ANNOUNCEMENT

of

DODGE'S

Telegraph, Railway Accounting and Radio (Wireless) Institute

VALPARAISO, INDIANA

ESTABLISHED 1874

FACULTY

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To Young People Eager To Forge Ahead

Are you in earnest about wanting to succeed?

If you are engaged at present in an unskilled occupation, such as a factory hand, farmer, clerk, miner or school teacher, and you really desire to better yourself, we have a vital message for you.

Specialize in Wire or Wireless Telegraphy

This is an age of specialized, trained men and women. The skilled expert in any line always commands better wages and has a better opportunity for advancement, than the untrained person. Today there is a greater demand than ever before, for railway and commercial telegraphers, railway agents, and radio (wireless) operators and engineers.

In considering the benefits which accrue from the mastering of one of these professions, there are two vital elements involved.

First, the immediate financial returns. In all three fields mentioned above, wages were never so high. Railroad telegraphers earn on an average of $155.00 per month, while many exceed that figure. The majority of railway agents at the smaller stations are earning from $175.00 to $250.00 per month, with proportionately higher salaries at the larger points. These positions offer employment the year round and provide vacations, sick benefits, etc.

Radio (wireless) operators earn from $100.00 to $125.00 per month, and even higher salaries, besides board and room which are, of course, also furnished. These living accommodations are excellent and are the equivalent of at least from $75.00 to $100.00 per month if paid for on land.

Second, your future welfare and success are to be considered. The business training which is developed by close application to any of these professions, will lay the foundation for your success in almost any field of endeavor you may enter later. Many of our most notable public men and captains of industry started their careers at the telegraph key, and attribute their success to the sound business principles acquired there.

Avail yourself now of these splendid opportunities. It is easy to qualify for enrollment in my school. Anyone with average intelligence, who can read and write, is eligible. Students as young as 14 years are accepted, but the best age is from 16 to 28 years; frequently, however, men and women up to 35 years old master these subjects.

Who I Am

George M. Dodge, President

YOU naturally are interested in learning something about the person who sends this personal message to you. As the President of the Dodge Telegraph, Railway Accounting and Radio (Wireless) Institute, I am the head of the leading school of its kind. I represent this institution, which owns substantial property in real estate, large modern buildings, and costly equipment in Valparaiso, Indiana, one of the best college towns in America. As the head of this school, which has been in existence for fifty years, I have enrolled thousands of young men and women. I have been head of this school for the past thirty-three years, and can refer you to this great army of young men and women throughout the country, former pupils of mine, who are my closest friends. I am an associate member of the Association of Railway Superintendents of Telegraph, a distinction which no other Telegraph School man enjoys; also a member of the Old Time Telegraphers' Association of America, and I am Manager of the Western Union Telegraph Company in this city. There is a large section of the State of Indiana that vouches for the substantial character of the institution which I represent; and there is the whole city of Valparaiso, and its 9,000 people, who will, I believe, affirm that my statements are reliable. I am the author and publisher of the Telegraph Instructor, a text-book on Telegraphy, and recognized as **the** telegraph text-book. Yearly I am in correspondence with officials of the great railroads and commercial and wireless telegraph companies of this country, and their names are behind this most remarkable offer I make you in this book.

What I Propose to You

I propose to take you direct from the ranks of the untrained. For there, you will only add to the miseries of that already overcrowded, helpless, and hopeless mass of the "not wanted."

I offer you a career. You become what the world nowadays demands—**a trained man.** Then I start you in this widely-chosen profession. I assure you that your duties will be far easier than what you now are doing—that they will be much more pleasant—that your earnings will be bigger, almost at once. Flattering prospects will be yours. In fact, your rise will depend only on yourself, once I show you the short-cut path to success. Then your every promotion will afford you still another stepping stone to the greater things—higher position, more power, greater respect and honor among men.

If you are satisfied with your present job, or if you are one of the "Let-well-enough-alone" class, then, to you I say: "Stop right here. Do not read my book. You are wasting your time. Pass my message over to someone you may know who **has** his heart set on making a name for himself. It gives him just what he is looking for."

To the thousands of young men who qualify because they are determined and dead in earnest, I say: "What I offer will pay you rich reward, if you will invest in it your youth and hope. You want to do what is best for yourself. **You alone** can change your future. When you make up your mind that you are going to carve out a place for yourself in modern life, instead of contenting yourself with wearing chains of slavery all your years, then, **you must succeed.**"

After all, it is not so much the fatigue, nor the morning-until-night drudgery, nor the continual haunting fear of death or maiming, nor the exposure to bad weather, nor the thousand and one little worries that make up a man's hard lot that should make him dissatisfied to

remain unskilled and therefore unfit for anything really worth while. It is the fact that he doesn't "fit in" and is "not needed"—that men regard him as cheap and of small caliber, because of the cheap service he offers the world—that he is "taken on" only after the **trained** and **skilled** men have been promoted to better positions, and he is laid off for little or no excuse.

For twenty or thirty years from the day you read the proposition I make to you, you will not only be an old man—but a failure—unless you get out of the untrained class at once. To whatever class you belong, you will be compelled to do odd jobs that younger men who are trained will not touch—the one way by which untrained men today eke out an existence.

The **trained** man makes up the only class which enjoys its full share of life's good things. Will you enter this class? I offer you the means—Dodge's Telegraph, Railway Accounting and Radio (Wireless) Institute. To take this course which I offer you in my school, from there to go directly after graduation, or even before, if you see fit, to a position, and then to rise, year by year, into one place after another of trust and honor—this seems to me a much easier and more pleasant way of living than to drudge away all of your days at hard, disagreeable or dangerous jobs.

I propose therefore that you spend a few months in Valparaiso, Indiana, one of the great college towns of America, a most delightful little city; that you attend there my school, one of the oldest and most reliable telegraph and railway training schools in America, and one of the first and largest radio (wireless) educational institutions founded. You will perform there the pleasant daily task of learning telegraphy by actual experience with the instruments, which are not only connected with the school circuits, but with busy Grand Trunk Western Railway and Western Union Telegraph Company wires. Or you will learn to be a radio-operator by sending and receiving messages at our fully equipped and modern radio station, using the latest standard Marconi marine equipment, as well as other well-known high-grade apparatus. Or you will, in the Railway Accounting Department, learn railway station work and accounting, performing this work in our practical course the same as is required in keeping the accounts, selling tickets, etc., at a railway station. You may do this in the companionship of teachers that are men you will be proud to know, as well as being expert telegraphers, radio-operators, and railway station agents, and of young men and women students that you will be glad to make your friends. You may then go forth from this school at graduation to a splendid position, including short hours, pleasant work, and good pay, with prospects of rising to the highest places in the railroad and commercial world, or as an important figure in one of the big wireless companies, where you may command a princely salary and hold the honor and respect of all.

To you, then, young man or young woman, determined to strike out and make a mark for yourself, here at last is your chance. I back up my offer to you with facts, as the pages which follow will prove to you.

Read in the following pages of the fascination of the wireless—the opportunities the operator (wireless or telegraphic) has to travel—of the absorbing interest of railroad work—how the men of these fields are in touch with the whole world and its big events—of the telegrapher at the league baseball games—of the part men of the key play in the big national political conventions—of the clean, easy, and reputable work—of the attractive wages—of the steady work—of the demand that is always great—of the fact that no special qualifications are necessary.

Remember, that these fields offer you all the advantages of any other field, and none of the drawbacks of the great majority of them.

G. M. Dodge

P. S.—I am selling "future welfare" from which you may receive large returns from the day you leave my school. It will be your "capital" on which you will receive dividends and will prove to be your mainstay all through life. G. M. D.

Crosby Transportation Company.

On Bd. S. S. Nyack.

Mr. G. M. Dodge,

Dear Friend: As I now have a very pleasant and profitable position aboard this ship, I thought it was my duty to speak a good word for your school. The first thing I can say is you have one of the best wireless schools in this or foreign countries. This you have proven by the number of graduates you put on good, pleasant and profitable positions. I have never heard of one of your graduates failing to make good. There were five of us from your school that took the government examination and all of us obtained our licenses very easily. In fact, after finishing your course, any one ought to obtain a license easily. I have met several operators from this division who were students at your school and are making good.

The life of a wireless operator is very pleasant and every day seems to be a holiday. Operators get the best of board and room and a good salary. I advise anyone thinking of taking up wireless to go to Valparaiso and do what Mr. Dodge says and you are bound to succeed.

I will always be willing to speak a good word for Mr. Dodge and his school.

J. A. HYBARGER.

Marconi Wireless Telegraph Company.

On Bd. S. S. Arizona.

Dear Mr. Dodge: Just a few lines to let you know that I am on the Arizona now, the boat that makes that beautiful Georgian Bay Cruise in a week. Am on with A. N. Marquis, another one of your former students. We are treated just like passengers and like it immensely. We have plenty of time for sightseeing and the trip is so long and so many different places to be visited that one never grows tired of the trip.

Monday at the Soo I talked with Springer and Barker of the Tionesta and just as I finished, Perry, of the Canadian ship Huronic, called me. I had never had the chance to talk to them before, and when I told them who was at the key and found out that I was talking with old friends, it was a very pleasant surprise.

CHARLES L. ADAMS.

Wireless Operator Visits Here.

Paul D. Stemm, of Lafayette, Ind., Chief Wireless operator on the Steamship Verdi, was here from New York City last night visiting Harry Johnson, Adams'Express Agent in this city. Mr. Stemm is a graduate of Dodge's School and his next trip will take him to Buenos Aires, Chili and the Falkland Isles. He is getting along nicely with h's work and is now securing $150 a month and expenses. The vessel is a merchant marine and it takes him to all quarters of the globe.

"Copied from the Valparaiso Messenger."

Magic Lure of the Wireless

If you are imbued with the desire to travel, as most red-blooded young men are, to see the world and to take part in its stirring events; if you are not content with your present lot, where your opportunities are limited; and if you wish to get a substantial start in a comparatively new business that is now in its infancy and which has unlimited possibilities, then you should certainly get into the radio field, and without delay. THE FIELD OF RADIO COMMUNICATION OFFERS THE GREATEST OPPORTUNITY OF THE AGE. It is growing more rapidly than any other industry and becoming one of the most vital factors in our daily life.

OUR RADIO GRADUATES are to be found in every corner of the world, filling very creditably excellent positions as radio operators, radio inspectors, station managers and radio technicians. Every year the number of stations increases and more technically trained and licensed radio men are required.

Opportunity to Travel

No greater education is to be had than that which travel offers to the young man. The telegraph and wireless operator has an opportunity to see the world which comes, perhaps, to no other profession today.

Visiting all the marts of trade in every foreign country, enjoying the advantages which only the old world can offer, and meeting men of prominence under the most favorable circumstances, cannot fail to give the radio operator a breadth of view obtainable in no other way.

It will thus be seen that aside from the attractive financial side of the profession, the wonderful educational advantages which accrue to the wire and wireless telegrapher have a value which cannot be estimated in dollars and cents.

Fascination of Railroad Work

Railroad work gives the young man a chance to study the world's affairs at close range. He masters the fundamental secrets of this great industry. He forms sensible opinions of men and things. He educates himself. He becomes an important adjunct to it—a vital part of it. As a train-dispatcher, he directs the movements of all trains as they rush with terrific speed from city to city. As an agent, he takes complete charge of a railroad station. He deals with the men of authority who direct the big affairs of the road. He himself is called upon to solve its many complex problems. He is in the center of the bustle of railroad life. He sees how every department is run. He occupies a position that keeps him in touch with every move of the giant company of which he himself is an important factor.

In Touch With the Whole World

The business secrets of the whole world and the events that take place everywhere must pass through the hands of the telegrapher. He knows all about what the world is doing. His telegraph instrument gives him his knowledge first hand. It comes to him before it can reach its destination. Every important happening in the whole universe must first come to him.

Political Conventions—Baseball

As an employe of the Western Union and Postal Telegraph Companies, the telegrapher sits beside the chairman at every great political convention. He must have a seat on the platform at every important gathering. Through him the world is told of what is happening. He is in the press box at the league baseball game in hundreds of cities. He flashes the results play by play to the waiting millions of fans over the country. He is called upon to do other forms of special work that add interest and enjoyment to the field.

Clean, Easy, Reputable Work

Telegraphy is an ideal profession. The duties are clean, easy, comfortable, healthful, delightful. The man at the key spends his hours in sunny, airy rooms, engaged in employment that is not too confining and not heavy. He enjoys it because it never becomes dry or monotonous. It is always interesting because there is always something new. Since all about him is life, and since in his leisure he can talk with friends miles away, he has no reason to become lonesome. A few years ago the United States government did away with the long hours, so that the telegrapher finds as much time for home enjoyment as the next man.

Men of the profession enjoy excellent reputations. Their duties stamp them as men of steady habits and utter reliability. Trusted by their railroad, their vessel or their commercial company with full management of a link in these mighty chains of service, it stands to reason they will be respected by all who know them.

Besides, their work broadens them. This is impressed on us every day, as we receive letters and visits from our graduates, now engaged in work. We can refer to hundreds of men who came to us from everywhere, every station in life, who have "made good" in some form of endeavor and advanced to high positions.

Great Chance for Advancement

There is not another trade or profession today that offers so much to the young man in the way of opportunities for advancement as the Telegraph, Railway and Wireless fields. Records of the great men of our country prove the truth of this statement. Multi-millionaires in the various industries, inventors, statesmen, publishers, managers, financiers, railroad presidents, builders of railroads, and thousands of the most successful men in modern life began their successful careers as telegraph operators. Thousands of the future great men of our country are now engaged in this field and in the newer yet equally promising field—the Wireless.

New York Central Lines
Charleston, W. Va., October 30, 1923.
VALPARAISO SCHOOL OF TELEGRAPHY,
Valparaiso, Indiana.
Gentlemen:—We are in need of twenty-five (25) telegraph operators to handle Manual Block on this line.
Do you know where we can find them?
Yours truly,
A. N. LYON, Superintendent.

Valparaiso, Ind., April 23, 1923.
To Whom It May Concern:
I have been enrolled as a student at the Dodge Telegraph and Railway Accounting Institute for the past three and one-half months and am leaving today to accept a position as telegraph operator on the Toledo Division of the Pennsylvania lines where I procure a salary of about $140.00 per month to start.
I believe I am well qualified to pass on the merits of Mr. Dodge's school in view of the fact that I attended another telegraph school several months before coming to Valparaiso and the reason for this is that I did not know of the Valparaiso Telegraph School when I enrolled elsewhere. The instruction and equipment at Mr. Dodge's School are both far superior to that of the school which I formerly attended and I quite agree that his school is probably the only one where a student may become fully qualified for a position as telegraph operator and go direct to a position as I am doing.
I have been more than pleased with the instruction and treatment I have received here and shall be more than glad to recommend the school to my friends.
Respectfully,
WILLARD BAKER.

Valparaiso, Ind.
To Whom It May Concern:
Some little time ago Mr. Forest Haney, a friend of mine who attended the Dodge Telegraph Institute at Valparaiso two years ago and who is now telegraphing for the Pennsylvania Railway, recommended Mr. Dodge's school to me and I came just a few weeks ago (having some knowledge of telegraphy before coming) and today Mr. Dodge has procured me a telegraphic position with the Imperial Pipe Line Company in Michigan where I am to procure a salary of more than $175.00 per month to start.
I have been highly pleased with the results of my efforts at this school and endorse it in every way. No one will make a mistake in attending the Dodge Telegraph Institute. It has my best wishes.
Respectfully,
CARL SEBASTIAN.

How Men Rise From Key to Railroad President

SOME of the greatest men in American life today tell you with pride how they rose from the key to power and influence.

COL. R. C. CLOWRY, ex-president of the Western Union Telegraph Company, says:

"I believe that there is no better business for the young man than telegraphy, and the careers of many of the leading business men of this country confirm this belief. It is thought that fully 85 per cent. of the railway managers in the United States were telegraph operators in their younger days, and I am constantly meeting men prominent in every branch of business, who served an apprenticeship at the key, and in all cases are proud of their former occupation."

W. G. BESLER, Vice-President and General Manager of the Central Railroad of New Jersey, clearly explains the reason for this great advantage enjoyed by telegraph men, as follows:

"Young men, boys from high-school, and sons of moderately well-to-do parents, are presenting themselves and asking for work on our line. They have had absolutely no experience and can do nothing except a beginner's work, and consequently must expect to take a boy's wages. I have in numberless instances said to these young men that if they were in earnest and meant business and would learn telegraphy, I could place them in positions which would pay them at the start more than they would receive after two or three years of service, starting in as a clerk. Furthermore, the chances for a telegraph operator, by reason of his association with the active side of railroad operation, were better and gave him a greater advantage over a young man who starts in as a clerk in one of the offices."

Wonderful Chances for Advancement

Proof that the chances for advancement in this field are as strong as ever is shown by the following words from C. S. RHOADS, Superintendent of Telegraph of the Big Four Railway:

"My impression is that there is a greater demand, with higher rates of pay for a telegraph operator today than has ever been known. The opportunities for learning the art, for various reasons, are less than in previous years and it is, therefore, important that such schools as yours get hold of the young men (and young women, too, for that matter) who are looking around for positions which will furnish steady employment and good wages.

"It has been my good fortune to meet here and there men holding important positions in the telegraph and railway service who have had their start in your school.

"As I have stated to you before, in my opinion there is no place on earth where a young person can come in touch with the every-day affairs of life as quickly as in the average telegraph office. If a railroad operator, he handles the business for all departments of the service and can soon have the training by observation, which fits him for positions in other departments of the service, if for any reason he does not want to stay with the telegraph department.

"However, as you well know, a large number of the Railway Presidents, General Managers and General Superintendents got their start as telegraph operators, and there is no reason why, in the years to come, there should be any exceptions along this line."

Out of the mass of testimonials which we have received from high railroad officials, all testifying to the telegrapher's chances for advancement, we select but one more, that of F. C. RICE, General Superintendent, C., B. & Q. Ry.:

"The peculiarly confidential relation which the nature of the telegraph service seems to establish, naturally calls the employe of this department into closer touch with the management of important affairs than some other departments. Frequently the diligent operator is receiving an experience and fitting himself for the responsible positions without being aware of the fact. It is generally conceded to be correct that a larger share of the managing officers of railroads throughout the country have risen through the ranks of the telegraph service than any other department. This department seems to be a favorable one for preparation for larger responsibility and one to which railroads are looking largely for men to promote."

The mere mastery of the telegraph key leads men on and on to heights of renown, where they draw salaries which kings could live on, command armies of men whose operations stretch across continents, plan vast projects that open new lands to civilization, are called by the nation's president to act upon committees of national importance, and, in fact, are placed among the world's benefactors. Yet, strange as it may seem, this road of development has been trodden by one man after another till the custom has grown almost into a hard and fast rule. And this is why the path, closed to others, is always open to the telegrapher.

In many cases, the telegraph operator becomes the railroad's local agent at the place where he is working. Herein lies the meaty kernel of the whole opportunity. As the agent of such a mighty institution as a great railway system, the young man begins at once to get such an intimate knowledge of that railroad's affairs as the clerks in the general offices would

never learn in a lifetime. The young man's next advance is to the position of train dispatcher, where, in controlling the movements of trains, he makes use of the knowledge he obtained as a telegrapher and agent. From train dispatcher he climbs up to train master, then to division superintendent, and from there he takes his place among that small group of powerful men who direct the industrial progress of his age.

Who some of these noted men are is told by C. O. Dunn in the Chicago Tribune:

"It is the opinion of those best fitted to judge that in the future, as in the past, the men who start at the telegrapher's key and end in the general manager's, vice-president's and president's offices will be numerous in the land. This is the view taken by WILLIAM A GARDNER, who, as vice-president in charge of the operation and maintenance of the Chicago & Northwestern, controls the handling of more trains than any other railroad man, perhaps, in Chicago. Mr. Gardner, himself, began railway work thirty years ago as a telegrapher for the Chicago & Alton at Lemont, Ill.

"The Greatest Railroad Man in Canada"

"The late SIR WILLIAM C. VAN HORNE, chairman of the board, and formerly president of the Canadian Pacific. For his eminent services in promoting the commercial and industrial development of Canada, he was knighted. Sir William is a native of Will County, Illinois, and in the early sixties began his railway career as telegraph operator on the Illinois Central in Chicago.

"MARVIN HUGHITT, ex-president of the Northwestern, stands in the front rank of great railway men. Over fifty years ago, Mr. Hughitt entered railway service as a telegraph operator on the St. Louis, Alton & Pacific, now the Chicago and Alton. His rise was steady. In 1872 he became general superintendent of the Northwestern, in 1876 its general manager, in 1880 vice-president, and in 1887 its president."

Among the other railroad presidents who came from the ranks of the telegraphers may be mentioned—

ALBERT J. EARLING of the Chicago, Milwaukee & St. Paul; HENRY IRVING MILLER of the Chicago & Eastern Illinois and the Evansville & Terre Haute roads; ALFRED J. DAVIDSON of the St. Louis & San Francisco Railway; MILTON H. SMITH of the Louisville & Nashville; THOMAS M. EMERSON of the Atlantic Coast Line; and CHARLES R. HUDSON of the Mexican Central.

Among the operating vice-presidents who started as telegraphers are: W. C. BROWN, New York Central; W. A. GARDNER, Northwestern; H. U. MUDGE, Rock Island; E. W. McKENNA, Chicago, Milwaukee & St. Paul; RUSSELL HARDING, formerly of the Missouri Pacific and later with the Erie; ANDREW A. ALLEN, "Katy"; W. H. BANCROFT, Oregon Short Line; FRANK BARR, Boston & Maine; EDGAR VAN ETTEN, New York Central; PERCY R. TODD, New York, New Haven & Hartford; C. H. ECKERT, Southern; GEORGE E. EVANS, Louisville & Nashville; CHARLES H. LEVEY, Northern Pacific; J. J. TURNER, Pennsylvania; JAMES M. HERBERT, Colorado Southern; GEORGE A. CLARK, Colorado Southern and New Orleans & Pacific.

Outside of railroading the profession of telegraphy has helped thousands of men to high positions in the world, as the following cases will show:

Thirty-five years ago, H. C. BARLOW started in as a telegrapher for the Northwestern. He is now executive director of the Chicago Commercial Association.

R. J. WYNNE, ex-United States Postmaster-General, and P. V. DeGRAW, ex-Fourth Assistant Postmaster-General, both climbed up from a telegraph operator's position.

RICHARD W. SEARS, founder of the great mail order firm of Sears, Roebuck & Company, doing a monthly business of five million dollars, started his mail order scheme while employed as telegraph operator on the Northern Pacific. It is said that the knowledge of the world gained as a telegrapher enabled him, in eleven years, to build up this gigantic enterprise.

FRANK A. MUNSEY, a poor country boy, found in telegraphy the means of acquiring that fine business sense which has made him master of one of the country's greatest publishing firms. He publishes six magazines, and has a yearly income considerably over a million dollars.

THOMAS A. EDISON, the world's greatest inventor, became a telegraph operator while a boy, and through the knowledge of electricity gained there, became the great electrical "wizard" of his age.

The late ANDREW CARNEGIE, while yet in his teens, became a telegraph operator, and steadily rose to become superintendent of the Pittsburg division of the Pennsylvania Railroad. Through his knowledge of telegraphy he gained an insight of iron and steel conditions, and became one of the world's richest men.

MR. CHARLES J. GLIDDEN, the well-known automobilist, was formerly a telegraph operator.

Thousands of others who occupy similar positions have to thank the telegraph profession for their success in business achievements. ***Why Not You?***

Two (2) Sisters To Rock Island Ry.

Valparaiso, Ind.,

To whom it may concern:

The undersigned enrolled at Dodge's Telegraph Railway Institute six months ago and are leaving to accept positions as telegraph operators on the Colorado Division of the Chicago, Rock Island & Pacific Railway.

The Dodge Institute was recommended to us by a former student, Mr. Theodore E. Elders, who was a friend of our family, and we in turn will be only too glad to recommend it to our friends and acquaintances. We have been highly pleased with both the treatment and instruction we have received. We have been able to earn all our living expenses while attending school, by working outside of school hours, and anyone who wishes may do likewise. We shall always endorse the Dodge Telegraph Institute.

Respectfully,
(Miss) MAY OSBORN,
(Miss) PEARL OSBORN.

Glenhayes, W. Va.

Dear Mr. Dodge:

Just a line to let you know I am still among the living. Am telegraphing here for the Eureka Pipe Line Co. Get $162 per month and have the finest chance in the world to become an expert operator. I have been working third trick ever since I came, but am going on second next month, and on first in March. By changing tricks in this way each operator gets his share of night work and also his share of the heavy morning work.

This little burg is located on the N. & W. Ry. and just across a little river from Kentucky. The pumping station here, called the Tug River Station, is the farthest one south on the line. Across the river the line is called the Cumberland Pipe Line Co. Both, though, are operated by the Standard Oil Co. The oil business seems to be at its best now and is not in the least affected by the general depression. It looks now like this station would be pumping up to its full capacity of about 1,000 barrels an hour by the end of the month.

The work here is very easy and very interesting. It seems to me much more preferable than railroad operating.

Thanking you again for the fine instruction and treatment I received at your school, I remain,

Your friend,
ROY C. BALLEW.

Three To The Michigan Central Railway.

Valparaiso, Ind.,

To whom it may concern:

We, the undersigned, have been attending the Dodge Telegraph and Railway Institute for the past five, four and one-half and five and one-half

Attractive Wages

The opportunities offered young men and women to fill positions as operators with railroad, commercial telegraph and wireless companies are excellent. Frequently our students are offered good positions at liberal starting salaries before they have finished our courses.

Wages are higher in these professions than ever before. The salary of the beginning Morse railway telegrapher varies from $140 to $160.00 per month, while the more experienced operator receives considerably more. Salaries of Railway Station Agents range from $150.00 to $250.00 per month with proportionately larger salaries at the more important stations. Radio operators receive the equivalent of from $150.00 to $225.00 per month.

The amount of salary paid depends upon the capability and trustworthiness of the individual filling the position. In some instances, the amount of responsibility laid upon the operator also affects the salary he receives.

Figure It Out Yourself

Now, take your pencil and do a little comparative figuring for yourself. Should you decide to enter some other profession such as medicine, law, civil, electrical, or mechanical engineering, you would first have to take a long, hard preliminary course even before entering school, since the reputable schools now are demanding at least high school educations of their enrolling students. Four years of high school, with probably four years of college at a great expense, if you wish to become a doctor or a lawyer, and at that time you will only be ready to take up your professional studies. Now, take three to four years more, and you are then ready for your life work. You find you have used up from seven to twelve years of your life, together with a few thousand dollars of your parents' money; and for all this outlay of time and money, what are your prospects? Simply this: that since a great many young people have a yearning to go into a "respectable" profession, and therefore crowd these fields far beyond their limit, for three or four years you will be barely "scraping along" with the most meager income. Your doctor or lawyer will tell you how long years would have to intervene before you would be making a decent income from either of these professions.

Telegraphy Best Field

Compare the facts given above with the quick, assured returns from the study of telegraphy. Within a few months' time, at a remarkably low cost, you can take a complete course at the Dodge Telegraph, Railway Accounting and Radio (Wireless) Institute.

When the young man desirous of becoming a lawyer is worrying over his high school Latin examination, you are on your way to take a position. While this prospective law student is getting his high school diploma, you may have become local agent for a railroad at a salary of from $175.00 to $250.00 a month, and are fast learning the basic principles of railroading and forming an acquaintance with men of affairs. Or, by this time, you may be earning $200.00 or more per month as an expert telegrapher, or you may be the wireless operator of a big ocean liner at a handsome salary, enjoying first-class living accommodations and a fine opportunity to see the world.

When the young man has completed his college studies and three or four years of law, you may be well on the road to a superintendency, at a salary of from $4000.00 to $8000.00 a year, after having served as train dispatcher at a splendid salary. The profession of law was not chosen for comparison because it was the worst. On the contrary, in many other lines of endeavor the situation is very much worse.

Other Trades Require Longer Preparation

Preparation for the trades takes as long as for the professions. Take the plumber. There is your apprenticeship, provided the unions allow you to become an apprentice. Your learning requires four years and your wages can hardly be called living wages. You must do the drudgery work around the shop. I am told, too, that apprentices are not sure of ever getting out of that class, because they are purposely bullied by the men above them or are unable to avoid the ill will of their employers, so they are forced out. In this way young men make themselves very handy to their superiors without ever getting into the closed circle of the plumbing union where they can justly demand fair wages.

If they manage to get through they make good wages because plumbing is one of the most highly paid trades. But the telegrapher would be ahead of him because he will have risen while the plumber has no more chance to rise in his trade unless he goes into business for himself. The telegrapher has every chance to climb the ladder of success. And plumbing is by no means worse than the other trades. On the contrary, I have chosen it for the comparison because it is one of the best trades. If plumbing suffers from the comparison with telegraphy, all the other trades would suffer much more. This is proven in a more telling manner by the men who come to our school from the different trades, to get started in a field of effort which furnishes them steadier employment all the year round and has produced more men of repute than any other trade in America.

Steady Work

Another very favorable feature about the trained telegrapher's position is that he has continuous, steady work throughout the whole year. Many men in the building trades—plumbers, carpenters and bricklayers—must be idle during certain seasons of the year. The clerk and the school teacher have their enforced vacations, due to the nature of their work. But the capable, trained telegrapher may be assured of employment, twelve months in the year, with a substantial vacation at full salary and free transportation also furnished.

Demand Always Great

For the past fifteen years the great railroads have been issuing repeated calls for many hundreds more of telegraphers than actually were to be had. They are still clamoring for key men; and we believe they will continue this great demand for many years to come.

The great commercial telegraph companies of the country (The Western Union and Postal) are also crying for telegraphers. Their calls are urgent and insistent. Then, the wireless too must be supplied with competent operators. The big lines are constantly sending out calls for men.

There are many reasons why key men will find jobs always waiting for them in the future. Here they are:

First, railroad extension is ever going forward. Our own American West sees every year extensions and new roads in every direction. Nor is the new South very far behind the West. Dixie is so rapidly becoming a land of factories and vast industrial possibilities that the Southern railroads are working strenuously to extend their mileage to meet the inevitable conditions.

Then, look outside of America, and see how rapidly the world is taking to railroads. The Canadian Northwest, twelve years ago a grassy wilderness, is today an empire of a million farms, all dependent for their future prosperity on the mile upon mile of new rail-

months, respectively, and are leaving today to accept telegraphic positions with the Michigan Central Railway.

Two of us had the school recommended to us by former students and we shall all be glad to recommend it to anyone who is desirous of learning telegraphy. We all made a portion of our living expenses while attending school and anyone who desires may do likewise. We have been highly pleased with the results we have obtained here and unhesitatingly recommend the school to anyone desirous of becoming a telegrapher.

Yours respectfully,
LESTER TIMM,
A. R. SEROCK,
M. A. ZARGORSKI.

Duluth, South Shore & Atlantic Railway Co.

Covington, Mich.
Mr. Geo. M. Dodge,
Valparaiso, Ind.

My Dear Mr. Dodge: This letter will introduce to you Mr. Enar Erickson and Mr. Richard Gustafson. I have known and chummed with both these lads during my time at this station and can highly recommend them for students in your school, and feel with the good instruction they will receive through your school, will make good operators. The field for operators on this system is the best that I have ever seen it, and it is because of these new opportunities that I encouraged these boys to take up telegraphing. I am always pleased to hear news of the school, and when it comes to recommending a school for telegraphy you may always bank on me for the dear old Ham Shop. It is with this spirit that I remain,

Yours very truly,
A. J. KROENCKE.
Class '15.

Rock Island Lines.

Superior, Ia.
Mr. G. M. Dodge,
Valparaiso, Ind.

Dear Sir: I suppose you think that I have forgotten your past favors and Dodge's Institute of Telegraphy. In fact, I always remember but did not have the opportunity to write.

I am at present agent at this town and earning a good salary—from $180 to $200 per month. Mighty fine kind of work.

Mr. Walter Garling and Mr. Jim Merriot, of this town, advised me that their intention is to study telegraphy and they are going to school. I told them how good an institution you have at Valparaiso and would like to have you write them, and also send them all the particulars possible.

How are all my instructors getting along, if they are still there.

With best regards.

Yours very truly,
A. A. LEWIS.
Class '14.

George Boyce, Supt. Telegraph, Chicago, St. Paul, Minneapolis & Omaha Railway, says:

"There was always a good demand for telegraphers before the war and the indications are that this will continue after the affairs of peace are adjusted. Salaries of telegraphers have been increased to the point that they are now quite attractive.

W. H. Hall, Supt. Telegraph, Missouri, Kansas & Texas Railway (as Well as Numerous Shorter Railroads), Says:

"I have been in the telegraph service since 1888. During that time I have never known but one period, which was in 1895, when there was a surplus of telegraphers, and, since that time, I have never known a year when the railroads had all the good telegraphers they needed. I see nothing in the situation, at this time, to justify any belief that there will be a surplus of telegraphers in the future and, as the country develops and the population increases, there will be a still greater demand for telegraphic communication. Salaries range from $130 to $180 per month with proportionately larger salaries for wire chiefs, managers, and the more important positions."

William Bennett, Supt. Telegraph, Chicago & Northwestern Railroad, says:

"I see no reason why there should not be a good demand for telegraphers and at good salaries for an indefinite time. The number of places where we would like to have telegraph service but are obliged to get on the best we can with local telephone circuits connected with the nearest open telegraph offices, because we cannot get telegraph operators, indicates that we have more vacancies due to this cause than ever before; and we have left no expedient untried. As I have told you before, I have for the past ten years been of the opinion that the telephone is by no means destined to take the place of the Morse telegraph in the railway service."

roads that are fast spider-webbing that fertile country. Each new railroad needs a host of telegraphers to operate it, and the states are being yearly searched through for men understanding American railroad methods to go into Canada and operate the lines according to the most modern methods. But Canada is not the only country that yearly drains away the telegraphers from America. All Spanish-America are appropriating vast amounts for the installation of American railroad systems within their boundaries. Millions of dollars of American capital are invested in Spanish-American railroads, and these railroads are largely under American management. This naturally results in a large number of American telegraphers who, through their positions, have learned practical railroading, being invited to these countries to take charge at flattering salaries. And, of course, whenever a telegrapher moves out of the country, it creates a demand for another to fill his place. This remarkable activity in railroad building is one cause of the universal demand for telegraphers.

Makes Demand Greater Than Ever Before

A second cause is the fact that practically all the roads are re-equipping their lines with devices for making railroad travel safer. I refer to the block system, a method designed to make rail wrecks well nigh impossible. But the block system has to be managed in order to be efficient; and this management will, in a great measure, fall to the part of telegraphers. The installation of the manual block system by a great railroad will greatly increase the number of operators necessary to manage safely the operation of the rolling stock of that road, it being estimated that in some sections the new device has more than doubled the number of working telegraphers.

A third strong factor in making a great demand for key men is the nine-hour law passed in 1907, by Congress, which went into effect in March, 1908. This nine-hour law means practically an eight-hour law, since three shifts of men are needed for every twenty-four hours, instead of the two shifts as formerly. Just mark the full meaning of this law. In every telegraph office open day and night —and there are a great many thousand of these throughout America —one extra man is needed.

The fourth cause of the big demand for telegraphers lies in the other telegraphic fields besides railroading. The Commercial Telegraph Companies, such as the Western Union and Postal, are ever in the market for new men, since the marvelous prosperity through which the country has been passing has caused an immense rush of work to these companies. The recent inauguration of the night and day lettergram service, at greatly reduced rates, by the Western Union and Postal Telegraph Companies, is enormously increasing the telegraph business of the country, and consequently increasing the demand for telegraph operators. The vast strides made in developing America's new oil fields have resulted in the construction and operation of new oil pipe lines, and the passage of oil through these pipe lines is overseen by means of chains of telegraph stations situated along the lines.

The demand for Radio (Wireless) operators is growing correspondingly great. Nearly every boat that sails on oceans and lakes must be equipped with Radio (Wireless) apparatus and operators. This is a law of the United States Government.

The fifth cause and one of great importance is the fact that telegraphy being a "University of Business Experience," its followers are being continually called to higher and better positions, therefore making a large number of vacancies in the ranks which must be filled by new men.

Valparaiso
The Ideal College Town

A View on College Hill, Valparaiso

Valparaiso—Vale of Paradise—is one of the genuine beauty spots of America, a modern Garden of Eden. Situated amid the rolling northwest portion of the Hoosier state, in a country of intermingled farms and forest, girded by pretty lakes and winding streams, its elms shading delightful American homes, its pleasant streets, thronged with happy groups of students, its playgrounds echoing the shouts of contending student teams of athletes, its verandas in the evenings resounding with thrumming guitars and college songs, its churches welcoming on Sundays a goodly portion of the whole city within their walls, its platforms graced frequently by America's greatest speakers, its roll of citizens containing the names of men and women whom the country has delighted to honor—it is small wonder that everywhere it is known as the ideal college town.

South Shore, Flint Lake

Social Life

Its social life is just what the young man dreams of in his home on the farm, in the crowded city where one does not even know his next door neighbor, nor the young man above or below him in the same apartment, or in the prosaic small town where there are few of the younger folks to mingle with and nothing to see that gives enjoyment and recreation.

North Shore, Flint Lake

Celebrated Oval Tree, Sager's Lake

Scenery

In the early days the people who made this spot their abode realized how lavishly Nature had poured out her gifts here in woodland, in lakes, in hills, in vale-beauty at every turn; restfulness to the eye in varied landscapes, and equally conducive to the rest of weary brain and body. And as the hamlet became a village, and the village grew into a city, and the city brought modern comfort, Nature has not been destroyed in the interests of modern civilization

It has rather been preserved, and today on either side of its miles of paved streets and shaded avenues are to be found attractive homes of its people. Only forty miles to the west is the marvelous city of modern times, ever reaching out for more territory to house its people and its work, and those who are planning the "Greater Chicago" have included within its radius one of its most attractive suburbs—the Vale of Paradise—a beautiful city of homes.

Memorial Opera House

Typical Residence Street

Valparaiso Public Library

Sports

Nearly every clean sport known to the athletic world flourishes in our pretty city. Bicycling and motorcycling are also popular again here and many students bring along their wheels and skim over the hills and level stretches of country that lead to our city. Nearly every street in the city is paved with brick or macadam, and there are several hundred miles of fine stone and gravel roads in the county.

Churches

Valparaiso is also a church city. Many denominations have their own houses of worship and our students are welcomed at the services. The photographs shown on these pages indicate how strongly the wholesome religious spirit prevails. All the church edifices are beautiful examples of architecture. Their social adjuncts, such as young people's organizations, make them popular with all of the thousands of students. One interesting item and a source of much pride to the pastors in charge is the number of marriages of students who have been brought together from widely separated portions of the United States and Canada. Everything possible is done to make their religious life enjoyable. Parents especially will be glad to have this assurance.

First Presbyterian Church

Methodist Episcopal Church

Roman Catholic Church

What my school will do for a young man's or woman's character is a frequent question by anxious parents who rightly consider character a finer possession than a big income. I wish to assure you that the young man is impressed with the fact that he is training for the serious business of life. Furthermore, he is taught that he is about to enter a profession that tolerates no trifling, and he must, if he is to succeed, acquire splendid habits. If a boy lacks the steadfast qualities when he enters my school, he is either going to acquire those qualities or he will find the place highly uncongenial. But place a boy among several hundred young men, all bent on entering a profession that will call for every fibre of manliness in their natures, and it is safe to predict that that boy will come out a steady-going young man. In fact, this is actually what does occur every year; and those parents who first wrote us with the greatest anxiety are the very ones to thank us most feelingly for the moral atmosphere that is here thrown around their boys.

First Christian Church

First Baptist Church

Memorial Lutheran Church

The Exclusive Advantages
Offered by this School

MY school is the only institution in which young men and women can become thoroughly qualified for positions as railway and commercial telegraph operators. Besides, my school is the oldest in existence, and the equipment in every department is the most complete of any school in America. The deans of our three big departments—Morse (wire), Railway Accounting (station agency), and Radio (wireless)—are practical men as well as efficient instructors. They all have had a great deal of actual experience in their respective fields.

The detail of equipment in the Morse (wire) and Railway Accounting (station agency) departments is as near as possible to the actual working conditions that obtain at railway stations, and railway and commercial telegraph offices. I have both the Western Union and Grand Trunk Western Railroad wires connected right in the school, and I also have a large Marconi Wireless station and my students have the benefit of all this equipment. Our Radio (wireless) laboratory is likewise completely equipped.

What We Teach

1. Morse (Wire)—Railway and Commercial Telegraphy.
2. Station Agency (Railway Accounting).
3. Radio (Wireless) Telegraphy and Engineering.

Penmanship, orthography (spelling) and typewriting are also included—all of these being taught in the Morse (wire) department, and penmanship is taught in the Radio (wireless) department.

Dodge's Telegraph, Railway Accounting and Radio (Wireless) Institute, the school that bears my name, was founded in the year of 1874 by my father, George A. Dodge, then a telegraph operator for the Pennsylvania lines. His appointment later as local agent for these lines necessitated that he withdraw for a time from the management of the school; but in 1899, he re-assumed active work in the school as Vice-President, which position he held until his death in 1906. My father was a practical, well-informed railroad man all of his life.

I assumed active control of the Institute in 1891, but long before that I had served my apprenticeship to the railroad, and three years before that had become local manager of the Western Union Telegraph Company. I am still serving in that capacity. Thus, you see, Dodge's Institute was founded by, and has long had the services of one of the oldest and best informed telegraphers in the country. It is now being carried on by one who served first as a railroad telegrapher, and who has seen long service in practical commercial telegraphy, and who since his boyhood has made a study of the subject.

The actual investment in buildings and equipment amounts to more than $25,000.00 and could not be duplicated today for forty thousand dollars. This amount of money would probably replace the combined equipment of all other telegraphic schools in America. Our institution is the only school of its kind in the land housed in buildings owned and exclusively occupied by itself. The two modern buildings cover a floor area of 15,000 square feet; each building is two stories in height, with basement under the entire buildings. The materials are of the best and the buildings are heated with steam, electric lighted, and modernized throughout. The best evidence of our high standing is our marvelous growth in the last twenty years.

Wire or Morse School Equipment

Twenty-two tables—(Primary), accommodating eight students each.

Four metallic lines—(Intermediate), accommodating twelve students each.

Two metallic lines—(Advanced Intermediate and Graduating), accommodating ten students each.

Three ground return circuit wires—the graduating line. These lines are arranged into offices all having three full sets of instruments, with Western Union switchboard, ground wire connection, local battery, etc.

Eleven typewriting booths—accommodating a like number of students at the same time, seven of these being equipped with instruments which can be connected with any circuit in the school so as to enable the student learning to receive on the typewriter at any speed, slow or fast, as may be desired.

The Electrical Apparatus Comprises:

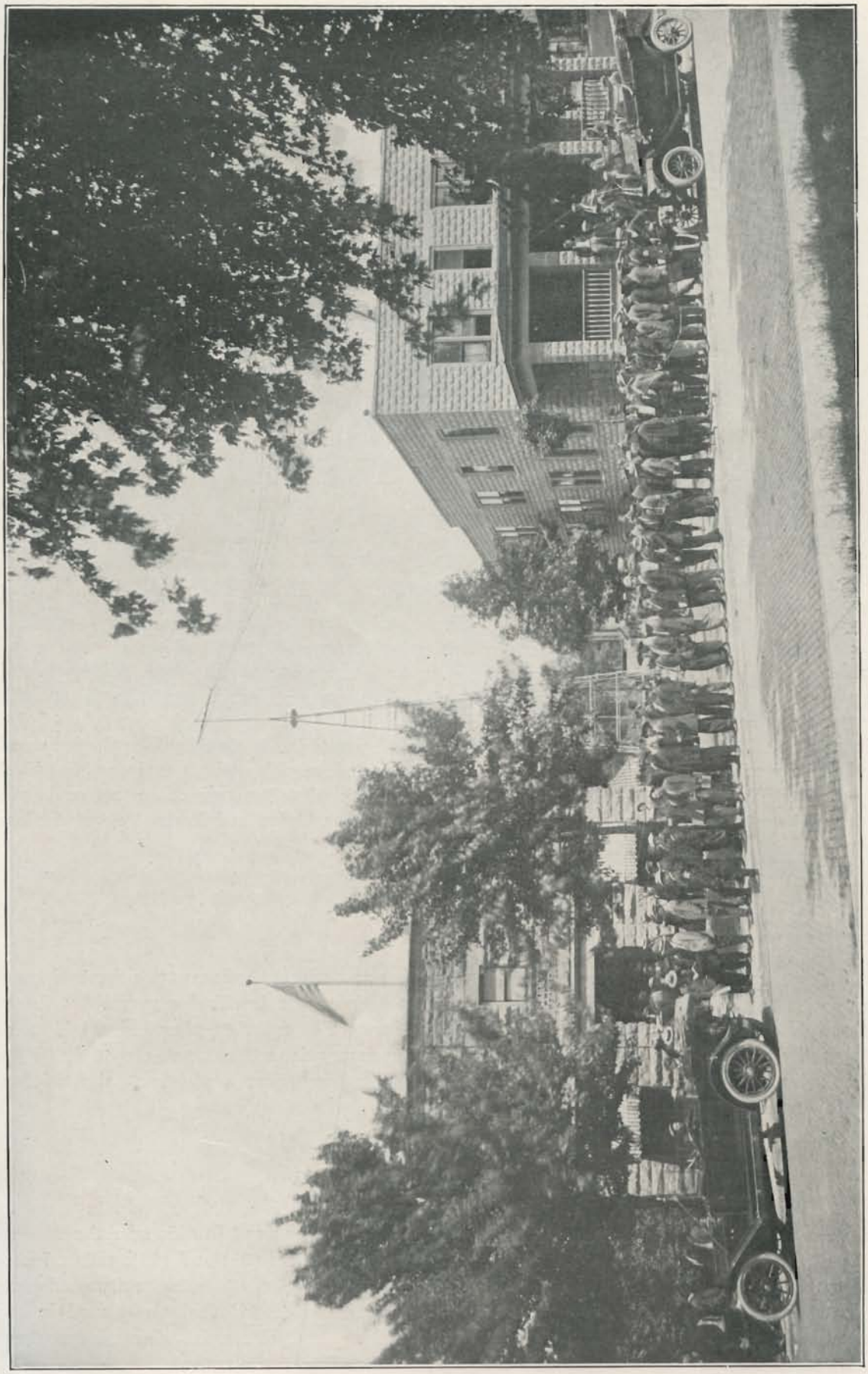
103 transmitting keys; 15 20-ohm relays; 103 4-ohm sounders; 1 20-ohm box relay; 8 resonators; 1 4-ohm combination set; 42 union lightning arrester cut-outs; 1 150-ohm combination set; 1 200-ohm combination set; 1 27-wire Western Union switchboard, with lightning arrester; 1 16-wire Western Union switchboard, with lightning arrester; 4 4-wire Western Union switchboards, with lightning arresters; 1 6-wire Western Union switchboard, with lightning arrester; batteries; 10,000 feet of copper wire.

Typewriters

Eight No. 5 Underwoods.

Six No. 8 L. C. Smiths.

New Postoffice Building, Valparaiso, Indiana



Dodge's Telegraph, Railway Accounting and Radio (Wireless) Institute, Valparaiso, Indiana

Department of Morse Telegraphy

C. A. Harmon
Dean, Morse Department

C. A. HARMON, the dean of the Morse (wire) department, is in special charge of the advanced intermediate and graduating circuits. He began his telegraphic career with the Baltimore and Ohio railroad at an early age, remaining with that company for some time. Following this service and for several years after he was employed by a number of the leading railway systems,—including the Wabash, Grand Trunk, Chicago and Eastern Illinois, and New York Central Lines, handling some of their heaviest telegraph jobs. Following this diversified and valuable railway experience he telegraphed a while for both the Western Union Telegraph Company and the Associated Press. Mr. Harmon's varied experience makes him thoroughly qualified to teach all phases of the profession, and we consider ourselves fortunate in procuring his services.

A complete course of instruction, embracing a thorough training, is given in every branch of the telegraph. Particular attention is paid to railway and commercial telegraphy, and in this course recitations are continuously held by our thorough and experienced railroad and commercial telegraphers who are now in our employ as instructors.

Among the important branches included in our course of study are: The electric current; instruments employed and adjustment of same; the battery and the care of it; the switchboard, explaining in detail the function it performs, ground wires, etc.; transmitting or sending, including correct position of hand and movement of wrist; receiving; circuit regulations, wire and numerical wire signals; abbreviations used in both railroad and commercial telegraphy; definitions of technical terms used in railroad and telegraph work; duties of railroad employes; standard railway rules; rules for the movement of trains by telegraphic orders; train orders; block signaling, with definitions; telegraph block signals; block signal examination; railroad telegrams; commercial telegraph rules as used by the Western Union and Postal Telegraph Companies; commercial telegrams, including service messages, etc.

The Primary Department

If you have no knowledge of telegraphy, you are first taught the correct position and movement of the arm at the telegraphic key. At the same time, you familiarize yourself with the telegraphic code. This requires from two to four days. You are then placed at a table with others of equal ability, where, step by step, in this primary department, you attain the ability of actually telegraphing and receiving straight newspaper matter at a speed of about fifteen words per minute. From here you enter

The Intermediate Department

where you not only receive and transmit (send) matter word by word in code over the wire, at a little greater speed, but you also begin the study of train orders (31) and (19), railroad messages, train schedules, standard rules of railroads governing rights of trains, railway signals, train sheets, clearance cards, block signaling, and definitions of technical terms used in the railroad and commercial telegraph work, duties of railway and commercial telegraph operators, commercial messages, and commercial telegraph bookkeeping.

Sectional View of Beginning Primary Department

The Graduating Department

Has four completely equipped offices which have three full sets of instruments, including a train dispatcher's wire, a block wire and a message wire. Semaphores, hand signals and all blanks necessary for correct handling of trains also obtain. Each office is equipped with a four wire Western Union pin plug switch board with ground wire connection. These lines are, in fact, an exact reproduction of an actual telegraph system affording the student unequalled opportunity to study main line and local circuits, wire patching and grounding of wires, with every description of wire testing being done. The way in which these lines have been constructed enables the student to readily understand the intricate parts of the instruments and the manipulation of switchboards, for, as previously stated, the installation of instruments and switchboards is exactly the same as on regular telegraph lines. The telegraph wires receive their current from the main line batteries and return the same through the ground. The equipment consists of regular Western Union pin plug switchboards, three full sets of instruments at each office (key, relay and sounder), main line batteries and main line ground wires, local batteries and local or intermediate ground wires.

Mr. C. A. Harmon, Dean of the Railway and Commercial Telegraph Department, lectures on all of the foregoing to all advanced students, and not only this, but he requires each student to make connections as he will be called upon to do when in active service. No arrangement of this kind obtains in any other school to our knowledge. An idea of the value of this work may be had when you

O. N. Owen, Registrar

O. Newton Owen, registrar and instructor in the Morse (wire) department, has been identified with this institution for the past fifteen years as a teacher. He graduated at this school in 1906, after which he telegraphed for the Western Union Telegraph Company in Chicago. Mr. Owen is a splendid teacher and an asset to our institution.

View of Advanced Primary and Beginning Intermediate Departments

Mr. R. K. White

Mr. Raymond K. White after graduating from this institution entered the employ of the Western Union Telegraph Company. Following this service he worked as a telegrapher at several points for the Illinois Central Railway. It was while he was serving the latter company that we induced him to come to us. Mr. White, besides being an expert telegrapher, is a splendid teacher. We consider ourselves fortunate in procuring Mr. White.

consider the fact that all of our graduates know more about this than at least seventy-five per cent. of the telegraph operators in actual service.

All students in the graduating department receive instruction for three hours daily and this does not include the instruction they receive in penmanship and typewriting. Two hours of the foregoing is devoted to wire instruction while one hour each day is given to special instruction, lectures, etc. Students alternate each day in occupying offices on the graduating lines so as to give the entire class an opportunity to do the actual work. Students of the graduating class while not in the offices are required to observe and criticise the work that is being done by other students and, in fact, answer questions that may be put to them by the teacher. A regular train service is carried on—trains being represented by cards with numbers thereon carried by the instructor, who receipts (31) train orders, accepts clearance cards and in a general way conducts a service as would the conductor of a regular train. This plan, in the opinion of many of those in a position to know, is believed superior to the "toy train service," which is in vogue at some schools. Manifold train order blanks, both (19) and (31), with carbon sheets, block sheets, message blanks, clearance and caution cards, releases, hand signals and, in fact, everything that is necessary for the complete instruction of the student, are used in this work.

At the completion of this work one is qualified to assume a position as telegraph operator with almost any railroad and with either of the commercial telegraph companies.

View of Advanced Intermediate and Graduating Departments

Besides this course of instruction, which is almost of inestimable value, we have a Grand Trunk Western Railroad wire and a busy Western Union Telegraph Company wire right in the schoolroom from which the students receive instruction and practice while not receiving instruction from our teachers. These wires are busy ones and are a most valuable adjunct to our regular course of instruction.

The Train Dispatcher's Office is supplied with four full sets of instruments with additional keys to be used by the copier, a 27-wire Western Union switch board, and three sets of testing instruments.

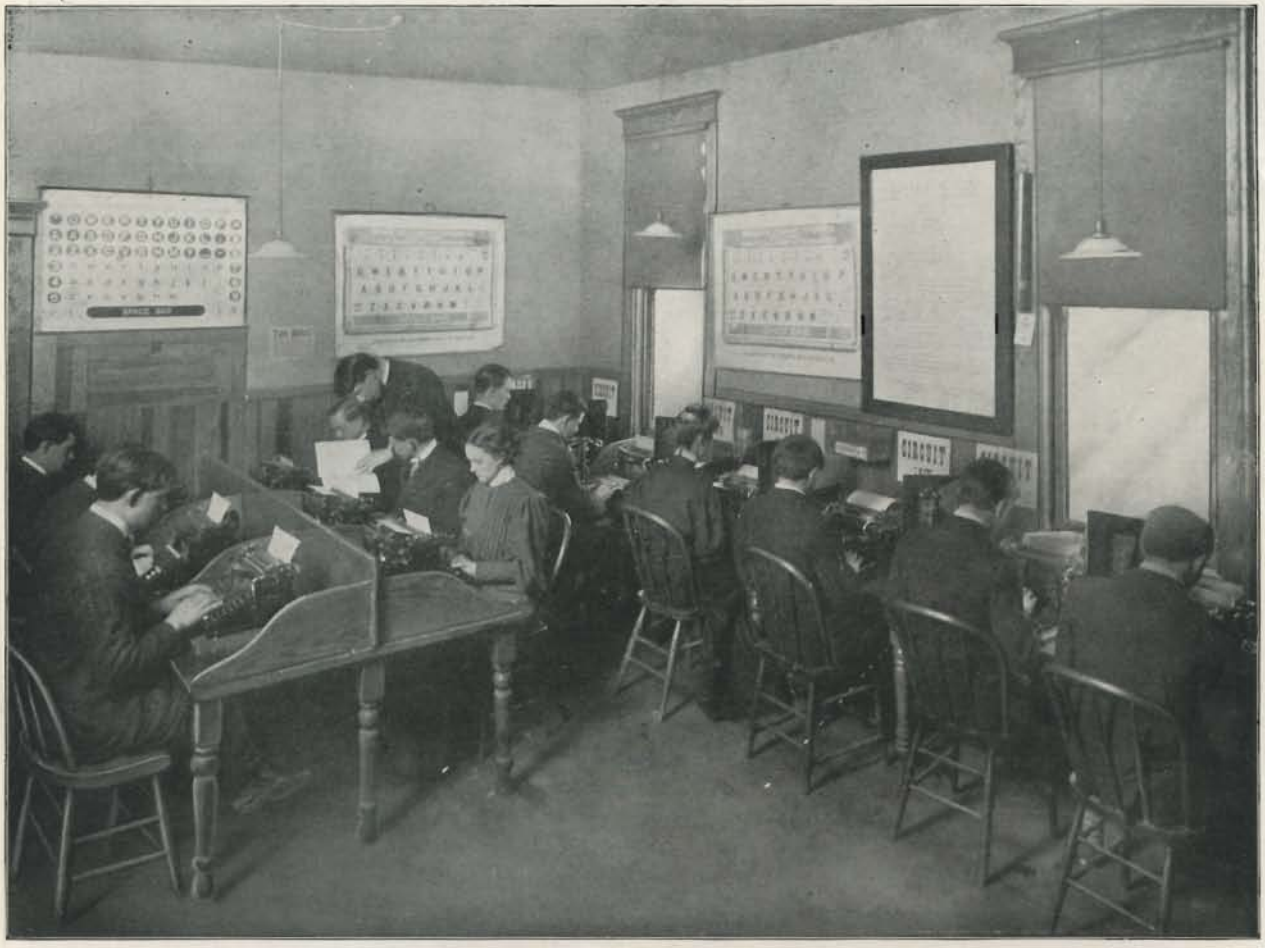
Penmanship and Spelling

Very few people realize the full value of a course in Penmanship. They don't appreciate what a tremendous influence for promotion clean and attractive handwriting is—how often it is the means of getting the attention and good will of some one higher up. Poor, scrawly Penmanship, on the contrary, is almost sure to arouse unfavorable comment, and gives the impression of the writer as being a slovenly, careless, shiftless individual.

In fact, legible handwriting is absolutely essential for a successful telegrapher, station agent or radio operator. Realizing this fact, years ago we added a course of drill penmanship, which has been made a regular feature of the course. Students practice penmanship at least thirty minutes daily.

P. F. Frenzer, Supt. Telegraph, Union Pacific Railroad, says:

"There has, of course, been a very great shortage of telegraphers for some years past, the recent war contributing considerably to the demand, notwithstanding that many had to be retained to operate our system, but who were eligible, for military service. While many telegraphers, who entered military service, will return to their former positions, quite a number will locate at other places and in different lines of business, so the return of enlisted men will not take care of our demands. There is also the demand on account of ordinary retirement which requires thousands of telegraphers yearly to fill, and then with the growth and development of the country many additional positions are constantly created for which telegraphers are needed. I believe that the demand for telegraphers will continue to increase, so I believe young men will make no mistake in entering the field. Increases in wages are large, so these positions are very attractive in a financial way."



View of Typewriting Department in Main School Room

J. S. Caskey, Supt. Telegraph, Lehigh Valley Railroad, says:

"I wish to say again that my personal opinion is that the demand for competent telegraphers in the future will be heavier than in the past. Notwithstanding the continuing increase in telephone facilities, the telegraph service occupies a distinct field and there will always be a demand for competent telegraphers. The outlook for good wages is better than it has ever been, and I feel that from now on we should not hesitate to notify and encourage young men and women to enter the field. There is something about the education which an operator receives that fits him for a good position even along other lines of business, if he should not wish to continue in the telegraph and railway service."

The Palmer Method of Business Writing is taught. No additional tuition is charged, and what we give in this work is usually sufficient to make a good penman out of an ordinary poor writer. This is our aim.

CORRECT SPELLING is likewise a great asset to the telegrapher and for that reason we have adopted the Metropolitan Business Speller. Thirty minutes daily is devoted to spelling and no additional tuition is charged for it.

Typewriting

As typewriters are now used so extensively in receiving messages from the wire that telegraph operators must be able to use them before they can secure a real good position, we have added this branch to our course.

The Postal and Western Union Telegraph Companies require their operators to use them in offices of any size, and a great number of railroads are adopting them.

The appearance of a typewritten telegram is neater, and more can be accomplished by the use of a typewriter. The work is also less laborious.

We teach typewriting upon the two leading makes of machines —Underwood and L. C. Smith—and give our students their choice of machines. We keep our machines new and in good repair and have only the latest models of each kind. We believe that our institution

is the only one which grants free use of typewriters with the telegraphic course. No extra charge is made for the use of telegraphic apparatus with any tuition, and a five months' course of typewriting is included, **free of charge,** with the scholarship tuition.

How to Qualify as a Telegrapher

As we have said before, little previous schooling is required of those desiring to learn telegraphy. A railroad official, with a young man's application before him, would no doubt ask the following questions: "Is he honest? Is he reliable? Is he of steady habits? Is he ambitious to make more of himself? Will he have the road's best interests at heart?" If these questions are answered satisfactorily, he next will ask: "Can he read and understand the orders given him? Can he write a plain and legible hand? Last, though not least, does he thoroughly understand the theory and application of telegraphy? For if he has the qualifications I have asked for, I shall be pleased to offer him a position on our road, hoping that he may develop into a trustworthy official."

This is about the way the railroad man would put it. You see, he doesn't ask for an elaborate education, but desires only those qualities which every self-respecting, ambitious boy possesses already, together with a special training in telegraphy. This telegraphic training the Dodge Institute stands ready to give you in a thorough, masterly manner. You need have no fear about your previous training or the lack of it. Neither should you fear that you haven't the "brains" for the art of telegraphy. The men that we yearly turn out and place in good positions are by no means brilliant in the sense of being intellectual prodigies. The great mass of them have probably no more schooling than you. There are some who would perhaps be considered dull in certain studies. But being practical minded young men, they keep up their daily work of textbook study and key practice with the result that usually in five to seven months they have placed themselves in that gilt-edged class of trained men, forever beyond the rough competition of unskilled men, with a position always waiting for them in a most fascinating field of labor.

Valparaiso, Ind.

To Whom It Concerns:

We, the undersigned, are leaving today to accept positions as telegraph operators on the Michigan Central Railway. Salaries are to be about $150.00 per month to start.

Mr. Dodge procured the positions for us and we are glad to recommend his school. We found everything as represented. Former students recommended the school to us and we, in turn, shall be glad to recommend it to our friends and acquaintances.

Respectfully,
S. H. MELLEN.
R. L. PERRY.

Baltimore & Ohio Railway.

Midvale, W. Va.,
P. O. Ellamore, W. Va.

Mr. G. M. Dodge.

Dear Sir: Understand that my brother, Frank A., is now at your institution learning to be a "Ham." Wish you would take care of him, and any wrong doings of his I would appreciate that you let me know.

Get him a job as soon as you got away with me and you will be doing fine, or rather, he will be doing fine. I have another brother who will soon be old enough to become a ham and will send him to you.

I have changed my jobs pretty often and have been in 26 states since leaving your institution six years ago, but finally got just where I wanted. Am now making $240 per month.

Yours very truly,
E. M. CAPERUSE,
Agent.

Sectional View of Graduating Class Room

J. W. McNeely
Dean, Railway Accounting Department

J. W. McNeely, dean of the Railway Accounting (station agency) department, is a practical and experienced railway telegrapher and agent. Mr. McNeely began his career as a telegrapher on the Big Four Railroad (New York Central Lines), remaining with that company for eighteen months, resigning to accept a position as telegrapher and ticket clerk with the Southern Railroad. After being with this company only a few months, Mr. McNeely worked at various times and places on several different roads, finally becoming identified with the Chicago and Eastern Illinois Railroad. Here he served as telegrapher, cashier and agent covering a period of ten years when we induced him to resign his position and accept a position with this institution as dean of the Railway Accounting department. After a period of two years, Mr McNeely again thought he would enjoy railroad work, and procured a position with the Illinois Central railroad as relief agent where he remained until January 1920, when we again induced him to resume charge of our Railway Accounting department.

Mr. McNeely has been with us for approximately six years and has proven a most successful teacher. He is thoroughly conversant with railway accounting work, and we realize that we have been extremely fortunate in procuring his services. We unhesitatingly recommend to all prospective students in the Morse department that they likewise subscribe for the Railway Accounting work which is so ably given under his supervision.

Department of Railway Accounting (Station Agency)

What This Course Means to You

Years ago officials of the great railroads urged us to found a department of Railway Accounting. They had already begun to demand **trained** men for railway station work. They showed how the responsibilities and important duties of the station agent gave him knowledge of the inner workings of the railroad and best fitted him for promotion. To make him worthy of the higher positions, he must be trained. This was why they recommended that we organize this department. Besides, many young men in letters to us told us of their ambition to enter the field of railroad work and of their need for the proper training that would fit them for a successful career.

Our Railway Station Accounting course is designed to fit the student for filling a position as railway agent, fully equipping him for the handling of both freight and passenger traffic and the general business that obtains at a railway station. The necessity of having such a course of training is very apparent. Railways are the arteries of commerce but, in the last analysis, just like everyone else, they are in the business for profit. Their agents, therefore, are their business managers at the different stations along their lines. The agent procures the revenue for the railway and, if it were not for him, there would be no need for the great number of employes engaged in the railway work. The tremendous sums of money paid twice a month by the railways to their employes, has passed through the hands of the railway agent. The very nature of the agent's duties really qualifies him as an official of the railway. He is in charge of all the company's property, and all employes at his station are under his jurisdiction.

In order to master the business at the great majority of railway stations, one must not only be qualified as a telegrapher, but must have a knowledge of the work to which reference has been made in the previous paragraph. He must have an acquaintance with interstate law and general knowledge of all the forms used and a thorough understanding of railway bookkeeping. It is, of course, possible for one working as a telegraph operator at a station, to become familiar with this work after several years of study but this, as a matter of fact, necessitates a long period of embarrassing experience. Most agents receive their appointments from the ranks of telegraphers, who have either worked as telegraph-clerk or have in some other way acquired a knowledge of railway accounting. The great majority of telegraph positions at way stations nowadays require that the operator do more or less clerical work. The qualification, therefore, becomes a requirement, and also proves to be the means of advancement of telegraphers.

For a number of years, or since the origin of our Railway Accounting department, the length of time to complete our Station Agency course required three months and while the work, as originally planned, is still covered in that length of time, Dean McNeely, realizing that work of a more advanced nature would prove of great value to the student, decided that he would add an additional month's time for what might be called post-graduate work and this has been done for those who decide to take the additional month and for which there is no additional charge for tuition. Mr. McNeely contends that the additional month is of great value to the student and states that the work done in that class would require years of actual working experience. He adds that it "rounds out the student," developing his resourcefulness and enabling him to meet the perplexing problems that occasionally present themselves. As a reward to those who complete the fourth month's course, passing

Sectional View of Railway Accounting Department

satisfactory examinations, a "certificate of proficiency" for which there is no charge, is issued.

Every subject pertaining to the passenger and freight traffic at a railway station is not only thoroughly taught in theory, but the work actually done in the class room and each student is required to become familiar with all details.

There are numerous systems of railway station agency, for, as a matter of fact, some railroads have slight deviations from that which obtains upon others—some using the daily and others the weekly and monthly balance system—yet all arrive at the same objective at the end of the month. We, therefore, decided to teach both the daily and monthly balance systems and have selected the systems containing the most difficult and greatest number of forms so that the student will be perfectly familiar with any of the so-called "red tape" when he assumes his position.

REMEMBER THAT IT REQUIRES NO ADDITIONAL TIME FOR ONE TO TAKE THE RAILWAY ACCOUNTING (STATION AGENCY) COURSE ALONG WITH THE TELEGRAPH COURSE.

An Outline of this Course

Forwarded Business.

(a) Rules governing the acceptance of freight.

(b) Receipts for shipments offered for transportation. This includes the issuing of the different forms of receipts, viz.: Straight Bills of Lading, Order Bills of Lading, Shipping Tickets, Live Stock Contracts, and Government Bills of Lading.

(c) Classification, Rating and Actual Billing of the different kinds of shipments sent collect and prepaid, Collection of charges on prepaid shipments, Writing up cash collections and disbursements in the cash book and keeping the proper records of way-bills, Abstracting of forwarded way-bills.

(d) Detailed explanation of, instruction in, and the issuing of a daily balance sheet every day.

Pennsylvania Lines
Racine, Pa.

Dear Mr. Dodge:

Guess you have given up ever hearing from me again, but I thought I would drop you a few lines to let you know I am still in the telegraph game and getting along fine.

Am working second trick here at Homewood Jct., salary $175.00.

This is the first job I worked on this division and it is about as heavy a job as they have. The Eastern Division is controlled by automatic blocks, but we have another division that comes in here that is operated by the manual block system. This division only has one track and trains on this division are dispatched by telegraph.

We have about 12 passenger trains from this division each trick alone, of which about five of them have to have orders. We also have a Y here and have about five Pitts- accommodation passenger trains that turn here and go back to Pittsburgh.

Was a little discouraged when I began here because there was lots of work, even for an experienced man. I am sure that if I had not attended the right school and got the good instruction that I did I would have made a failure.

Anyone wishing to study telegraphy will do wisely to go to Dodge's school. There are few schools that afford better treatment and absolutely none that afford better instruction.

Wishing you all a Happy New Year,

Yours truly,

WILLIAM D. TALBERT.

Mr. C. B. Saums, Agent B. & O. Ry., at Berry, Ill., writes: "We are using the daily system on the road now, and I find my schooling there has helped me a great deal, so you may tell your pupils I said it was money well spent."

Mr. B. Schiedt, Agent C. & N. W. Ry., Francis Creek, Wis., writes Mr. Dodge: "I want to say that the course given in this work (station training) is complete in every detail."

Mr. W. G. Hartley, abstract clerk in the Grand Trunk Ry. freight office at Lansing, writes: "I like my job just fine and it is not a bit difficult for me, for it is just the same as it was in school."

Mr. C. A. Warren, who went from the school to the Chicago & Alton at McLean, Ill., as freight clerk, and who is now operator for the Georgia Southern & Florida Southern Ry. at Fargo, Ga., wrote from McLean, Ill.: "Your papers were just the thing I needed. As soon as I presented your recommend there were no questions asked, they gave me a pass and I came to McLean. I find the course you taught to be just about the same over here. I am getting along with all ease."

Another letter from Mr. Warren dated at Fargo, Ga., says: "I find the course you are teaching to fill the bill for all places I have struck yet and I am sure proud I took same while up there."

Mr. J. Premersdorfer, who went direct from our school to the Chicago & Alton Railway as agent at Ocoya, Ill., writes: "If it hadn't been for that Station Agency course I would have been floundered. The station work here is just the same as you teach. Tell the boys to put their attention on that splendid Station Agency course. If they get that down well, they will have no trouble holding a station position."

Received Business.

(a) Checking received freight, Noting O. S. & D.'s (over, short, and damaged), Recording seals broken and applied to cars opened at the station, Instruction in the issuing of over, short, damaged, refused and unclaimed reports.

(b) Checking rates and extensions, Issuing corrections, Expensing, Booking and Abstracting of received way-bills.

(c) Delivery of freight, Collecting freight charges, Storage, Car demurrage, etc.

(d) Posting of accounts, Proper closing of cash account, Remittances, Adjustment of overcharges and undercharges.

(e) Study and class discussion of Freight Department rules governing the handling of freight business.

(f) Balancing of books at close of each month's business and making monthly balance sheets.

Passenger Traffic.

(a) Study and class discussion of Passenger and Baggage Department rules.

(b) Instruction in how to look up passenger fares, Study of the forms of tickets, Manner of issuing, dating, limiting, etc., Station record of ticket sales, Daily and monthly ticket reports.

(c) Instruction in the checking and handling of baggage, Baggage reports, etc.

Interstate Commerce Law, Cars, Claims, Correspondence, Etc.

(a) Interstate Commerce Law: Its general principles and applications likely to come within the scope of the station agent's duties, Instruction in the method of checking cars, Keeping car and seal records, Tracing lost shipments, Handling and adjustment of claims, Correspondence.

Ethics of Railroading.

Trains, tariffs, schedules, traffic rules, and freight transportation have not all the value in themselves, save as they minister to human service. The railway employe is a public servant. The road itself is a common carrier. Neither railway officials nor employes, from president down to track-walker, have any private functions. They are one and all engaged in social service.

The old time idea, that railroads were private affairs, and were operated primarily for the benefit of station agents and train crews, the traveling public forming no part of the equation excepting as a nuisance to be abated whenever opportunity offered, must go.

Realizing the benefit to the young railway employe of timely advice upon these important matters which make up the daily life of a railroad man, and which count so heavily for or against him, but which have never been found in any course of study, Dean McNeely does, in his classes, endeavor to fortify the student against the trials that beset the agent in a busy railroad office so that he may meet them understandingly and intelligently with credit to himself and honor to his road. The accomplishment of this means certain promotion.

All the abbreviations used in railroading are taught. And all the blanks and forms in daily use by railroads are employed in this department.

Thus it will be seen that for the first time in the history of schools a complete, practical, workable course of training is here given in everything that has to be done in a railroad office. The graduate of this course can step directly into any railroad office in the country and find himself perfectly at home, so thorough and complete is the instruction.

Department of Radio (Wireless) Telegraphy and Engineering

RADIO— Present and Future

No scientific achievement has attracted such world wide interest as has the art of Radio Communication, by which we mean both radio telegraphy and radio telephony. No invention has ever had so many diversified applications in the commercial world or has been a source of so much pleasure to the hundreds of thousands who are today enjoying the broadcasts from the hundreds of radio stations that dot the country.

In the short space of thirty years radio communication has grown from a scientific toy to one of the most widely used commodities of our daily life. Ten years ago wireless telegraphy was recognized as an important part of the equipment of a ship; radio telephony was unknown except as a possible development of the future. Today, however, the applications and uses of radio communication are so varied that it would be difficult to enumerate all. Practically every ship of sea going size carries a radio telegraph set and from one to five or more operators. The radio telephone has been developed to a high state of perfection, there being more than six hundred radiophone stations in the United States alone. Trans-oceanic radio service has been extended to all parts of the world. Long distance service now reaches out from the United States to all of the principal countries of Europe, to Central and South America, and to the Islands of the Pacific and the Orient. There is a vast amount of telegraphic traffic now handled by skilled telegraphers over these "wireless" circuits. The United States Army now operates a net-work of Radio stations that reaches all parts of the United States and Alaska, through which thousands of telegrams are handled annually at a great saving to the government. The Post Office Department likewise owns and operates a chain of radio stations along the route of the Air Mail, which extends from New York to San Francisco; hundreds of messages are handled each day over this system at a speed which could be equaled in no other way except at an enormous cost. Many private concerns, such as railroads, electric power companies, oil companies and manufacturing concerns operate their own private radio telegraphic systems for the dispatch of telegraphic work.

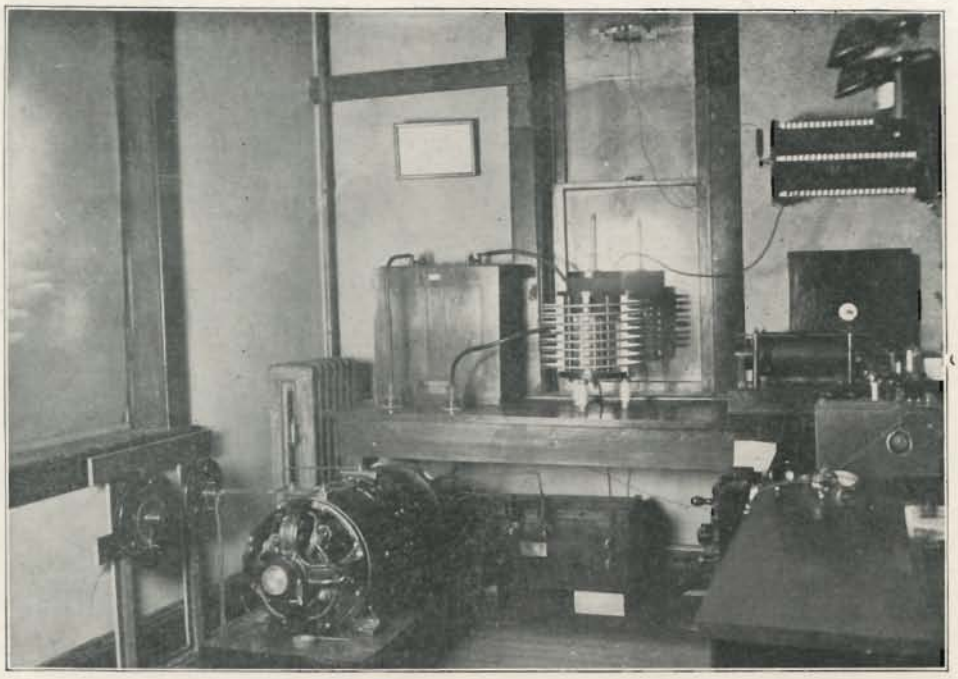
Aside from the uses of radio for communication and entertainment purposes, radio is beginning to find uses in other places. Radio beacons which send out an invisible stream of waves, that will pierce the densest fogs are being installed along the coasts in the same manner as are light-houses; these guide ships into port and through dangerous waters. Radio compasses are being installed on many ships and along the coasts so that ships can determine their positions with accuracy. The use of radio compasses and radio beacons has likewise made possible night flying of air planes as well as their travel under conditions of low visibility which would otherwise necessitate long delays. Radio appliances based on the same general principles, have likewise been developed for the remote control of electrical or other machinery such for example, as the turning on and off of electric lights at a distant point, where an attendant is not stationed. These many and varied uses of radio have resulted in the building up

Morris E. Packman
Dean, Radio Department

Morris E. Packman, Dean of the Department of Radio Telegraphy, is a technical graduate, holding the degree of B. Sc. E. E. from one of the most highly recognized engineering schools in the United States, the Iowa State College.

Aside from four years' technical training in that school, he has had a wide experience in practical engineering and electrical work of various kinds. He at one time was in charge of the switchboard and generators of one of the largest street railways in the west. Later he was employed by the Iowa State Experiment Station to carry out a special line of research work. Previous to his accepting the position with this school he was engaged as electrical engineer with the Marconi Wireless Tel. Co. and before that held a similar position with the United Wireless Tel. Co. In this capacity he designed and installed many ship and coastal wireless stations. At various times he has acted as operator and inspector. Mr. Packman is an Associate Member of the Institute of Radio Engineers, the most important engineering society in the wireless field.

Mr. Packman's greatest asset lies in his ability to impart knowledge to others, which, after all, is the essential feature for a successful teacher.



Our Marconi Wireless Station

The Radio Corporation of America

Cleveland, Ohio.

MR. G. M. DODGE, President,
Dodge's Telegraph Institute, Valparaiso, Ind.

Dear Mr. Dodge:—I will be glad if you will have Mr. Richard Cochran report to the Cleveland Office just as soon as he is available for assignment.

I would also appreciate it if you will advise us as soon as your other graduates succeed in securing their first grade license.

THE RADIO CORPORATION OF AMERICA—
OHIO CO.
Per E. A. Nicholas, Superintendent.

Valparaiso, Ind.

To whom it may concern:

We are leaving tomorrow, in response to a telegram received by Mr. Dodge from the Marconi Telegraph Co. at New York, to accept positions as wireless operators on steamships plying the Pacific Ocean, where we will receive good salaries and will be refunded our fare to San Francisco after having been employed for a period of three months and are promised our return fare after having worked for a period of nine months.

We heartily endorse Dodge's school as being

of enormous manufacturing establishments for the construction of the necessary apparatus and its distribution. Thousands of people are now employed in an industry which a few years ago was unknown. What the developments of the future will be no one can say.

Why You Should Select Radio for Your Vocation

To the young man who is about to select a career or a vocation, or the man who wants to better himself, RADIO offers many unequaled advantages, some of which are enumerated below:

1.—Within a period of a few months and at a very low cost, compared with the amount invested in other professions, you can qualify yourself for a highly remunerative position.

2.—The demand for trained men in the RADIO profession is insistent and rapidly becoming greater every year.

3.—The duties of a radio operator, inspector, installer or station manager, are dignified, clean, reputable and worth-while.

4.—RADIO offers you an opportunity to travel first class into every corner of the globe, offers you an opportunity to visit every foreign country and every clime, not at any expense to you, but with splendid remuneration.

5.—RADIO is a growing profession, in which you have every opportunity to prosper with it. Today, it is reported that there are ten million users of radio apparatus; WHO CAN PREDICT WHAT THE FUTURE HOLDS FORTH FOR THOSE WHO ARE QUALIFIED TO CARRY IT ON?

6.—RADIO offers you an opportunity which you cannot find in any other field.

Demand for Radio Operators

The demand for, and the opportunities awaiting, trained radio operators and men skilled in the technique are almost unlimited. It is required by law that every radio broadcasting station, every ship radio station and every land radio telegraph station be in charge of and operated by a licensed radio operator. To man these innumerable stations, thousands of trained operators are required. In addition to these positions there are thousands of other positions in the radio field, which demand men who are highly skilled in the principles of radio, and the care, adjustment, and installation of the apparatus used. Manufacturers require the service of radio experts in the design of new apparatus and in the inspection of the manufactured product. Sales organizations require the services of competent radio men and women to properly demonstrate and install private equipments and hundreds of others are required in maintenance and repair work.

In the commercial radio service, trained radio men are required in all branches of the business, in the factories, laboratories, installation and maintenance departments and in the inspection service. As a general rule men in the commercial service are advanced from the operating department, through the installation and inspection departments to the executive positions.

Regarding the future of wireless telegraphy for a young man entering this field of endeavor, Mr. V. F. Greaves, formerly Chief Engineer of the Department of Commerce, under whose authority all radio operators are licensed, said: "I have received a number of inquiries from prospective radio operators as to the prospects and future possibilities for a young man entering the field as a ship operator, and I have replied that the field is new and rapidly growing and that there is a public demand for radio communication which makes the field permanent. My experience and observations

A-1 in every particular and especially recommend that anyone interested in the study of Wireless take up this work at that school, for we know the course given there to be thorough and practical and in every way superior.

We found the living accommodations to be good, and in fact everything has proven to be all that was claimed for it.

We are glad indeed to give these words of testimony.

Respectfully,
T. CARL EASTMAN,
SAM KROLLMAN,
E. VILJOEN.

Calcutta

Dear Mr. Packman:

We arrived yesterday morning, after a rather warm voyage, from Singapore. I thought you would be interested to hear from me, so I am just dropping a few lines.

So far on this voyage we have touched at Yokohama and Kobe, both in Japan; Dairen, in Manchuria; Tsingtar, in China; Manila, P. I.; Singapore, in Strait Settlements, and here. We have been away from the States for over four months now, and when we arrive at New Orleans about October 20th, we will have made a complete voyage around the world.

This is one of the United States Steel Corporation's vessels, named the "Steel Voyager," first-class cargo.

When we start back we will touch at Aden, in Arabia; Port Said, in Egypt, and Gibraltar.

Sectional View of Radio Class Room

I have been on ships most of the time since leaving your school in 1921.

I would certainly have hated to miss the chance of taking Radio at Dodge's. Remember me to Mr. Dodge, Mr. Clemons and others.

Yours sincerely,
THOMAS NUGENT.

Valparaiso, Indiana.

To Whom It May Concern:

I enrolled at Dodge's Telegraphy and Wireless Institute in this city one year ago this month, and on the last of February, this year, I was able to procure a first class commercial license, after which Mr. Dodge offered me several opportunities for employment as wireless telegrapher, but owing to the way I was situated I could not accept at that time; hence I returned here for two weeks' "brush-up" in Code, and today Mr. Dodge is sending me as a wireless telegrapher aboard one of the ships sailing out of Cleveland.

I have been thoroughly and highly pleased with the instruction and treatment I have received in Valparaiso, and unhesitatingly recommend the Dodge Institute to anyone seeking a knowledge of telegraphy, either Morse or wireless. The school has my best wishes.

Respectfully,
GERALD CUNNINGHAM.

At Sea North of Port Arguello.

On S. S. Norwood.

Mr. George M. Dodge,
Valparaiso, Ind.

Dear Mr. Dodge: Just a few lines to let you know that I am getting along fine.

Am now chief operator on the S. S. Norwood. Am getting on fine and the captain says that I am the best operator he has ever had.

Am glad to say that the training which I received at D. I. of T. was thorough and comprehensive enough to enable me to meet any emergency which has yet arisen, and am always glad to speak a good word for the school.

Wishing you all kinds of success and good luck, I remain,

Yours truly,
HARVEY H. LONG,
Radio Operator.

convince me that the opportunities for advancement are far superior to those in many of the older trades and professions."

Our Radio Course

In the United States, as in nearly all other countries, radio communication is controlled or supervised by the government. Our radio laws and regulations, which are administered by the Department of Commerce, Bureau of Navigation, require that all vessels of certain classes carry radio equipment. They also permit the use of radio apparatus on all other classes of vessels and in land stations, but the type of apparatus used in such stations must meet with certain requirements and, furthermore, all transmitting equipment, no matter how small must be in charge of and operated by a licensed radio operator. Licenses for operating amateur radio stations are quite easily obtained and without any great preparation, but one must, in order to operate a commercial radio station, possess a commercial license. The applicant for a First Class commercial license must successfully pass a theoretical examination covering radio law, theory and adjustment of radio apparatus, storage batteries, and demonstrate his ability to read telegraphic signals at a speed of not less than twenty words per minute. If he passes the theoretical examination but is unable to receive at a speed of twenty words per minute he is given a Second Class license provided he is able to copy at a speed of not less than twelve words per minute. In addition to these classes of commercial licenses, operators' licenses are graded according to their experience. An operator receiving his first license obtains a First Class-Third Grade license, which after six months experience is raised to a Second Grade license. If at the end of a year's service, the operator is able to receive telegraphic code at the speed of twenty-five words per minute, he is granted a First Class-First Grade license. Operators who are able to receive American Morse Code at a speed of twenty-five words per minute and Continental Morse Code at a speed of thirty words per minute and who have had at least two years experience on the high seas and are able to pass a more complete theoretical examination are granted "Extra First Grade" licenses, which is the highest type of operators' license issued. Examinations for the various classes and grades of licenses are given without cost by United States Radio Inspectors at various places throughout the country and possessions. It will be apparent from the above that there is every inducement for a young man to advance in the profession of radio operator.

The requirements of the government are by no means as severe as might appear at first sight; it is seldom if ever that a student completing our radio course fails to procure a "First Class" license, which will enable him to operate any type of radio station whatsoever. The course of instruction which we give covers three phases of a radio operator's duties, namely, Continental Telegraph Code and Message Traffic, Theory and Operation of Radio Apparatus, and Radio Law, and it is so well worked out and planned that a person with a VERY ORDINARY SCHOOL EDUCATION may qualify himself for a First Class license.

Radio Law

In connection with the study of radio law, all students are supplied with copies of the various government publications, which cover all phases of the subject. These are discussed and explained, enabling the student to thoroughly understand what is required of him in this line.

Continental-Morse Code

The Continental-Morse Code, which is used almost exclusively, and which every radio operator is required to know, is taught in a very unique and thorough manner. It is taught in three graduated classes, the (c) class for beginners, at a speed from very slow to about eight or ten words per minute; class (b) Code at a speed of from ten to fifteen words per minute, and class (a) at a speed of from fifteen to thirty words a minute. The students are advanced from one grade to the next higher as rapidly as their ability increases. It is remarkable how quickly some students, with no previous knowledge of telegraphy, advance in this work. This is probably due to the superior methods used in teaching the code. All receiving in classes (b) and (a) is done through double head telephone receivers, similar to those used in radio stations. The tone of the spark and the spark frequency are identical with that used in actual practice. In the advanced classes students are assigned to stations equipped to communicate with other student stations. They are taught to send and receive radio messages in the manner prescribed in the international regulations. This differs considerably from the system now used in the other lines of telegraphic work, and it is essential that the students become familiar with these forms of checking and counting radio messages. Methods of reporting steam ship movements are thoroughly taught, so that the student will be entirely at home in any radio station.

Theory, Adjustment and Care of Radio Apparatus

Our long experience in training radio operators for commercial and military service and our wonderfully well equipped radio station and laboratory have enabled us to give the most complete and efficient course in training that is possible to give, and in the shortest space of time. The radio operator of today is required to have a considerable amount of practical information relative to the theory, adjustment and care of wireless apparatus in order that he may be successful, and we believe that we are better prepared to train men for this service than any other institution.

The theory, adjustment and care of radio apparatus is thoroughly taught in three classes, the first of which covers the fundamental principles of electricity and magnetism, upon which the operation of all radio apparatus depends. In the second class, the study of radio transmitting or sending apparatus is taken up, in both its theoretical and practical phases. The student is trained in the theory and adjustment, and given opportunity to thoroughly familiarize himself with the details and operation of modern commercial radio sets, such as are used on shipboard. In the third class, the study of radio receiving apparatus is taken up. A detailed study of the principles of various types of receiving apparatus and their use is given, including various types of crystal and vacuum tube detectors, and all modern receiving circuits.

The class work consists of daily class room talks, illustrated with interesting experiments, in which every phase of wireless operation is discussed and fully explained. This work is supplemented by actual operation of radio sets of various types, the adjustment and tuning of radio transmitters and receivers in the radio station and in the radio laboratory, and also by experiments conducted in the field.

Mr. Dale R. Clemons,

Instructor Radio Department.

Mr. Dale R. Clemons graduated in 1913 from our Radio department, after which he spent four years as radio telegrapher aboard some of the largest ships in the trans-Atlantic service. We induced Mr. Clemons to resign and accept a position as teacher here in 1917.

Mr. Clemons is a most capable, thorough and pains-taking teacher

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Western Union Telegram

New Orleans, La., Nov. 16, 1923.

DODGE'S RADIO INSTITUTE, Valparaiso, Ind.

Urgently need operators. Advise when can expect men report here.

SHIP OWNERS' RADIO SERVICE, INC.

Inter-City Radio Telegraph Company

Cleveland, Ohio, Nov. 11, 1923.

To Whom It May Concern:

Immediately after completing the radio course at Dodge's Telegraph, Railway Accounting and Radio Institute, I was employed by this company as a radio telegrapher aboard the S. S. Grand Island, on which ship I am chief operator. I was sent to this excellent position by Mr. Packman, vice-president of the school, upon receipt of a telegram from this company for several telegraphers.

I spent eight months at the Dodge School, during which time I completed both the Morse and Radio courses, so that I can now handle either radio or Morse work, fitting me for a position as radio operator in a land station.

I found the living accommodations in Valparaiso very low. In fact, I earned more than half of my expenses while attending school by working outside of school hours.

The instruction in both the Morse and Radio Departments was complete and thorough, and I take pleasure in recommending the Dodge school to anyone who contemplates entering the telegraphic field.

Yours truly,
HUBERT BROYLES.

P. S.—I obtain a good salary on this ship and in addition obtain excellent board and room free, which leaves my salary practically intact.

B.

Marconi Wireless Telegraph Company.

On S. S. "Norwood."

Mr. G. M. Dodge,
Valparaiso, Ind.

Dear Sir: Although you have not asked me for a testimonial concerning your school, still I feel it my duty to write you a few lines in that direction, you having the liberty to use same as you wish. And I can truly state that your school is first class in every respect, and especially can I say so about the Wireless Department, in which I specialized, as you know. I attended your school for about four months, securing a first grade Government license in that time. I found the instructions interesting and practical, due to the fact of the very able instructor of wireless, Mr. M. E. Packman. Mr. Packman knows wireless from start to finish, and he can make an operator out of any one that really desires to learn the wireless art.

I found the living expenses as advertised, and was able to make a good deal of my expenses through the efforts of Messrs. Dodge and Packman. I secured a position with the Marconi Company here on the Pacific Coast. I can honestly recommend Dodge's Institute and I am glad to do so. Let it be understood that this institution has been the means to help thousands to a better position in life, and I am one of them.

Yours very truly,
KARL E. SODERSTORM.

List of Studies in Radio Course

A more comprehensive outline of the subjects covered in our radio course is given below:

Fundamental principles of electricity and magnetism; Electrical and magnetic units in common use, their use and importance to the radio operator.

Electrical circuits, flow of current in circuits, current effects, faults and location of trouble in circuits.

Electro-Magnetism and its application to electrical apparatus.

Electro-Magnetic induction, its application to wireless telegraph apparatus.

Batteries, standard primary and secondary types; Edison and lead storage batteries for emergency use on shipboard; High voltage batteries for use with vacuum tube detectors and amplifiers in radio sets.

Dynamo electric machinery; principles of operation and construction of motors and generators used in wireless sets, automatic and hand starters, field rheostats, circuit-breakers, etc.

Alternating currents and alternating current apparatus; Open and closed core transformers; Choke coils, etc.

Condensers and electro-static capacity, high and low tension condensers, variable air condensers, mica, leyden jar and plate condensers.

Electrical oscillations and oscillatory circuits. Generation of high frequency oscillations; inductance and capacity effects, wave length; radiation and damping.

Radio transmitters—Commercial types of open spark, rotary spark and quenched spark sets for land stations, ship stations, and air craft. High power radio stations, arc and high frequency alternator methods.

Aerials and Grounds—Aerials for land stations, ship stations and air craft; Ground and tree aerials; electro-magnetic wave radiation and propagation.

Radio Receivers—Principles of tuning, sharp and broad tuned receivers, standard commercial receivers for marine use, air plane receivers, special receivers for high power stations; Special arrangements for elimination of static and interference.

Detectors—Magnetic, electrolytic, crystal, and vacuum detectors; Detector circuits for undamped waves, heterodyne and autodyne methods; General study of the various arrangements in common use.

Electrical measurements—Use of the wave meter for measuring wave length, frequency, capacity, inductance and logarithmic decrement of radio circuits.

Wireless Telephony—General principles of wireless telephony; generation of sustained waves by means of arcs and vacuum tubes, modulation of antenna current and wireless telephone receivers.

Vacuum Tubes—Theory, construction and operation, action as detectors, amplifiers and oscillators.

Installation and Maintenance of Shipboard Radio Stations—Installation, care and repair of radio apparatus.

Radio Traffic—Station accounts, station logs, calculation of tolls on radiograms and handling of commercial radiograms.

International Signal Code—Use of the international code of abbreviations, transmission and receipt of distress signals.

Wireless Compass—Methods of obtaining the position of a ship at sea by means of radio compass stations.

Our Radio Station

In addition to the experimental equipment used in the Radio Laboratory, we operate for instructional purposes a complete commercial type radio station. This station is equipped with a complete 2 k. w. commercial radio transmitter built by the Marconi Wireless Telegraph Company and one of their most recent types of ship receiving sets, arranged for both crystal and vacuum tube reception. The station is also provided with two other receivers of the vacuum tube type with amplifiers. One of these receivers is designed for wave lengths up to 4,000 meters while the other works on the longer wave lengths used by the trans-Atlantic stations. Provision is made for connecting the out-put of these receivers to tone circuits extending to the code instruction rooms so that when the receiving sets are operated by advanced students, actual radio signals can be copied by other students in the code rooms, when desired.

Advanced students are assigned regular periods in the Radio Station, where they maintain watches, the same as is done in commercial service. A station log is kept and messages copied in strictly commercial form, so that when the student is sent out to a position he is entirely familiar with the duties of his position.

The Radio Tower and Aerial System

For supporting the aerials necessary for radio transmission and long distance reception, we have a large steel tower similar to those used in all commercial land radio stations. From this tower are supported three large antennae, used in connection with our various transmitting and receiving sets. In addition to these we have several loop aerials of various sizes such as are used in commercial and experimental radio receiving stations. These are used for instruction in radio compass work and for other directional receiving experiments.

The Radio Laboratory

One of the most valuable features of the radio department is the Radio Laboratory which, with its complete equipment, affords the student an exceptional opportunity to familiarize himself with the many phases of the electrical side of the duties of a commercial radio operator. In addition to the radio equipment installed in our RADIO STATION, the laboratory is equipped with numerous complete and experimental types of radio transmitters and receivers including a quenched spark transmitter which is a duplicate of those installed on thousands of vessels in the merchant marine, a 2 k. w. spark transmitter, a low power arc set and a vacuum tube set. The laboratory equipment also includes a great variety of electrical and physical apparatus used in setting up experiments for class room and experimental use covering radio measurements, numerous receiving, amplifying and sending arrangements.

Electrical power of all kinds, both high and low voltage, alternating and direct current are obtainable from our own generating plant for the operation of radio motor-generator sets and for other uses in the laboratory. The power is brought from the generators to a large switchboard and from there is distributed to the experimental tables, transmitting and receiving sets, Radio Station and class rooms. Practically the whole installation was put in by advanced students a short time ago.

S. S. F. B. Squire, Marine P. O., Detroit, Mich., Nov. 20, 1923.

MR. GEORGE M. DODGE,

Valparaiso, Indiana.

Dear Mr. Dodge: — I wish to extend my thanks to your school and the able instructors for the instruction I received while attending the institute, which has enabled me to become a radio operator, which I am sure I could not have become other than through it, without a great deal more time and expense, and I sincerely recommend Dodge's Institute of Wireless Telegraphy to anyone who wishes to become a radio operator. I remain,

Yours truly,

T. L. MORRIS.

On Board S. S. Englewood
Liverpool, England.

Dear Mr. Dodge:

It is a great pleasure to tell you that through your paragon school I reached the goal of all radio students without the least difficulty, despite the recently shifted questions of government examinations for radio operators.

It is also through your effort and of Mr. Packman that I was located on this steamer as Senior Radio Operator at once, which I sincerely appreciate.

Messrs. Packman and Clemons are expert and very experienced instructors, who will qualify any earnest pupil to master the code and theory within a short time. In fact, in about four and one-half months I possess a Commercial First Grade License.

I can say that the travel I made of many thousand miles, from the far eastern Philippines to Valparaiso, is the best thing I could have done, as it was the turning point of my life, by becoming a trained man with bright prospects.

Lastly, the faculty and pupils are kind and friendly, and I am glad to say that I am a Dodge Institute's graduate wherever I go.

With the best regards and best wishes for your school,

Your pupil,
ANTERO MIJARES.

The Long Distance Sending and Receiving Records

A long list of long distance sending and receiving records that would be the envy of many a commercial or navy radio operator could be prepared from the logs made by the students of this school, showing their work in our Radio Station.

The normal daylight range of our new sending equipment is 200 to 250 miles, which often increases to 1,000 or 2,000 at night, depending upon the amount of power that is used and the peculiar condition of the atmosphere through which signals are being transmitted. The receiving distance also depends upon these conditions and the power of the station from which we are receiving.

Radio messages from nearly every corner of the earth are now received very regularly in our radio station or laboratory. There is scarcely a naval or commercial radio station on the American continent which has not been heard. Besides all the stations in the Great Lakes region which are heard at all times, such distant stations as those at Colon and Balboa, Panama; Guantanamo, Cuba; San Juan, Porto Rico; stations in Central America, ships far out on the waters of the Atlantic Ocean or the Caribbean Sea, and even stations in far away Alaska and ships on the broad Pacific are heard frequently when the conditions are favorable. More remarkable even than this is the regular reception of the high power stations located at Nauen, Germany; Eilvesse, Germany; Darien, Canal Zone; Glace Bay, Nova Scotia; San Francisco, California, and Honolulu, Hawaiian Islands. Needless to say, these extremely long distances, of the order of five thousand miles, are only possible with amplifying circuits and ultra-sensitive apparatus.

Marvelous and almost unbelievable though these feats seem, they are, nevertheless, performed daily **by the students of this school,** where the necessary apparatus is in regular use.

Field Work

During the summer months and at other times, when the weather permits, classes in field work are carried on in connection with the other work in the course. Experiments to bring out certain points are performed, such, for example, as to show the directive effect of certain types of aerials, methods of constructing different types of aerials for regular work and emergency work, etc. Tests of different types of sending and receiving circuits and apparatus are carried on between different portable or field stations, and between these stations and the station at the school. Experiments of this nature prove to be very interesting, as well as instructive to the student.

No Extra Time Required to Learn Wireless

The successful radio operator must be conversant with the codes—particularly the Continental Code. The hours have been arranged so that there is little confliction for those who take wireless along with the regular Morse (wire) course. You can, at our school, become proficient as a railway and commercial telegrapher as well as a radio operator by taking both courses at the same time, about as quickly as you can become a Morse (wire) or radio (wireless) operator alone.

The qualified wire operator who desires to study wireless need not, as a matter of fact, enroll in the regular work. Three months, or even less time, with many operators, is usually ample time for the qualified Morse telegrapher to complete the entire radio (wireless) course.

Railroad Endorsements and Testimonials

There is nothing which could add greater strength to our claims than the unanimous support our school has always received from the officials of the great railway and telegraph systems. These endorsements must be respected because they come from the very men who employ thousands of operators.

MINNEAPOLIS, ST. PAUL & SAULT ST. MARIE RAILWAY COMPANY.

Mr. G. M. Dodge, Chicago, Ill.
Valparaiso, Indiana.

Dear Sir: There is a good demand now for telegraphers, and any young man who makes himself competent to handle a railway telegraph position will have no difficulty in obtaining work in that line.

The pupils of your school who have been given positions on this line have always given good satisfaction.

Yours truly,
P. W. DREW, Supt. Telegraph.

MICHIGAN CENTRAL RAILROAD COMPANY.

Mr. G. M. Dodge, Detroit, Mich.
Valparaiso, Indiana.

Dear Sir: I assure you I can most heartily endorse your institution and strongly recommend it, particularly to young men, and fully believe that the telegraph field at the present time furnishes one of the most encouraging prospects that a young man could engage in.

Every railroad is short of operators continually and has been for some time, and this, I believe is true with the telegraph companies. It is safe to say that seventy-five per cent of the railway officials of this country started their railroad career as operators and any bright young man starting in as an operator, if he will give the work careful attention, can, in a very short time, promote himself to a position that will pay him equally as well, or better, than almost any other business that he could engage in.

I should be glad to render any assistance I can in performing the good work you are doing.

Yours very truly,
J. J. ROSS, Supt. Telegraph.

NORTHERN PACIFIC RAILWAY COMPANY.

Mr. G. M. Dodge, Tacoma, Wash.
Valparaiso, Indiana.

Dear Sir: I have no hesitancy in endorsing your school, as I believe it is one of the best, if not indeed the very best, in existence. Nor have I any hesitancy in stating that the demand for operators is great.

Yours very truly,
E. E. DILDINE, Asst. Supt.

THE WESTERN UNION TELEGRAPH COMPANY.

Mr. G. M. Dodge, Chicago, Ill.
Valparaiso, Indiana.

My dear Mr. Dodge: I desire to state that the compensation given telegraphers was never so good as it is at the present time, nor has there ever been such a demand for capable men. Every wire-using concern in the country has been hard pressed during the past year to man its wires, and the future outlook is the brightest I have ever known in almost forty years' experience in the telegraph business.

I sincerely hope you will be able to impress upon the young people of this country the grand opportunity they now have in this line, as well as the excellent school you are running where they can obtain an education in a short time that will enable them to earn splendid salaries.

The young men and women you have sent us have proved their worth and ability, and are all doing well.

If I can assist at any time in your most worthy undertaking, I will be very glad, indeed, to do so.

Yours very truly, A. B. COWAN, Dist. Com'l Supt.

MARCONI WIRELESS TELEGRAPH COMPANY.

Mr. G. M. Dodge, New York.
Valparaiso, Indiana.

Dear Sir: It gives us very much pleasure to certify that all of the operators employed by us and educated in your school, have been found by us to be most efficient and well trained in the work of wireless telegraphy, and we have been glad to have been able to make use of their services.

We have much pleasure in informing you that our operations, not only on the Great Lakes, but on the Pacific Coast and the Atlantic Coast, are being very much extended and we expect to have openings at almost any time for operators who are capable of passing Government examinations and it will give us much pleasure to find openings, where possible, for men educated and turned out by your school.

The future for Wireless Telegraphy seems especially bright to us at the present time.

Yours very truly,
J. BOTTOMLEY, Vice-President.

THE MISSOURI PACIFIC RAILWAY.

Mr. G. M. Dodge, St. Louis, Mo.
Valparaiso, Indiana.

Dear Sir: I know of no vocation for a young man just out of school that presents such opportunities for advancement as does the knowledge of telegraphy. The work is pleasant, the surroundings congenial and the salary is far above the average. The demand for this class of employes on railroads is constantly on the increase because of added traffic and the fact that from such positions selections are made for the more responsible and better paying positions.

Your school is well equipped to turn out a finished product and students should have no difficulty in securing employment after leaving your hands.

Yours truly, E. A. CHENERY, Supt. Telegraph.

CHICAGO & NORTHWESTERN RAILWAY.

Mr. G. M. Dodge, Omaha, Nebr.
Valparaiso, Indiana.

Dear Sir: Mr. Dodge has the best equipped school for teaching telegraphy with which I am acquainted and turns out a high grade of students.

The shortage of telegraphers has been acute this past season and it will probably be for some time to come. I know of no occupation that offers more chance for advancement than that of R. R. operator.

Yours very truly,
W. W. McFARLAND, Asst. Supt. Telegraph.

WESTERN UNION TELEGRAPH COMPANY.

Mr. G. M. Dodge, Chicago, Ill.
Valparaiso, Indiana.

Dear Sir: In reply to your letter of October 4th I wish to say that I know of no pursuit open to the average young man or woman that offers, at the present time, better compensation, more attractive conditions of work and employment, or brighter prospects for the future, than that of commercial telegrapher.

The ambitious telegrapher who keeps his eyes and ears open receives a liberal education in his daily work. The world's business and social communications are filtered through his hands from day to day, and it is his fortunate privilege, while sacredly guarding the confidences reposed in his keeping, to broaden and develop his own abilities by his intimate knowledge of and relations with the biggest men in all lines of endeavor.

The Western Union Telegraph Company offers many inducements to bright young men and women who wish to take up telegraphy as their life's work. The wages paid are better than are generally available in other similar lines, two weeks' vacations are allowed annually, and our liberal welfare plan protects employes financially in case of sickness or accident; pays death benefits to dependents of deceased employes who have been in the service for five years or more, and provides for retiring old employes on pension in their declining years.

The marked growth of our business in the past year affords openings for a considerable number of good operators at the present time. We shall be glad to give consideration to your graduated students who have been properly qualified for actual service, rating them according to their proved ability.

With best wishes for the success of your institution, I am,

Yours truly,
C. H. GAUNT, Gen'l Manager.

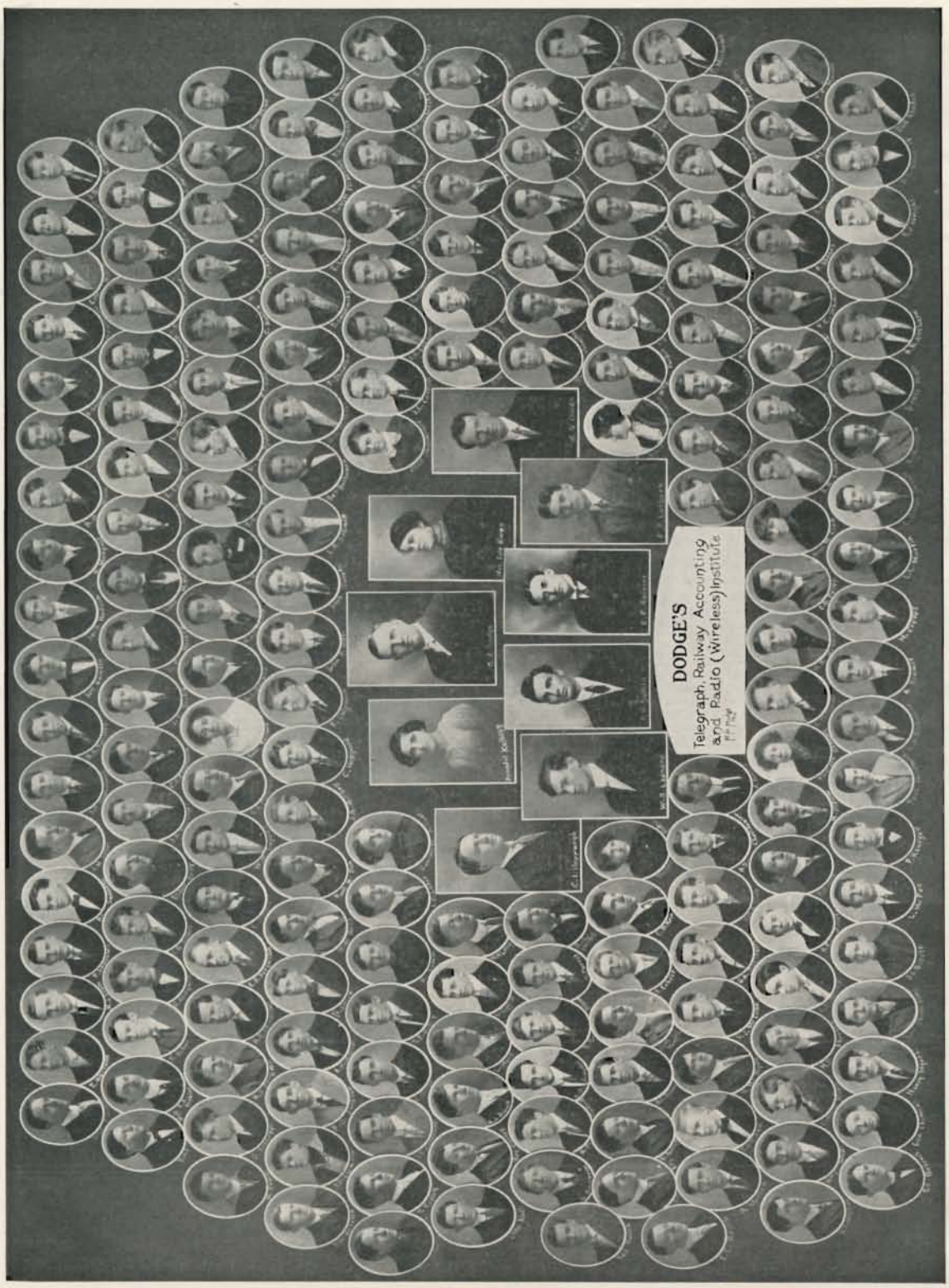
WESTERN UNION TELEGRAPH COMPANY.

Mr. G. M. Dodge, St. Louis, Mo.
Valparaiso, Indiana.

Dear Sir: I have been much interested in the efforts your institution has made to induce young men and women to study telegraphy, for I know of no field of endeavor that offers more encouragement to the young people starting out to make a successful business career than does the telegraph service at this time. The possibilities at this time are better than ever, for with unprecedented extension of trade activities the demand on the telegraph companies increase daily, and we are constantly adding to our field forces competent and capable young men and women who are ambitious of advancement.

We have, as you probably recall, heretofore drawn on the Dodge Institute to a considerable extent, for operators and managers, and we have always found your graduates desirable employes, so that in wishing you continued success in your work, I am considering our interests as well as your own.

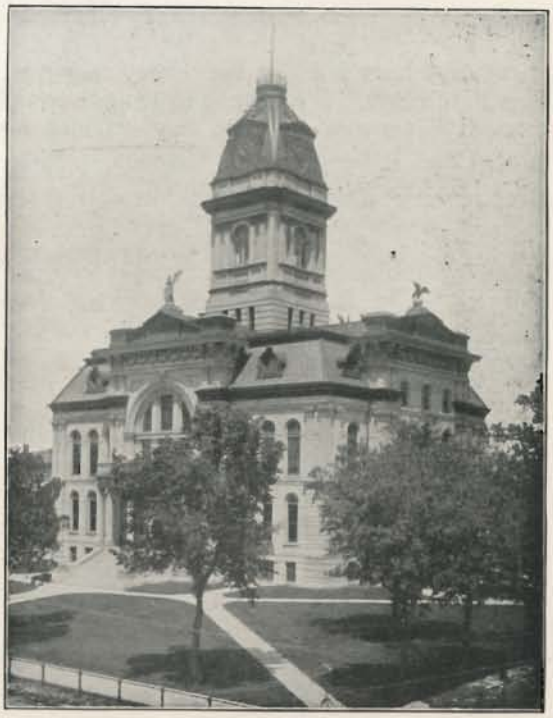
Yours very truly,
A. C. CRONKHITE, Dist. Com'l Supt.



Class Picture

What Our Townsmen Say of Us

A man is best known by what his neighbors say of him. We feel proud to tell you what our townsmen say of us. Our school was founded here in Valparaiso fifty years ago. Now we are pretty well known to the 9,000 residents of our beautiful little city. No other school can marshal the testimonies as we can in our own city, where the school has been known for forty-eight years. Prospective students might try the expensive yet effective plan of two West Virginia young men, who had gone to a certain city with the intention of attending the telegraph school there. They first consulted the merchants and citizens of that town, however, and found that many had a poor opinion of the school. They immediately took a train for Valparaiso, and used the same plan on our citizens. Upon enrolling with us next day, they told us they had been unable to find anyone who would not praise our school.



Court House, Porter County, Indiana

I shall do no more here than quote. The following is from the Valparaiso Messenger, a leading newspaper of Northwestern Indiana. It was written in 1900, when our first building was completed:

"One thing is certain, and patent to the residents of Valparaiso who have seen the unfolding pages of a successful history since the inception of the enterprise; the Dodge Institute of Telegraphy has achieved a most remarkable growth and success since 1891, and it has won its present high position by sheer merit alone. It has not been enabled to claim the influence of money or position; it has been compelled to accept judgment purely and simply upon the basis of net results; its worth has been tested by its works; and every resident of Valparaiso stands ready to offer his warmest congratulations to Mr. Dodge upon the newest unquestionable evidence of his deserved success. He, together with his fellow instructors, his alumni and his pupils, have always the sincere well wishes of our townspeople and that their faith in him is well founded and justified, he has himself proven beyond the faintest shadow of a doubt. This is a sordid, selfish and commercial age, wherein the gold-brick man has to keep moving and where the man who desires an established trade must return the highest possible equivalent for the money he receives. Flowery advertising will not keep up a poor institution for very long; and the Dodge Institute of Telegraphy is close to its quarter-century mark. We are pleased to draw our own conclusions."

To Whom It May Concern: Valparaiso, Indiana.

This is to certify that I have been personally acquainted with Mr. George M. Dodge, the President of Dodge's Telegraph and Wireless Institute, for more than twenty-five years. This institution is favorably known everywhere for the excellent work which it does. The management have spared neither time nor expense in the erection of new buildings and the purchasing of the best equipment from time to time, making the school, without doubt, second to none anywhere.

I gladly recommend its President and Faculty, who enjoy the unqualified confidence of this community for their honest, efficient work, character and ability. Very respectfully,

E. W. AGAR,
Mayor of the City of Valparaiso.

To Everyone Concerned: Valparaiso, Indiana.

I take this means of saying to you that I have known Mr. G. M. Dodge intimately for several years and that I believe he will keep every promise he may make you.

Mr. Dodge has surrounded himself with a very capable faculty of splendid gentlemen and in other ways has provided for the best interests of his students. You will find yourself among friends if you have the good fortune to enter this school.

The students of the school with whom I have had contact have always expressed their satisfaction with the work and treatment accorded them.

Sincerely yours. C. E. BURNS,
Minister First Christian Church.

ST. PAUL'S RECTORY
Valparaiso, Ind.

During my pastorate at Valparaiso I have become intimately acquainted with Mr. George M. Dodge, President of Dodge's Telegraph, Railway Accounting and Radio Institute, and have found him to be an honest, conscientious man, capable and efficient. He has put his virtues and best efforts into this school. Naturally, my position as pastor of the Catholic church brings me in close contact with the many Catholic pupils that matriculate at the school, and upon inquiries receive from them unstinted praise of Mr. Dodge and his great work. It gives me the greatest pleasure to add my mite of encomium and I have no hesitancy in recommending the school to all who intend following Telegraphy as an avocation in life. Sincerely yours,

EDW. J. MUNGOVAN.

Valparaiso, Ind.

This is to certify that I have been personally acquainted with Mr. George M. Dodge, President of Dodge's Institute of Telegraphy, for the past 18 years. This school has an excellent reputation for fair and honest treatment of all pupils. The students unanimously speak words of praise for the management and course of instruction here given. The facilities for giving a thorough course of instruction cannot be excelled.

I most heartily commend this Institute as worthy the patronage of the public.

CHAS. W. BENTON.
President Valparaiso National Bank.

School Open All the Year

Our school is in session every day during the year, excepting Saturdays, Sundays and Legal Holidays. We do not close between Christmas and New Year's Days. We have no term divisions and students may enter at any time.

Classes in theory of the Radio (Wireless) Department and the Railway Accounting (Station Agency) Department are organized the first Monday of each month.

HOURS OF SESSION

Morse (Wire) Department.

A. M.	P. M.
8:00— 9:30	1:30—3:00
10:00—11:30	3:30—5:00

Radio (Wireless) Department.

Theory Classes.
8:00— 9:00 A. M., Class A
9:00—10:00 A. M., Class B
10:00—11:00 A. M., Class C

Continental-Morse Code Classes.
Same as sessions in Morse Department, (six hours daily.)

Railway Accounting (Station Agency) Department

A. M.	P. M.
10:55—11:45, Class A	2:30—3:20, Class B
	4:30—5:20, Class C

Time Required

The length of time required for one to become a proficient Morse (wire) or Radio (wireless) operator **or both,** depends in a great degree upon his aptitude and the application he gives to the study. If the student has ordinary aptitude and will apply himself, five to six months and frequently less time will suffice for him to become qualified. The hours of study have been so arranged that one may take both the Morse (wire) and Radio (wireless) courses or the Morse (wire) and Railway Accounting (station agency) courses with little or no confliction, and either combination may be completed without spending much, if any, additional time. Indeed we have observed that in many cases those who take the Morse (wire) and Radio (wireless) courses progress with more rapidity than those who are enrolled in the Morse (wire) course alone.

The usual length of time required for one to complete the Railway Accounting (station agency) course, is three months, while it requires a period of four months for one to complete the laboratory work in the Radio Department. By this I do not mean additional time, but that is the actual time spent in this work. If one does not complete either the Railway Accounting course, or the theory and laboratory work in the Radio Department in the time stated above, he may remain in these departments until he has accomplished all the work, and with no additional cost for tuition.

Typewriting, orthography (spelling) and penmanship are, in fact, adjunctive to the Morse (wire) and Radio (wireless) courses.

School Expenses and Tuition

The tuition for an unlimited time in the Morse (wire) Department, which includes all that is taught in that department (railway and commercial telegraphy), penmanship, orthography (spelling) and a five months' course of typewriting, is $85.00. This tuition entitles the student to remain for an indefinite period or he may attend awhile, leave school and re-enter, not only once but any number of times, without additional cost for tuition—$85.00 does, in fact, pay for a life membership in the Morse (wire) Department. The cost of tuition for a period of three months in the same department, exclusive of typewriting, is $55.00. This latter tuition proves advantageous to those who have obtained a fair knowledge of telegraphy before coming here.

The tuition for an unlimited time in the Radio (wireless) Department, including all laboratory and theory work and the continental code and penmanship, is $95.00; tuition for the same work for a period of three months, is $65.00.

The tuition for a complete course in the Railway Accounting (station agency) Department alone, is $40.00, but a reduction of $15.00 is made to those who enroll in the Morse (wire) Department and the Railway Accounting (station agency) Department at the time of matriculation.

Combination Rates for Tuition

The cost for an unlimited time in both the Morse (wire) and Radio (wireless) Departments, is $125.00—this is a reduction of $55.00 upon both courses.

The cost for an unlimited time in both the Morse (wire) and Railway Accounting (station agency) courses is $110; the cost for a three months' in the Morse and Railway Accounting Departments, is $80.00.

The cost for all courses is $150.00.

We rarely advise one to take all three courses, but strongly urge that the student matriculate in either, both the Morse and Radio Departments, or the Morse and Railway Accounting Departments. It is advisable for the student interested in radio telegraphy, to take the Morse work even though he has no thought of following that work, as some radio companies demand that their operators be thoroughly familiar with both codes. All coastal (land) station operators must know the Morse code in order that they may transmit commercial messages or radiograms, that they may have received from ships, by wire, to Western Union and Postal telegraph offices. Besides, the student becoming proficient in both courses is well qualified to accept a position in either line of work and it offers him a greater field in which to procure employment and gives him a much better understanding of the telegraph in general. As stated in a previous heading, it requires but little, if any, more time for one to complete both the Morse and Radio courses than to complete either one alone.

We likewise advise students having railroad work in mind, to matriculate in the Railway Accounting Department as well as the Morse Department. While it is not absolutely necessary for one to have a knowledge of this work to procure a position on a railroad, it is a great advantage as it not only qualifies a student for a much better position in the beginning, but places him in line for promotion to better and more remunerative positions. This course may be taken along with the Morse (wire) work with practically no confliction—it will require no more time to complete both the Morse (wire) and Railway Accounting (station agency) courses together than to complete the Morse (wire) course alone.

Expenses Tabulated—All Tuitions Payable in Advance

Morse (Wire) Department.

Scholarship tuition, time unlimited, including orthography (spelling), drill penmanship, and a five months' course of writing free of additional charge	$85.00
Three months	55.00
Text-books (3)	2.55
Stationery (estimated)	2.00

Radio (Wireless) Department.

Scholarship tuition, time unlimited, including all laboratory work and the Continental-Morse Code	$95.00
Three months	65.00
Text-books (3)	2.65

Tuition for an unlimited time in both Morse (Wire) and Radio (Wireless) Departments is $125.00, if paid at the time of enrollment.

Railway Accounting Department. (Station Agency Course)

Scholarship tuition, time unlimited	$40.00
Budget, which comprises a carton filled with the numerous forms and blanks, tickets, books, all of which are required for use at a railway ticket and freight office, and including text-book (The above figure is practically our cost price.)	$ 7.00

Note—As previously stated, a reduction of $15.00 is made upon the Railway Accounting Course when subscribed for at the time of entrance with either a three months' or scholarship tuition in the Morse Department.

Living Expenses.

Table board, per week	$ 4.50
Furnished room, per week	$1.25 to 1.75
Washing, per week (estimated)	.35

Chicago, Rock Island & Pacific Railway.

Green River, Ill.

To whom it concerns:

I attended Dodge's Telegraph and Railway Institute at Valparaiso for about six months and was sent direct from the school to my position as operator with this railway by President Dodge. I was also secured free transportation from Chicago here.

I can conscientiously indorse Mr. Dodge's school as being first class. I matriculated in both the Telegraph and Railway Accounting Departments and was highly pleased with the instruction and treatment I received. The school was recommended to me by a friend of mine, John Gherna, who was a former student and who is now manager of the Western Union Telegraph Company at Calumet, Mich., and I in turn will be only too glad to recommend it to my friends.

I found the living accommodations at the advertised rates to be good and was enabled to make a great portion of my expenses while attending school.

Very respectfully,

LOUIS CAPPELLO.

Chicago, Burlington & Quincy Railroad Company.

Shenandoah, Ia.

Mr. G. M. Dodge,
Valparaiso, Ind.

Dear Sir: I have a younger brother who will enter your school in a few days to take a course of telegraphy. I attended your school and learned telegraphy there in 1905, and as my brother is anxious to learn this trade, I have arranged to have him come to your school to learn it. I am to pay his expenses and it is necessary that I get him through with the least expense, so this is why I am writing you, and if you will help us out it will be greatly appreciated. If possible try and find him some kind of a job where he can earn his board as many of the students do or did do while I was there. I would like to have him board and room in your building and if you can arrange please do so.

His name is Don Stoaks. Please advise me of his arrival and what arrangements you have made for him. Thanking you in advance for what favors you may show us.

Yours truly,

CHAS. K. STOAKS.

Expenses for Living in Valparaiso Cheaper than anywhere else in America

Students attending schools in the large cities have the disadvantage of paying from $5.00 to $9.00 per week for rooms and from $8.00 to $12.00 per week for board. Furnished rooms in Valparaiso, however (two students to a large room or suite of two rooms), are obtainable at from $1.25 to $1.75 per week. The cost of heat and light is extra. The cost of the former during the winter season where stoves are used will average 25 cents to 30 cents per week per student. Where steam or furnace heat is supplied, 40 cents to 50 cents per week per student. The cost of light is nominal. Students renting rooms with furnace or steam heat also have the use of bath, toilet and other modern conveniences.

Good table board may be obtained here at $4.50 per week. Most of our students pay from $6.25 to $7.00 per week for their board and room. The expense for students' washing is slight.

Cheap as these figures may seem, we are abundantly able to prove their correctness by referring you to hundreds of young men and women from all parts of America who have attended our school. The reason for this cheapness in living lies in the fact that Valparaiso is, above all, a college town. Besides its city schools it is the seat of other schools of national importance, the chief of which is the Valparaiso University, with an annual enrollment of nearly 4,000 students. Since the majority of these students come from the homes of people of moderate means, the question of cheap living has long been made a study in Valparaiso and has been solved as it has been nowhere else in the country.

One Price to All

We are absolutely impartial in price, offering no reduced rates to the hesitating ones in order to get them to enroll with us. Some of our rivals have the habit of coming down on their price if you put them off long enough. What do you think of that way of doing business? And what do you think of the instruction they can give under such a method? No other school can quote you fairer terms for tuition than we.

Working Your Way Through

Perhaps the greatest point of cheapness at this school lies in the opportunities that both young men and women have to earn their living expenses while attending school. Valparaiso depends very much upon students for its light labor. A great number of boarding houses and restaurants, together with a thousand fine homes, offer a vast amount of work to the student willing to work at odd hours and on Saturdays in order to pay his way along. A great many of our students make all of their living expenses by working outside of school hours. While it is not advisable that a student come to Valparaiso without any money outside of his tuition, as it may be a few weeks before he can get the job he is after, yet, it is a fact that there are scores, if not hundreds, of young men and women whose services now demand a high figure who but a few years ago came to Valparaiso with very little more wealth than willing hands and brave hearts.

A Few Questions Answered

1. Why can't I learn telegraphy in the office of my local operator?

Answer—The local operator is drawing pay for telegraphing, not for teaching you. Therefore, you're not going to get the chance to receive and send the regular messages, as you might make a mistake and cause railroad accidents. You must wait around for chances when the line is not busy, when the operator will let you chat with the next operator down the line. You see, this is not learning railroad telegraphy very fast. Most of it is either loafing around the station, or else it is doing the station drudgery, like sweeping out, making fires, cleaning lamps or cuspidors.

Besides, how can the beginner be sure that this particular operator will make a good teacher? Perhaps he lacks ability to teach you his skill. More than likely, he hasn't the power, or doesn't make use of the power, of keeping you steadily at work. Your "study" eventually becomes a joke to both yourself and your friends.

There are many splendid and experienced telegraph operators incapable of teaching, and we have known operators to accept young men as students in their offices, securing their tuition in advance, and then, rather than teach them, endeavor to see that they did not learn.

It is authoritatively stated that only one out of eight who enter a telegraph office to learn telegraphy becomes an operator.

Claude V. Stevens, R. R. 16, New Harmony, Ind., writes: "I started in to learn the railroad business in September. I worked for some time as assistant at New Harmony, but found I had to be an agent's slave and quit."

2. What is your answer to the telegraph operator who advises others to keep out of the field with the statement, "There is nothing in telegraphy?"

Answer—It might be well to tell him that members of any trade will advise against entering their particular field. This is due to the fact that those already in a trade would like to have it pretty much to themselves, so that they may regulate wages. In telegraphy there exists an organization, the Order of Railway Telegraphers, better known as the "O. R. T.," whose purpose, as stated in their official organ, is to limit the number of telegraphers. Their purpose is partly laudable as tending to raise the standard of excellence among operators; yet the fact that the man who advises you against telegraphy is himself a telegrapher, probably holding a high-priced position, and with every chance of advancement, ought to show you plainly how the land lies.

3. What is your attitude toward labor organizations?"

Answer—We take no issue with labor organizations. Many of our graduates are members of the O. R. T. But we must say that we have an Institute for the purpose of producing highly trained telegraphers, and this we were doing before any organization existed in the telegraphic field.

4. Will the telephone prove a rival of the telegraph?

Answer—This question is sometimes asked, but it is certainly not difficult to answer. The telephone has been in use for more than forty years and during that time the telegraph has had its most marvelous growth. One, as a matter of fact, sometimes enhances the value of the other. They are in no sense competitors. More words can be transmitted by telephone than by telegraph in a given time and no training is needed to operate the former instrument; yet, for accuracy, the telegraph is far superior, while the use of the abbreviated codes has made telegraph transmission nearly as rapid as that of the telephone. Moreover, the great cost of installing the highly complex telephone and the fact that it is a delicate instrument easily affected by weather changes renders it an adjunct only to the railway service. The telegraph, on the other hand, is accurate, reliable and is to be depended upon in almost any kind of weather, and a great deal cheaper to install and maintain. There is every reason to believe that the telephone will undergo radical changes before any cheaper or more practical means for instantaneous communication than the telegraph will be discovered.

The President of this school has been in the telegraph service for more than thirty-six years and during that time there has hardly a year passed but that some newspaper writer has stated, in view of a new invention about which he was writing, that the present means of electric communication, both telegraph and telephone, would be done away with. The same arguments were advanced relative to horses and grain at the time the bicycle and trolley line were brought into commercial use. It was stated at that time that there would be but a limited demand for horses, corn and oats, but instead of that prophecy becoming a fact, quite the opposite has occurred. Our country is now annually producing about twice as much of these grains as at that time. Not only this, but automobiles have since come into general use for both pleasure and commercial purposes, and still the supply of horses and grains has been larger and the prices higher than ever before.

Many similar arguments could be advanced which would show beyond a question that there is a field for everything. The country is growing larger and every facility towards the modernizing of civilization grows with it.

We quote from statements of railroad officials:

William Bennett, Supt. of Telegraph, Chicago & Northwestern Railway, says:

"I think opportunities for young people to take up the study of telegraphy at this time are better than they ever were. There is a strong demand for good telegraphers. We have installed the telephone for train dispatching on a small part of our system and expect to make further installations, but it has not reduced the number of telegraphers required; quite the contrary, and the growth and development of territory served by this railway system is steadily increasing the demand, and this notwithstanding the fact that we have raised wages to such an extent that salaries average about 100 per cent. more than they did ten years ago. It is a well-known fact that telegraphy has been the stepping-stone to great success among railroad men. The gentleman who has just been elected president of this company began his railroad career as a telegrapher at a country station."

W. J. Lloyd, Supt. W. U. Telegraph Company, Chicago, says:

"In my judgment the opportunities for young men entering the telegraph service were never better than they are at present; there is an excellent demand for telegraphers in both commercial and railroad services. I do not understand that it is the intention to have the telephone displace the telegraph in railroad service and I know of no operators of good standing who are waiting for positions. The wage scale has appreciated considerably in the last three years and there never was a time when the demand for high grade men was better than it is now."

Charles McCormack, Supt. of Telegraph, Chicago & Eastern Illinois Railroad, says:

"I believe that there are excellent opportunities in the telegraph field for young men of ordinary ability who are willing to help themselves along a little. There is a demand for good telegraphers on this railroad, and I would recommend to any young man that he learn telegraphy."

G. C. Kinsman, Supt. of Telegraph, of the Wabash Railroad, says:

"Opportunities offered young people enlisting in the study of telegraphy are better than at any previous time. There is a good demand for telegraphers. We have not installed any telephone service, but those who have state that it has not reduced the demand for telegraphers. There has been an appreciable increase of wages in the last three years."

N. E. Smith, Supt. of Telegraph, N. Y., N. H. & H. Railway, says:

"There are good opportunities offered in the telegraph field at this time and a good demand for telegraphers," and adds that while they have installed the telephone they haven't displaced any operators and that there has been an appreciable increase in wages in the last three years. He recommends telegraphy as an excellent vocation for a young man to follow.

E. A. Chenery, Supt. of Telegraph, Missouri Pacific Railway, says:

"The opportunities for young people contemplating the study of telegraphy, in my opinion, are better now than ever. The rates of pay are much higher than ever before and the demand certainly is on the increase. This is on account of increased business and the necessity of opening additional stations. The advent of the telephone for train dispatching has not apparently lessened the demand for telegraphers, and in fact, so far as this road is concerned, no change has been made in the personnel on account of the telephone service."

C. S. Rhoads, Supt. of Telegraph, Big Four Railway, Indianapolis, says:

"There is a steady demand for telegraphers and it seems to me the opportunity for young men who are proficient as Morse operators was never greater than at this time. In railroad service those who aspire to become train dispatchers with the great increase in the transportation work of our country have no trouble in obtaining positions as dispatchers in accordance with the capacity for gaining knowledge that merits promotions."

V. T. Kissinger, Supt. of Telegraph, C. B. & Q. Railways, says:

"While the telephone has so far proven satisfactory, I do not anticipate that it will, to any extreme measure, displace telegraphy, as there are many conditions to be met in the railway traffic which can be unquestionably best served by the telegraph, and the increased necessity for the employment of operators in other branches has been in so much greater proportion, that the opportunities for telegraphers are unquestionably better today than ever before. There is at present and has been for some time a serious shortage of telegraphers, and I know of no better channel in which any ambitious young man may enter the railroad work."

NOTE: The C., B. & Q. Railway, of which Mr. Kissinger is Superintendent of Telegraph, was among the first of the railroads to install the telephone for train dispatching.

Remember that the telephone, where used by railroads, is used almost exclusively for train dispatching; **the telegraph is used for all other purposes** and for train dispatching when the telephone is out of order which, we are told, is not an uncommon occurrence.

My Final Word to You

Now, as I close my personal message to you, and as I look over the proofs of what I have written before printing, I find that instead of exaggerating, that possibly I have really not told it all. I have, perhaps, understated the advantages my school offers to every young man who has his head and heart set on rising in the world. As you read the last pages of my book, does not something seem to whisper in your ear: "Here is your chance. Take it now." That impulse is for good. Obey it.

Your whole future hinges on your next move. Think what I have placed before you. I offer you a career. I give you the means of the solution of your life problem. What prospects for success have you of your own?

How often have you seen old men shake their heads and heard them sorrowfully say: "I was a fool not to take my chance when I got it," or "If I had jumped at the opportunity to get ahead that came to me when I was a young man I wouldn't be where I am today—a failure. I'd be living easy now," or "I had my chance, but I passed it by foolishly, so now instead of being paid for what I know, I must do odd jobs to keep soul and body together because, being unskilled, I don't know anything that anybody will buy as service from me."

What, then, will you do? Where will you be when youth slips away? Will you accept the opportunity I offer you to start a career in a few months as a trained man at easy, pleasant, reputable work, with frequent promotion, with alluring prospects, with permanent employment, with the opportunity to travel over the whole world?

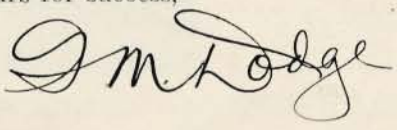
Write me a letter saying you will accept what I offer you. "Putting off" means "never done." The man of will power and character never says "some other time." His war cry is NOW!

From the moment I receive your letter you may be assured that I will personally do everything in my power to help you. Be free to ask any questions you wish when you write.

Remember, I do not urge you to learn telegraphy with the idea that you shall always be a telegrapher, but with the thought that it will be the means of enabling you to make a great success of life, as it has done for thousands of others.

Trusting that I will hear from you by return mail, I am,

Yours for success,



A Word to Parents

Mothers and fathers, after reading the mass of convincing testimony, which we have used thus far in this book, may still feel a timidity about sending their sons and daughters to us, unless they could hear words of encouragement about us from the parents of the young men and women we have trained. We have received a great many letters from the parents of our graduates. However, we are obliged, for lack of space, to print only a few of these letters.

Parents should also realize that even though they have, perhaps, had a different career in mind for their son, that it is always wiser to encourage ambition than to throw a wet blanket over it. The desire to get ahead is unfortunately quite rare as it is. So much of your son's happiness depends upon it, that it would almost be criminal to nip it in the bud because it did not follow the exact line you had fondly mapped out.

Frisco Lines.

Canalou, Mo.,

Mr. G. M. Dodge,
Dodge School of Telegraphy,
Valparaiso, Ind.

Dear Sir:

Would thank you to furnish me with dates I was in your school. Have recently changed from the Union Pacific to the Frisco and it seems these dates are necessary with this road.

I have had several good positions since I left your school. Several paid $225 per month, and I am on an agency job now.

Railroading is certainly good nowadays; most any old place pays around $130 per month or more, and there also seems to be a great shortage of telegraphers in the country, as there are several fellows holding down agencies on this system that know nothing of telegraphy whatever.

Quitting time, so must close. Hoping to hear from you soon, I am,

Your old scholar,
N. C. STEIMEL.

C. V. Hatfield, R. D. No. 1, Clinton, Tenn., says:

"Will say that I am well pleased with the way Joe and Edith got along in your school, and I am confident that they had the best instruction. You have my thanks for the way they have gotten along."

Charles E. Stoaks, Fort Smith, Ark., says:

"My son is employed upon the C. & N. W. R. R. and is doing well. I am satisfied with the training he received at your school. I was much pleased with the economical plan employed there, and am surprised at the low expense with which a student can get through."

G. S. Davies, 922 Talbert Ave., Braddock, Pa., says:

"I am glad to say that my son, DeTrevor, has a good position on the Union railroad here at home and is getting along nicely. I feel grateful to you for your patience and kindness, and will be pleased at any time to recommend your Institute to others."

J. H. Duncan, Crandall, Ind., says:

"My son Monta is at Osceola Junction, Mich., postoffice, Tustin, Mich., and says that he is getting along nicely. He has received several letters from boys who want to learn telegraphy, and he praises your school to the highest. He could not have been better treated. There is a young man here writing to him about your school, and Monta has written him to go. My wife and I thank you very much for your kind treatment to our son while he was in your school, and shall do all in our power to get you students. I have a nephew who is saving up his money to come to you when he can."

How to Come

Pennsylvania Railway Passenger Station

Valparaiso is easily reached from all points, being located on the Pittsburg, Ft. Wayne & Chicago; Grand Trunk Western, and the New York, Chicago & St. Louis railways, and the Valparaiso & Northern Electric Railway, and is 44 miles east of Chicago. All of these lines connect with all railroads connecting with and leading into Chicago from the south and west, and all north and south roads in Ohio, Indiana and Michigan. The fare between Chicago and Valparaiso is $1.71. When desired, we will write information as to routes and other traveling information.

Advice for Traveling

Avoid making acquaintances, especially at junction points and cities. It is best to bring all money, except what will actually be needed for traveling expenses in coming here, in the form of a bank draft or postoffice money order. This insures absolute protection from loss or thievery.

What to do on Arriving Here

Take a cab at the station, bringing your baggage with you. Tell the driver you want to go to Dodge's Institute — the cost of this will be 25c. We will then locate you in comfortable quarters and afterwards have your hand baggage, as well as your trunk if you have one, delivered to your room. There is always someone at our building, both day and night, who will be glad to give you every attention. If you will notify us as to the day and train on which you will arrive, we will send a representative, of the institution in a closed car, to meet you at the station. There is no charge for this service.

Nickel Plate Railway Passenger Station

Grand Trunk Railway Passenger Station

Come Now!

There is no better time of the year to begin than now. No matter what month of the year a qualified student graduates, it is seldom that we are unable to place him almost immediately into a good paying position.

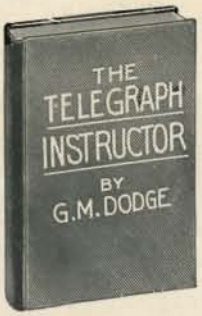
Our Students and Our Graduates

Thousands of students who have received our instruction are now holding good positions, or have held them, in both railway and commercial telegraph fields. These young men and women came to us from every section of the country and from every walk of life. Many come from other trades and callings where they have found the door of advancement closed to them. Perhaps the most significant thing about our attendance is the fact that a vast number of our new students come on the recommendation of former students, railway, telegraph and wireless officials—a number of them are brothers and near relatives of former students. This is perhaps our proudest testimonial: that the people who know us best of all, who have had intimate personal dealings with us for several months, who are sure to know whether or not we are all we claim to be, and who are the first to suffer if we do not place them immediately upon graduation in a paying position—that these people, far away from any influence we may exert upon them, turn and urge their brothers, sisters, cousins and nearest friends to come and place themselves under our training. Can you find a more golden recommendation anywhere than this? And yet, as these hundreds of cases come to our notice, in which this or that former student sends another student to us, we realize that it is not so much a friendship for us that prompted the sender as it was a desire to make his friends acquainted with that wonderful telegraphic alphabet with which so many young people have spelled *success,* and they are here by reason of the fact that the sender knows his brother, relative or friend will be taught thoroughly and treated fairly and squarely.

It is our belief that there is no railroad in the United States, no matter how small its telegraphic service, but has at some time used the services of one of our students, and that every large railroad is using a great number in some department of its telegraphic and operating service. Besides these, our students are employed by the commercial telegraph companies, on the private wires of the Oil Line companies, on the large vessels that ply the Great Lakes and the ocean, in the United States Signal Corps, where they have traveled a great deal. We frequently receive requests from other telegraph schools for teachers, and some of our graduates have been called for in private business concerns.

The Telegraph Instructor

300 Pages
Cloth Bound



Seventh and
Revised Edition

Price Postpaid, $1.75

The most Complete Book on Telegraphy. Used by many Schools of Telegraphy as a Text Book. Endorsed by Many Experienced Telegraph Operators. It treats on Every Subject of Interest to the Student of Telegraphy. No Student of Telegraphy or Telegraph Operator Should be Without This Book.

SUBJECTS:—The Telegraph; The Student of Telegraphy; After Employed; The Morse and Continental Codes; the Electric Current; Instruments Employed, Key, Relay, Electro-Magnet, Sounder; Adjustment of Instruments; The Battery, care of same; The Earth as a Conductor; Conductors and Non-Conductors; The Switchboard with various instructive illustrations; Ground Wires; Transmitting or Sending; Position; Movement; Alphabet theoretically arranged, correct formation of letters, numerals and characters; beginning exercises; Punctuation in Transmitting; Receiving; Copying; Breaking; Penmanship; Circuit Regulations; Wire Signals; Numerical Wire Signals; 700 Abbreviations; example sentences using same in Railroad and Commercial Telegraphy, and in Wire Testing; Definitions of Technical Terms used in Railroad and Telegraph Work; Suggestions for Teaching —both Railway and Commercial Telegraphy; Duties of Railroad Employes; Standard Railway Rules (classified) as recommended by the American Railway Association—these rules are used by 95 per cent of the Railroads in America; Rules for the Movement of Trains by Telegraphic Orders as adopted by the same association; Train Orders (Double order system); Block Signaling (Definitions), Telegraph Block Signals, Block Signal Examination (Questions with Answers); Railroad Telegrams; the Commercial Telegraph; Commercial Telegraph Rules, as used by the Western Union and Postal-Cable Companies; Commercial Telegrams, with Notes and Explanations of same; Service or Office Messages, with numerous examples; Private or Leased Wires; Forms—Train Orders (19) and (31), Clearance Card, Train Sheet, Railroad Message, Commercial Message, Private Wire Message; Grain, Provision and Stock Quotation Abbreviations; Typewriting Manual of Standard Typewriters, showing in detail the application of the typewriter in the reception of telegrams.