a lover of home life.

CJ Terrill

Chester J. Terrill, head of the commercial department in the Millersville State Normal School, Millersville, Pennsylvania, is one of the youngest instructors in the profession. He was born near Westgrove, Chester County, Pa., September 21, 1885, and was raised on a farm twenty miles south of Lancaster, in Lancaster County. After attending the public schools until he was thirteen years old, he entered the Jacob Tome Institute, Port Deposit, Maryland, where for three years he pursued the English and business courses. On leaving Tome Institute, he went to the First Pennsylvania State Normal School at Millersville, Pa., graduating with honor in the regular course with the class of 1905. In addition to the regular work, he specialized in penmanship and bookkeeping.

During the year following his graduation, he taught in the Quarryville Borough Schools, Quarryville, Pa., and in the spring, returned to the State Normal to continue his business course. When E. W. Strickler resigned as head of the business department at the Millersville State Normal School in 1906, Mr. Terrill was appointed to succeed him as

head of 'the commercial department. The business course at the Millersville Normal is thorough, and one of the most efficient in the state. The high standard of work that has been maintained in the past is being upheld and pushed forward by the present director.

In addition to his regular schoolwork, Mr. Terrill has been the bookkeeper for the Pennsylvania Chautauqua, at Mount Gretna, Pa., for the past three years.

WN Currier

Mr. W. N. Currier, of the Bellingham Business Institute, Bellingham, Washington, was born on a farm at Kennebunkport, Maine, December 2 1876. He received his preliminary education in the public schools, and when he was sixteen years of age, he attended the Shaw Business College, Portland, Me., and completed the business and stenographic courses. While attending the Shaw Business College, he received instruction in penmanship from Mr. C. H. Jenkins, and became very much interested in penmanship work. He was then engaged in various lines of business until 1898, when he attended the Zanerian Art College, Columbus, Ohio, and took a course in plain and ornamental penmanship. Deciding to enter the commercial teaching profession, he taught one year in the, Rockford Business College, Rockford, Illinois, and for one year was principal of the shorthand and commercial departments of the Danville Military Institute, Danville, Virginia. He was then engaged for two years with the Rider-Moore & Stewart Schools of Business, Trenton, N. J., where he taught commercial branches and penmanship.

Mr. Currier gave up his position at Trenton, and returned to his old home for three or four months to secure a much needed rest. He then went to Bellingham, Washington, and became interested in the Bellingham Business, Institute, where he may be found at the present time as president of that institution. Mr. Currier is a wide-awake progressive teacher, and a good school man.

VM Rubert

V. M. Rubert's career began on a farm in Sanborn County, So. Dak., March 3, 1883. His eagerness for an education was shown when a mere child attending district school. At the early age of fifteen, he entered the Dakota Wesleyan University, Mitchell, S. D.

Able to attend but the three winter months of each year; never-the-less he succeeded in completing the commercial and the preparatory courses; whereupon, at his graduation he was offered a position as assistant in the commercial department. Feeling indebted to his parents, he spent the next few summers on the farm; teaching school and attending the University alternate winters. In this way he finished within a few months, the normal course, and secured a 1st grade teacher's certificate. Not wishing to change plans at that

time perfected, he declined the nomination for Co. Supt. of Schools. In March 1905, he entered Eastman's National Business College, Poughkeepsie, N. Y., where he took a post-graduate course in the commercial branches and specialized in penmanship. Graduated July 4th, of the same year; spent the intervening weeks on extra preparation, until Sept., at which time he began teaching in the college.

As, an all-around penman he is surpassed by only the very best, and to those who know him, he is a tireless teacher and earnest man; an enthusiastic, thorough going, genial instructor.

Young in years but old in experience, and always on the side of right and good, he means and teaches Business.

CR Tate

Mr. C. R. Tate was born in Missouri, and received his early education in the public schools of that state. At the age of 19, he was granted a teacher's certificate, and for five years taught in the public schools during the winter and spring, and attended Institutes and Normals during the summer vacations. In March, 1899, he entered the Zanerian College, Columbus, Ohio, for a course in penmanship and pen art. The following year he taught penmanship in the Stanberry Normal, Stanberry, Mo., and at the same time took the commercial course. The next year we find him principal of the commercial department, Birmingham Business College, Birmingham, Ala. The following year he was added to the faculty of the Bartlett College, Cincinnati, Ohio, as teacher of penmanship and English Branches. Three years later he became principal of the commercial department of Bartlett College. During these years Mr. Tate gained the reputation of being among the leaders of the commercial teachers of Cincinnati and in 1906, he, together with Thomas P. Scully, opened the School of Commerce, Cincinnati, Ohio. In this new venture they are meeting with success, and the School of Commerce is becoming well and favorably known. In 1904 and 1905 he was Chairman of the Executive Committee of the National Penmanship Teachers' Association and was elected President at the meeting in 1905. Under his administration, the Penmanship Section enrolled 103 members at the 1906 meeting. This was the largest enrollment the Section had ever had and a large part of the increase was due to Mr. Tate's personal efforts.

LC Spencer

Mr. L. C. Spencer is a native Louisianian and was raised on his father's farm near Ruston. He received his primary education in the common schools and then went to Keachie College for four years, graduating in 1888 and becoming a member of the faculty of his alma mater. An original thinker with original impulses, he had become convinced of the vast need of intensely practical education in these swift days of modern America. He

therefore set himself to studying the methods of various institutions professing to teach a practical education. He taught in many of them to familiarize himself with the best methods of instruction. He later became principal of the Nacodoches High School. He later established a business college in Shreveport, and met with such success, that in the summer of 1897, he removed to New Orleans and established Spencer's Business College. The school has been a success from the beginning, and at the present time enrolls in the neighborhood of six hundred students a year.

In 1905, Mr. Spencer became interested in the Chartier System of Shorthand, and soon thereafter the Chartier-Spencer Publishing Company was organized with Mr. Spencer as president. Since that time, he has travelled extensively, introducing the Chartier System in the business schools of the country.

In his travels, Mr. Spencer has been very successful in introducing his system of shorthand, and has become acquainted with a large number of commercial teachers, all of whom wish him continued success.

HW Flickinger

Mr. H. W. Flickinger was born August 30, 1845, at Ickesburg, Pa. He early developed a taste for music, writing and drawing, but was obliged to depend largely on self-instruction. He enlisted in "Uncle Sam's" service in 1864 for "100 days." When his time expired he re-enlisted and on account of his good penmanship was detailed for clerical service at Camp Cadwallader, Philadelphia. In November 1865, he entered Eastman's College, Poughkeepsie, N. Y., and received instruction in business branches and penmanship for about two months. January 1st 1866, he was appointed as assistant teacher in penmanship at Eastman's, and held the position one year. In 1867, he was employed by the Pennsylvania Railroad Company at Philadelphia, but soon resigned to take a position with the Crittenden Commercial College of Philadelphia.

In 1870, he joined Henry C. and Lyman P. Spencer at Washington, D. C., to assist in the revision of the Spencerian Copy Books. He was next employed in the Pierce School, Philadelphia, Pa., for three years, but on account of ill health, was obliged to resign, and spent some time in Michigan. In 1875, he again went to Washington to help the Spencers prepare some large specimens for exhibition at the Centennial in 1876. Since that time, Mr. Flickinger has spent his time in Philadelphia. In addition to his work as a teacher, he has given a large amount of his time to authorship work, having written several series of copybooks and a series of copy slips. He has the admiration of the profession, and the confidence and respect of his acquaintances.

GA Rockwood

Mr. G. A. Rockwood was born December 25, 1858, in St. Lawrence County, New York. His education was completed in the public schools and at Free Academy, Rochester N. Y. He early became an admirer of good penmanship, and about 1880 he came across some of the wonderful work of L. Madarasz. Mr. Rockwood's writing partakes of the same graceful, free and beautiful curves that characterizes the writing of Mr. Madarasz. For a great many years he was connected with the 'Eastman Business College, Poughkeepsie, N. Y. Perhaps no other penman 'has been able to excel him in the amount of satisfactory work which he can turn off in a day. He has written as many as twenty-nine of his graceful, dashy, eye satisfying letters of fifty-five words each in three and one-half hours.

Up until the last three or four years, he has been with the Eastman College, but on account of failing health was obliged to seek outdoor employment.

Quiet, modest, dignified, industrious and courteous, he has won the good will of thousands of students who learned to know him first by his beautiful letters, and then by personal contact. In many respects, he has a style of writing peculiarly his own. His letters are written in a style which would attract the attention of the casual observer, and while they are beautiful, yet they are as plain as print.

The many friends of Mr. Rockwood will join us in hoping that he will soon recover his health, and be able to take his place in the ranks once more.

HG Healey

Horace G. Healey first saw the light of day at Polo, Ill., August 8, 1867. After a regular public school course he entered the freshman year at Western College at the age of seventeen, receiving there his first penmanship inspiration from 'Mr. McVey. On account of illness he did not attend school for two years, when he entered. Valparaiso College, Valparaiso, Ind., finishing the scientific course in 1889. He joined the Western Penmen's Association in 1880. For two years he taught classes in penmanship as an itinerant teacher, and in 1892 became associated with Mr. Palmer in the ownership of the Cedar Rapids Business College, Cedar Rapids, Ia. Here he remained for a number of years, teaching shorthand and penmanship. He then came to New York to do magazine work, and for the past seven years has been editor of the Penman's Art journal.

Mr. Healey's special penchant in the penmanship line is for the old classic Engravers' Script, and he has acquired a highly commendable degree of skill in executing it. He enjoys teaching penmanship, and has given much time to the planning of result-getting courses in high schools and a good many private business schools. He pins his faith to a simple style--round turns, short loops, etc. Few, if any, own so elaborate or so excellent a collection of penmanship specimens from the great masters of the craft, dead and living.

HC Russell

H. C. Russell was born at West Wareham, Massachusetts, October 15, 1878. He attended the public schools of Wareham and Somerset, Mass., and Portsmouth, RI. At the age of nineteen, the Bryant & Stratton Business College, Providence, R. I., and completed the commercial course. After he had left the school, he tried office work for six months, but feeling the necessity for a more complete education, he made arrangements to take private instruction under Professor Dudley Campbell, of Newport, R. I., then principal of Coddington St. School. Later on he successfully passed the state examinations' and soon secured a position as principal of the McCorrie St. School, of Portsmouth, R. I., remaining there three years. He then accepted a position as teacher of bookkeeping and penmanship in the Bryant & Stratton College of Providence, RI. After a few years experience in business college work, he resigned his position with the Bryant & Stratton School and became penman and principal of the commercial department of Kinyon's Commercial School, Pawtucket, R. I., where he is now located.

Mr. Russell received his first inspiration in penmanship from Gaskell's Compendium. During 1904 and 1905, he wrote a series of lessons for the Business Educator of Columbus, Ohio, which were highly commended by those in a position to judge the nature of the work. He is the author of a book on penmanship, does engrossing and card writing, and writes with either hand.

JM Gardner

Mr. J.M. Gardner was born in Watertown, N. Y., July 17, 1865. He attended the public schools of Watertown, and at the age of fifteen, went to Waterloo, Iowa. In 1883, he attended the academy at Waterloo, and soon after went to the Cedar Rapids, Iowa, Business College, where he received penmanship instruction from Mr. A. J. Scarborough. His finances caused him to return to the farm for another year, but in 1885 he went, to the Western Normal College, Shenandoah, Iowa, where he finished the course in plain and ornamental penmanship under the instruction of W. J.

After leaving school, he organized classes in penmanship in Southern Iowa, and then went to Davenport and accepted a position as clerk in the general offices of the Chicago, Rock Island and Pacific Railway, holding the position for two years. In 1889, he engaged in stock shipping, and shipped choice Jerseys from Iowa to British Columbia. While engaged in the business, he visited all points of interest as far north as the Bering Sea, Queen Charlotte Islands, and Sitka. In 1890, he accepted a position with a St. Paul publishing house and traveled for twelve years covering territory from Sault Ste Marie to Seattle. In 1903, he again took up penmanship work, and, taught for some time in the Wausau Business College, Wausau, Wisconsin.

Since that time, he has been giving his exclusive attention to card writing, being now located in Milwaukee. His penmanship is somewhat above that of the average card writer, and he is meeting with success in his work.

GH Grinnell

Mr. George H. Grinnell was born in the town of South Braintree, Massachusetts, November 23, 1875. His early education was obtained in the public schools of Holbrook, Mass. After completing the high school course he went to work in a shoe factory and in four years managed to save enough for a business college course. He entered the Bryant & Stratton Commercial School, of Boston, Mass., Nov. 1, 1897 and graduated the following June.

After graduating, he gradually worked into the business of public accountant. In 1901, he was appointed special instructor of penmanship in the public schools of North Easton, Mass., and during the year his success in teaching slant penmanship forever sealed the doom of vertical writing in the schools of North Easton.

In the fall of 1903, Mr. Grinnell went to Keene, New' Hampshire, and organized Grinnell's Commercial School, and was its principal for two years. He was then offered a position at the head of the bookkeeping department in the high school of Fall River, Mass., which he accepted. During the year, the school board voted to abolish vertical writing in all of the schools of the city, and Mr. Grinnell's enthusiasm for the slant system, of penmanship was the chief reason for such action being taken.

Mr. Grinnell was reelected unanimously the following summer, but resigned to accept a more lucrative position at the head of the commercial department of the Kankakee High School, Kankakee, Illinois, where he is now located.

AS Gregg

Albert Sherman Gregg whose likeness is here presented, was born in Knox County, Ohio. His youth was spent on a farm, and he attended district-school. After graduating from the Fredericktown -High 'School in 1892, he attended the University of Wooster. He taught school in the country for a time, and then in the public schools of Fredericktown for four years. He then attended the Tri-State Business College, and after graduation, taught for a time in that institution. For two years, Mr. Gregg was superintendent of schools at Howard, Ohio. Resigning that position, he became principal of the Garden Avenue school in the city of Lorain, Ohio. Later he was transferred to the high school, where he had charge of the commercial department, and was also given the supervision of writing in the grades. He served in this capacity for five years and is now supervisor of

penmanship and drawing for the city. He has been connected with the Lorain schools for the past eight years.

Mr. Gregg is an energetic worker and a diligent student. He spends his vacations in study or travel. He has attended summer terms in Harvard University and the Ohio State University. He also attended the Zanerian Art College for a time. Last year, he was president of the Lorain County Teachers' Association, and he is now president of the City Board of Examiners. His career as a teacher has been one of marked success.

ES Stover

Mr. Edgar S. Stover was born at Rebersburg, Center County, Pennsylvania, in 1878. After finishing the course in the high school in his native town, he entered the East Stroudsburg, Pennsylvania, State Normal School, successfully completing the course and graduating at the age of twenty. On his return home, he was entrusted with a large school

Woodward, Pa. Later he established a township high school at Aaronsburg, Pa., and served as principal for a number of years.

While residing at Aaronsburg, he was elected Justice of the Peace, being at the time the youngest justice, commissioned in the state of Pennsylvania. We next learn of him as principal of a township high school at Guys Mills, Crawford County, Pa. After serving one year at this school, he was elected to the faculty of the Northwestern State Normal School at Edinboro, Erie County, Pa.

In 1906, he entered Hurst's Commercial College at Buffalo, N. Y., finishing the commercial course in a few months. After completing this course, he returned to the Edinboro Normal School and took charge of the commercial department.

Under the supervision of Mr. Stover, the commercial department of the Edinboro, Normal, is recognized as one of the leading departments of its kind. While yet young in years, Mr. Stover is known as a leading business educator. As a teacher, he ranks among the best, and he fully understands the pedagogical principles underlying the different subjects he has specially prepared himself to teach.

FE Herman Jaeger

F. E. Herman Jaeger was born at Webster, Ohio, in 1881, of German, parents, his father being a German Lutheran minister. At the age of nine his parents moved to Dundee, Michigan, at which place he attended parochial school, and in 1900, graduated from the public high school. During the last years of his high school career, he worked in a drug store, and in the fall of 1900, joined his brother in the mercantile business at Manchester,

Michigan, acting as bookkeeper for the firm. The firm selling out the following year, he accepted a position as bookkeeper with the Springfield, Ohio, Gas Company. At the end of a year he resigned this position to attend the Cleary College, Ypsilanti, Michigan, to prepare for the teaching profession, and taught at the above named institution the summer of 1902. In September, 1902, he went to West Bay City, Michigan, to organize a commercial department in the high school, and to conduct a private business school afternoons and evenings.

In September, 1905, he was appointed to a position in the Western High School, Detroit, Michigan, and also appointed principal of the commercial department of the Central High Night School. In September, 1906, he was appointed to the head of the commercial department of the Central High School, Toledo, Ohio.. This is the largest high school in Ohio, and ranks at the top of the Ohio State University accredited list.

Mr. Jaeger is a good business penman,, a well qualified teacher, and his business and teaching experience makes him one of the strong teachers of the profession.

PJ Griffin

Mr. P. J. Griffin enjoys the distinction of being among the most prominent commercial teachers of Wisconsin. The State Association has honored him with the office of secretary of its educational section. He is also a member of the National Federation of Commercial Teachers. He is exceedingly enthusiastic in his work as an educator, and is decidedly popular both in the class room and in social circles.

Mr. Griffin spent his early days in Classic Ireland. He was born in the historic city of Cork, November 26th, 1880. His primary studies were pursued in his natal place under the direction of those venerable and skillful instructor the Christian Brothers. Desiring a wider and more varied culture, as well as a larger- field for the exercise of a genuinely gifted mind, he came to the United States in 1899, and at once took up an advanced course of studies at the University of Notre Dame, Indiana. He was graduated at that institution in 1903. His work as a student was very satisfactory, and after he had received his degree, he was offered a professorship in the university. He accepted the position, and for two years performed the duties of his office in a very satisfactory manner.

In the fall of 1905, Mr. Griffin took charge of the penmanship and bookkeeping departments at St. Nibert's College, De Pere, Wisconsin. He devotes his recreation periods to music, athletics, and amateur theatricals. At the present time, he is devoting a great deal of his spare time to, the mastery of the modern languages.

SE Bartow

S. E. Bartow, penman and teacher of penmanship in the Albany Business College, Albany, N. Y., is another product of the Ohio soil, which has nurtured so many of our penmen. He was born in 1868 on a farm in Harrison County, Ohio, and received his early education in the public schools. He attended school, worked on a farm and in a country store and post office, until the age of sixteen, when he went West and spent six months and all of his hard earned money in Kansas and Minnesota.

Mr. Bartow does not remember when he became interested in penmanship, but it was through the inspiration received from Gaskell's Compendium.. At the age of eighteen, he attended the Oberlin, Ohio, Business College, and attributes his skill and success largely to the teaching and influence of the late Uriah McKee and J. T. Henderson.

He seems to have a fondness for Pearl Street as a place of business, for in twenty years, he has been employed in three large cities, Cleveland, Buffalo and Albany, and his business in each city was on Pearl Street. For the past eighteen years, he has held his present position, and in that time a small army of young men and women have passed under his guidance.

He divides his time between teaching and office work, and is equally adept in any line of pen work. He was awarded a silver medal by the Louisiana Purchase Exposition. One of his pen drawings exhibited there is probably one of the largest and most elaborate of its kind in the country.

HB Hayes

Mr. Harvey B. Hayes was born in Allegheny County, Pa., a few miles from the important commercial city of McKeesport, in 1883. He passed rapidly through the public schools, and at the age of seventeen, graduated from Gressly's Commercial College and Teachers' Academy, as a teacher. He afterwards took a commercial course, became an instructor in, and part owner of the McKeesport Business College, and in 1906, disposing of his interest took charge of the commercial department of Adrian College, Adrian, Michigan, which position he now holds.

In the midst of his short but busy career, Mr. Hayes has found time for self-improvement and culture; has attended the Zanerian Art College, Columbus, Ohio, and has quite a reputation as a card-writer and penman. He conducts enthusiastic evening classes in bookkeeping, shorthand and penmanship at the Adrian Young Men's Christian Association, and is also an energetic worker in the Methodist Protestant Church.

His practical experience as bookkeeper and stenographer in some of the more important business offices renders him an able, efficient and progressive teacher, while a courteous and affable manner wins and maintains the respect of all with whom he comes in contact.

Like many of our commercial teachers, Mr. Hayes' early life was spent on the farm, whence he derived a strong and healthy constitution.

During five years of strenuous work as teacher and school proprietor he has proved himself competent and reliable, and at the age of twenty-four, a bright career lies open before him.

F Berkman

Mr. Fred Berkman was born on a farm in Phelps County, Nebraska, October 26, 1880. In that county, he received his early education, training, etc., and learned to know and do the many and varied kinds of work on the farm. He chose the Lincoln, Nebraska, Business College as the place to receive a practical education, and some time later graduated from the business and shorthand departments.

His first experience as a teacher was with the Lincoln Business College, where he assisted in the bookkeeping department during the school year 1902-3. The following two years were spent at the Downs, Kansas, Business College, formerly Normal and Commercial Institute, teaching Gregg Shorthand, typewriting and commercial branches. He then accepted a position as principal of the penmanship and bookkeeping department of the Pendleton, Oregon, Business College. Before accepting this position he taught bookkeeping and penmanship at the Riversite, California, Business College. This was a temporary position during the summer months. Mr. Berkman has had practical office experience with the Southern Pacific Railroad Company, Los Angeles, California, and with the Condor Water and Power Company, Tolo, Oregon.

September 3, 1906, he entered the Zanerian College, (ask where it is located) and, at this writing, he is trying to learn more about the spacing, slant, turns, angles, loops, retraces, etc., of "penmanship" that means so much to us.

JW Hood

Mr. J. W. Hood, vice-president of the Southern California Business College, Los Angeles, California, was born in 1867. Mr. Hood is married and has a boy three years old. He has been in the school business for the last fifteen years, most of that time being connected with the Southern California Business College. This school is one of the substantial schools of the west, owns its own building, and has a good attendance. The building occupied, by the school is three stories, 46 x 120 feet is equipped with a private telephone exchange, and contains all modern devices for health and comfort. The college faculty is composed of educated and experienced teachers, whose practical and wide experience is of great advantage to, students attending the school. One feature

which is not ordinarily found in business school work, is the fact that members of the faculty converse fluently in five modern languages: English, French, German, Spanish and Italian.

Before turning his attention to educational work, Mr. Hood was well known in the City of Los Angeles as an expert accountant. He filled a number of positions in a satisfactory manner, and when he became principal of the commercial department of this college, he was able to apply practical business methods in his instruction in commercial subjects.

He makes a specialty of bookkeeping and penmanship, and in his teaching tries to impress his students with the fact that honesty and uprightness are necessary essentials to business success. Such teaching is bound to produce good results, and it should be the ambition of every teacher to do likewise.

LF Noble

Lemuel Franklin Noble was born, Feb. 19, 1878, in Taylorstown, Pa. He did not become particularly interested in commercial education until several months after he had discontinued his public school studies, when he enrolled in Michael's University of Logansport, Ind., where he pursued the complete course. Believing that different methods and systems are adopted in standard schools, he then entered and was graduated from the commercial and shorthand departments of the Logansport Commercial School.

The summer following his graduation was spent in conducting penmanship classes in several Indiana towns. Thence he removed to Chicago where he was employed by various business firms. His purpose in diverging from the teaching field was to come into closer contact with actual business ways and means, that he might the more understandingly convey to his students the real meaning of theoretical business principles. In addition to the training of the School, he completed a one-year course under a private instructor and spent one summer at the Zanerian Art College.

Mr. Noble's experience has been varied owing to his residence in the South, West and East. His career as a teacher has placed him in Peru, Ind., Wheeling, W. Va., Youngstown, O., Macon and Atlanta, Ga., So. Framingham and Salem, Mass. He has been most fortunate in being connected with schools of repute. At the present time he is in charge of the commercial department of the Salem Commercial School, which position he has held for the last two years.

RD Powell

The legend has it that R.D. Powell was born on a farm in Rock Island County, Illinois, March 4, 1875. In 1880 his parents moved to a farm in northwestern Iowa, where Mr.

Powell received his preliminary education in the public school. He attended school during the fall and winter and spent his summers in attending to the duties which fall to the lot of the farmer boy. After completing his public school work, he attended the Havelock, Ia, High School, after which he taught one year in the country schools,. He then attended Morningside College, Sioux City, Ia., for one year. During his entire schooling he found it necessary to provide for practically all of his expenses, and in order to help his finances as well as to secure a practical business experience, he spent six months clerking in a general store, and four and a half years in a hardware store. After teaching another year in the public schools he entered, Simpson College, Indianola, Ia.

In September, 1903, he took charge of the commercial department of the Erie Business University, Erie, Pa., and successfully conducted this department until the following May. At that time there was an opening on the Faculty of the Meadville Commercial College, Meadville, Pa., and Mr. Powell accepted the position, and since that time has been with the Meadville School. He considers arithmetic, commercial geography, bookkeeping and penmanship his special ties, and handles these subjects successfully.

H Hawkes

The subject of this sketch, Mr. Hastings Hawkes, was born in Wellville, Virginia, April 8, 1881. The first few years of his life were spent in the little red schoolhouse, his father's general store, and the telegraph office. At the age of thirteen he entered Hoge Military Academy, Blackstone, Virginia, and, by leading the school during the last two years of his course, won the scholarship to Hampden-Sidney College, in Virginia. He was graduated from in Hampden-Sidney with the degree of A. B., in 1901.

Mr. Hawkes accepted a position as instructor in .the English department of Smithdeal's Business College, Richmond, Virginia, where aside from his regular work, he taught telegraphy, and pursued the study of Barnes-Pitman shorthand. While there, he met Mr. C. W. Ransom, whom he followed to Sedalia, Missouri, accepting a position With Hill's Business College, as assistant in the commercial department of which Mr. Ransom was principal. Mr. Hawkes resigned this position to take charge of the commercial department of South Jersey Institute, Bridgeton, N. J., which position he held for the following two years.

As Vermont seemed to offer brighter prospects, the next year was spent in Rutland, as principal of the commercial department of the high school. Mr.. Hawkes resigned this position to go to Winthrop, Massachusetts, as sub-master and director of commercial work in the high school, where he may be found earnestly -preaching the doctrine of muscular movement writing.

JA Prowinsky

J. A. Prowinsky is a native of Wisconsin, having been born on a farm in 1879. From early youth he was studiously inclined and very fond of reading. He graduated from the village school with high honors and began teaching at the age of 19, in the public schools of his state.

Penmanship fascinated him at early age and an ornamental letter sent him in 1888 by the Bryant & Stratton Business College, Buffalo, N.Y., started him on his penmanistic career.

At the age of 15 he took a mail course in Pitman shorthand from the same school, and he is still a staunch supporter and successful teacher of that system. He soon became acquainted with the penmanship journals and has since been in touch with every one published. His dream was to attend Zanerian but limited means prevented him. He managed, however, to spend a few months at the Valparaiso, Ind., Normal School, pursuing the teachers' training course and taking his first special penmanship lessons under W. A. Hoffman.

His father died soon after this and he was obliged to stay on the old farm for several years till the younger boys grew up. Next we find him at the Dixon, Ill., Pen Art College where he took a full course under the matchless Kelchner.

Since then he has occupied all business college positions from solicitor to principal, and of late has been secretary of the Tampa, Fla., Business College, one of the best schools of the South.

JG Frey

Mr. John G. Frey was born in Cleveland, Ohio, Dec. 29, 1876. Up to this time he has been a constant resident of Cleveland. Mr. Frey completed the regular public school work and then started to learn the printer's trade. As this work was not as congenial to him as he would like he became engaged in clerical work.

In the absence of a high school training and appreciating the value of a higher education, he devoted a great deal of his time to the study of various subjects, by taking correspondence courses, etc. When a copy of the Western Penman fell into his hands about five years ago he became deeply interested in penmanship and gave considerable time and attention to the practice of writing. Mr. Frey became interested in ornamental penmanship and pursued the study so successfully that at the present time he is quite skillful. Mr. Frey is proud of the fact that he was able to become as skillful as he is without the aid of a teacher.

Mr. Frey confines his penmanship work chiefly to card writing and has the patronage of many who have become acquainted with his work during the past two or three years. He is a constant reader of the professional penmanship papers and follows the courses of lessons which are contained therein very carefully.

In the evenings, he attends a College Preparatory School, and is constantly trying to improve his education. His business address is 1948 W. 50th St., N. W., and he is a member of the National Penmanship Teachers' Association.

HE Welbourne

H. E. Welbourne was born on a farm near Barry, Illinois, something over a quarter of a century ago. For a number of years he followed the usual lot that falls to the average boy of the Illinois farm, helping on the farm in the summer and going to school in winter, It is to "this school" that he attributes a great deal of his success.

At the age of seventeen he entered the high school at Barry. After completing the course he taught for two years in the public schools of Pike County attending the normal school in summer. Becoming interested in business college work, he decided upon the Gem City Business College as the best place to take a teachers' course. After completing the bookkeeping, shorthand, and typewriting courses, he was given the position of assistant teacher and representative of the school, which position he held for one year and was employed by the Quincy Casket Co., of Quincy, Ill., for some time. He then re-entered the above named college, taking the normal penmanship course under Professor Behrensmeyer. After pursuing this work for a few months he accepted a position with the Douglas Business Colleges at McKeesport, Pennsylvania. After teaching here for two years, part of which time was spent in managing one of the branch schools, he was placed in full charge of the Uniontown branch. He resigned this position to accept a more lucrative one with the Williams Business College, Oshkosh, Wis., where he has been located the past year.

WN Ferris

W. N. Ferris, of Ferris Institute, Big Rapids, Mich., was born Jan. 6, 1853, at Spencer, New York. He attended the public schools, the academy at Spencer, New York, and the Owego Academy. Most of his professional training was received at the Oswego Normal from 1870 to 1873. In 1875 he was elected principal of Spencer Academy. Later he established a business college and academy at Freeport, Illinois. The enterprise was a success, but a flattering offer from the president of Rock River University at Dixon, Illinois, led Mr. Ferris and his wife to take positions there in April 1876. In the fall of 1877, he and J. L. Hartwell organized the Dixon Business College and Academy. Mr. Ferris bought Mr. Hartwell's interest in 1878 and continued the work independently. In

1879 he became superintendent of the schools of Pittsfield, Illinois, but after five years resigned in order to establish his present school.

Mr. Ferris is a member of the K. of P., the Masonic Fraternity, the Order of Foresters, and the National Union, and was the Democratic candidate for Congress in the in 1892 - Eleventh District.

In December 1875, Mr. Ferris married Miss Helen F. Gillespie of Fulton, N. Y. For some years past she has taught mathematics in the institution with unusually good results, as she has to a notable degree the power of gaining and holding the attention of the pupil.

In 1904 Mr. Ferris was nominated by the Democrats for Governor. On account of the, scarcity of Democrats Mr. Ferris failed to be elected. However, seventy-five or eighty thousand Republicans thought it worth while to vote for the schoolmaster.

PL Evans

Mr. Paul L. Evans was born in Urbana, Illinois, in 1876. His father, a Presbyterian preacher, planned for him a like profession. The early death of his father, however, made the matter of earning a living a pressing one, and at the age of fifteen, the son, leaving a half completed high school course, struck out for himself and the family. Inheriting a love for study and books, night study was his recourse.

Not until his nineteenth year was the opportunity again his, of entering school. He then entered Beloit College Academy, and after one year's steady application, he entered the Rockford Business College. For thirteen months he worked diligently at the commercial and shorthand courses, mastering the Graham system of shorthand. He then took up newspaper work, finding employment on a Rockford paper as reporter and stenographer. After two years an offer, as principal of the shorthand department of Huntington Business University, attracted Mr. Evans to a commercial teachers' profession. He resigned this position after a year, and took up a teachers' course in commercial branches at Dixon Business College, Dixon, Illinois, in the spring of 1900.

Under the master penman, Mr. Kelchner, Mr. Evans soon became a professional penman. In the fall of that year, he accepted a position with Acadia College, Lake Charles, La., as principal of the commercial department, leaving upon the discontinuance of the college for the position he now holds with the Redlands High School, Redlands, California. Mr. Evans is a student of the law, and is also a prominent member of the I.O.O.F.

WL Cochran

W. L. Cochran was born on a farm, near Oskaloosa, Mahaska Co., Iowa, in 1875. After completing the courses of study given in the public schools, he entered Oskaloosa, Iowa, College, where he remained two years. He then entered the Iowa Business College, Des Moines, Iowa, where he took the commercial and shorthand courses and a special course in penmanship under G. E. Crane. He received his shorthand education from L. E. Stamm and the late J. Clifford Kennedy. The Iowa Business College engaged him to teach penmanship and various commercial branches, and allowed him 'two periods a day in which to finish his shorthand.

Later he received an offer from Penn College, Oskaloosa, Ia., to take charge of their commercial and shorthand departments. He remained there until school closed in June, when he returned to Des Moines, Ia., entered Drake University and took up the study of Language and Oratory, completing his course later in Quincy, Ill., College, receiving the degree of Bachelor of Literature.

He was then with Mr. J. C. Walker of Danville, Ill., until Mr. Walker sold his school and went to Detroit. We next find him with Mr. W. O. Davis of Erie, Pa., as principal of the commercial department for two years. He then took charge of the commercial department of the Cambridge Commercial College, Cambridge, Mass., and remained there one year. In September 1906, he accepted a position with Mr. F. E. Wood of Wood's Fifth Ave. Business 'School, New York City.

 IW Crowther

Mr. I. W. Crowther, of Freeland, Md., was born in Hampden, now a part of the city of Baltimore, Md. When about ten years of age he became interested in the subject of penmanship, and took advantage of the available instruction which was possible for him to secure. Mr. Crowther's father was a bricklayer, and at the age of fifteen he began to learn the trade. While he was learning his trade he worked through the day time and practiced penmanship in the evenings. When he reached the age of twenty-one, having served his apprenticeship, he started in business for himself. At the same time he organized classes in writing and did considerable work as an itinerant teacher. About this time he secured through a friend a few copies of the Penman's Art journal. This served to renew his interest in penmanship, and he commenced to study lettering and designing. He became so interested in the work that he took a few lessons in designing from an artist penman in Baltimore, Working during the daytime and teaching penmanship at night, began to tell on Mr. Crowther's health, and he was obliged to give up his classes in writing. For several years past he has devoted the greater part of his time to his trade, and has practically given up teaching. However, he still does I considerable resolution work, engrossing, etc., and the work turned out by Mr. Crowther is of a very satisfactory nature.

HB Smellie

Harry B. Smellie has the good fortune to have been born on an Ohio farm. Always fond of work, he took high rank in his school work, and began teaching when but eighteen years of age. Later he worked his way through high school and then entered Oberlin College, taking special work in science and economics and paying his expenses by waiting on table and tutoring in mathematics. This was followed by a year of scientific work in the University of Maryland.

His start in commercial work was obtained in Oberlin Business College. He has held some important positions in accounting work with some of the largest business houses, and was for three years in the educational work of the Young Men's Christian Association in Detroit and in St. Joseph, Missouri, being educational director at the latter place.

His teaching is of a high order, clean cut, inspiring and decisive, and his influence, both in and out of the school room, is of the very best. He is a member of the International Accountants' Society, and is winning recognition as an expert accountant. Those who know him intimately, speak of his work and character in the highest terms. He takes an interest in educational work as well as matters of general interest.

At the present time, Mr. Smellie is with the Cleary Business College, Ypsilanti, Michigan, and has charge of the bookkeeping and penmanship classes.

M Mitchell

Mr. McHenry Mitchell was born on a farm near Bel Air, Maryland, December 4th, 1879. He attended the district school until thirteen years of age, when he entered the Bel Air Academy, from which he was, graduated four years later, in June 1896. The next three years were spent on the farm; but in the fall of 1896, he began his career, as a teacher in the public schools of his native county, Harford, and remained in this work four years, gradually working up to better appointments, and studying English and journalism during his spare time.

Becoming convinced that there was no money to be made in public school work, especially in the rural districts, under the conditions then existing, Mr. Mitchell began to look about for something better, and in the summer of 1903, he applied for and obtained a position as teacher of English in Strayer's Business College, Baltimore.

In this position he remained for two years, studying penmanship and bookkeeping, after school hours, under Messrs. Harman and Ellsworth, who at that time had charge of the commercial department of the school. During the latter part of the second year at Strayer's Business College, Mr. Mitchell taught penmanship in the home school, at Baltimore, and in September, 1905, he was transferred to Philadelphia, and put in charge

of the commercial department of the branch school which Mr. Strayer had opened there the year before. This position he still holds. He is a strict disciplinarian, is accustomed to handling large classes, and can get results.

AD Shimek

Mr. A. D. Shimek was born on a farm near the village of Casco, Wisconsin, April 23, 1873. He attended public school until he reached the age of twelve, when he was obliged to leave to help his father on the farm.

Mr. Shimek always had a desire to get an education and become a teacher, so at nineteen, although he wasn't fit for second grade work, back to that same school he went. From the public school, he went to the Stevens Point, Wisconsin, Normal School, and after spending two years in that institution, he taught in a district school in his native county. He remained there three terms of nine months each, with an enrollment of 85, 90 and 95 respectively.

At the end of three years, Mr. Shimek entered Green Bay Business College, and remained until he got the theory in bookkeeping. He then went back to the Normal and graduated from the full course in 1904. After graduating, he took the principalship of a first class state graded school at Hazelhurst, Wisconsin. The following June, he went back to the Green Bay Business College, and received a diploma from the commercial department before his second term at Hazelhurst opened.

At the end of his second term, Mr. Shimek went to the Ferris Institute, Big Rapids, Michigan, to take a special course for a commercial teacher. At the end of six months, he was retained at Ferris Institute as an instructor in the commercial department.

HG Reaser

H. G. Reaser is a native of the Keystone State. He was born at Wellsville, Pa., where he attended the public schools until sixteen years of age. During the last few years of attendance he frequently assisted his teacher by conducting recitations. At the age of sixteen, he commenced teaching in the public schools of York Co., Pa., where he taught three years, in the mean time completing a normal course. Later he completed a penmanship and commercial course at Delaware, O., and immediately after graduating, accepted a position as principal of the Jackson, O., Business College. Since then he has taught successfully in the Coleman National Business College, Newark, N. J.; York, Pa., College of Business; Shamokin, Pa., High School, and Pittsburg, Pa., High School. He has been with the latter school during the past eight years, teaching penmanship, bookkeeping and commercial law.

Mr. Reaser is well prepared for teaching commercial subjects, being familiar with nearly all of the modern bookkeeping systems, besides having had considerable experience in expert accounting. He writes a strong business hand, and excels in all styles of ornamental penmanship.

His diversions outside of the school room are music and reading; he plays the violin and cornet and aims to keep abreast of the times, by constant reading of educational magazines and books, and the daily papers.

 HA Reneau

Mr. H. A. Reneau of the Fort Smith, Arkansas, Commercial College, was born -on a farm near a small town by the name of Goodhope, in west central Illinois, in the spring of 1877. He lived on the farm and attended country school there until eleven years of age, when his parents moved to southwestern Nebraska there he attended rural school three or four months in the winter, and worked on the farm the rest of the year. In 1894, his parents moved to Kansas and he attended country school there during the winter months till the spring of 1899, when he had saved enough money to enter the Grand Island Business and Normal College, Grand Island, Nebraska, where he pursued the teachers' course.

After leaving Grand Island, Mr. Reneau taught in the rural schools of southwestern Nebraska for two years, starting at a salary of \$28.00 a month. He saved enough money during the two years to pay for a course in the Zanerian College, Columbus, Ohio, where he entered in September, 1902, working in the restaurants for his board. He completed the professional penmanship course in that well known school in May, 1903, and after leaving the Zanerian, worked on his father's farm a year, during which time he was married.

Mr. Reneau entered the - Gem City Business College, Quincy, Illinois, October 10, 1904, to take the commercial course. While at this college, he accepted a position with the Ft. Smith, Arkansas, Commercial College, in March 1905, where he has taught penmanship and the commercial branches, and done engrossing work, ever since.

 RS Collins

R. S. Collins was born near Charlotte, Mecklenburg County, N. C., and at an early age developed a great interest in penmanship and drawing. His father purchased for him such excellent models as the "Spencerian Key" and "Williams and Packard's Gems of Penmanship." The skill he gained from these enabled him to win the annual prizes at the

State Fair for the best penmanship by any one under sixteen years of age. He received his first real inspiration from an itinerant teacher of penmanship, Eli W. Scott, a pupil of Platt R. Spencer Sr. About two years after this Mr. Collins finished a normal course in penmanship given by Mr. Scott. He taught penmanship in the Academy where he was preparing for Davidson College, which he entered at the age of seventeen. We next find him as a teacher of penmanship in Kings Mountain, N. C., High School. Later he took a course at Sadler's Business College, Baltimore, graduating in May 1881, and in the fall he opened a business department in Kings Mountain High School. In the fall of '83 he accepted a position in Goodman's Business College, Knoxville, Tenn., and later was principal of Goodman's Writing Institute at Nashville, Tenn. From June '85 to June '95, he was with the Knoxville, Tenn., Business College and during the last two years was also superintendent of penmanship in the schools. Since 1895 he has had complete charge of the penmanship in Peirce School, Philadelphia, Pa.

RP Smout

Mr. Roy P. Smout was born in Decorah, Ia., and moved with his parents to Seattle, Wash., when he was about four years of age. After a short stay in that city, the family went first to Snohomish, Wash., and then to the neighboring city of Everett. Mr. Smout obtained his education in the public schools of the later place, which enjoy a high-class reputation for good work and fine results; in fact many Easterners, after examination, find that they have to enter a lower grade in Everett than the one they left in their home town.

After finishing the prescribed course in the public schools, he went to the Metropolitan Business College of Minneapolis, Minn., where he graduated from the commercial department, after which he took an expert course in penmanship tinder Mr. C. E. Lowder and Mr. C. C. Curtiss.

Since his return to Everett, about the middle of 1906, he has been employed as penmanship teacher with the Acme Business College of that city, the oldest and largest business school in Snohomish County. In this work Mr. Smout has demonstrated his ability, not only as an expert in the art of penmanship, but also his capability as a thorough teacher. He is enthusiastic, and possesses in a high degree the rare talent of communicating energy and ambition to his pupils.

Mr. Smout is one of the most promising of the younger penmen of today, being original in his methods, systematic in his work, and congenial with his students. He intends to make the study and teaching of penmanship and commercial subjects his life work.

CE Miller

Mr. C. E. Miller is a native of Ohio, and was born in 1875. He received a good preparatory education and graduated from the Ohio Northern University, and the Davis Business College, Toledo, Ohio.

His teaching experience has been varied and extensive. Before entering the commercial field, he taught for five years in the public schools. His commercial teaching experience is as follows: One year with the Practical Commercial College, Washington, Pa.; two years with the Galion Business College, Galion, Ohio; two years with the Coshocton School of Business, Coshocton, Ohio, and at present with the Central Michigan Business College, Lansing, Mich. He has also had experience as cashier in the home office of the Northern Central Life Insurance Co. Mr. Miller has given satisfaction in the positions he has filled, and his students are, as a rule, very successful. The following quotations show the character of the letters of recommendation which are held by Mr. Miller: "His work is entirely satisfactory, and we have asked him to remain in his present position another year." L. W. Elicker, president of the Galion Business College, Galion, Ohio.

"When we sold our Coshocton school, of which Mr. Miller was principal, we offered him a position in the home school at Massillon." H. G. Yocum, General Manager, Actual Business College Co.

EH McGhee

E. H. McGhee, was born on a farm near Brookfield, Mo., on the 18th day of January, 1884. His boyhood was spent at hard labor on the farm. He received most of his education in the public schools, and entered the Chillicothe Normal School, Chillicothe, Mo., where he graduated in the bookkeeping course in 1904. At the termination of the course, he was inspired by the graceful swings from the pen of Prof. J. D. Rice, to take a year's course in penmanship and pen art. Much of this work was new to him, but by close application he learned to do creditable work and graduated February 15th, 1905.

From here he returned to the farm and helped his father through the busy spring season. He then went to Kansas, and organized classes in penmanship at the country schoolhouses, giving them lessons in the evening, and writing calling cards through the day. One of his cards stole its way into the office of a large firm, and they immediately offered him a position as bookkeeper. He accepted the position but at the same time continued his writing classes.

After a few months' work here, the Western Normal College, Shenandoah, Iowa, offered him the principalship of the penmanship department of the college. This is one of the most important positions in the west. Mr. McGhee entered upon his duties Sept. 4, 1906, and has given full satisfaction, demonstrated his ability and skill, and has the highest recommendation from his employer.

WB Elliott

Mr. W. B. Elliott was born at Coshocton, Coshocton County, Ohio, in 1867, where he lived until nine years of age. Upon the death of his mother, he went to live with his grandparents on a farm in the same county. Here under the tutelage of a grandfather who believed that a boy's interests are best conserved when he is kept busy, he learned to work, got his early education at the district school, two miles distant, and at the age of eighteen accepted employment as a farm hand. He spent his winters attending the public schools and in this way acquired sufficient education to pass the county examinations. After this he taught school part of the year and attended college the remaining part.

While attending Scio College, he was induced to take up the study of the commercial branches, and after completing the course, went south to 'take charge of the commercial department of the Birmingham, Ala., Business College. At the end of one year he went to Charleston, W. Va., and took charge of a business school that had been recently organized. Here he finally started his first business school, fourteen years ago.

In 1900 he opened another school at Wheeling; in 1901 another at Fairmont; in 1902 another at Clarksburg; in 1904 another at Martinsburg. He is at present conducting schools at Wheeling and Charleston, W. Va., having disposed of all the others.

Mr. Elliott is an all round schoolman, progressive, up-to-date and always trying to give his students the best there is in the line of business education. We need more men like him.

LB Edgar

Lewis Bartow Edgar first made the acquaintance of his parents on a farm near Cadiz, Harrison County, Ohio, December 5, 1877.

Mr. Edgar was an early devotee to penmanship and in the summer of 1902, he entered the "Zanerian" to more nearly perfect his penmanship. After being in the classes for nearly a week, he contracted the measles, from which he did not recover until late in the winter. His business relations prevented his return to complete the course. He soon applied for a certificate to teach, and after a few attempts, was granted one, and his career as a teacher began.

He taught one year in his home school, two in an adjoining township, after which he entered the graded schoolwork at Freeport, Ohio. Here he did two years' work was elected at an advance of salary for a third term, but the desire for a business training was so great, he left public school work, and entered the Wheeling Business College to

prepare himself for that line of work. In a short time he was made, assistant manager, and teacher of commercial branches and penmanship.

Mr. Edgar secured a place with the Mountain City Business College of Chattanooga, Tennessee, as principal of the commercial and penmanship departments, which position he now holds.

WB Lee

William Beecher Lee was born near Seville, O., Dec. 1, 1877. His boyhood days were spent on the farm and he received his preparatory education at the district school. After he had completed the work that was offered in his home school, he entered Seville High School and completed the course in a satisfactory manner. Finding that his services were needed at home he turned his attention to teaching and taught in a district school near his home and helped on the farm during vacations and holidays.

At an early age he became interested in penmanship and for some years practiced under the direction of Zaner and Bloser, Columbus, O., and later graduated from the Zanerian Art College. Before his graduation he attained a sufficient degree-of proficiency in the art to be tendered a position as teacher of penmanship in one of the leading business colleges of the state.

His education was further supplemented by a course in the Ohio State University and he won from his instructors the credit of being a diligent, conscientious and painstaking student. As a recognition of his ability he was selected as principal of Central High School, Wadsworth, O., where he may be found at the present time.

Mr. Lee's untiring efforts together with his strict attention to duty has brought to him many pleasant as well as profitable promotions. He is an energetic teacher, a diligent and earnest worker and a Christian gentleman. He is well prepared for public or commercial school work and writes 'a good hand.

LE Gerhold

Mr. L. E. Gerhold was born on a farm near Kittanning, -Pennsylvania, in 1875. His boyhood days were spent on a farm in summer, and in the district school in winter, starting at four and one-half years of age and continuing twelve winters. Later on he attended a teachers' preparatory normal, three terms, during, which time he passed successfully four county examinations. In 1898, he attended the State Normal School at Indiana, Pennsylvania thirteen weeks and received creditable grades, after which he taught in the public schools. In 1901 he entered the Zanerian College, Columbus, Ohio, to prepare for his chosen career, that of a penman, engrosser, and teacher. He remained with

the institution two years, graduating in the professional course, after which he assisted in the engrossing department.

Mr. Gerhold does some things with the pen that but few can excel, and his blackboard writing is a model in neatness, accuracy and gracefulness. He possesses considerable originality, much patience, and a steady nerve. All of his education paid for by money he earned on the farm and in the was pal mines, factory and office. He, is now a policy engrosser for the New England Mutual Life Insurance Company and a contributor of skillful, professional script of the "Business Educator."

Mr. Gerhold holds an excellent letter of recommendation from the Pennsylvania State Normal School.

C. P. Zaner.

WC Wollaston

Mr. W. C. Wollaston first saw the light of day on a farm near Bellville, Illinois, August 1st, of the Centennial year. At four years of age, his parents moved to Baylis, Ill., where he lived the usual life of a boy on a farm until 1893, when his parents moved to Aurora, Nebraska, where he worked on the farm in summer and attended country schools during the winter months. Beginning in 1898, he attended the Western Normal College, Shenandoah, Iowa, three winters, pursuing both the normal and commercial work, graduating in 1901. He then pursued a postgraduate course in the commercial branches in the Lincoln, Nebraska Business College. He then taught in the Stanberry Normal School, taking special work in English, and graduating in shorthand at the same time. He then went to Beloit, Wisconsin, and spent one year in the Beloit Business College.

In 1903, he attended the Zanerian where he became proficient in the art of writing. The following year, he taught in Minnesota, and then in Wisconsin. In 1905, he purchased an interest in the Owosso Business College. In March, 1906, he and his partner, Mr. Resell, purchased the Port Huron, Michigan, Business University, which school he is now managing.

Mr. Wollaston is one of our best-equipped young commercial teachers, and has had the right preparation and experience to make a successful school proprietor. He is a genial gentleman, who makes friends and retains them. He is constantly studying new methods, and keeps his school up to date.

JR Hadley

Mr. J. R. Hadley of the Industrial School for Boys, Ellora, Iowa, was born on a farm in the state of Indiana, January, 1882. After spending his time working on the farm in the

summer time and attending school during the winter, he finally completed the common and high school courses. In the year 1900, desiring to secure a better education, he decided to attend the Marion Normal College and Business University, Professor C. W. Boucher, President. Marion, Indiana. During his first stay at this institution he took the normal work and in the meantime became interested in penmanship that led to a desire to secure a commercial education. Deciding not- to follow the normal work and become a public school teacher, he returned in the year of 1903 to take the commercial course. He completed this course in a satisfactory manner and graduated in, 1904 from the commercial department.

We next find him teaching commercial branches and penmanship in the Pequod Business College, Meriden, Conn., H. S.' Pratt, Principal. He remained in this position for the school year of 1904-1905 and the following year he taught Gregg Shorthand, typewriting and penmanship in the Central Commercial College, Macomb, Illinois, Ivan Deach, President. At the present time Mr. Hadley is teaching Gregg Shorthand, typewriting, penmanship and telegraphy in the Industrial School for Boys, Eldora, Iowa, Col. L. D. Drake, Superintendent.

Mr. Hadley writes a good business hand, is acquiring a strong ornamental hand and is a thorough conscientious teacher.

CC Stone

Mr. C. C. Stone, of the Utica Business Institute, Utica, N. Y., was born April 10, 1881, in Martin County, Minnesota. He lived on a farm until he was twelve years of age, when his parents moved to Grenada, Minnesota. He attended and graduated from the high school at Grenada, and in the fall of 1900, he entered the Mankato Commercial College, Mankato, Minnesota, to take the commercial course. While taking this course, he took special work in penmanship. He attended this school for ten months and graduated August 22, 1901.

Shortly after his graduation he accepted a position as principal of the Cortland Business Institute, Cortland, N. Y., then owned by Dakin Brothers of Syracuse. He held this position for one year, at the end of which time the school changed hands, and he accepted a position as principal of the commercial department of Elliott's Business College, Burlington, Iowa.

In July 1903, he established the Black Hills Business College, Lead, S. Dakota. This was the first business school organized in the Black Hills. In 1904, he disposed of his interest in Lead, and accepted a position as principal of the penmanship and commercial department of the Utica Business Institute, Utica, N. Y., which position he still holds.

Mr. Stone makes a specialty of script writing for commercial school advertising. His specialties are penmanship, bookkeeping, rapid calculation, commercial law and

correspondence. He is familiar with the Sadler-Rowe, Williams & Rogers, and Ellis systems of bookkeeping.

FB Courtney

Mr. Francis B. Courtney was born in Worcester, Massachusetts in 1867. At the age of seventeen, he entered Hinman's Business College, Worcester, Mass., to take the commercial course. Under the instruction of Mr. Hinman, he soon became interested in penmanship, and after he had graduated from the commercial course, he continued the study of ornamental penmanship.

After completing his commercial and special penmanship training, Mr. Courtney became an accountant in a manufacturing establishment, and held this position for two years. In preparing to solicit his first position in a business school, Mr. Courtney wrote two hundred sheets of foolscap, writing each line in a different style of penmanship. As a result, he received immediate offers for his services, coming from various directions. He has taught in the following schools; Hinman's College, Worcester, Mass.; Gray's College, Portland, Maine; Lincoln, Nebraska, Business College; Spaulding's Commercial College, Kansas City, Missouri; Mc Donald's Business Institute, Milwaukee, Wis.; Iowa Business College, Des Moines, Ia.; Wood's New York School; Toland's Business University, and is at present with McDonald's Business Institute.

As an all-round penman, Mr. Courtney has never had an equal, and he deserves his title "wizard of the pen." As an expert of forged handwriting, Mr. Courtney has had large experience, and has testified in some noted cases. In addition to being a penman, he is an all-round teacher of commercial subjects.

FO Pinks

Fay O. Pinks was born in Greensburg, Ohio, October 15, 1879. His first few years were but a repetition of those of the average country boy. At the age of seven, his mother took him to the little district school house and left him in charge of an old maid school teacher, and the boys proceeded to educate him. They had little competition in the way of books. His interest was at last awakened by the appearance in the neighborhood of an itinerant penmanship teacher whose flourished birds and eagles, caught Fay's fancy and booked him for a three-weeks' course in penmanship. In a week he was making eagles which he thought could, with indescribable grace, soar clear to the ether. Disillusionment soon followed, but the interest thus awakened, never abated. After completing his course in the Windsor High School, his parents moved to Painesville, Ohio, for the purpose of giving him the advantage of splendid educational facilities afforded by the high school there. He attended two days, didn't like it, and quit amid a shower of parental displeasure, which was pacified only by a solemn promise that he would attend a good business

college. Accordingly, in 1900, he entered the Bryant and Stratton Business College, Warren, Ohio, and after completing the entire commercial and shorthand courses, entered the Zanerian Art College, Columbus, O. When his course was about half completed, he was called to teach penmanship and shorthand in his alma mater, the Bryant and Stratton Business College, Warren, Ohio, a position which he has held ever since.

HD Davis

Hoy D. Davis was born at El Dara, Pike County, Illinois, June 24, 1878. At the age of 18, he graduated from the common schools, and began teaching in the rural districts. Being desirous of bettering his education, he took a correspondence course in Trainer's School of the Sciences, Decatur, Illinois, obtaining a diploma from that school. After teaching four years, he decided to take up commercial work at the Gem City Business College, Quincy, Illinois. He began the commercial course in the summer of 1900, but was compelled to discontinue it that season in order to fulfill his contract as principal of the Atlas, Illinois, school.

Returning to the Gem City Business College in the spring of 1901, he completed the course with honors, obtaining the degree "Master of Accounts." Later he returned to the school and completed the course in the normal penmanship department under the able instruction of that master penman, H. P. Behrensmeyer.

For five years or more, he has been engaged. in commercial teaching, and has been connected with the following schools; Stanberry, Missouri, Normal; Broken Bow, Nebraska, Business College; Southwestern Business College, St. Louis, Missouri; Wisconsin Business University, LaCrosse, Wisconsin, and is at present, teacher of penmanship and commercial branches in the Metropolitan Business College, Chicago, Illinois.

Mr. Davis is an earnest and enthusiastic worker, and is meeting with success in his present position.

RD Thurston

Mr. R. D. Thurston was born on a farm in Appleton, Maine, August 1, 1880. He attended the common schools until nineteen years of age, and then entered the Rock land Commercial College, Rockland, Me. While there, he decided that he must have a better education for a successful business career, and after attending the Rockland Commercial College for one term, he entered the Lincoln Academy, New Castle, Me., to prepare for a seminary education. In the fall of 1901, he entered the Bucksport Seminary,

Bucksport, Me., and completed the course three years later. He then entered the Salem Commercial School, Salem, Mass., completed the commercial course and accepted a position as clerk in a commission house in Boston. After a short, time he was promoted to a position as bookkeeper.

In 1906, he decided to make teaching his profession, and accepted a teaching position in Appleton, Me. He entered the Zanerian Art College, Columbus, O., in the spring of 1906, and took a three month course in that noted institution. He then accepted a position with the Lowell Commercial College, Lowell, Mass., and at the present time is connected with that school. Mr. Thurston has charge of the commercial law, arithmetic, and penmanship classes, and also acts as assistant in the bookkeeping department. He writes a very good hand, is a regular attendant at church, and, does not use tobacco or alcoholic drinks in any form.

ON Shaw

Mr., Orville N. Shaw is a product of the West. He is a graduate of the Kansas State Normal, and holds a valid state life certificate to teach in the public schools of Kansas, including the schools of both first and second class cities. In addition to having been a student in another of the leading literary and technical colleges of Kansas, he is a graduate of the Gem City Business College, Quincy, Illinois. Mr. Shaw had several years' experience as principal and superintendent of university accredited high schools prior to his entering the field of commercial teaching. At the present time, he holds the principalship of the department of commerce in the seminary at Onarga, Ill., which school is an academy of the Northwestern University.

Mr. Shaw stands high in teaching circles as an earnest, enthusiastic, and painstaking instructor; he believes in thoroughness as a passport to success; he takes the deepest interest in his work, as well as the success of every student, under his instruction. As a teacher of business and supervisor of departments, he has but few superiors.

As a man, Mr. Shaw is one in the truest sense of the term; his high moral character, strict business integrity, and superior intelligence, makes him a most valuable asset to the commercial teaching profession. He is of the type of men that are needed in this intensely commercial world, to train the youths of our land into useful, thoughtful, and practical citizens.

WS Ashby

Mr. W. S. Ashby, business manager of the Bowling Green Business University, was born on a farm near Vincennes, Ind., 1870. He received the usual country school education, and finished a high school course. He later attended a normal and business college, took courses at the Zanerian Art College, Columbus, O., and Webb's School of Drawing, Nashville, Tenn. His education prepared him for an active business life, and before he commenced teaching, he was a bookkeeper at Vincennes, Ind., and Bellville, Ill. He also had experience as traveling salesman, and was recorder in the Army Record Office, Columbus, O.

Mr. Ashby has had twelve years' experience as teacher of commercial branches and has been associated with the following schools: Southern Indiana Normal School, Mitchell, Ind.; Alamo City Business College, San Antonio, Tex., and the Bowling Green Business University, Bowling Green, Ky. He has also had charge of the management of the Continental Employment Bureau and Teachers' Agency for the past seven years. At the present time Mr. Ashby is holding a responsible position, as the Bowling Green School - is the largest south of the Ohio River.

He has been prominent in Association matters, and has been secretary, vice-president and was president during 1906, of the Business Section of the National Commercial Teachers' Federation. At the Cleveland meeting Mr. Ashby was elected as a member of the Advisory Council of the Federation.

TV Chandler

Mr. Thomas Von Chandler, manager of the Erie Business College, Erie, Pennsylvania is a native of Kentucky, and was born in 1869. Commencing at an early age to carve his future career, he was by the free use of midnight oil, to qualify as a country pedagogue, at the age of seventeen he began teaching, and followed this profession for fifteen years. He then became identified with the Lexington, Kentucky Business College remaining there some eighteen months. During these years, Mr. Chandler's sterling qualities made friends of all with whom he came in contact. He was rewarded by being elected to the State Legislature of Kentucky for two years. At the expiration of his term of office in the legislature he accepted a position with W. B. Elliott, of Wheeling, and Charleston, West Virginia. Mr. Chandler remained with Mr. Elliott about two years, and then joined forces with George P. Lord, of the Salem, Mass., Commercial School. He remained with Mr. Lord three years, resigning his position to become manager of the Erie Business College, and owner of a one-third interest.

Mr. Chandler is an exceptionally strong schoolman and his teaching, political and soliciting experience have given him a knowledge of human nature excelled by few men. He can present the merits of a commercial school course in a way, to gain respect and confidence, and he never makes a statement 'unless it is absolutely true. Mr. Chandler is happily married, has a charming wife and two beautiful little daughters.

C. Spencer Chambers

Mr. C. Spencer Chambers of Covington, Kentucky, is a native Kentuckian by birth and manners. He was born in Florence, Kentucky, and educated in the public schools of the thriving little town of, Walton,' Ky. He later was graduated from the Walton Academy, and then attended a commercial school in Cincinnati, O.

Becoming interested in penmanship, through Mr. C. R. Tate, he decided to prepare himself for work of this kind, and took a course at the Zanerian. He then taught in Clark's Commercial School, Springfield, Mo., Bliss College, Columbus, O., and was principal of the Marietta Commercial College, Portsmouth, O. For the past two years, Mr. Chambers has been supervisor of writing in the public schools of Covington, Ky..

In addition to this experience Mr. Chambers has been a law student for several years, and will graduate in June 1907, from the law department of the McDonald Educational Institute of Cincinnati, O., and will receive the degree of LL. B.

In 1906, Mr. Chambers was chairman of the executive committee of the National Penmanship Teachers' Association, and in that position he demonstrated his ability by presenting a splendid program. In recognition of his ability, he was elected to the presidency of the Penmanship Teachers' Association at the Cleveland meeting, December 1906.

W Rasmussen

Walter Rasmussen is a native of Denmark. He pursued his education in the public schools, Waalse High School, and Copenhagen University, Denmark, from which he was graduated in the class of 1890. The same year he came to the United States, and was employed as a bookkeeper. He later pursued a course of study in the, Northern Indiana Normal School, Valparaiso. Soon afterward he came to St. Paul, Minnesota, and entered upon office work as a stenographer and bookkeeper, but took up his real life work in 1897,

when he became principal of the shorthand department of Wilson's Modern Business College, Seattle, Washington. He remained there until 1900, and during that period, pursued a special teachers' course in the State University of Washington. From 1900 to 1902, Mr. Rasmussen was principal of the San Francisco, California, Business College, after which he returned to St. Paul, Minnesota, to take charge of the Rasmussen Practical Business School.

He is one of the pioneer Gregg Shorthand teachers of the country, and is an able instructor of all the commercial branches. He has proven his business and executive

ability by building up the Rasmussen Practical Business School from a small beginning to the present prominent place it holds among the commercial schools of the country..

Mr. Rasmussen has the reputation of being upright, progressive and wide-awake, and a staunch supporter of all that is good in education.

IW Pierson

In the early sixties on a farm in Ohio, I. W. Pierson was born. He early became interested in the subject of penmanship and his first teacher, Mr. L. B. Davis, gave him some practical instruction. After working for two terms under Mr. Davis, Mr. Pierson took lessons of A. W. Smith, Meadville, Pa. At the age of fourteen he went to Oberlin, O., and after a college course went to Rochester, N.Y., and graduated from the Business Institute. He then opened a business college at New Castle, Ind., and a Normal School at Kingston, Ind. Disposing of these schools he taught for a year at Columbus, O., and then became engaged with Elliott's Business College, Burlington, Ia., where he remained nearly five years, teaching various branches, conducting the correspondence, and attending to the office work .

After five years in Burlington, Mr. Pierson went to Chicago, and since that time has been connected with the Bryant & Stratton School, except during the years of 1892 and 1893, when he conducted a school of pen art and painting. He was also an engrosser for the Columbian Exposition.

At the present time he is teaching penmanship, law, correspondence, spelling and bookkeeping, and there is no branch of commercial school work that he can not handle.

One of his graduates while at Burlington, Ia., was the late A. D. Taylor, one of the best business writers the country has produced, and C.V. Howe, the scriptwriter, graduated from his Chicago school of pen art and painting.

Mr. Pierson is a progressive teacher who gets results and is a representative type of the successful business educator.

WP Steinhaeuser

Mr. W. P. Steinhaeuser was born in Cohocton, Steuben County, New York, August 10, 1878, was educated in the Parochial School, Rondout, N. Y., and in the public schools, Rochester, N. Y. He also spent two years in Wagner College, Rochester, at the time his father, the late Rev. J. Steinhaeuser, D. D., was president. He has had six years' experience as a stenographer, private secretary, and general office clerk. Has also conducted a public stenographic bureau and was agent for the Manhattan Typewriter in

Allentown. Was editor of the American Phonographic and Literary journal, The Baldwin Monthly and the Lehigh Patriot.

Mr. Steinhäuser is well known as a-contributor to professional magazines. He is author of "Practical Outlines," a text-book for shorthand writers; "The Dictator;" "Sketches of Eminent Americans;," and "Vagrant Thoughts." He is a graduate of the following institutions: American Business College, Allentown, Pa.; American Normal School, Dansville, N.Y.; The Martin School, Pittsburgh, Pa.; Palmer School of Penmanship, Cedar Rapids, Ia.; and of the post-graduate teachers' course, Day's School of Shorthand, Cleveland, O. He is pursuing his third years' readings in the literary and scientific courses, Chautauqua University, Chautauqua, N. Y. He also spent seven weeks in the, Zanerian Art College, Columbus, O. Mr.. Steinhäuser is, an active member of all commercial teachers' associations, and at the Cleveland convention was appointed a member of the executive committee of the N. P. T. A.

EH Fearon

The subject of this sketch, Mr. E. H. Fearon, was born in Whitefield, N. H., April 2, 1877. His early education was secured in the- Whitefield public schools and high school. In 1901 he entered the Zanerian College, from which institution he graduated, and upon which he reflects much credit. Later on he graduated in law from the Southern Normal College Bowling Green, Ky., and was admitted to the Kentucky bar in June 1903. Those who are familiar with Mr. Fearon's abstemious ways will know which Kentucky "bar" we refer to. About this time he also completed a year of regular normal school work.

Previous to entering the Zanerian, and consequently upon his educational career, he kept books for eight years for one of the largest lumber corporations in New Hampshire.

Mr. Fearon is now principal of the commercial department of the Blair Business College, Spokane, Washington of the largest and one of the best institutions of its kind in this country.

Few men in the commercial teaching profession are better equipped to handle the work than Mr. Fearon. And this ability does not mean mere bookkeeping knowledge, or knowledge of law, or even skill in penmanship, but if means a fine inheritance of body, an even disposition, untiring industry, fidelity to duty, and true manhood.

C. P. Zaner

C. A. Barnett

The owner of the countenance shown herewith is an Illinois product. He is too skillful a penman and too much of a genial, whole-souled gentleman to have been born anywhere else than on a farm. He was born at Hallsville, Illinois, February 9, 1874. His education was received in the district schools, and after he had completed the courses offered, he attended Waynesville, Illinois, Academy. Becoming interested in penmanship, he attended the Valparaiso College, Valparaiso, Indiana, and graduated from the penmanship department.

After finishing the course at Valparaiso, Mr. Barnett taught penmanship classes in Dewitt County, Illinois, and Waynesville Academy. He was also instructor in penmanship in Teachers' Institutes, and while doing this work, was preparing himself for a teachers' career. At about this time, or to be more exact, in the fall of 1899, Mr. J. T. Henderson induced him to come to Oberlin, Ohio, and Mr. Barnett has made his home in Oberlin ever since.

Mr. Barnett has made a specialty of penmanship, and is very skillful with the pen, and an expert teacher. He writes a model business hand as well as an excellent style of ornamental. At present he devotes his time exclusively to penmanship, and is special teacher of writing in the Oberlin, Ohio, Business College; Oberlin, Ohio, Public Schools; Norwalk, Ohio, Public Schools; Wellington, Ohio, Public Schools and Amherst, Ohio, Public Schools. Mr. Barnett is married, has a pleasant home and he is a favorite with all his acquaintances.

AN Palmer

Mr. A. N. Palmer was born at Fort Jackson, St. Lawrence County, New York. As Mr. Palmer will not tell the exact date of his birth, we are unable to give accurate information. He lived on a farm during his youth, and he was about thirteen, when the family moved to Manchester, New Hampshire, where he attended public schools and later took bookkeeping and penmanship at Gaskell's Business College. Here he came under the instruction of G. A. Gaskell and Charles T. Cragin and became acquainted with W. E. Dennis. He took the bookkeeping course, but paid more attention to penmanship.

He then started out to organize classes in penmanship, took literary work at the New Hampton Institute, and finally went west, teaching classes at Rockville, Indiana, and St. Joseph, Missouri. He then went to Cedar Rapids, Iowa, to work for the Iowa Railroad Land Company. At this time he evolved the "muscular movement" idea, and has been preaching it ever since. He later worked for an insurance company, and resigned a position paying \$75 a month, to work for the Cedar Rapids Business College at \$50 a month. He then became a partner in a business college in Chicago, Illinois, but after two

years returned to Cedar Rapids, to take an interest in the Cedar Rapids. School. He had already started the Western Penman, and when the Goodyear and Palmer partnership was dissolved, Mr. Palmer took the business college and the Penman. Mr. Palmer now devotes his entire time to looking after his publications, and has built up an* extensive business.