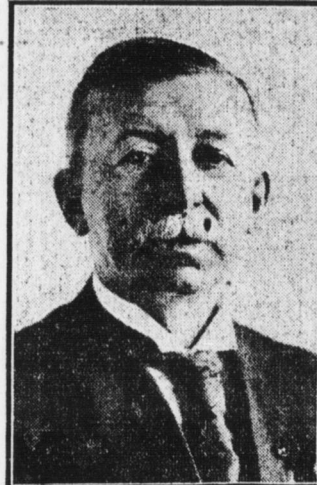


# Wharton Extension School of Harrisburg One of Most Important in Pennsylvania

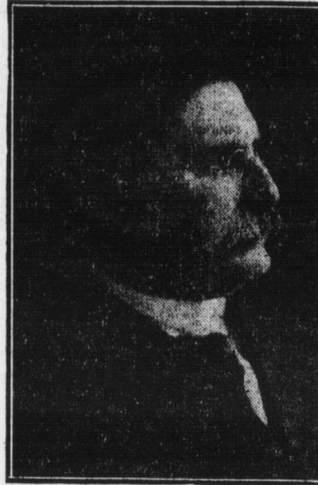
Institution Helping Scores of Young Men to Gain Better Business Education; Rotary Club, University Alumni Association and Newspapers Did Much For First Year Class, Officials Say; Educators of City Strong For It; Students Range From 21 to 50; Father and Son Studying; School's Social Side Teems With Real College Spirit.



C. HARRY KAIN,  
Head of Rotary Club Committee



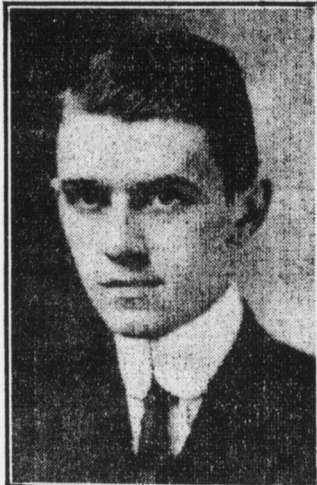
PROVOST EDGAR FAHS SMITH



THOMAS LYNCH MONTGOMERY,  
Head of the Alumni Committee



GEORGE W. HILL,  
President of School



HARPER W. SPANG,  
Vice-President of School



PROF. WARD PIERSON

That Harrisburg is worthy to be called an educational outpost of the University of Pennsylvania, and is deserving of all the privileges extended by the home institution, has been proved by the three months that have passed since the Wharton Extension School of Finance and Commerce was started in the large hall on the top floor of the Technical High School.

As the time approaches for the payment of the second tuition instalment of \$25, at the beginning of the second semester, February 1, the continuation of enthusiasm among the more than 150 students revives the courage in the hearts of the local sponsors of the enterprise. The education committee of the Rotary Club, the organization committee of local businessmen and educators, and the University of Pennsylvania alumni who were the means of bringing the night school to Harrisburg, are all highly elated at the success so far, and feel sure of being able to secure the required number of 100 new students for the freshmen class next year.

**Feel Elated**  
They are feeling well rewarded for their efforts, by the interest shown four nights a week by the hard working fellows—there are two young women in the crowd, too—attending the lectures of the Philadelphia professors. Another good reason for a frile boastfulness is the record of the recent examinations, which show the Harrisburg class made higher average marks than any of the other three extension schools conducted in Scranton.

### Crazy With Corn Pain? Get Wise! Use Putnam's

Not another day to suffer. Grand prospect to think of ridding out those pinching corns, those sores, aching foot lumps, those hard patches on the heels.

Once you apply Putnam's Extractor, guess you feel it's soothing, healing influence, you'll realize all you've missed in not buying this safe, dependable and sure remedy before. Dealers everywhere sell Putnam's Corn Extractor in 25c bottles. Get it to-day and to-morrow your misery is gone. Sold by C. M. Forney.—Advertisement.

### EAT LESS MEAT IF BACK HURTS

Take a glass of Salts to flush kidneys if bladder bothers you

Eating meat regularly eventually produces kidney trouble in some form or other, says a well-known authority, because the uric acid in meat excites the kidneys, they become overworked; get sluggish; clog up and cause all sorts of distress, particularly backache and misery in the kidney region; rheumatic twinges, severe headaches, acid stomach, constipation, torpid liver, sleeplessness, bladder and urinary irritation.

The moment your back hurts or kidneys aren't acting right, or if bladder bothers you, get about four ounces of Jad Salts from any good pharmacy; take a tablespoonful in a glass of water before breakfast for a few days and your kidneys will then act fine. This famous salt is made from the acid of grapes and lemon juice, combined with lithia, and has been used for generations to flush clogged kidneys and stimulate them to normal activity; also to neutralize the acids in the urine so it no longer irritates, thus ending bladder disorders.

Jad Salts cannot injure anyone; makes a delightful effervescent lithia-water drink which millions of men and women take now and then to keep the kidneys and urinary organs clean, thus avoiding serious kidney disease.—Advertisement.

### Prof. Wendell P. Raine

ton. Although it is too early yet to give a definite statement of material results, it has been learned that several men have received salary raises lately, and practically every one talked to says he has been able to apply in his daily work some of the new things learned in the lectures. Among the alumni of the evening school in Philadelphia, where more than 3,000 men have taken the same course as is being given here, a census recently taken showed that graduates of the school average an annual increase of salary 25 per cent.

### School Good "Mixer"

Another direct benefit is the community of interest and association among men of the same lines of work. Going to the same school brings intimate contact bankers, accountants, office clerks, salesmen, stenographers, cashiers and office managers. Before and after classes and during the fifteen-minute recess every night, they can be seen gathering in little groups, swapping stories about "shop," and exchanging information of value to each group alone. The fellows say they have a chance to meet at the school others in the same kind of work whom they would never see otherwise.

### Real University Spirit

The University atmosphere fostered by associating with professors from one of the leading schools of the country gives a broad outlook on life, and adds a first-class city feeling to Harrisburgers. The students sing the University songs, wear the University pins and are made to feel that they are Pennsylvania undergraduates. The trustees of the University at a recent meeting in Philadelphia gave their official recognition of the Harrisburg branch as a part of the U. P.

### Dean Is Satisfied

Roswell C. McCrea, Dean of the Wharton School in Philadelphia, recently said concerning the branch here: "The University authorities have been immensely gratified by the responsive attitude of both local businessmen and students toward our extension school efforts. The way in which they have responded to what we have been able to offer is a source of rare satisfaction to those responsible for the shaping and guiding of our University policies. The spirit of the student body has been highly commendable; they have been faithful, attentive and distinctly loyal in the Pennsylvania spirit they have shown. We recognize them as Pennsylvania men and expect to find them identified with efforts to promote the interests of the University in its endeavor to raise the level of education in the State. "We look forward to the next year with hope that we shall be able to present our work in a more telling

way than ever before. We shall enter it with a renewed spirit of service which the people of Harrisburg have shown they so richly deserve."

### Leaders in School's Promotion

Local business and professional men, educators and corporation officials, who encouraged the start of the school, have been watching its progress with interest. J. W. Reynolds, of the Pennsylvania Steel Company; G. F. Watt, of the Elliott-Fisher Company; W. T. Hildrup, Jr., of the Harrisburg Pipe and Pipe Bending Company, and other leaders in large business interests of the neighborhood, have been especially helpful in promoting and encouraging the school.

William B. McCaleb, superintendent of the Philadelphia division of the Pennsylvania Railroad, one of the committee on organization of the Wharton extension of the Philadelphia School of Accounts and Finance, and I have every reason to believe that we are being greatly benefited by the work."

### Educators Strong For It

Dr. Thomas L. Montgomery, State Librarian, and C. Harry Kain, Professor W. S. Steele and Dr. Samuel Z. Shope, of the Rotary Club, were active in organization work, and are always eager in arousing interest in prospective students. Others on the committee on organization are: Charles S. Boll, E. F. Burns, Dr. C. C. Cocklin, Dr. John F. Culp, the Right Rev. James Henry Darlington, G. Allen Donaldson, William M. Donaldson, Professor F. E. Downes, Professor Charles B. Fager, John E. Fox, Spencer C. Gilbert, A. Boyd Hamilton, Paul Johnston, Dr. J. B. McAllister, Donald McCormick, J. Horace McFarland, Dr. Hiram McGowan, Dr. George R. Moffitt, the Rev. Lewis S. Mudge, Dr. D. J. Reese, E. J. Stackpole, Dr. Henry M. Stone, J. E. Tracy.

### Alumni Committee

The University alumni committee, which worked hard to bring the extension here, consists of Dr. C. C. Cocklin, G. Allen Donaldson, C. Harry Kain, H. M. Kirkpatrick, Dr. Hiram McGowan, W. B. Mausteller, Thomas M. Montgomery, Dr. D. J. Reese, Dr. Henry M. Stone.

### Occupations of Pupils

The students taking the night classes range in age from 21 to 50, the average being about 30 years, and the gray-heads are just as enthusiastic as the boys and are just as quick to learn their lessons. There are four bank clerks, thirty-two Pennsylvania Steel Company men, eighteen Pennsylvania Railroad men, eighteen Philadelphia and Reading Railway employees, four from the Bell Telephone Company, four Elliott-Fishers, four from Lynch and Sons, four from the Harrisburg Heat and Power Company, nine department store and business employees, six from local agencies and sales companies, two Central High and one Technical High School teachers, and many more of smaller firms and others who do not give their place of employment. While women are not allowed in the Philadelphia school, they are welcomed in the extensions. The Harrisburg branch has two.

### General Classification

A general classification of students according to type of occupation shows seventy office clerks, twenty-five bookkeepers, eighteen stenographers, four accountants, five cashiers, six salesmen, eight engineers, four time-clerks, two mail clerks, six office managers, two toolmakers, two car repairmen, three printers, two unemployed, and many of miscellaneous and unclassified occupations. Of the students at the beginning of the course, 67 per cent were residents of Harrisburg, 25 per cent of Steelton, three men from Middletown, and one or two students from each of the following: Lemoyne, Hershey, New Cumberland, Carlisle, Enola, Halifax,

Rutherford, Hummelstown, Dauphin and Shiretown.

### Father and Son in Schools

One of the enthusiastic students is Jacob S. Baum, an employe of Dives, Pomeroy & Stewart for about twenty-seven years, and now credit man at the local store. In speaking about the school he said: "I have a son who is attending the Wharton School at the University in Philadelphia. I was not free to go with him to the city, so I am taking advantage of the extension here at home. I find it a very great help to me and have already been able to apply some of my new learning to daily problems. In two instances questions of commercial law have arisen in this department through the efforts of the students enrolled in the night classes. Yes, it takes digging, but it will be well worth all the work, and I think many of the students intend to stick it out."

### Three Year Course

The course of study consists of three years, costing \$50 a year tuition. The additional total expense for books and paraphernalia is about \$15. Through the efforts of State Librarian T. L. Montgomery, complete sets of the textbooks have been furnished at the State Library. The Harrisburg city library also has a set.

The work includes three years in accounting, business law, money and banking, corporation finance, government regulation of business, selling and advertising, industrial management, real estate, insurance, investments. Upon satisfactory completion of the course, the student is awarded a certificate of proficiency identical with those given at the evening school in Philadelphia.

The instruction is based on two fundamentals: First, to give men engaged in business a comprehensive survey of business facts, that are immediately available for use; second, to develop the power of analysis, enabling the businessman to reason complicated business problems through to the end. The teaching staff is composed of members of the faculty in the day and evening departments of the Wharton School in Philadelphia, and of successful businessmen secured for special subjects in which they are authorities.

### Classes are Informal

Each subject is given in a lecture every other week, with a review of the work the alternate week by another member of the faculty, a quizmaster, who intimately questions the students. The class of more than 150 is as informal as a primary school, the instructor calling on individuals by name and getting into personal acquaintance with the crowd. Several of the professors call the students "boys and girls," and crack jokes as freely as some of our city high school teachers. The movement for the school was

Very Special Prices  
on Brass Beds in the  
February Sale.  
Call 1991—Any Phone

**Bowman's**  
Founded 1871

Quaint Bedroom Suites are a feature of this sale.

# The February Furniture Sale

Invites you to the most noteworthy sale of its kind in Harrisburg. This is not a mere fancy on our part, for already a dozen or more customers have expressed this opinion after making comparison.

It is because we are showing an unequalled variety and greater economies than anyone imagined could be secured in furniture of this standard. Important to know, is the showing of solid mahogany which has lately won an enviable reputation for our Furniture Department.



All furniture purchased in this sale will be held until wanted, on deposit.

## Colonial Dining Room Suite in Quaint Design

The lines are severely plain, yet in all, the suite presents a very striking appearance. Consists of buffet, china closet and serving table. The regular prices are: Buffet, \$25; china closet, \$15; and serving table, \$10; total, \$50. February sale price **\$39.00**

## There Is No Other Assortment of Buffets in Harrisburg to Equal This One

And while the above statement could be applied to any assortment on our floor, we particularly call your attention to the many styles in Colonial Buffets, that are truly Colonial in design. All made of selected quartered oak polished or dull rubbed. Following are just a few of the many price economies:

- \$32.00 Colonial quartered oak buffet ..... \$27.00
- \$33.00 Colonial quartered oak buffet ..... \$26.00
- \$45.00 Colonial quartered oak buffet ..... \$34.50
- \$34.00 Colonial quartered oak buffet ..... \$29.00
- \$25.00 Colonial quartered oak buffet ..... \$19.75

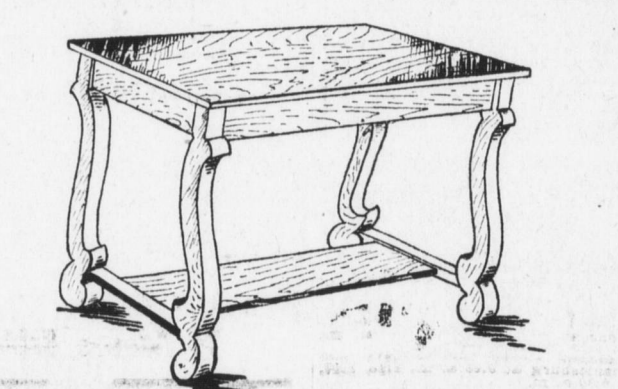
## Mattresses Are Specially Priced in This Sale

- \$6.98 Felt Mattress, roll edge ..... \$4.49
- \$12.00 Felt Mattress, roll edge ..... \$8.90
- \$7.50 Felt Mattress ..... \$5.95

One of our official bees has started to buzz around the store—better keep an eye on him!

## Three February Specials in Extension Tables

- \$22.00 Colonial Extension Table, \$18.75 — plank top; platform base; extends to six feet.
- \$15.00 Colonial Extension Table, \$12.75 — quartered oak polished top; platform base; extends to six feet.
- \$10.50 Golden Oak Extension Table, \$7.50.



## This Handsome Colonial Library Table, Only \$11.95

One of our February specials that any other time would sell for \$15.00. Comes in selected quartered oak or dull rubbed mahogany. The new design is well effected through fine cabinet making. Top is 26x42 inches. Fumed Oak Library Table — massive construction; plank top and under shelf. Regular price, \$18.00. February sale price **\$14.75**

# Attractive Specials

For This and Next Week  
February 3, 1915

An interesting collection of special offerings that serve to emphasize the cash savings on staple foods. Our prices are always most reasonable in consideration of the superior quality of our goods and our patrons get first choice of the best and freshest goods at the lowest market prices.

- Best quality Boiled Ham, lb., 30c
- Best quality Layer Figs, lb., 12c
- Dromedary Dates, lb., 8c
- Evaporated Apples, lb., 5c
- 1-quart can Log Cabin Maple Syrup, can, 35c
- Pure Comb Honey, lb., 19c
- 5-lb. package Mother's Oats, with aluminum ware in each package, 27c
- Best Cream Cheese, lb., 20c
- Lebanon Bologna, lb., 25c
- Minc'd Ham, lb., 20c
- Best quality of Swift's Premium Ham, sliced, lb., 25c
- Picnic Ham, lb., 14c
- Open Kettle Rendered Lard, 13c; 2 for 25c
- Shredded Wheat, 10c
- Uneda Biscuit, 4c
- Six 5-cent packages of Tobacco, 25c
- Columbus Butterine; has the real butter flavor, lb., 25c
- 5 lbs. for \$1.10
- Bull Head Tomatoes, 3 cans for 25c
- Rainbow hand-packed Tomatoes, 14c
- Rainbow Pears, 8c, 10c, 15c, 18c, 22c and 25c can.
- Rainbow Corn, 8c, 10c, 15c can.
- Prunes, extra choice, 10c
- Prunes, fancy, 15c; or 2 for 25c
- 12 of our regular 4c boxes matches for 33c
- 10 rolls of our regular 4c Toilet Paper for 25c
- A purchase of a dollar's worth of groceries entitles you to buy a 25-lb. bag of granulated sugar for \$1.25
- Citron, Orange and Lemon Peel, lb., 10c

STORES LOCATED AS FOLLOWS:  
1903 DEBBY STREET, COR. 14TH AND REGINA STREETS.  
CORNER 13TH AND SWATARA STS. COR. 3RD AND CHESTNUT STS.  
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