

# Commercial Education in Germany

Thoroughness of the Fatherland's System of Training.

CONSUL HARRIS of Chemnitz, bases an interesting report on the proceedings of the fifth congress of the German association for the improvement of Commercial Education, which was held at Wiesbaden last autumn. The congress was attended by 200 delegates, mostly representatives and members of the various chambers of commerce throughout Germany. A Chemnitz delegate to the congress furnished the information used by the consul in preparing the following report:

It was decided to recommend more intensive methods in the instruction of commercial geography, and to use every possible effort to add to the pupil's knowledge of products. Technical training as to the proper application and worth of different raw materials was of prime importance to every student. The idea of this is to give young men an opportunity to learn a business in every detail, for the reason that such expert knowledge is often of inestimable value in times of a crisis or strikes. A large manufacturer of hosiery in Chemnitz told me the other day that during the 25 years of his business experience he had at dif-

ferent times occupied almost every position in his factory. The very fact that he was in a position to do this never failed to impress his workmen and officials to keep many of them from threatening to quit their places for various reasons and his thorough knowledge of the details of manufacture enabled him to have a better appreciation of the capacity of his employees for work as well as putting him in a position to enforce a stricter standard of discipline.

## STENOGRAPHY AND APPRENTICES.

It was decided at the congress to take immediate steps to introduce one uniform system of stenography into all the commercial schools. Thus far various systems of stenography have been in use throughout the empire, much to the detriment of young men coming out of the schools and entering upon practical life by taking up positions in business houses. A committee was appointed to thoroughly examine into the different systems now in use and to select the most practical one for exclusive and permanent use.

The apprentice system of training is very widely extended in Germany. Apprentices from the small villages in the country swarm to the larger cities to learn trades, etc. It has been found necessary to establish permanent homes for these boys in order to safeguard them from evil associations and to surround them as much as possible

with home or parental influence. It was also recommended that apprentices living with their parents should also visit these homes wherever practicable. Such homes have already been established in Kiel and Lubeck, with the most satisfactory results to the Association for the Improvement of Commercial Education.

## COMMERCIAL EDUCATION FOR GIRLS.

The question of commercial education for women was discussed at length. There are at present commercial schools for girls at Cologne, Berlin, Cassel and Munich. These schools have passed the experimental stage. They have been proved a success, and therefore they are to become a permanent thing, to be established alongside the commercial schools existing for boy apprentices all over the empire. During the past 10 years Germany has thrown open wide the doors of her universities, as well as opening many of the professions to women, and their advent into many phases of commercial life has now become a part of the established order of things. The only question now is how to best prepare them to fill mercantile positions of importance and trust. It was decided at the congress in Wiesbaden to recommend decisive measures for the establishment and maintenance of girl apprentice schools wherever necessary in Germany.

## COMMERCIAL UNIVERSITIES.

The present condition of the commercial universities at Leipzig, Cologne, Aachen, and Frankfurt was discussed. The question of the feasibility of admitting foreigners was debated at length. The conclusion reached was

that the commercial universities occupied a different position than the technical schools, which have been agitating against foreigners of late. In the commercial schools no pronounced commercial secrets are treated, therefore it was only right that foreigners should be admitted, only it might be well to insist that all students from foreign countries should be equally as well prepared for the work as German students. The policy of refusing to admit foreigners generally to German universities was condemned as something which would reflect discredit upon the country and probably lead to some form of retaliation on the part of some neighboring countries.

Commercial education in Germany is still a subject which continues to interest all classes of the people. The work is not allowed to rest. There seems to be everywhere a keen realization of the fact that upon the right training of the young men and young women depends the commercial and industrial future of the empire. To achieve this end, therefore, the governments of the different German states are lending every effort to the municipal and private enterprise in the establishment of schools for the furtherance of practical commercial education.

The following contribution on what is being done in Germany to increase the efficiency of artisans and skilled mechanics comes from Consul Clerk George H. Murphy, of St. Catharines, Ontario, who was formerly attached to our consular service in the country first named:

To no other country, perhaps, is the successful solution of the question as to how best to maintain the position which it has already gained in the markets of the world a matter of such vital importance as it is to Germany. In some countries whose trade is growing there is a tendency to reduce prices and develop competitive power by increasing the use of labor-saving machinery, and by resorting in each factory to the production of a single article, or of a very small number of different articles in immense quantities. The adoption of this plan, in a small and densely populated country like Germany would be suicidal, for such a country must provide for the constant employment of its great host of laborers unless it is willing to see its power rapidly decline, owing to the enforced emigration of that class of its people upon which the prosperity of the nation chiefly depends.

Accordingly, from the German point of view, the present struggle for commercial supremacy is a contest of brains against machinery. Fortunately for Germany its frugal workmen are accustomed to small wages, but the cost of living is increasing, and therefore, it would not be safe to attempt to facilitate competition with other countries by a further reduction of wages, which would certainly result in popular discontent and in the weakening of the next generation. Consequently the Germans fully realize that, in order not to hold their ground, but to go forward, as they are bravely determined to do, their chief hope lies in a general raising of the standards of efficiency in every trade and in every branch of commerce. With a view to this end good training schools of every imaginable kind have been established in cities, towns, and villages throughout the empire, and close attention is given to thoroughness in the education of multitudes of apprentices, the object being to convert every laborer into

a skilled workman. But even this great work is not regarded as sufficient, for there is always more to be learned by skilled hands and master workmen which will increase their value as units and thus favorably influence the welfare of the nation.

## SCHOOLS FOR WORKMEN.

One such plan, which has proved successful, is the establishment of wandering schools for skilled workmen. In many towns these schools offer practical evening courses relating to different trades for men who have worked throughout the day in factories or in their own shops. Another plan is to provide permanently for similar sources at important industrial centers—one, at least, in each province. In connection with schools of this kind there are usually well-equipped workshops, together with exhibits of new machinery and tools. Much has already been done in this direction in Austria, Saxony, and Baden. In Prussia a beginning was made at Hanover in 1901, an experiment which proved so valuable that it has been repeated at Posen and Cologne, and still more recently at Dortmund and Iserburg. The courses at Cologne, in connection with which a machinery hall has been provided, are supported by contributions from the Prussian state, the province, the municipal government, and the local chambers of commerce. At Nuremberg courses in industrial art have proved equally successful. On the other hand, a recent attempt to establish at Frankfurt technical courses for masters failed, owing to the lack of interest shown by the class of workmen which would have been most benefited thereby. For admission to the course in

shoemaking, for instance, there was not a single applicant. Another effort, however, was made in January, 1906, under the management of Mr. Heinrich Back, director of the industrial school at Frankfurt. In order to assist in making the most successful use of the money at his disposal, he organized a society for the encouragement of supplementary training was recently organized at Frankfurt. This society has already 130 members and the support of 15 corporations, including six trade guilds and three commercial clubs.

## CROUP.

Begins with the symptoms of a common cold; there is chilliness, sneezing, sore throat, hot skin, quick pulse, hoarseness and impeded respiration. Give frequent small doses of Ballard's Horehound Syrup (the child will cry for it) and at the first sign of a croupy cough, apply the throat. Mrs. A. V. New, Castle, Colo., writes, March 18th, 1901: "I think Ballard's Horehound Syrup a wonderful remedy. I have used it for my little son, 11 months old, and he has been cured of croup, whooping cough, and all the ailments of infancy. Sold by Z. C. M. I. Drug Dept., 1111 South Main Street."

## Sneeze and Blow.

That is what you must do when you have croup in the head. The way to cure this disease is to purify the blood with Hood's Sarsaparilla. This medicine soothes and heals the inflamed surfaces, rebuilds the delicate tissues and permanently cures croup by expelling from the blood the scrofulous taints upon which it depends. Be sure to get Hood's.

The non-irritating cathartic—Hood's Pills.



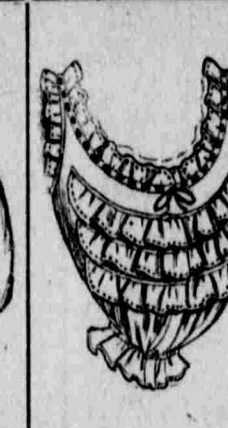
This Ladies' Skirt on sale at—  
**75c**  
One of our CORSET COVERS at—  
**10c**



Elegant Nainsook Gown on Sale at—  
**\$1.50**

The Newest in Infants' Wear  
THE MAXIMUM OF STYLE AND VALUE AT THE MINIMUM OF PRICE.  
It is impossible to emphasize too strongly or impress upon you to convincingly the money-saving importance of this sale.  
IT'S THE TIME TO PURCHASE THE YEAR'S SUPPLY.  
All Dresses, All Skirts, All Flannel-wear.  
**Nothing Reserved.**  
Everything included in this Sale.

This Beautiful Gown on Sale at—  
**\$1.00**



One of our many CORSET COVERS on sale at—  
**50c**  
Ladies' SKIRT, the sale price—  
**\$1.00**



LADIES' DRAWERS 25c that will sell for .....



INFANTS' LONG DRESSES, Sale Price 50c



Infants' Long Dresses.



LADIES' GOWNS, \$1.00



CORSET COVERS, on Sale at 25c



Ladies' Skirt, Special Sale value—  
**\$1.00**  
Ladies' Gown, a wonderful value—  
**75c**

# THE GREATEST VALUE GIVING EVENT. OUR FEBRUARY SALE OF Muslin Underwear and Infants' Wear

Begins Monday Morning, Feb. 5, with Larger Stock, More Space and Greater Values Than Ever!

Season after season we have made our muslin underwear and infant's wear sales the greatest sale events of the year, this one will be by far the greatest for never before were STOCKS SO LARGE, VALUES SO GREAT, STYLES SO BEAUTIFUL OR PRICES SO LOW. Miriads of snowy undergarments and infants' wear are shown, and so varied and exquisite are the styles, that we will only attempt a general outline in this ad.

The thousands of beautiful garments and the numerous high novelties shown in this sale make a tempting display; the vastly under-value prices insure an enormous saving on every purchase. The entire main aisle and great infants' and underwear sections are crowded with the newest, freshest snowy white garments, each representing the maximum of quality and style as regards materials, designing, trimming and finish, no matter how low the price. IT'S A GREAT OPPORTUNITY, so prepare at once for the years' needs and save money. Study the border of the ad carefully, it'll assist you in making selections.

Sale Lot No. 1  
At 10c  
A Garment.

VALUE MORE THAN DOUBLE IN EVERY INSTANCE.  
LADIES' CORSET COVERS, lace or embroidery trimmed, with round or square neck, made of good cambric in sizes 32 to 44, best 25c  
values. Sale Price ..... **10c**  
CHILDREN'S SKIRTS, with waist, well served, with deep hemstitched hem on bottom, made of good Muslin, in sizes 1 to 4 to fit children up to 6 years. 25c  
Price ..... **10c**  
CHILDREN'S DRAWERS, made of splendid quality Muslin, well sewed, with hemstitched hem and tucks on bottom, comes in sizes 1 to 3, to fit children up to 4 years, worth 25c  
Sale Price ..... **10c**  
CHILDREN'S JEAN WAISTS, strongly made, with double row of buttons and reinforced with tape; sizes 1 to 6, to fit children up to 12 years; value 50c each.  
Sale Price, all ..... **10c**  
INFANTS' SLIPS, made of good Cambric, with hemstitched ruffle on neck and sleeves, excellent 25c  
value. On Sale at ..... **10c**

Sale Lot No. 2  
At 15c  
A Garment.

UNHEARD-OF VALUES AT THIS  
LADIES' DRAWERS, open or closed, made of extra good Muslin, with 6-inch deep hemstitched ruffles, best 25c grade. Sale Price ..... **15c**  
LADIES' CHEMISE, extra well made, of best Muslin, with finished seams, sizes 34 to 44, regular 35c grade. Sale Price ..... **15c**  
LADIES' CORSET COVERS, many styles to choose from, tight fitting or blouse effect, with draw string at waist; the trimmings are embroidery, lace and hemstitching; they are the best and prettiest 25c style. Sale Price ..... **15c**  
CHILDREN'S and MISSIE'S DRAWERS, sizes 4 to 7, to fit girls up to 14 years; are made of best Muslin with hem and tucks, sizes 0 to 3, for children up to 8 years; are made with hemstitched ruffle or embroidery trimmed. Sale Price ..... **15c**  
MISSIE'S SKIRT of extra good Muslin, with deep hemstitched hem and tucks, sizes to fit girls up to 12 years. Sale Price ..... **15c**  
JEAN WAISTS, very best quality, strongly taped, made with buttoned buttons, all sizes. On Sale ..... **15c**  
INFANTS' SLIPS, a splendid 35c grade, with embroidery trimmed yoke. Sale Price ..... **15c**

ESTABLISHED 1864  
**F. A. Zerkbach & Co.**  
ONE PRICE TO ALL NEVER UNDERSOLD

Sale Lot No. 3  
At 25c  
A Garment.

ENORMOUS STOCKS, VAST ASSORTMENTS AND EVERY GARMENT AN EXTRAORDINARY VALUE. THERE ARE:  
LADIES' NIGHT GOWNS—Several styles to choose from, made of good Muslin with double back yoke and tucks or trimmed front, all sizes; sale price ..... **25c**  
CHILDREN'S NIGHT GOWNS of good Muslin, with tucked yoke and deep cambric ruffle on neck and sleeves, all sizes; sale price ..... **25c**  
LADIES' CHEMISE of extra good Muslin, with hemstitched cambric ruffle on neck and arm holes, sizes 32 to 44; sale price ..... **25c**  
LADIES' SHORT SKIRTS—Extra wide with 7-inch deep hemstitched ruffle, a splendid skirt. 25c  
MISSIE'S SKIRTS of excellent Muslin, with deep hemstitched ruffle and tucks, sizes to fit girls up to 12 years; sale price ..... **25c**  
CHILDREN'S SKIRTS WITH WAISTS—Made of very fine material, trimmed in clusters of hemstitched tucks, sizes to fit children up to 6 years; sale price ..... **25c**  
LADIES' CORSET COVERS—In nobby styles to pick from, all sizes, in every style come tight fitting or blouse effect, embroidery or lace trimmed. You would think them cheap at 50c. The sale price ..... **25c**  
LADIES' DRAWERS of extra good Muslin with deep ruffle, trimmed in tucks and hemstitching and lace, optional, all sizes. Sale price ..... **25c**  
MISSIE'S DRAWERS—Trimmed in embroidery or deep hemstitched ruffle, sizes 4 to 7, to fit girls up to 14 years; sale price ..... **25c**  
INFANTS' SLIPS—Three styles to choose from; all neatly trimmed and well made; sale price ..... **25c**

Sale Lot No. 4  
At 50c  
A Garment.

In justice to yourself you should see the extraordinary bargain offered in this lot.  
LADIES' NIGHT GOWNS—There are any number of nobby styles to choose from, all are made of excellent materials, neatly trimmed in lace, embroidery, tucks and hemstitching; they are cut extra wide and long; come in all sizes; they are well worth \$1.00; the sale price ..... **50c**  
CHILDREN'S NIGHT GOWNS of best Muslin, trimmed with embroidery insertions and fine tucks; all sizes; sale price ..... **50c**  
LADIES' SKIRTS—Good serviceable qualities in neat styles; all lengths; regular \$1.00 values, on sale at ..... **50c**  
LADIES' SHORT SKIRTS—Made of fine cambric, three styles, trimmed in lace, embroidery or fine hemstitched tucks; sale price ..... **50c**  
MISSIE'S SKIRTS of fine cambric with deep embroidery, lace trimmed or tucked circular ruffle, exceptional sale values at ..... **50c**  
LADIES' CORSET COVERS—Styles that embrace every popular fancy, qualities that are equal to regular \$1.00 sellers, every size, on ..... **50c**  
LADIES' SKIRT CHEMISE, with yoke of embroidery, insertion and fine tucks and deep cambric ruffle on bottom, sizes 34 to 44; the value ..... **50c**  
LADIES' CHEMISE—Three pretty styles, embroidery and lace trimmed, all sizes, make excellent attractions, in this lot at ..... **50c**  
CHILDREN'S SKIRTS WITH WAIST—A number of styles to select from, all made of fine cambric, trimmed in embroidery or lace; sale price ..... **50c**  
LADIES' DRAWERS—Best styles in open or closed, embroidery or lace trimmed, all regular, also extra sizes; sale price ..... **50c**

Sale Lot No. 5  
At 75c a Garment

Offers Greater Bargains than ever. Here are better values, prettier styles and more of them.  
LADIES' SKIRTS, 8 exceedingly pretty styles to pick from. There are Embroidery trimmed Skirts, Lace trimmed Skirts and plain hemstitched Skirts, all with extra deep ruffles; extra good 1.25 grades. The Sale Price ..... **75c**  
LADIES' NIGHT GOWNS, any number of nobby styles that would be hard to duplicate at \$1.25. They are Lace or Embroidery trimmed; the materials are best Muslin, Cambric or Nain. 75c  
The Sale Price ..... **75c**  
LADIES' SKIRT CHEMISE, most superior 1.25 grades, 2 styles to choose from; all sizes, made of best material. The Sale Price ..... **75c**  
LADIES' DRAWERS, a variety of nobby Lace or Embroidery trimmed styles, in best materials, open or closed, all sizes, 1.25 values at ..... **75c**  
LADIES' CORSET COVERS, styles that are superior in quality of material and trimming, as well as beauty and finish to the best 1.25 grades. On Sale ..... **75c**  
LADIES' SHORT SKIRTS, 2 styles, made of best Cambric, Lace or Embroidery trimmed. On Sale ..... **75c**  
MISSIE'S SKIRT, an extra fine quality, trimmed in deep Embroidery, all sizes, worth \$1.25. On Sale ..... **75c**

Sale Lot No. 6  
At \$1.00 a Garment

Undermuslins of irresistible beauty, made of finest reliable materials, in newest effects.  
LADIES' GOWNS, a bewildering variety of excellent styles, both the dainty sort as well as many with service as first consideration. They are high neck and long sleeves; not a Gown in the lot worth less than \$1.75. Our Sale Price ..... **\$1.00**  
LADIES' SKIRTS, styles you cannot duplicate for \$1.25 each, in 25c and 50c great variety of them. The materials are Muslin and Cambric, the trimming Lace and Embroidery. The Sale Price ..... **\$1.00**  
LADIES' CORSET COVERS. In this lot we are offering the daintiest and prettiest styles, made of finest Nainsook, Lace or Embroidery trimmed, all sizes. Sale Price ..... **\$1.00**  
LADIES' DRAWERS, of finest Nainsook, Lace Insertion and Edging, 1.75 values, open or closed, all sizes ..... **\$1.00**  
LADIES' SKIRT CHEMISE, of fine Nainsook, Embroidery and Lace trimmed; some with wide ribbon drawn embroidery beading at waist, all are excellent 2.00 styles. Sale Price ..... **\$1.00**  
LADIES' SHORT SKIRTS, with umbrella ruffle, Lace of Embroidery trimmed, all lengths. ..... **\$1.00**



LADIES' DRAWERS 15c that sell for .....



THIS Dainty Little 1.25 DRESS on sale at .....

## Infants' Short Dresses.

STYLES THAT ARE RIGHT MADE OF THE RIGHT MATERIAL AND IN THE RIGHT WAY.  
The daintiest, prettiest little Dresses it has ever been our pleasure to show. It is saving much, when we tell you that they far exceed in beauty of styles and value of prices all our former showings. But it's true. You'll agree with us. The prettiest styles go first. Come early in the week.



"There are many others." This Gown 75c



LADIES CORSET COVERS, Sale Price. 25c

# Here's Where the Savings are Greatest Highest Class Undermuslins

No such Saving Opportunities have ever been presented to you before. Never have so many high-grade Novelties been offered for your choosing. Thousands of elegant SKIRTS, GOWNS, CORSET COVERS, SKIRT CHEMISE, DRAWERS, etc. Many of the new styles, decidedly different from anything ever shown. But all at Sale Prices; in most instances about one-half the value they really represent. The values are \$2.50 to \$15.00. The Sale Price—

**\$1.25 to \$8.50.**



This is one of the many Gowns at—  
**50c**  
This magnificent Skirt One sale at  
**\$2.00**

