



# A BUSINESS LETTER.

[In the following letter Mr. Reinhart answers a letter from his college chum, Winfield Chester; who has gone out as a traveling salesman. Mr. Chester has found some conditions in the "business world" which he can't harmonize with the ideas of square dealing he was taught at McPherson College, and questions whether his education is really worth anything to him or not. Mr. Reinhart presents his views:

This is a real correspondence. Winfield Chester and Jacob Reinhart are both well known to many readers of RAYS OF LIGHT.—The Editor.]

McPherson, Kansas, Dec. 3, 1906.

My Dear Winfield:—Yours of recent date fully digested. Here is your logic: 1st. The world must have business men. 2. To be a business man one must be willing to skin his fellow men without compunction of conscience. Therefore the world must have men who have a different rule of life than the Golden Rule. Now that's your logic exactly. Now you don't state your conclusion EXACTLY that way but that conclusion is the digest of your letter. The first and second statements are your own words in an abridged form.

Your reasoning is then that a college education can't make a man any better as a business man than a man that is unlearned in the finer arts. That may be true and may not, depending somewhat upon the definition of "business man." If he is simply a grubber for pelf, then with you I say education can do him good only in sharpening his intellect. Then it's only a mental training. Latin and Greek—let us have them then, the more the better. Literature, what good can it do him? That which holds no higher ideal before the student than amassing pelf does not come in the name of Literature. It isn't literature at all. It's only goulash. No time to spend then in study of human motive and passion in their growth toward purity, for our prospective "business man."

Penmanship? Can you read my writing? Then I can make myself understood, and that's the object of penmanship. I make no pretense to artistic writing, yet I can make a man know that I send him the dollar I owe him. He is willing to cancel the scribbling I call my name at the end of the note and that satisfies me. Then as to his grammar and rhetoric. Men who are exceedingly poor in use of English can still make themselves understood. I have in mind a Swedish man who uses very poor English. His writing is poor. His letters to me are by no means models of Literary art; yet he is a flourishing business man.

Where then is the good to result from a college training for our prospective business man? Now remember the definition we started with—a grubber for pelf.

Do you believe what I have been saying? Of course you do and so do I. But you want the definition of "business man" changed a little then don't you? You think there is a certain satisfaction even for a pelf grubber to be able to talk intelligently with his neighbors on the questions of current thought. You think he should be a source of some comfort to his family, a partner in the business of child training with his wife, able to put down his newspaper occasionally and take a little chatter box on his knee and tell it a story. You think he ought to be a believer in God, so his story should occasionally be a Bible story. You think he ought to encourage his children in their school work and note their progress even to the extent of keeping tab on the character of the teacher. Yes he should see to it that his children are under the instruction of the best teacher that money can secure. But then why should his children be educated? May be his boys are to be business men too. But you say there is a certain amount of training necessary even for that. He must certainly be able to read and write and manipulate figures. Granted. All that granted.

But look here. Put your own definition of business man on paper and see how it looks. Get a definition that you can accept without qualifying it in any way. Take into account the fact of what business is—simply the exchange of commodities. The boys who swap knives in school are business men in a sense. But is there EXCHANGE of commodities when full value is not given in return? That is scarcely EXCHANGE. And it must be borne in mind that values may fluctuate in accordance with supply and demand. He who does not render full value for what he receives is not engaged in business; he is engaged in stealing. Or he who takes advantage of his neighbor's ignorance of correct values and thereby avoids rendering full value for what he receives is likewise a thief and a robber. No more dangerous man runs loose today than such as he.

I am convinced that this is not "business" which is anything else than exchange of commodities. The gain a man may get from such a business must be rightly regulated by law of supply and demand. For example: corn is plenty. My neighbor needs money. I have money plenty so I exchange according to recognized values to-day. The corn then represents my own LIFE, so much of it, just the same as my money did when I had that. I protect it from storm and waste and in six months supply and demand says corn is worth more money than before, so I make another exchange, (I couldn't eat all I had, but what was the worth of what I consumed) and this time get more money than I first had. And so I might go on. But I think this can be banked on as true that any gain must be regulated by law of supply and demand to be a legal gain. And that is not BUSINESS which does not take this fact into account.

Now to return to where we started, the world must have "business men," men who in the complex organization of human society act as middle men to bring producer and consumer together. But who said the world must have the skinning Jew, or the grafter? Where is their place in the economy of Nature? Where is the place for him who will not render full value for what he receives? I challenge the statement that the world must have, that it absolutely needs, men of that character. In fact it doesn't need them in any sense. It will be better off without them. They might make good fertilizers, but that is about all. Their example is a menace to progress and civilization. They are parasites, lice, living on the backs and breasts of their fellows. Paupers they are, on the public, consuming more than they produce. Ghouls, feasting on misfortune of others. Vultures, gorging themselves with what they can not use just because it can be had without an equivalent expenditure of labor on their part.

Now you say to me, "yes, neighbor, that is a nice theory you have worked out and it is a fact that if EVERYBODY would work according to that theory there would be the beginning of the millennium sure enough." My dear friend, I am well aware of the fact that the character of the business man I have used here as ideal is far from the real in many cases. I know what it means to say "the great commercial whirl." Indeed it is a whirl. It fairly makes you dizzy. Look out for skin games, look out for the confidence man; skin him first or he'll skin you; Oh, that doesn't half express it? I know all these and more must be taken into account in our relations as conditions really exist, but the fact that they do exist in the form in which they do, does not by any means make them right. Horse stealing does exist so does murder, but their existence does not establish their rightness. No more do unfair means in business make such means legitimate.

But to go back one step further into your letter. I wonder whether a college exists simply to show men how to amass gain. Is that the thing for which education should be sought? Certainly not, for we have already decided that it requires but little education for that and the ordinary district school furnishes all that is really needed.

But my friend, is not the college student the man of brains who must be looked to in the coming generation to do the thinking of the world? Is not the college man the trained man, the man of trained intellect who does the thinking for the other ninety-nine men who stop on the level where they cannot think for themselves? Is it not he who is responsible for doing this thinking by virtue of the fact of his superior training? No, my dear boy, I can't think for one minute that an education is worth the name at all that has simply trained men to amass gain. The very fact of my superior training places upon me the responsibility to think on questions of state, and of economics, and of church, and of character for my less fortunate brethren who have not gotten that training. Only a small per cent of men ever got through with their college course, about one in two hundred. Then if I go on with mine I become RESPONSIBLE in a measure—a large measure—to do the thinking of those other one hundred and ninety-nine. That is what College training is doing for me. And I am the basest of cowards if I shirk that responsibility. I repeat that the questions of economics, of church, of state, of home and character must be handled by the college trained man. They can't be risked in the hands of any other. In fact by the very nature of things the Almighty never lets them get into the hands of others for final settlement. Once in a while a man may arise with keener insight than his fellows, who can dabble some at settling them, but he is the exception and not the rule.

Now you may challenge that statement and say that College men have been few in past generations and things have gone well; that great men have arisen,—statesmen and economists and ecclesiasts who never saw inside of a college hall. True enough, but the process of training they received for the special thing they accomplished will be seen to be the very same in its character that is gotten today nowhere else than in the College. The present and the future generations are not going to produce those men,—freaks you might call them.

I repeat what I said before, that it is up to the college trained man of to-day to do some thinking, not only for himself but for his less favored brothers also, and he is a coward who knows his duty and shuns or shirks it.

"What is education for?" It is just for this. And may I kindly imply somewhere here between the lines, if I don't get it said right in them, that for yourself your ideals of life and of business relations are not too high nor too good. Not one whit too pure. But the Jew you speak of, who can out talk you, and who is a skinner, does not have ideals, and it is up to you in all fairness to do the square thing, taking account of the fact of his motives in your dealings with him. Multiply your life. What is he contributing to progress and advancement? The very fact that he is purely selfish presages his own certain downfall in the end along with the others he tears down. "No man liveth unto himself; no man dieth unto himself." It is an impossibility. Samson may tear down the house on the assembled Philistines, but he dies in the wreck also. No man can work another's injury in material or moral or any other kind of things and not at the same time work injury to himself.

Multiply your life, I say. Put other men to work who work right, who work according to the laws of economics and nature, who recognize true values in commodities and deal accordingly, whether the goods are their own or another's, men who are business men with the emphasis on both words. No, don't for

# RAYS of LIGHT.

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## EDITORIAL

A person is known by the company he keeps whether that company be live persons or their richest selves embalmed in books. One of the things a student should learn in College is to select the best company. An evening to be spent with a good author is a pleasure not to be despised. Just now we think of one young man who had caught the true spirit of reading in College, when he remarked to a companion, "One thing I got in College is I learned to read Emerson." We pay fifty cents or a dollar for an evening lecture often, but it takes only a part of that to secure us several days' lecturing from some of earth's wisest men, and when we want to turn to another duty, we have as much left as we began with, plus what we have digested from his

thought. A careful study of the article on "Reading and Elocution" in last month's RAYS OF LIGHT will give a good hint as to some things that will be helpful. To learn to appreciate the company of Emerson, Lowell, Browning and such is an acquisition not to be despised.

Worry kills more people than work. He who works hard, sleeps enough, prays regularly and does not worry is not apt to go far astray. In student surroundings it is a fine accomplishment to be able to perform each day's tasks in their appointed time and then turn easily to the next. Looking at a pile of work and seeing it as a huge mass is different from taking hold of its integral parts and separating them one from another. The consciousness that we are able to complete our tasks, coupled with a disposition to work faithfully, goes a long way in relieving the tension that produces worry.

### ANOTHER OLD STUDENT HEARD FROM

Kansas City, Mo., Nov. 25.

A few days ago, I received an offer of \$75 per month from a bank at ——— but refused the offer as there was no opportunity for advancement.

Was glad to hear of the progress made at the College and of the large attendance this year.

Remember me to my old friends; I am getting along fine.

Yours very truly,

E. D. BALDWIN.

Mr. Baldwin started to McPherson College a few years ago as an untutored country lad.

He finished the Normal Collegiate and Business courses of the In-

stitution and is thoroughly prepared for the work he has chosen to follow. He is in the line of certain promotion to greater things. If you want to work up to such a position come to McPherson College and start in with the best teachers to be found in the state."

### THE NEW LIBRARY BUILDING.

The magnificent new brick-cement structure to be known as the Carnegie Library of McPherson College is at last under roof. The electric wires for lighting have been put in, the laths are going on and the plasterer is plying his trade. The architect, J. S. Johnson, has given this estimate of material used so far in construction. The estimated weight is based on a thirty ton car.

	Cars	Weight
Sand.....	4	120 tons
Cement.....	1½	13 "
Lime.....	1	30 "
Plaster.....	½	15 "
Crushed Rock.....	2	60 "
Roofing Tile.....	1	30 "
Cement Blocks.....	4	120 "
Piping & Plumbing...	1	30 "
Brick 37 M @ 7 lbs each		13 "
Lumber.....	2	60 "
Crushed Granite		½ "
Roofing Felt		½ "
Miscel. materials.....	2	60 "
Sash weights		1 "
Miscel. Hdw., nails, etc.		1 "
Insulated wire		1500 ft
Glass		7000 sq. ft.
Metal Ceiling		5000 "

Total estimated weight 560 Tons

The fellows at the other end are getting uneasy fearing that the end is going to fly up.

Mr. Lickholm, the mason who laid up the brick and cement block put in 195 days of work. This does not include the carpenter's work in making window frames and such. Because of the magnificent structure

REMEMBER THE BIBLE INSTITUTE

# A BUSINESS LETTER.

(CONTINUED FROM THIRD PAGE.)

anything throw away your high ideals received at McPherson College. That would be foolish. That would be like the man I read of who worshiped the water of the Ganges River. He was one of those Hindus who hold every drop of the water of that river sacred. A Missionary showed him the filth and bacteria and throngs of animalculae in it through his microscope. But the faithful Hindu would not believe it to be that way and smashed the microscope for making it look so. No, my dear fellow. If you think your ideals too high for actual practice, don't haul them down but bring practice up to where it ought to be. That is just what your College training should have done for you, raised your ideals and made you thus responsible for raising the standard in practice. And may I say it plainly, you are a coward if you attempt to shirk known duty, no matter what it costs.

I am not surprised that you are thinking about some of the things you are. In fact I am rather glad of it. I think it a healthy sign. I am confident that your native reverence for truth will bring you through all right. You are not a fellow who is afraid to think for himself. I have never taken you for a man that would rather something was not true just in order that he might do a little crookedness. I have always thought of you as a brave lad, though sometimes a little daring, but who can in everything come out right in the end because you would rather be right than any other way. I have always thought of you as a fellow who put himself honestly where he could exert the influence for which he was responsible because of his training and who let no known duty go undone at the time it should be done.

My friend, blessings on you. The world does sadly need "business men." Let nothing becloud your judgement and nothing blot your conscience because of having to work in a world of crookedness and graft. Be yourself. Be what you know is the square thing. Seek to multiply your life. Men of your stamp are what are really needed. If you can best serve the world by doing the rough prosaic work of exchange of commodities do it. If you can best multiply yourself by doing a higher grade of thinking which you yourself see needs to be done, do that. In any case and all, follow the call of your inmost conscience.

Very Sincerely your friend and brother,  
JACOB REINHART.

ture we are putting up and for so small a sum, Mr. Carnegie has sent in his check for another \$2000 making a total of \$12,000 contributed for the building. A fine bronze plate has been ordered which will bear an inscription stating that the building is a gift of Mr. Carnegie, and which will be placed just inside the door in a conspicuous place.

## BIBLE DEPARTMENT NOTES

A whole sermon could be given about any of these classes. Let brief mention suffice.

The young ministers who are attending school have formed a class for the study of problems especially related to their chosen work.

To accommodate the growing de-

mand a new class had to be formed in the study of Isaiah. This makes a class for the ordinary student and one for the more advanced student.

There have been several new additions to the Bible Department enrollment this term among them Brethern Deeter and Hilton from North Dakota and Overfelt from Missouri.

There are now classes in progress in Old Testament History, Life of Christ, Acts and Epistles, two classes in Prophecy and a class in Homiletics which meets only once a week.

As an example, the statement in Hosea 7:9, "Ephriam is a cake not turned" has but little meaning as it stands alone, but when interpreted in the light of the Prophet's

terrible experiences, it fairly bristles with life and meaning.

The candid student of the Bible must get the view point of the author to be able to interpret and apply the principle to present day conditions. It is gratifying indeed that the historical sense is growing among our people and so many are availing themselves of the opportunity to study God's word honestly.

To interpret the statements of the Bible in the light of the historical setting is the only true way to understand it. If these statements had any meaning to the people to whom they were first said they ought to have the same meaning to us. And we can't expect to have their correct significance until we

JAN. 19-27, '07 and PLAN to ATTEND.

get the meaning intended by the author.

This same character of work will be in progress during the Bible Institute in January and in addition some special classes will be formed to accommodate the heavy attendance expected. Brother F. H. Crum-packer also promises to be here at that time and conduct some special Mission study.

### PERSONAL MENTION AND OTHERWISE

S. T. Wheeler is our new fire-man.

F. P. John is enrolled for this term's work.

Frank Jackson is taking a Commercial course.

Emma Beyer spent Thanksgiving at her home near Galva.

C. D. Rasp filled the appointment at Bridgeport last Sunday.

Elder Levi Mohler is taking some work in College this term.

Lloyd and Clarence Hoover are two boys enrolled this term.

Jonathan Yoder's have quite a large family of students.

Tom Mathes is taking work in the Commercial department.

Florence Ford came in this term to take some Commercial work.

Frank Kraybill is one of the boys learning the art of housekeeping.

Ada Thompson is preparing herself for a first class stenographer.

Margaret Dudte is one of the strong Normal Seniors this year.

B. S. Trostle is serving as chief executive of Irving Memorial this term.

R. W. Lamer is one of the young men who believes in looking upward.

C. A. Loewen just had a visit from his brother J. T., of Hills-boro.

Reuben Funk is doing some good work in the Commercial department.

Herbert Detrick is enjoying a short visit from his father from

Oklahoma.

P. W. Classen believes in mental expansion by the grade of work he is doing.

Orie Able is working up his stenography and typewriting in good shape.

A. A. Hartman is developing into a splendid worker wherever you put him.

Alice Burgert is one of the many girls who come out from the city for school.

Wade Allen is in a good way to become a strong Normalite if he keeps on.

Ira Arnold has been taking some splendid pictures of the campus surroundings.

Katie Heibert bids fair to stand alongside her noted brother P. C. if she keeps on.

Myrta Hilderbrand is a specimen of Missouri's young life that is looking upward.

Ben Wohlgenuth captured a fine barn owl in the new Library building the other day.

Harry Horton is one young man Oklahoma has contributed to our number this term.

Two of the Hoover boys from near Lawrence are now students of McPherson College.

Roy and Howard Kasey spend Sunday with their parents southwest of town quite often.

Mabel Kilmer is staying with her brother M. O. and taking work in the Literary department.

O. D. Buck is one of the boy preachers who fills appointments elsewhere occasionally.

H. W. Lohrenz preaches almost every Sunday somewhere in the surrounding country.

Jenette and Robert Russell are two who set the pace for thorough work in their classes.

In spite of much rain and muddy roads Bessie and Flossie Brubaker are in their classes regularly.

Royer Dotzour is spending his first year with us, but he seems to

mean business from the start.

Susie Cline and Helen Goodsheller are two young ladies who are doing faithful work in Zoology.

"Honesty is the best policy" is a good motto being adopted by a number of the business students.

Mabel Embers has a regular place at the Zoology table from which she is scarcely ever absent.

Miss Bartels, teacher of first year German and physiology, spent Sunday with her parents at Inman.

Christian Workers Band has adopted the new Praise song books for our Sunday evening meetings.

Ella Jacobs feels the need of a thorough preparation for her life work and has enrolled in the Collegiate department.

Bruce Miller goes to see "the old folks at home" occasionally and preaches for them in the Sunday appointment.

Harry Auld and Robert Mohler were very ready to play as substitutes in the match game with Cooper.

Irving Memorial has installed her new officers for the second term, President, B. S. Trostle; Secretary, Ruth Bukey.

Irwin Eash is another of Monitor's many young men who appreciate the value of a first class education at McPherson College.

W. O. Beckner was called to Bridgeport the other day to conduct the funeral of a young man who was accidentally shot while hunting rabbits.

Rosco Ingalls went to Kansas City over Thanksgiving where he met the Shirkey boys and took in the foot ball game between K. U. and the Tigers.

Pearl Blonderfield and Martha Weisthaner, two of last year's Normal graduates who are now using their State certificates teaching, took Thanksgiving dinner in the Dormitory.

Prof. Miller's advanced Rhetoric class attracts a good many visitors these days. The original produc-

ions by the members of the class  
re such as to invite wide recogni-  
tion.

A. J. Crumpacker has moved his  
family back to McPherson. He has  
enrolled in the Bible department  
and expects to prepare himself  
thoroughly for the work the Lord  
has called him into.

Mr. Shively told some of the ex-  
periences in the Phillipines before  
one of the societies recently. They  
were the things that people learn  
from being on the ground, such as  
you can't get from print.

The 18th Century Literature  
class has been striving mightily  
with the fallen Arch Angel, in an  
effort to discover his identity. Any  
information or clue to his geneal-  
ogy will be gladly accepted.

The Christian Workers Band at  
this place is taking some very ad-  
vanced steps. Arrangements are  
being made whereby our District  
Secretary, H. C. Crumpacker, will  
get to visit all the churches in  
the district in the interest of Band  
work. At a recent Sunday evening  
service, a collection of over five Dol-  
lars was raised for a contingent  
fund for him.

The week of prayer observed by  
the Young Peoples' Association  
grew into very deeply spiritual  
meetings. There were several con-  
versions from them. Including  
those coming from the Sunday  
School on Decision day, there has  
been baptizing at chapel each Sun-  
day for three consecutive weeks.  
Fourteen in all have united with  
the church.

We were greatly pleased to be re-  
membered by so many old students  
and friends who attended the  
Thanksgiving Teachers' Meeting  
in the city. Prof. D. F. Shirk who  
seems almost like a big good  
brother to so many of us boys and  
Prof. Bennet Grove spent some  
time in visiting our class work.  
Among others we might mention  
Anna Stutzman, W. H. Yoder, R.  
W. Baldwin, Pearl Blonderfield,  
Martha Weisthaner, Silvia Miller  
and Emma Aschman.

Rev. John Milton spent a Sunday  
with us recently in the interest of  
the Prohibition League. His ad-  
dresses and conferences are along  
right lines. A class in the system-  
atic study of the liquor question  
has been formed. A number of the  
young men have entered for a pro-  
hibition oratorical contest to be  
held in January and much healthy  
sentiment is being created for ab-  
solute cleanness of personal life.

#### Y. W. C. A. NOTES.

New interest is being taken in  
Mission study since the Missionary  
Rally day.

The week of prayer was a source  
of spiritual strength to the girls.  
One conversion resulted from our  
efforts.

The joint social given by the two  
associations was a pronounced suc-  
cess. The Noah's Ark arrangement  
afforded a great deal of amusement.

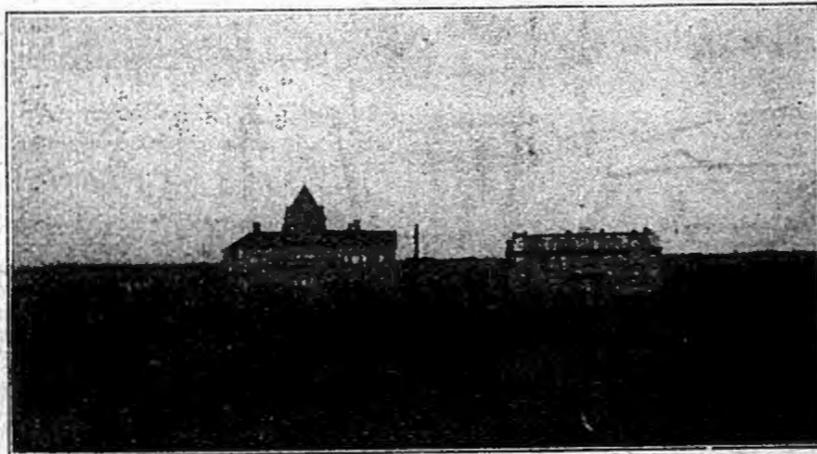
Thanksgiving was duly observed  
by the girls and ways pointed out  
by which the "giving" part may be

emphasized as well as the "thank-  
ing."

Miss Suderman, who has done  
credible service in the mission field  
in India for the Mennonite Brethren  
addressed the girls one Sunday re-  
cently. She told us vividly of the  
wonderful opportunities there are  
for raising India's womanhood.  
The Y. W. is doing a splendid thing  
in the refuge work.

#### PROF. J. A. CLEMENT RE- MEMBERED.

An old student who took the Nor-  
mal course and received her state  
certificate here under Prof Clement  
a few years ago is now doing some  
work in one of the leading State  
Universities of the West, but in a  
letter to a friend here she says she  
is very thankful she did her work  
in Pedagogy under Prof. Clement.  
It is no vain statement when we  
say that McPherson College offers  
a course in Pedagogy leading to a  
state certificate without further ex-  
amination, under one of the best  
teachers west of the Mississippi  
River.



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best Colleges in thl West write us; we  
make a specialty of locating our people

# JOS. ANDES

## REAL ESTATE AGENT

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Our aim is to afford high-grade educational opportunity in an atmosphere of social equality and Christian ideals. We have no aristocracy but the aristocracy of merit. Our illustrated catalogue, which may be had for the asking, will tell the rest.

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## 1906-1907.

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Director of Chapel Music.

Others supplied as class necessities demand.

"The entire object of true education is to make people not merely do right things, but to enjoy right things; not merely industrious but to love industry; not merely learned, but to love learning; not merely honest, but to hunger and thirst after honesty."—Ruskin.

## POINTS of SUPERIORITY

1. Finest equipped Commercial rooms in the Central West.
2. Fine building, well lighted, steel ceiling.
3. Accredited by State Board of Education.
4. A beautiful city. No saloons. A moral community.
5. Best Penman in the West.
6. Its graduates are holding good positions in all the leading cities of America.
7. The best for the least money, in the shortest time from practical business instructors.
8. Faculty are specialists who have had long experience in teaching.
9. "McPherson College is one of the staunchest and ablest institutions in the West."—McPherson Commercial Club.
10. No trouble in securing positions for our qualified students.
11. "It is one of the best colleges of the State."—E. W. Hoch Governor of Kansas.

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