

have done. Our Penman is reputed to be one of the best in America to-day and has taken more first prizes in business penmanship at the Provincial and other exhibitions, where he has competed during the past thirteen years, than all the other penmen in Canada combined. Further, almost all those who have risen to prominence in the art in Canada during the past ten years are his pupils. This is the best proof we can give, not only of our own superior qualifications in this particular branch, but of the ability to impart such instruction to others.

Prominent among our pupils in penmanship are R. E. Gallagher, Principal of Canada Business College, Hamilton, Ont.; J. W. Westervelt, of the Forest City Business College, London, Ont.; C. C. Maring, Penman of Portland Business College, Oregon; J. McDonald, of St. Joseph's College, Montreal; David Tilley, of Hamilton, Ont.; J. N. Hutchinson, of Winnipeg, Manitoba; J. McNiven, of West End City, Dakota; M. M. Scramlin, of Climax, Mich.; Wm. Roche, Chatham; also in the person of Miss Maud Evans, of Chatham, a pupil 16 years of age, now attending, we have excellent proof of what may be accomplished by those of her sex when an opportunity is afforded them, in this, as in other branches of education, and many others whom space will not permit to mention.

Sending Specimens of Penmanship.

HAVING had so many calls for specimens of plain and ornamental penmanship, we have decided not to send any but samples of plain work in the future, the specimens of ornamental work requiring more time than we have to spare in satisfying idle curiosity. We have had several pieces which were executed by Mr. McLachlan engraved, which will be sent to all who may desire them. And to those who are willing to pay for a piece of genuine ornamental work, fresh from the pen, we will send the same on receipt of 25 or 50¢. The work will be done in proportion to the amount of money received.

Phonography.

THIS branch of study, combined with a good business education and mastery of the pen, offers greater inducements to young men and women to-day than any other line of study within our knowledge. It is an easy stepping stone on which the possessor may climb to fame and fortune, more surely, perhaps, than in almost any other calling which is open.

All eminent law, mercantile, manufacturing firms and railroad offices now employ Phonographic Clerks, when they can be had, and at larger salaries than others, however otherwise endowed, can command.

We might furnish many examples of the advantages which a practical knowledge of Short Hand affords to young men and women, many of whom

MR. D. McLACHLAN.—DEAR SIR: We are pleased to have an opportunity of recommending your institution, to young men who may wish to acquire a sound business education. The young man who was in our employ, and had taken a course in your College, gave proof of the practical benefit of your course of training. We would advise every young man, no matter what his future intentions may be, to take a course with you, and are satisfied that it will be time and money well spent.
Yours, etc., JACKSON, FULLER & Co., Bankers, Bethlehem.