



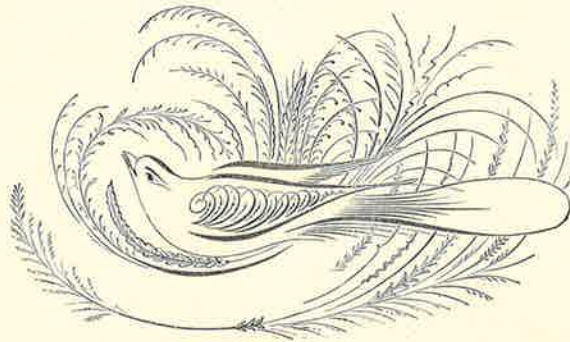
Compliments of

H. W. BROWN.

FOR many of the cuts used in this circular we are indebted to Professor A. N. Palmer, Cedar Rapids, Iowa. Mr. Palmer was at one time a student in our Commercial College. He is now Editor of the "Western Penman."

Several flourishes, which we present, are the work of that distinguished pen artist, Mr. E. L. Brown, of Rockland, Maine. Mr. Corliss and Mr. Potter have each furnished the cut used with his testimonial.

From among our many former students and graduates in Penmanship, many very elaborate designs might have been presented; but the cuts herein used are sufficient to suggest the lines of effort, as well as the possibilities, of such persons as would pursue a course in writing or in *Pen Art*.



**New Hampton
Literary Institution**

and Commercial College,
NEW HAMPTON, N. H.



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H. W. BROWN, M. S.,
Teacher Plain and Ornamental Penmanship.

Read Every Word Of This.

WRITING is not drawing. The labored pen-craft of our fathers is as obsolete as their wigs and snuff!

Good *business writing* must be *plain, rapid, easy*.

The new "MUSCULAR MOVEMENT" method insures all this.

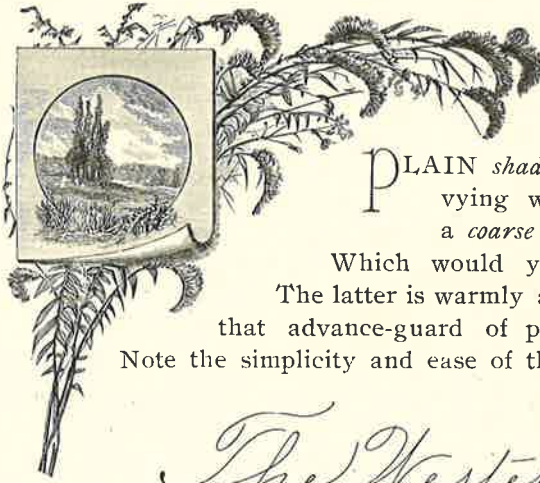
Commercial colleges and many city schools are teaching it with *results that are marvelous*.

In principle, it is a simple transference of movement from the slender muscles of the fingers to the strong and elastic muscles of the arm, while permitting the forearm to rest easily upon the desk.

This new method may be learned in fifteen minutes by the average pupil. It is practical. It makes writing a pleasure. Tired, cramped fingers and hands are unknown to it. Above all, it renders possible a speed of from 150 to 250 small letters per minute.

Dexterity of this sort is a demand of the hour. If time be money, speed is economy. To be a good penman is to have the key to desirable positions. Note the "Ads." of the "Want" columns. How do they read? "YOUNG MAN OF BUSINESS WANTED. MUST BE A GOOD PENMAN!"

Stupids, drones, unprincipled ne'er-do-wells, it is time for you to retire. Come up, boys and girls of *snaf*, ambition and honor, there is room for you!
LEARN TO WRITE!!



Which Would You Prefer?

PLAIN *shaded* capitals, with a *fine* pen, are just now vying with plain, *unshaded* work, executed with a *coarse* pen.

Which would you prefer for practical business use?

The latter is warmly advocated by the "Western Penman"—that advance-guard of practical penmanship, and *we prefer it.*

Note the simplicity and ease of the following lines:

The Western Penman is full of helps to the student of penmanship.

E. C. Mills.



JOHN POTTER.

A Testimonial.

One from a Thousand.

GRISWOLD, CT., 10, 20, '95.

PROF. H. W. BROWN,

NEW HAMPTON, N. H.

My Dear Sir;—

I gladly offer this testimonial to the value of "Muscular Movement" writing in *actual business practice*. It possesses every advantage that is claimed for it.

Never fail to insist upon its use; for in so doing you are a benefactor to the thousands who come under your care.

Your former pupil,

JOHN POTTER, *Supt. of Schools.*

The present teacher of Penmanship has had an experience of nearly twenty years in teaching his art. During this time, he has developed a method of instruction which is almost incredible in its results.

Extract from "New Hampton Reporter."



Ornamental Penmanship.

MUCH skill may be acquired in a brief time, in the various lines of Ornamental Penmanship even by a person of ordinary talent. Such work usually seems more difficult than it is. It includes Engrossing, Flourishing, Designing, Pen Drawing, Tinting, Brush Work, etc., and presents a field of effort worthy the highest talents.

The study of such branches is not only pleasurable, but it has educational value of a high order. It is also profitable. There is an increasing demand for such pen-drawings as are used in the illustration of books, pamphlets, etc. Indeed, there is no limit to what may be done in the direction of pen-art, by one who understands all the modern pen and brush processes.

Our instruction in Ornamental Pen Work aims to meet the purpose of the pupil and to correspond to his ability. It varies with the individual.

We desire largely to increase the number of pupils who shall take instruction in this line; hence, observe

The Very Low Price of Tuition. *A life scholarship, covering any amount of regular instruction in both Plain and Ornamental Penmanship, is now offered for the almost nominal price of Fifteen Dollars.*

The trustees grant *Diplomas* to those who complete an approved course, covering all lines of pen art; but such students shall design and make their own diplomas. The diploma is granted as soon as deserved.

PENMANSHIP TUITION, WITHOUT SCHOLARSHIP.

Whole term, one hour daily :	Plain, \$3.50, Ornamental, \$5.00
Half term, one hour daily :	Plain, 2.00, Ornamental, 3.00
15 lessons, one hour daily :	Plain, 1.50, Ornamental, 2.00



C. E. CORLISS, *Instructor in Penmanship*,
WEST DENNIS, MASS.

A Testimonial.

WEST DENNIS, MASS., Dec. 10, 1895.

H. W. BROWN,

Lit. Institution, New Hampton, N. H.:

Dear Sir :—I wish to give written testimony to the high quality of instruction given in your classes, in the various lines of ornamental penmanship.

It involves more than penmanship, as usually understood. It includes fine art. In justice to you, the public should know that you have had not only college training, but that your educational outfit includes a thorough course taken at the Yale University School of Fine Arts.

To one familiar with the delicate work required to be done in flourishing, designing and engrossing, these facts are highly significant; and they are, in part, an explanation of your success in teaching all lines of pen-art.

Thanking you for your efforts in my behalf,
I am,

Yours cordially,

C. E. CORLISS.

Why Not Fit to Become a Teacher of Writing?

MANY young men and women of small means, even of limited education, possess a talent for Penmanship which they are likely to undervalue, but which might be to them the "*Open Sesame*" to a lucrative and honorable calling. Have you a taste for beautiful writing? Then consider if it may not be worth your time and effort to take our Penmanship course, earn a diploma and become a successful teacher with good salary.

There is a demand everywhere, just now, for teachers of the New System. Nearly every school district offers a field for evening classes; while academies and graded schools present favorable openings.

Students, while pursuing other courses in our Institution, frequently carry on a preparation in penmanship; and one might, by teaching writing a few months each year, pay the entire expense of his course here and in college. Pupils who desire it, are allowed to assist in teaching the large classes which we always have in penmanship (more than one hundred lessons are sometimes given in a day) and thus, by Normal Methods, they are fitted for the work.

May not this be, for you, the open door of opportunity?

Write to us!



It Seems Wonderful

When we tell you we can sell you a

SUPERB RANGE, Large, Handsome, Perfect
Worker and Guaranteed

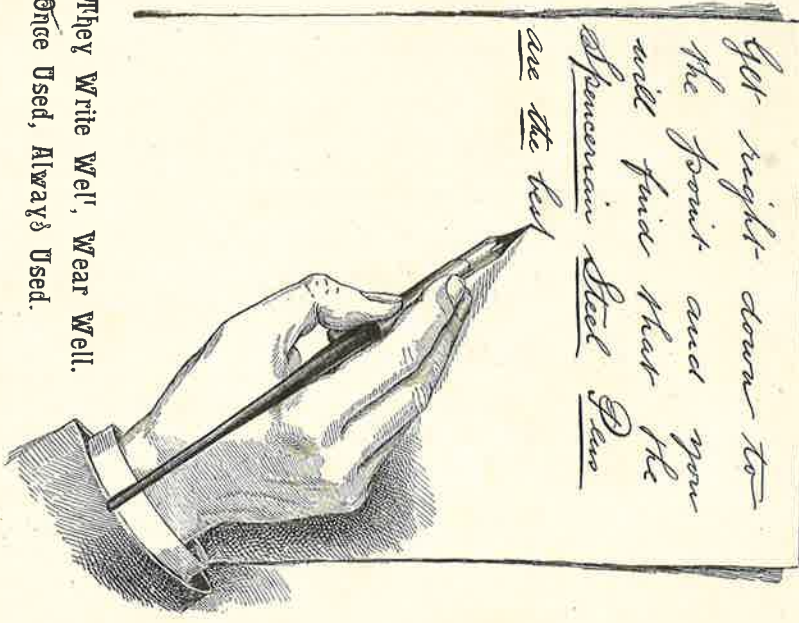
For Only \$20.00!

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C. A. ANDREWS, W. E. KEYES, Sec'y.
No. 8, Mill St., (For fifteen years with the firm of S. W. & G. A. Sanders)

LACONIA, N. H.



They Write Well, Wear Well.
Once Used, Always Used.

If you do not believe it send 6 cts. in Stamps
for Sample Card containing 12 Pens for
trial.

Spencerian Pen Co.,

450 Broome St., New York.

R. W. Musgrove, Pr., Bristol, N. H.