



*"All the world loves a winner. All the world pays the winner."*

Published monthly in the interest of the pupils and graduates of the Rhode Island Commercial School, Butler Exchange, Providence, R. I. Edited by Harry Loeb Jacobs, Principal.

## Who will Fill this Picture Frame? A Monthly Prize Contest.

This is the day of the camera. If you are not a snaphooter no doubt you have friends who are. "The Business Winner" offers a prize of \$5.00 every issue for the most suitable AMATEUR photograph to be published on the front page.

This prize contest is governed by the following conditions:

It is open to any resident of Rhode Island or any student of the School, but not to professional photographers.

Photographs submitted must be developed well enough for reproduction, and must not have been published elsewhere.

All photos submitted to remain in the custody of the R. I. C. S. for six months. The selection of the prize photograph will be made by a Committee composed of Mr. Harry Loeb Jacobs, Mr. Frank E. Dodge of the Remington Printing Co., and Mr. George Leland Miner, member of the Providence Art Club.

Merely by way of suggestion let us add that a wealth of material is offered by pictures of historic landmarks, important public buildings, interesting scenes, family groups, children at play, animals, vacation occurrences, etc.

The photographs will be judged from three points of view: Photographic clearness, artistic grouping and general interest of the subject.

The photographs not selected for publication will later on be placed on exhibition, and the public will be asked to express by ballot its choice of the best three pictures not published in "The Business Winner." To the authors of these photos prizes will be awarded consisting of sets of handsome and valuable books. Particulars about these will be announced in a later number of "The Business Winner."

All photographs submitted should carry on the back in plain handwriting the full name and address of the contributor.

Further particulars on request.

**Rhode Island Commercial School,  
Butler Exchange, Providence, R. I.**

## From the Principal's Chair

### Responsibility—A Mighty Word

Perhaps no President has assumed office with a more general expression of good wishes from people of all classes, all parties, than President Woodrow Wilson.

Digging right down to the fundamental explanation of this landslide of good will, I believe we find it in two of his utterances.

When he heard the news of his election he said he felt no elation because of the solemn feeling of RESPONSIBILITY that overwhelmed him.

One reason why his inaugural address was so impressive and so well received was that it appealed to the sense of responsibility of every American. He crystalized this sentiment when he said: "I call to my side every patriotic man."

This word "responsibility" stirs me profoundly, principally for three reasons that hit right home—

One is that so many men of responsibility in Providence honor the Rhode Island Commercial School by depending on it for efficient office help.

The second is, that so many of our graduates quickly develop into positions of responsibility.

The third is the great responsibility hovering over the chair of the Principal of the Rhode Island Commercial School who has assumed the solemn obligations of—

- training the young people of Providence and surroundings in the most effective way for the most successful business career;
- furnishing efficient workers for the offices of the local business community;
- thereby adding to the prosperity and welfare of our City.

To live up to these responsibilities in the fullest measure is the inspiring ambition constantly before me, like the biblical "column of smoke by day and pillar of fire by night."

*Harry Lee Jacobs*

## Echoes from the Class Rooms

The weekly contests between the Alphas and Omegas are growing in interest as the teams become more evenly matched. The following figures showing the results of the last contest in March are interesting:

	Alpha	Omega
Shorthand,	97	102
Typewriting,	147	144
Spelling,	117	118

The Omegas won two out of three, so their name went back on the Championship Banner, Monday, March 31, after its two weeks' vacation. The only consolation the Alphas have is that they will have a chance to have their pennant cleaned ready to take its place again next week.

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A noteworthy fact concerning the type-writing contest is that there was no one in the Fifth Rank on either side. Nothing would please the teachers more than to see this same condition in Shorthand and Spelling. And they will!

A study of the results above should impress every student with the fact that he is responsible for the success or failure of his team.

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Special mention is due to Misses Staton, Pasbach, McGrath, Latham, Christian, Jette, and Sandberg, Messrs. Wood and Cohen for the excellent work they are doing in the shorthand night school.



The following students deserve honorable mention for having done excellent work in typewriting during March: Misses Balatow, Charlesworth, Anna Carlson, Mulry, McCarthy, Sorensen, McGuire, Davis, Tobin, Daniels, and Mr. George Wild.

\* \* \*

Of the Night students Mr. Wood and Misses Christian and Pasbach led in Typewriting.

\* \* \*

The following students have graduated recently: Miss Hazard, Miss McGuire, Miss Fuller, Miss Tobin, Miss Erichsen. These young ladies have done excellent work throughout their course, and we predict for them successful careers in the business world.

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Misses Brownell, Davis, and Shapiro are new members of the Finishing Class.

\* \* \*

The following students made 100% in the March monthly spelling test: Davis, Spencer, Borland, Charlesworth, Taylor, McGuire, Hannafin, Bently, Collins, Daniels, Tweedly, O'Brien, Baker, Sorensen, O'Neil, Pearce, Fleming, Bagley, Streaker, Shapiro, Johnston, Munroe, Balatow, Shurtleff, Hazard, Longmuir, Freedman, Dietsch, Shannaham, Brelsford, Foley, Smith, Croft, Machon, Chace, Coughlin, Gladhill, Powers, Goff, Lawlor, Logan, A. Carlson, Card, Hunter, Lyon, Brownell.

As the above list constitutes more than 60% of those present for the test, and considering that the word list was by no means of kindergarten grade, the Shorthand Department is justifiably proud of the showing. But we are not satisfied. We'll do better in April.

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Messrs. Albert Carlson, Earl Foley and Roy Griffiths, are three of our young men who have left us within the past few days. Each of these expects to return to complete his course next year.

The young men have organized a Baseball team and are holding daily practice. From present indications a nine will be placed on the field which will be a credit to the School. Challenges have already been received and accepted. More information will follow in later issues of this paper.

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Miss C. E. Sprague, one of our former students, has accepted a position as principal of the Commercial Department in the Connecticut Business College at Middletown, Conn. Miss Sprague entered upon her duties March 31st. Her many friends in the Commercial Department wish her the best of success.

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The students in the Evening Business Classes who made a percentage of 90 or over in the March monthly test in Rapid Calculation were Oscar Johnson, Clinton Sweet, R. G. Ogg, Ellen Mulgrew, Emily Vota, W. Rock.

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The regular monthly test in Rapid Calculation for March was held March 26th. The students making a percentage of 90 or more were Ida Pickett, Louise Johnson, Henry Bowler.

\* \* \*

The March results in spelling for the Business Department show the following students making a percentage of 98 or better: Ida Pickett, Gladys Harris, Helen Clark, Grace Taylor, Catherine Geever, Florence Cummings, Edith Lundquist, Mary Higgins, H. Christenson, Constance Guisti, Louise Johnson.

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### R. I. C. S. Students Belong to the "First Class"

Three kinds of people there are in this world:

The "Wills" accomplish everything.

The "Won'ts" oppose everything.

The "Can'ts" fail in everything.



Smile and the world smiles with you,  
 "Knock," and you knock alone;  
 For the cheerful grin  
 Will let you in  
 Where the kicker is never known.  
 Growl, and the way looks dreary,  
 Laugh, and the path is bright,  
 For a welcome smile  
 Brings sunshine, while  
 A frown shuts out the light.  
 Sing, and the world's harmonious,  
 Grumble, and things go wrong,  
 And all the time  
 You are out of rhyme  
 With the busy, bustling throng.  
 Kick, and there's trouble brewing,  
 Whistle, and life is gay;  
 And the world's in tune  
 Like a day in June  
 And the clouds all melt away.

—Selected

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### Ben. Franklin on Woman's Education

How far in advance of his time the views of Benjamin Franklin were on education, is shown by this excerpt from his writings, referring to a young printer whom he had set up in business in South Carolina. When he heard that this man had died, Franklin feared the loss of his investment, but was pleasantly disappointed. To quote his own words:

"The business was continued by his widow, who, being born and bred in Holland, where, as I have been informed, the KNOWLEDGE OF ACCOUNTS makes a part of female education, she not only sent me as clear a statement as she could find of the transactions past, but continued to account with the greatest regularity and exactness every quarter afterwards, and managed the business with success, so that she not only brought up reputably a family of children, but at the expiration of the term, was able to purchase of me the printing house and establish her son in it.

"I mention this chiefly for the sake of recommending that branch of education

for our young females, as likely to be of MORE USE to them and their children, in case of widowhood, than either music or dancing. By preserving them from losses by imposition of crafty men, and enabling them to continue, perhaps, a profitable mercantile house, with established correspondence, till a son is grown up fit to undertake and go on with it, to the lasting advantage and enriching of the family."

This information about the commercial education of the young women of Holland is mighty interesting. Perhaps this explains the proverbial term of "thrifty Hollanders."

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### Just Among Ourselves

The Annual Dance of the Day School was held at the Churchill House, on March 27th, with an attendance of nearly 300 young people. It was voted that this dance was one of the most successful that has ever been conducted in the history of the Day School, and a thoroughly good time was had by those present.

The committee in charge was: Henry Bowler, Chairman, Lena Hathaway, Claudine Fowler, Fred Wild, Charlotte Lister, Florence Hole, Alice Spencer, Adelaide Fuller, Edmond Persson.

The second dance of the season of the Night School Association was held at the Park Casino on April 1st, with about 150 in attendance, consisting of members of the Association and their friends. The first night school dance was so successful that the committee found a surplus on their hands after paying all expenses, and it was voted to expend the money in a similar affair.

A prize waltz between members of the Commercial and Shorthand Departments of the Night School was won by Miss Lillian Rowe and Mr. Campbell Ewart of the Commercial Department.

The committee in charge was: Thomas Black, Campbell Ewart, Miss Devine, Ellen Mulgrew, Lillian Rowe, J. H. Cooper.



## What Kind of Education Wins in Business?

*By Philip R. Dillon, New York*

Millions of people in this country have seen the name "Woolworth" in the business sign over the door of a "5 and 10 cent store." The F. W. Woolworth Co. concern operates three hundred and eighteen of these stores in two hundred and fifty different cities. There has just been organized a new combination which will operate six hundred stores. The capitalization of the new company is \$65,000,000. And Frank W. Woolworth, the man who started this business in 1879 and developed it to its present enormous size, is the leading factor in the new combination.

The Woolworth Building, now being erected in New York, will be fifty-five stories in height, the greatest office building in the world, eclipsing the Singer Building and the Metropolitan Building. It will cost \$12,000,000, all of which comes from the profits of the 5 and 10 cent stores.

Frank W. Woolworth was born on a farm in northern New York State, not far from the St. Lawrence River, in 1852.

### The Boy from the Farm

I talked with him last month, in his New York office, about the beginning of his career in business. He is a big, powerful man, of the Yankee type that used to be a characteristic of New England and the Western Reserve in Ohio.

He worked on his father's farm and went to the district school in winters, as boys of the farm have done for generations. He never went a day to college. He had a good grammar school education, and when he was nineteen years old he entered a business college in Watertown, N. Y., and attended two terms. After he had finished these two terms, at the age of twenty-one years, when he had a good knowledge of the theory of bookkeeping and general business organization, he went to work in a dry goods store in Watertown, getting

no salary at all for the first three months, and only \$3.50 a week for the next three months.

The opinion of such a man, who had begun with no money and only a common school education, supplemented by two terms in a business college, and who had risen to be one of the most successful business men of the nation, is obviously of great weight and authority in the matter of how to train a young man for a business career.

### Two Terms in a Business College

I said to Mr. Woolworth—"Don't you think that you would have been more successful had you graduated from a classical college or university?"

He answered like a thinking man who has over and over grappled with problems of practical education and has deep and abiding convictions. He said:

"The education I got in those two terms in that business college at Watertown was of greater value to me in all my business career than any education I could possibly have received in a classical college.

"I do not think a college education—as we understand the phrase 'college education,' is necessary for the man who expects to go into mercantile business. I will even say that a classical college education, such as the present system of colleges and universities gives young men, is likely to unfit those students for mercantile business if they had an aptitude for it when they finished the grammar school.

"Because, when a man graduates from a classical college, he is a bit too old to begin at the bottom in business, and he has formed ideas that do not fit well with the rules of business which have been proved sound by centuries of experience. The classical college graduate is seldom willing to begin at the bottom.

"Now the man who was brought up on the farm, or in a humble city home, and who knows nothing about business nor about college life, has everything to learn and nothing to unlearn, and he willingly begins



at the bottom when young. Whereas if he devotes his time after the age of fifteen years to the life and purposes of high schools and colleges for the years needed to graduate, his character will be formed in an entirely different way from that of the boy who goes right out of grammar school into the business he wants to learn.

### Do Not Want to Begin at the Bottom

"This college man is best fitted for a professional life, but not for a business life. The four years in college will set him back for business. He will graduate at about the age of twenty-three years, and then he won't want to get down to the real work that a boy unhampered by college life will do.

"In the F. W. Woolworth & Co. stores, we are always on the lookout for those who have ability and are willing. The essential qualifications of education in these young men are first of all good moral character, common sense, good penmanship, good reading, good spelling and thorough grounding in the fundamentals of business arithmetic.

"The trouble with the classical college graduates is, as I said, that they do not want to begin at the bottom. So I feel a sympathetic regard for the thorough grammar schools and business colleges that give boys an early practical training and do not bias their character nor spoil them for the hard work at the bottom—where all business success begins."

—American Penman

\* \* \*

*It is better to look ahead—and prepare, than to look back—and regret.*

Your enrollment in the R. I. C. S. proves that you do not need this warning. But how about that friend of yours? You'll render her or him a real service, if you bring this drop of wisdom to the attention of some young man or woman.

Bring them to the school to talk it over. Or give their names to the Principal.

## Your Value as Raw Material

A chemist has figured out that the human body contains fat worth about \$2.50; enough iron to make a nail; enough phosphorous to make 2200 matches, etc.

Altogether the "raw material" in your body is worth about \$7.50.

It is no desecration to thus speak of the human body. On the contrary, it shows all the more the wonderful possibilities of the human mind and will that can turn \$7.50 worth of raw material into priceless, precious human life.

How much you can make of yourself, depends entirely on yourself.

Napoleon used to say that "every soldier carries a marshal's baton in his knapsack."

No proof is needed that this is equally true in business.

Look at the selfmade men. Their success is due to just two things—preparation and perseverance.

These are the same two precious Pearls of Success that are in your possession.

\* \* \*

When a man tries himself, the verdict is generally in his favor.

\* \* \*

Can you look your mirror in the face, and say truthfully that you are satisfied with your efforts in every respect?

\* \* \*

We all should be our own severest taskmasters.

\* \* \*

## Somebody

Somebody did a golden deed;  
Somebody proved a friend in need;  
Somebody sang a beautiful song;  
Somebody smiled the whole day long;  
Somebody thought 'tis sweet to live;  
Somebody said, "I'm glad to give;"  
Somebody fought a valiant fight;  
Somebody lived to shield the right.  
Was that "somebody" you?



## The President's Stenographer

who will head the stenographic staff at the White House, is Charles L. Swemm. Although he is but twenty years old, he is one of the fastest shorthand writers in the world. He proved it while serving Mr. Wilson during his Governorship of New Jersey and his presidential campaign. Five years ago he earned \$5 a week. His present salary is \$50 a week.

His assistant will be Miss S. Tarr, also a very fast shorthand writer.

Another stenographic post of honor is occupied by Warren Johnson, who is stenographer to Mr. Tumulty, the Secretary to the President.

All three write our system of shorthand—the Gregg.

\* \* \*

"No matter what your work may be if you are a success you have glorified your work, and your work has glorified you."

\* \* \*

"Not doing more than the average is what keeps the average down."

\* \* \*

"Climb to the top. Be something or nothing. The world is full of halfway people, and treats them accordingly."

\* \* \*

### Odd

That we should speak of wading through a dry book.

That one can make one's maiden proposal to a widow.

That a fellow can be in a girl's presence and yet be "gone."

That the more we think of some people the less we think of them.

That we often speak of folks being at odds when they are really trying to get even.

That the more people we get to help us keep a secret the sooner it gets away from us.

That saying a man is "capable of anything" is a very different thing from recommending him as thoroughly capable.

—*Boston Transcript.*

## Shorthand Office Training

A stenographer in a commercial sense needs more than the mere ability to write rapidly and transcribe his notes quickly and accurately on the typewriter.

This is well brought out in an address delivered some time ago by the Principal of the Rhode Island Commercial School before the New York State Teachers' Association.

This speech was published by the Gregg Publishing Co. The telling extracts are worth quoting and noting:

"Conditions in the business office are constantly undergoing a change. The kind of work performed by a stenographer a half-dozen years ago would be hopelessly inadequate today. . . . The student just out of school can very often outfoot the experienced stenographer in "speed" both on the machine and in shorthand. But his work lacks FINISH. His letters require reading—and often copying and re-copying. All of his work requires constant supervision". . . . .

Needless to say that graduates of the R. I. C. S. do not need constant supervision. That is why we have more calls for young men and women than we can fill.

A well stored mind should carry no dead stock.

"The highest praise we can give people concerning their work is to say they do things in a "businesslike" way.

The school that trains people for business is the true Preparatory School of life."

—*Lippman*

\* \* \*

"Write in your heart that every day is the best day."

—*Emerson.*

Therefore make the best of it.

## Calls Received During March

Remington Typewriter Co.  
Dr. Shepard  
Mr. Bradford  
Remington Typewriter Co.  
College Hero Co.  
Remington Typewriter Co.  
Remington Typewriter Co.  
Livermore & Knight Co.  
Proffitt-Larchar Co.  
J. B. Barnaby Co.  
J. B. Barnaby Co.  
R. G. Dunn  
B. H. Gladding Co.  
Mianus Motor Works  
Frank C. Stender  
Providence Paper Co.  
Postal Telegraph Co.  
John F. Smithers  
Providence Scale Co.  
Remington Typewriter Co.  
Evening News  
Remington Typewriter Co.  
L. C. Smith Typewriter Co.  
Gen'l Fire Extinguisher Co.  
American Silk Spinning Co.

The only reason we could not fill more positions, is because we did not have more graduates.

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"IT IS A MIGHTY FINE THING TO  
TRAIN ONE'S SELF TO REGARD THE  
UNPLEASANT THINGS THAT BOB  
UP NOW AND THEN AS MERE  
PUNCTUATION MARKS IN A LONG  
PARAGRAPH OF PLEASURE."

—Thomas Dreier.

The Price of Success is Earnest Effort.  
No short change or counterfeit is  
accepted by Dame Fortune.

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## Simplifying "Simplified Spelling."

Spanish comes as near phonetic spelling as any language. No wonder that a young Spaniard, after a few lessons in English, wrote to a friend: 'I have met your y—f today.' The recipient of the letter could not decipher this word for quite a while, until he finally "tumbled." The Spaniard had referred to his friend's "wife."

This is simplified spelling with a vengeance. Our R. I. C. S. students do not indulge in this brand of orthography. The progress they showed during the past month has been very gratifying.

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## It is Not Easy

To apologize  
To begin over  
To be unselfish  
To take advice  
To admit error  
To face a sneer  
To be charitable  
To keep on trying  
To be considerate  
To avoid mistakes  
To endure success  
To keep out of the rut  
To profit by mistakes  
To think and then act  
To forgive and forget  
To make the best of little  
To subdue an unruly temper  
To maintain a high standard  
To shoulder a deserved blame  
To recognize the silver lining  
BUT IT ALWAYS PAYS.

—Selected.

"Count that day lost, whose low descending sun  
Sees at thy hand no worthy action done."