

HOW CLARA DONER DOUBLED HER SALARY

A Story of Business Success Full of Inspiration for Others

Miss Clara E. Doner, who is on a visit to her parents in Limerick, N. Y. is receiving the congratulations of her friends on her success in business life. She is now head book-keeper in a business house in Rochester, N. Y., and the story how she rose to her present position, and how she qualified herself for it, is one that is full of encouragement to others. In speaking of her success Mrs Doner said:



"I left my home in Limerick because it was necessary that I should earn my own living, and as you know, there is absolutely no way to do that in this small place. I first succeeded in getting a position as saleswoman in a city store, but the most I could earn was \$6 a week. I decided to study and prepare myself for a better position, and after reading an advertisement of the Commercial Correspondence Schools of Rochester, N. Y., I answered it. I received a copy of their booklet 'How to Become an Expert Bookkeeper,' and an offer to teach me book-keeping free and their assurance that they would use their endeavor to place me in a position when I was qualified to keep a set of books. Every promise they made me was carried out to the letter. I owe my present position entirely to the school, and I never shall be able to repay the Commercial Correspondence Schools what they have done for me. When I decided to take

a course in bookkeeping I knew absolutely nothing about that subject, yet by the time I had finished my eighteenth lesson, Professor Robert J. Shoemaker, the Vice-President and General Manager of the Schools, procured for me my present position as head bookkeeper with a large manufacturing concern at exactly double the salary I was formerly earning. The knowledge I received through the course has given me every confidence in myself, and in my ability to keep any set of books. In fact, I can not say too much in favor of the most thorough, practical and yet simple course of instruction which is contained in the bookkeeping course as taught by correspondence by the Commercial Correspondence Schools. I could not have learned what I did in a business college in six months. Besides, if I had taken a business college course, it would not only have cost me \$60, but I should have had to give up my daily employment in order to attend school. As it was, I was able to study in the evenings and earn my living during the day, and I did not pay one cent for the instruction until I was placed in my present position. I have said all this for the Commercial Correspondence Schools out of pure gratitude for what that institution has done for me and entirely without solicitation on their part. I am going to tell others what the schools have done for me, and I shall be glad to answer the letters of any who may be interested in taking the course I did. They will never regret doing so. I have just induced a friend of mine to take the bookkeeping course, and I expect her to succeed just as I have done."

Miss Doner started on the road to success after reading the Commercial Correspondence School's free book, "How to Become an Expert Bookkeeper." A limited number of these books will be sent absolutely free to ambitious persons who sincerely desire to better their position and add to their income. Send your name and address on a postal card today to the Commercial Correspondence Schools, 318 Commercial Bldg., Rochester, N. Y., and receive the book by return mail. It tells you how you can learn bookkeeping and pay your tuition after a position has been secured for you. If you are without employment, or if you are engaged in uncongential or unremunerative employment, you should send for a copy of this book. Miss Doner studied less than two months, yet in that short time qualified herself for a responsible position, and doubled her income. Any ambitious young man or woman can do as well as she did.

The Baldwin Airship a Success

A dispatch to the Chicago Tribune, under date of St. Louis, October 31, says:

"An airship soared easily over the fence of the aeronautic concourse at the world's fair grounds today, and then sailed in circles and figure eights 2,000 feet above the cascades. At the end of half an hour of evolutions went back to the concourse directly against an eight-mile breeze, and alighted nicely almost on the exact spot from which it started.

"The airship was that of Capt. Thomas S. Baldwin, and was operated by A. Roy Knabenshue of Toledo, O., who made a partially successful ascent last week.

"On this occasion the motor did its duty, and at all times the craft was under the complete control of the operator.

"Knabenshue started from the aeronautic concourse at 3:37 p. m. and re-

turned after his remarkable flight at 4:05 p. m. On the return trip the airship sailed slowly over the exact spot from which it had risen twenty-eight minutes previously and glided about 100 feet further west where it settled gracefully to the ground.

"The descent of the Arrow was the signal for a demonstration, and dozens of eager hands were upstretched to grasp the frame of the airship, and the flying machine, with its daring navigator, were carried around the concourse upon the shoulders of shouting men.

"By the successful flight of the Arrow, Captain Baldwin was the first man to claim the \$500 prize offered by the exposition company to the airship which makes a continuous trip to the plaza St. Louis and return. The cascades are considered part of the plaza.

"Baldwin and Knabenshue had worked for twenty-six hours without

sleep in order to prepare for the flight, and the first essay at an ascent, with Baldwin himself in command of the airship, had ended disastrously, the Arrow falling suddenly to the ground and breaking one of the blades of the propeller.

"After a hasty examination Baldwin announced that the damage could be repaired at once, and said that Knabenshue would attempt another flight in a half hour.

"At the time promised the airship was again brought from the aerodrome and at a signal from Knabenshue was cast loose and the motor started.

"The Arrow rose slowly and easily, its prow directed toward the west. When at a height of about twenty-five feet, Knabenshue turned the rudder and the aerial craft, answering to its helm, pointed south and continued its flight without interruption.

"Knabenshue at that time was not high enough to clear the aeronautic fence, and as he rapidly approached it Knabenshue moved toward the rear of the airship. The Arrow pointed its prow upward and, answering the pull of the propeller, soared lightly above the fence and rapidly gained an altitude of about 1,000 feet.

"Knabenshue again changed the direction of the craft and passed over the crowd in the concourse.

"After proceeding about half to three-quarters of a mile westward Knabenshue turned the airship about and again passed over the concourse, at the same time increasing his altitude until he was about 2,000 feet above the earth.

"Sailing first to the northeast and then to the southeast, occasionally making complete turns, Knabenshue continued in a generally easterly direction until over the cascades, the center of the world's fair grounds, and about a mile and a half, in a direct line, from the point of starting.

"About that time the barely perceptible breeze that had been blowing from the northwest increased to about eight miles an hour and veered to the north.

"In order to return to the starting point it was necessary for Knabenshue to breast this breeze. It could be seen that his first effort to turn the airship from a course before the wind was unsuccessful.

"He attempted several times to turn to the left, and then suddenly swung the rudder sharply in the other direction and the Arrow came into the wind, staggered a moment, and then, gaining power, came toward the concourse at a speed that caused the spectators to cheer and toss their hats into the air.

"Without deviation the California Arrow continued on in the teeth of the breeze, gaining speed, and rushing toward the concourse in an imposing manner.

"When within a few hundred yards of the concourse Knabenshue moved forward, the Arrow responded immediately to the downward shift, and sailed toward the ground without a diminishment of speed.

"Knabenshue entered the concourse from the east at a height of about 200 feet, and, slowing the speed of his motor, he directed the airship directly over the wooden tressels that had supported the Arrow before the flight started. His momentum was too great to admit of stopping exactly in the place from which he had made the ascent, but the airship settled to the ground within 100 feet.

"After Knabenshue had assisted in housing the airship in the aerodrome he was introduced to President Francis of the exposition, Mayor Wells of St. Louis, and many of the world's fair and city officials. Knabenshue's mother and wife arrived from Toledo today just in time to witness the flight.

"There was not a moment," said Knabenshue, "when I did not have complete control of the airship. It needed

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