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Southern Normal School

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ANNUAL ARRIVAL.

The S. N. S. and B. G. B. C. are enjoying great prosperity. The enrollment has grown beyond all our most sanguine expectation. We had an immense school last year, but we now have 30 per cent. more students in daily attendance than at any time since the organization of the schools. The institutions are so large that we have been forced to organize many overflow classes in the different branches.

While other schools are closing their doors for the want of patronage and claim that competition is an insurmountable difficulty, the S. N. S. and B. G. B. C. are crowded to their utmost capacity, with earnest young men and women, seeking an education. While the schools have, and are enjoying a phenomenal success, yet, the usefulness and labor of the schools are to be greatly enlarged and intensified by the addition of another able-experienced and widely-known educator, to the already strong faculty, and by the construction of a magnificent new college building, which is to become the school's permanent home. Much of the success of the institution is due to our many friends throughout the South, and especially to our former students, who have recommended us and sent their friends to us. We desire to thank one and all for the many kind words and recommendations, and to assure all that we shall at all times work faithfully and earnestly, that you may never regret having recommended your friends to come to us.

MERIT is our solicitor.

SCIENTIFIC COURSE.

We cannot put too much emphasis upon the Scientific Course. It is pre-eminently practical, and has always resulted in the highest good to those who have had the courage to pursue it. The hundreds who have graduated from the Scientific Department are enthusiastic in their commendation of the work, and their success in the various professions and occupations, give weight to the words "Nothing succeeds like success." If this is true, the Scientific Department has certainly succeeded. It would seem that man can do himself justice in any line of life work who has not made the best possible preparation for such work. The student who attempts to learn medicine or law before he has developed sufficient mental power to deal with the abstruse questions relating to the profession, will certainly fail.

Every noble pursuit of life demands the power of original thought. The Scientific Course in the Southern Normal is designed to meet this demand, and thus far in its history it has not failed in any particular. The work is systematic, thorough and exciting, and scientific.

EDUCATE THE WHOLE MAN, WITH ALL HIS FACULTIES, FOR ALL PURPOSES.

Volume III.

BOWLING GREEN, KY., APRIL, 1899.

Number 2

ANNOUNCEMENT.

One of the best tests of a school is the class of patronage it receives. It is to be doubted if there is as high class of students attending any other school in the South as there is now in the Southern Normal. They are high-class in character and attainments and yet they are not content with this, but are zealously pressing nearer the front. The very spirit of the pupils will not permit a drone to stay in the hive or a plodder to get in the way—it is "woe unto him that stoppeth to tie his shoe string."
EDITORIAL.

OUR schools desire attention if they serve it. If it won't hurt you, the winds of jealousy only make our schools soar higher.

NOISE is not business. Running a school means more than teaching.

BUYING influence is like purchasing a lottery ticket—it usually fails to draw.

WE have students now in attendance who have been with us for five consecutive years, and they are among our best friends.

WE acknowledge many excellent letters from our former students. All report great success, and express a deep interest in the S. N. S. and B. G. C.

STILL, they come, heard daily among the pupils, and "they" are such noble and ambitious young people, that it gives every teacher's heart delight to instruct them.

A fine sharpened iron, so every bright and industrious student sharpeneth his friends, and as much is gained by proper contact and wholesome rivalry, as by the efforts of the teacher.

The State Teachers' Class, numbering nearly one hundred, is carrying on everything before it, and many will be the glad hearts after the State Certificate Examination in June, and few, the sad ones.

The Normal classes now cover a curriculum of work extending from common school branches through the classics. In all departments the classes are very large and composed of earnest workers.

TRULY the spirit of a noble ambition is contagious, and each pupil seems to vie with his fellow student to surpass. Yet, what delightful harmony unifies all efforts, and no one seeks promotion at the expense of the other.

NOW they work—work it all like Hercules. These immortal words of Carlyle appear to be the motifs which is inviolate of the number of energetic men and women who work in preparing themselves for the great work of the teacher.

DON'T write us and ask if you can get any or all of the common school, State certificate or State diploma branches, for we have guaranteed classes in all of the branches of these courses. All of these branches will be taught during the term, beginning March 28, 1899.

WE hear the people say that the teachers are often half-hearted men and despondently live. That they have but little enterprise and force. They seem to fail to drive their lives into the conduct of the affairs of life, they are only figure-heads. We can never expect, but for really skilled and efficient the teacher in the man becomes the controlling influence—the commander-in-chief. Our pupils are driven by the teacher he will find himself a conscious life power, a self-confidence a deep devotion to his work that will impress his life on the souls of the people, and they will say of him: "He is like a tree planted by the rivers of water that bringeth forth his fruit in his season, his leaf shall not wither, and whatsoever he doeth shall prosper."

The watchword of our school is Thuroughness. From the first to last, we want our students to feel that time is lost to half-learn anything. What is worth learning at all, is worth learning well. The botch is the most contemptible in the world, both to himself and to others. Of such the world is already too full, but for really skilled and efficient the people there is, and always will be, an unsatisfied demand.

WE give you the results of the teachers' examination of the last month. The members of the Social Science School Arts are more than a quarter of a century old, and the old, the skillful, with the middle-aged, each in their way, is in their element.

The Saturday evening's "Studies of Great Authors" is proving to be a most interesting and profitable to the members of the society. This work was organized for the benefit of the members of the "Teachers' Classes," to make the regular work in literature, to prepare the teacher for the State examination, and, most of all, to encourage and foster the love of good literature.

ONE of the most healthful signs of mental awakening and growth to be observed in the work of our pupils at this time in their rapidly increasing fondness for good literature. We never feel safer with reference to the education and development of the character of a pupil, than when he delights in good literature.

THE SOUTHERN EDUCATOR is a great talker. It is an earnest solicitor. It attends to its own business and talks all the time. It is a school, school, school. It offers no apology for soliciting to its subject. In all of its work it keeps constantly on the go. No big words. No high-sounding claims. No misrepresentations.

A LEADING business educator recently said that the typewriter is to be the pen of the Twentieth Century. Perhaps this statement is a little strong. But he typewriter is already sufficient evidence to make proficieny in its use a mark of the man to whom it must not be permitted to stick to its subject. In all of its work it keeps constantly on the go. No big words. No high-sounding claims. No misrepresentations.

If you want wealth, dig! If you want a certificate, dig! If you want the truth, dig!

How many teachers know the combination that unlocks their students' hearts?

The earnestness, enthusiasm and industry manifested by the teachers have never been excelled in the history of the Southern Normal School.

The happy teacher is he who embodies the ideal expressed by Caesar, "and gladly will he learn and gladly teach."

Many of the teachers are only dummies, capable of standing before classes and reciting books.

Join the big classes of teachers, which will be organized on March 28, 1899.

We guarantee classes and special arrangements in all of the common school branches during the Spring Term, which begins March 28, 1899.

Beginning classes will be organized in all of the common school branches on March 28, 1899. We guarantee classification.

The departments of Oratory and Eloquence are crowded to the utmost capacity. Prof. Brown has all he can do. Over seventy-five earnest students recite under his daily. Prof. Brown does not tolerate moment mechanical rules and artificial methods of teaching, expression but he leads the student to a realization of a more practical knowledge of the laws of expression. Instead of being hampered by mechanical rules, the student is taught to think for himself; to understand and to obey natural laws, not arbitrary rules; to be united with the laws of expression and in proportion, as the student is freed from the bondage imposed by self-consciousness, does he become easy, natural and forcible in his delivery.

Each teacher of our large Faculty seems to be striving with the rest to do the best work of his life, and each seems to think: his classes are the best. The teachers are happy and the pupils are happy, because all are doing the greatest work of their lives.

We told you in the last issue of THE SOUTHERN EDUCATOR that this would be the banner year. We now go yet more personally. In all departments of attendance than at any time in the history of the schools, and yet the present attendance will increase until the first of May, 1899.

The class in Geology will make its annual trip to the Mammoth and Colossus caves during the spring. It will make the journey on foot, and will gather many specimens, making it a few days of hard study as well as recreation.

We can best see in drawing patronage by the simple, quiet attractiveness of earnest and conscientious work.

We are not the only breaker on the beach. We know that this country is full of good schools.

The Most House of Representatives caught fire January 24, 1899, and has been one blaze of enthusiasm every since.

Bigness characterizes the school, as well as the teaching.

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Are You Going To Be Examined?

It Will Pay You To Join Our Big Classes Of Teachers.

CLASSES ORGANIZED IN ALL THE TEACHERS BRANCHES MARCH 28, 1899.

It will pay all teachers who are going to be examined to spend a term in our School before taking the regular examination.

Students who enter March 28, 1899, will have an opportunity to spend ten weeks with us before the first examination.

Teachers can review any and all the common school branches during this term.

Why not join the large State Certificate Class and capture a State Certificate?

Hundreds of live aspiring and devoted teachers are now in the different courses. Can't you join us?

The following instructors have charge of the different Teachers' courses:

T. C. CHERRY, Grammar, Composition, Teachers' Training and Literature.

J. C. WILLIS, Higher Arithmetic, Psychology and Latin.

J. R. ALEXANDER, Physiology, Algebra and Physics.

N. H. GARDNER, Geographer, Third Book Arithmetic, Spelling and Algebra.

H. H. CHERRY, Civil Government, Debating and Parliamentary Law.

A thing teaches and farms. It teaches the farms and its farmer teaches.

Is it a teacher, or is it a farmer?

A thing teaches, and its farmer teaches law.

The part teacher also teaches and practices law.

The part farmer also teaches and practices law.

The part lawyer also teaches and practices law.

The part constable is also a teacher, farmer or lawyer.

Define thing. Is it a teacher, farmer or lawyer?

A thing teaches, farms, practices law, and is a constable.

The part teacher is also a farmer, lawyer and a constable.

The part farmer also a teacher, lawyer and a constable.

The part lawyer also a teacher, farmer and a constable.

The part constable is also a teacher, farmer or lawyer.

Define thing. Is it a teacher, farmer or lawyer?

A thing teaches, farms, practices law, and is a constable.

1. The expert or general stenographer.

2. The amanuenses, or those who have not the skill requisite for the higher branch of the art.

General Reporters.—The first mentioned of these are the best paid in the profession. The nature of their work calls for a higher order of talent and for a greater degree of skill than that of the amanuenses. The compensation, for instance, of the official law stenographer, is generally regulated by law and varies in different States, ranging from two thousand to three thousand dollars per year, while an additional fee of five cents per hundred words is allowed for transcribing their records on the typewriter into good longhand.

Exemplary salaries are paid to reporters in Congress. The official stenographer of the Senate receives a salary of twenty-five thousand dollars a year, while each of the House reporters receives five thousand dollars. The general stenographer has his office, as any other professional man, and takes cases at contract price, which is generally on the basis of ten dollars per day, or twenty-five cents per hundred words.

Amanuenses.—Every person who enters the profession is not destined to become an official stenographer or a verbatim reporter. To the class known as amanuenses belong those who have not the skill requisite to undertake the more difficult branches of reporting. Some prefer amanuensis work from choice, while others are not endowed by nature with the qualifications necessary to achieve success in the highest branches of the calling. The field for the employment of amanuenses is large, and the thoroughly competent ones never fail in obtaining work at fair wages. They have come to be a necessity in railway offices, insurance companies, counting rooms, banks, and, in fact, in all commercial establishments and corporations where the correspondence is voluminous.

"...A Stepping Stone."—While it is not absolutely necessary that an amanuensis should be a good general clerk, still, if he possesses such qualifications, his value is greatly enhanced and his advancement more rapid and certain. The book-keeper or clerk who becomes a good shorthand amanuensis wants no better stepping stone to a higher position in the business in which he is engaged. His relation to his employer is confidential in a marked degree, and of necessity he must become familiar with all the details and general management of affairs. To the capable and intelligent young man, it is simply a matter of time before he has mastered the business, and when a vacancy has occurred, or a new position is created, the chances are he will be invited to fill it.

THE SUMMER TERM.

The Summer Term of 6 weeks begins June 6, 1899. A general review of all the common school branches will be given during this term. Special emphasis will be put on the State Teachers' Course, besides cost all of the higher literary branch will be taught. The tuition for the regular 6 weeks' term will be $6.00, and board at $2.00 per week will make $18.00, which will amount to $18.00 for the entire cost of 6 weeks.

ENTER NOW.

You can enter at any time and find classes to suit you. We have arranged our work so that a student can enter at any time and get perfect classification. If you are ready, come to us at once.

$18.00 PAYS FOR BOARD and tuition—everything furnished—for the entire Summer Term of 6 weeks.

Be sure and mention course of study wanted when you write.

Shorthand Department.

All of our shorthand students are given an opportunity to do one month's work in our office by taking the actual correspondence of the School before they graduate. As a result of this course of training, our shorthand people have experience when they leave us.

All shorthand students are entitled to Business Correspondence, Grammar, Spelling, Punctuation, and Business Writing, and should, by all means, take these branches while pursuing the regular shorthand course.

We teach the Ben Pitman, Longley, and Graham systems of shorthand.

The graduates of our shorthand and typewriting schools universally get good positions. The demand for good shorthand writers is always greater than the supply. No one can make a mistake in taking a thorough course in this branch of an education.

Our shorthand people can take any literary branch or branches taught in the Southern Normal School without any extra charges.

Reporters and Amanuenses.

In practice, the shorthand profession is divided into two classes—

1. The expert or general stenographer.

2. The amanuenses, or those who have not the skill requisite for the higher branch of the art.

General Reporters.—The first mentioned of these are the best paid in the profession. The nature of their work calls for a higher order of talent and for a greater degree of skill than that of the amanuenses. The compensation, for instance, of the official law stenographer, is generally regulated by law and varies in different States, ranging from two thousand to three thousand dollars per year, while an additional fee of five cents per hundred words is allowed for transcribing their records on the typewriter into good longhand.

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SOUTHERN EDUCATOR, APRIL, 1899.
APPLICATION OF PERCENTAGE.

[BY J. C. WILLIS.]

No one subject in Arithmetic gives the country teacher more trouble than "stocks and bonds" and the other application of percentage, because there is no one subject about which the average teacher knows less, and it is not always the teacher's fault. Many of our text-books are not clear in their treatment of the subject; and what is worse, many of the solutions are indefinite and illogical, and a few are absolutely in error in principle, faulty in definition, and in the application of the principles they attempt to teach. Added to all this is the hasty, shallow and insipid teaching of the subject done in many of the so-called training schools in this country. Arithmetic is nothing if not thorough.

The applications of percentage which give the student most trouble are:

1. Profit and Loss.
2. Commission.
4. Premium and Discount.
5. Dividend and Assessment.
6. Interest.

There are many other useful applications of percentage, but these will be sufficient for the illustration of this article.

It must be borne in mind that each of the above divisions has a field—a class of transactions—peculiarly its own; there is no overlapping of territory; a problem is clearly and solely a brokerage transaction, or it is altogether a problem of one of the other divisions. Many a problem may involve several brokerage, and Commission, but we always have to deal with one at a time; they never mix; we always finish one before we begin the other; so also with all the other divisions of this list. There is nothing more confusing than such headings in our books as "Commission and Brokerage," as if the two subjects were in any respect alike; such headings as "Stock Investments" as if it were something altogether different from Brokerage.

Each division, also, has its own principle—a great fact upon which all transactions of its class depend, and to which there is no exception. These principles are not principles of Arithmetic so much as great facts of business; they must be learned from trade, not alone from books. Every problem in Commission is solved on the same principle; there is not an exception to it in any Commission House in America or Europe. The same is true of Brokerage and the others.

I. PROFIT AND LOSS.

1. DEFINITION.

Profit and Loss is that application of percentage which presumes a cost price and a selling price, and is applied, in a general way, by the dealer in the buying and selling of common merchandise, produce, live stock, etc.

This term does not refer to agents or anyone who buys and sells for another.

2. PRINCIPLE.

The profit or loss is always computed on the cost price of the goods handled.

3. ILLUSTRATION.

Sold two farms for $160 each; on one I gained 25 per cent, and on the other I lost 25 per cent. Did I gain or lose by the transaction?

In each case 100 per cent, the base, is the cost price, and is unknown.

Solution. Second Farm.

1. $150 X 100 = $150.
2. 100% + 25% = 125%, selling price.
3. 125% = $200.
4. $200 - $150 = $50, gain.

First Farm.

1. $150 X 100 = $150.
2. 100% - 25% = 75%, selling price.
3. 75% = $112.50.
4. $112.50 - $150 = $37.50, loss.

The loss of $50 less a gain of $37.50 makes a net loss of $12.50.

II. COMMISSION.

1. DEFINITION.

Commission is that application of percentage in which an agent or commission merchant is paid or sells goods for a principal. This does not include any who buys and sells for himself, and is applied to the purchase and sale of grain, live stock, produce, real estate, common merchandise, etc.

2. PRINCIPLE.

Commission is always computed upon the actual amount of business done.

3. ILLUSTRATION.

Sold a consignment of wheat of 500 bushels at $1.30 per bushel; re-invested the proceeds in tobacco at per cent, reserving my commission 2%, for selling and 3% for buying. What was the amount of commission?

Solution.

1. $30 (500 = $150). selling price wheat. 2. 100% - cost of tobacco.
3. 100% = $150. 3. 100% = $195.
4. 2% = $5.00, first commission. 4. 1% = $15.33.
5. $195 - 2% = $191.10, second commission. 5. 1% = $19.10, second commission.

$5, first commission = $25.66, second commission = $49.66, whole commission.

Note. In the case of purchase for the commission merchant to reserve his commission without any instructions from the principal. It is based upon actual amount of purchase and not amount of money in hands of commission merchant. The amount held or sent to the commission merchant must always pay two bills, the price of goods bought and the commission.

III. BROKERAGE.

1. DEFINITION.

Brokerage is that application of percentage in which a broker buys and sells securities for some dealer.

The real broker deals in stocks, bonds, bills of exchange, cash items, gold, ware-house, and all other money stuff. The term broker cannot be applied properly to an agent dealing in real estate, live stock, common merchandise, or grain; that person is properly termed agent or commission merchant; all his transactions are based upon the principle of commission, while those of the real broker are based upon an entirely different principle.

2. PRINCIPLE.

Brokerage is always computed upon the face of the security bought or sold.

3. ILLUSTRATION.

Sold 30 shares of L. & N. railroad stock, $100 each, at 110%, brokerage 2%; re-invested all the proceeds in First National Bank stock at 90%, brokerage 3%. What was the whole amount of brokerage?

Solution.

1. $100 X 30 = $3000, face value of stock. 2. 90% = $2700. 3. 2% = $60.
4. $2700 + $60 = $2760, face of bank stock.
5. $110% = $300, selling price of stock. 6. $2760 - $300 = $2460, first brokerage.
7. $3300 - $2100 = $1200, gains.

Conclusion.

$300 first brokerage + $1200, second brokerage = $1500.

Note. The principle of the above solution is of universal application; it is used in every stock exchange in the world. The writer has taken especial pains to ascertain this fact.

IV. PREMIUM AND DISCOUNT.

Premium and discount are those applications of percentage which involve the values of stocks, bonds and all items handled by real brokers.

These values rise and fall upon a fixed basis, the face value of the security, according to the great economic law of "supply and demand." It is, probably, the simplest application of percentage.

2. PRINCIPLE.

Premiums, or discounts, are always computed upon the face of the security bought or sold.

3. ILLUSTRATION.

Invest $1,000 in stock at 70 per cent, which raise to 10 per cent. premium and sold for cash; re-invested in bonds at 103, which fell to 95. What was my net gain?

Solution.

1. 100% = $1000, market value of stock. 2. 105% = $1050. 3. 1% = $10.50.
4. $1050 - $1000 = $50, gain. 5. 95% = $950, market value of bond. 6. $950 - $1000 = $50, loss.

Conclusion.

$100 gain, less $75.50 loss, leaves a net gain of $24.50.

V. DIVIDENDS AND ASSESSMENTS.

1. DEFINITION.

Dividends and assessments are those applications of percentage which estimate the net gain or loss upon the capital stock of some company. Dividends and assessments apply only to stocks. Bonds bear interest; stocks yield dividends.

2. PRINCIPLE.

Dividends, or assessments, are always computed upon the face value of a piece of stock.

3. ILLUSTRATION.

Invest $3000 in Warren Deposit Bank stock at 15½%, which yields an annual dividend of 8½%; also $1000 in L. & N. railroad stock at 7½%, dividend 5%. What is the total amount of dividend?

Solution.

1. 15½% = $462.50, market value of stock. 2. 1% = $30. 3. 1% = $30.
4. $462.50 - $30 = $432.50, sell, price sec. stock. 5. 90% = $900, market value of bond. 6. $900 - $885 = $15, gain.

Conclusion.

$60, dividend on bank stock + $5, dividend on railroad stock = $65, total dividend.

VI. INCOME.

1. DEFINITION.

Income is that application of percentage which refers to investments in a general way; but another name for profit, but has a little broader meaning; its principle is identical with that of "Profit and Loss," but worded differently.

2. PRINCIPLE.

Income, either in rate or amount, is always computed upon the actual amount of money invested.

3. ILLUSTRATION.

I invest $5000 in First National Bank stock at 11½%, dividend 8%; invest another $5000 in L. & N. railroad stock at 90%, dividend 6%. Which is the best investment?

Solution.

A problem like this involves two questions; the first is dividend, solved by the principle of that subject; the second is income.

DIVIDEND.

1. 11½% = $600. 2. 1% = $50. 3. $50.
4. $600 + $50 = $650, dividend.

INCOME.

1. 1½% = $75. 2. 1½% = $75. 3. $75.
4. $650 + $75 = $725, total income.

Conclusion.

$725, total income, is the best investment.

Note. The above treatment of the subject, while brief, is sufficient, if properly applied, for the solution of any problem, however complicated, within the scope of the subject treated. A rigid adherence to the principles given, and observance of the suggestion that we have but one principle to handle at a time, will overcome most difficulties in this subject. The student must discriminate closely, and determine accurately just what question is involved in each step, and apply the principle for that question only.

When the principle is thoroughly comprehended and intelligently applied, result will care for themselves.

SOUTHERN EDUCATOR, APRIL, 1899.
WHAT WE TEACH

In the Bowling Green Business College.

To spell correctly.
To write a good business hand.
To do all kinds of pen work when desired.
To speak and write the English language.
To operate the telegraph skillfully.
To use the typewriter rapidly.
To write a good business letter.
To adjust accounts and make partnership settlements.
To be rapid and accurate in figures.
To open, keep, and close a set of books.
To know the principles of Commercial Law.
To be familiar with the different customs of business.
To know single and double entry bookkeeping, and keep accounts in each.
To take all kinds of matter in shorthand and transcribe the same accurately.
To conduct a commission, jobbing, importing, railroading, express, brokerage, and banking business.
To compute profit and loss, commission and brokerage, simple and compound interest, pounds, storage, taxes, duties, and partial payments.

TEXT-BOOKS.


Any good text on the following subjects may be used: Physiology, U. S. History, Theory and Practice, Geography, Civil Government and Reading.

We recommend Barnes' U. S. History, Hitchcock's Physiology, Redway & Hinson's Natural Geography, and Andrews' Manual Civil Government.

ATTEND THE SUMMER SCHOOL.

$18.00 pays for board and tuition—everything furnished—for the entire Summer Term of 8 weeks.

We call special attention to the advertisement of the School Agency, located in Birmingham, Ala. Prof. J. M. Dewberry, the manager, is widely known throughout the South as one of its leading educators and business men. Schools, colleges, or families desiring teachers, or teachers desiring positions, should address Prof. Dewberry.

SUMMER SCHOOL.

Our Summer Term of Six Weeks Begins June 6, 1899.

We guarantee classes and classification in all of the common school branches during this term. Students desiring a general review of the different branches and to prepare for the examination will have an excellent opportunity to do the same by attending the Summer School. The tuition for this term will be $6.00, and we guarantee that board will not cost over $3.00 per week. This will make the total expense for tuition and board, everything furnished, for the entire term, only $18.00.

$18 pays for board, everything furnished, and tuition for the entire Summer Term of 6 weeks.

$18 pays for board, everything furnished, and tuition for the entire Summer Term of 6 weeks.

BOARD will not cost over $2.00 per week during the season of the year when coal is not needed.

The Business College teaches real business by doing business in the class rooms. The old text book copying method is not tolerated for one moment in our school.

Education does not, it should not enable one to avoid work, but it enables one to do more profitable and congenial work.

BUSINESS, has, for women, developed a new and inviting field of occupation. Young ladies in increasing numbers are employed as accountants, stenographers, typewriters, in the great commercial world. An education for such employment gives a woman of energy a profession by which she can rise, and that without any of the keen opposition which shuts the door of so many vocations to all except women of the most determined character. In this age of enlightenment and progress, woman has to perform her duties not only in social, but also in business circles. Many important situations are now filled by women.

MUSIC.

Anyone wishing to take a Normal Course in Music can enter at the beginning of the term. There will be a short course for advanced pupils and a full course for those beginning.

It will pay you to write for our Business College catalogue before entering any other business training school.

The progressive teacher tries to increase his knowledge.

L. D. Potter & Co.

MUSIC DEALERS.

Booksellers and Stationers.

LOWEST PRICES.

LARGEST STOCK.

BOWLING GREEN, KY.
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C. G. SMALLHOUSE,
President Warren Deposit Bank.

Read what he says:

This is to say that the cashier and the book-keeper of our bank took the Business Course in the Bowling Green Business College. I know from personal observation and experience that it secures its worthy graduates positions. Its course is thorough and practical in all points.

C. G. SMALLHOUSE,
Bowling Green, Ky.

THE FIRST NATIONAL BANK,
LAKE CHARLES, LA., OCT. 23, 1897,
To Whom it Concerns:

Having been a student of the Bowling Green Business College, and after becoming thoroughly acquainted with the methods of instruction, and so well knowing the character of the institution, it gives me pleasure to speak in its behalf. I found the School as represented, and heartily recommend it to any one who desires a good, practical education at little expense. The natural benefits to be obtained from the instruction given in this school meet with no competition. The teachers have no superior; they have the art of enlightening the interest of the students, and then another faculty no less valuable, of imparting instruction and impressing it on the mind. I cheerfully recommend this School to all wishing a first-class education. I hold a position in the First National Bank. Respectfully,

W. W. WELSH.

C. G. SMALLHOUSE,
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C. G. SMALLHOUSE,
Bowling Green, Ky.

EXTRACTS FROM LETTERS.

"Will leave this place to-morrow for Dallas, Texas, to accept a position at $55 per month." - SAM BROWNING.

"I like to recommend your School because you catch after your pupils and give them moral instruction." - COL. T. J. SMITH.

"I accepted a place at $50 per month immediately after leaving your School. The system of instruction has proved successful, chiefly because of its adaptability to the actual requirements of business. I can cheerfully recommend the School to any one desiring a thorough business education. Wishing you the most eminent and continued success, I remain Yours most truly,

S. J. BROWNING.

Bowling Green, Ky., Nov. 8, 1896.
Messrs. Cherry Bros.:

Dear Brothers—I, like many other young people throughout the country, saw the need of a practical education before entering upon the duties of life, and, following your suggestion, I refused a good school after teaching two years, in order to take your Shorthand Course. I am now Court Reporter for the Tenth Judicial District, State of Kentucky, and have also been elected City Attorney of Bardstown. I recommend your School to all young people who desire a thorough practical education. Yours very truly,

R. C. CHERRY.

Bowling Green, Ky.

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