

THE SUCCESS of the International Correspondence Schools

For the first time in the history of the world an educational institution has solved the problem of providing a thorough training for anyone, anywhere, in more than two hundred subjects. The methods created for this phenomenal enterprise were necessarily so new that they have been misunderstood sometimes by those who have not taken the trouble to look into them carefully. They have also aroused the suspicion and even animosity of such men as are always jealous of the success of others. But after twenty-two years of continuous and beneficial educational work, the International Correspondence Schools are no longer an experiment. They have proved themselves to be so valid and effective in disseminating instruction and providing training that many unscrupulous persons have tried to gain profit by similar enterprises which lacked either a legitimate financial basis or a sound educational foundation.

The newspapers of the country have recently given wide publicity to the efforts of a group of former employees of the International Correspondence Schools to discredit the financial management of the institution. A bill was introduced into the Massachusetts General Assembly purporting to regulate the activities of Correspondence Schools in that Commonwealth. The International Correspondence Schools have no objection to this measure nor to similar ones in other states. Fully conscious of doing a perfectly legitimate business, they are anxious that the public should be protected from bogus enterprises designed solely to market stock or furnish inferior instruction.

But at a public hearing upon the bill held in Boston, March 13, it was obvious that the measure was introduced simply to give certain men an opportunity to discredit and depress the financial standing of the International Correspondence Schools. This was proved by the fact that those who urged the passage of the bill were former employees of the Schools who are at present engaged in trading in the securities of the International Correspondence Schools on their own account. Their purpose in attacking the institution is personal profit. We are, therefore, taking every possible precaution to protect those who are interested financially or educationally in the work of the International Correspondence Schools.

For this purpose we lay before the public the following facts:

The International Correspondence Schools had their birth in a humanitarian impulse. The first course of instruction was in coal mining, designed to safeguard the lives of miners by educating mine-foremen and superintendents. That course was quickly followed by others until now there are 275 courses of study.

During the past twenty-two years no fewer than 1,651,765 students have been enrolled in the United States and Canada, and enrollments are now being made at the rate of 100,000 a year.

The preparation of the textbooks written by the Schools for the use of students has cost more than \$2,000,000. These texts are prepared solely for the work of instruction by correspondence and form the most up-to-date library of their kind in the world. Their value is attested by the fact that they have been purchased and are being used for classroom work or for reference purposes in 167 universities, colleges, institutes of technology and other well-known institutions of learning. The University of California has just discarded its textbooks dealing with the strength of materials. It has had I. C. S. instruction papers on that subject bound into volumes and has adopted them for the use of its students. The United States Navy Department is using 15,000 textbooks in the new naval shipboard schools, and this is about one-fifth of what will be required when these schools are in full operation.

The International Correspondence Schools are now the greatest teaching institution in the world. They have become a powerful factor in enhancing industrial efficiency. They have increased the earning power of hundreds of thousands of men and women, and, more than all, they have become a great social and moral influence by creating ambition, stimulating hope, and preaching self-reliance to their student body.

In Scranton, the International Correspondence Schools transact their business in buildings valued at \$1,159,280.29, while their copyrights and plates are conservatively estimated as worth \$1,864,404, after a liberal annual allowance has been made for depreciation.

Every effort is being made to keep the students at their studies in order that they may receive the full benefit of their courses. During the year 1913 no fewer than 805,979 individual letters were sent out to students, with no other purpose than to encourage and inspire them in their work. Besides these, 205,813 special letters were mailed to students dealing with particular difficulties en-

countered in the progress of their studies. The International Correspondence Schools are faithfully, earnestly and persistently trying to convey instruction and create efficiency by every possible method, and that they are succeeding is attested by the multitudes of students who have risen to positions of power, affluence and honor as the result of their training.

One feature not always understood by the public is the energetic manner in which the Correspondence Schools enroll their students. Hundreds of agents or representatives go into the homes, mills, factories and shops to persuade men that they can be benefited by a course of instruction. These agents create ambition and stimulate a desire for education. They tell men, and they prove their point by innumerable examples, that they can make themselves more efficient in their present occupation or qualify themselves for other and more congenial and more remunerative occupations by a course of study at home in their spare time. The cost of establishing these agencies has been very great, but the results have amply justified the investment from every standpoint. Up to the present the International Correspondence Schools have spent \$1,703,965 in agency establishment. More than one million dollars of capital now in the treasury of the company will be used to develop still further the facilities for offering education to the people. Hitherto the largest part of the work of the I. C. S. has been in the cities and towns, but the rural districts of America are to be opened immediately by establishing automobile and motorcycle routes.

It will be seen at a glance that the \$8,500,000 capitalization of the International Textbook Company, which operates the International Correspondence Schools, is really modest when the cost of creating the institution, carrying on the business and widening the facilities for education are considered. If the institution had not been upon a sound financial basis, under careful and expert business management and furnishing bona fide education and technical training it would have broken down long ago. Twenty-two years of ever-widening business, until the Schools now have 5000 persons in their employment, are sufficient evidence of the validity and permanence of the institution. Since their foundation the Schools have done a gross business amounting to \$85,753,140 and have distributed cash dividends amounting to \$7,025,372 and stock dividends of \$1,875,000.

The International Correspondence Schools are not interested in any enterprise that is not organically connected with their work of providing education for the people.

They are free from entanglements that might weaken or injure their educational efficiency, and they gladly court the inspection or investigation of all proper authorities. Their sole purpose is to give special training to all who cannot acquire it by any other means, and in doing this they place their costly plant and their valuable facilities at the disposal of the Government, the industrial corporation or the individual who desires to profit therefrom.

T. J. FOSTER

President

Scranton, Pa., March 16, 1914.

Haley

Swan Olson, who has been working for Wm. Mueller, has gone to stay with his friend C. Swanson near Boring.

W. F. Mueller is having his house painted, John Musa of West Boring is doing the work.

C. P. Schmidt, of Sellwood spent one day last week with John Mueller.

Theodore Adams spent last Sunday with W. F. Mueller.

John and W. F. Mueller made a flying trip to Gresham on Saturday.

A. Erickson, of Orient, called on his old friends a couple of days of last week.

E. Adams and son spent Monday last in Portland.

Mrs. A. G. Horberg has spent much time for the past two weeks with her husband in Emanuel hospital in Portland. Mr. Horberg's condition is considered serious.

The Womens' Christian Temperance Union will give a "Parcel Post" social and program at Orient garage hall Friday evening, April 10. Home-made candy will be for sale and refreshments will be served. All are invited. Come.

Unity

A farewell party was given in honor of Vera White Friday evening at the home of her grandmother, Mrs. C. M. Oliphant. The evening was spent in playing games and eating fruit. A very pleasant time was enjoyed by all. Vera has been staying with her grandmother for the past month attending school at Powell Valley.

Mrs. Damon, of Portland, and Mrs. Cook, of Iowa, visited at the home of S. F. Pitts Sunday.

Mr. Lucas, of Springdale, was in this vicinity Saturday.

George Beymer, of Pleasant Valley, took dinner with S. F. Pitts Monday.

Horace Wihlon, who has been sick for a couple of days, is somewhat improved.

John Cunningham is having a well drilled on his twenty acres and is expecting to build soon.

Mr. and Mrs. John Palmquist attended the wedding of their niece, Miss Harsh, last Wednesday evening.

Mata Shultz spent Sunday afternoon with Lottie Wihlon.

Mr. and Mrs. Wihlon were callers at Springdale Friday.

Archie White is helping John Palmquist clear land.

Mr. and Mrs. C. M. Oliphant spent Sunday afternoon at the home of John Palmquist.

Mrs. Oliphant called on Mrs. E. J. Gradin last Thursday.

Mr. Kimball, of Portland, was in this vicinity Sunday.

Mr. and Mrs. John Cunningham visited Pleasant Home Monday.

Rev. and Mrs. Edwin Hight, of Gresham, spent the day with S. F. Pitts and family Friday.

Fairview

FAIRVIEW, March 29—Miss Violet Albrecht was given a surprise on Friday evening at the home of her parents, the occasion being the anniversary of her birth. The evening was passed with music and games after which refreshments were served. Those present besides Mr. and Mrs. Albrecht and Miss Violet were, Misses Eva Townsend, Ruth Shaw, Gladys Holgate, Nannie Anderson, Myrtle Heslin, Dorothy Benecke and Louise Loser, Messrs. Earl Townsend, Earl Stanley, Willis Cree, Rolloan Quisenberry, Clayton Freythe, Lloyd Anderson, Caryl Heslin, Richard Anderson, George Ledbury, Theodore Albrecht, Clyde Stone, Blain Turner and Rev. Thomas Robinson.

Mrs. C. A. Stewart will entertain the Ladies' society of the Methodist church on Wednesday afternoon.

On Thursday afternoon the Ladies' society of the Presbyterian church will meet at the church.

Born, March 27, to Mr. and Mrs. Ira Brooks, a son.

Mr. and Mrs. D. S. Dunbar are the guests of friends at Canby, Oregon.

Mr. and Mrs. Robert McDaniels, of Portland and Mrs. James McDaniels, of Albany, Oregon, are the guests of the ladies' sister, Mrs. Jas. Schram, who is very ill.

Spring Blood and System Cleanser.

During the winter months impurities accumulate, your blood becomes impure and thick, your kidneys, liver and bowels fail to work, causing so-called "Spring Fever." You feel tired, weak and lazy. Electric Bitters—the spring tonic and system cleanser—is what you need; they stimulate the kidneys, liver and bowels to healthy action, expel blood impurities and restore your health, strength and ambition. Electric Bitters makes you feel like new. Start a four weeks' treatment—it will put you in line shape for your spring work. Guaranteed. All Druggists. 50c and \$1.00. H. E. Bucklen & Co. Philadelphia or St. Louis.

Daily Oregonian, 1 yr. reg. \$6.00
Twice-a-Week Outlook, 1 yr. 1.50
Combination, 1 year 8.00

Auction Sale

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30 High - Grade Jerseys

1 REGISTERED JERSEY BULL.
5 MILK COWS.
12 HEIFERS, coming fresh soon.
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A Dispersal Sale of all except my Registered Stock

Tuesday, April 7

Beginning 11 a. m.

FREE LUNCH AT NOON

TERMS.—Six months' time at 8 per cent. interest, on approved security.

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OWNER

W. S. WOOD, Auctioneer,
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