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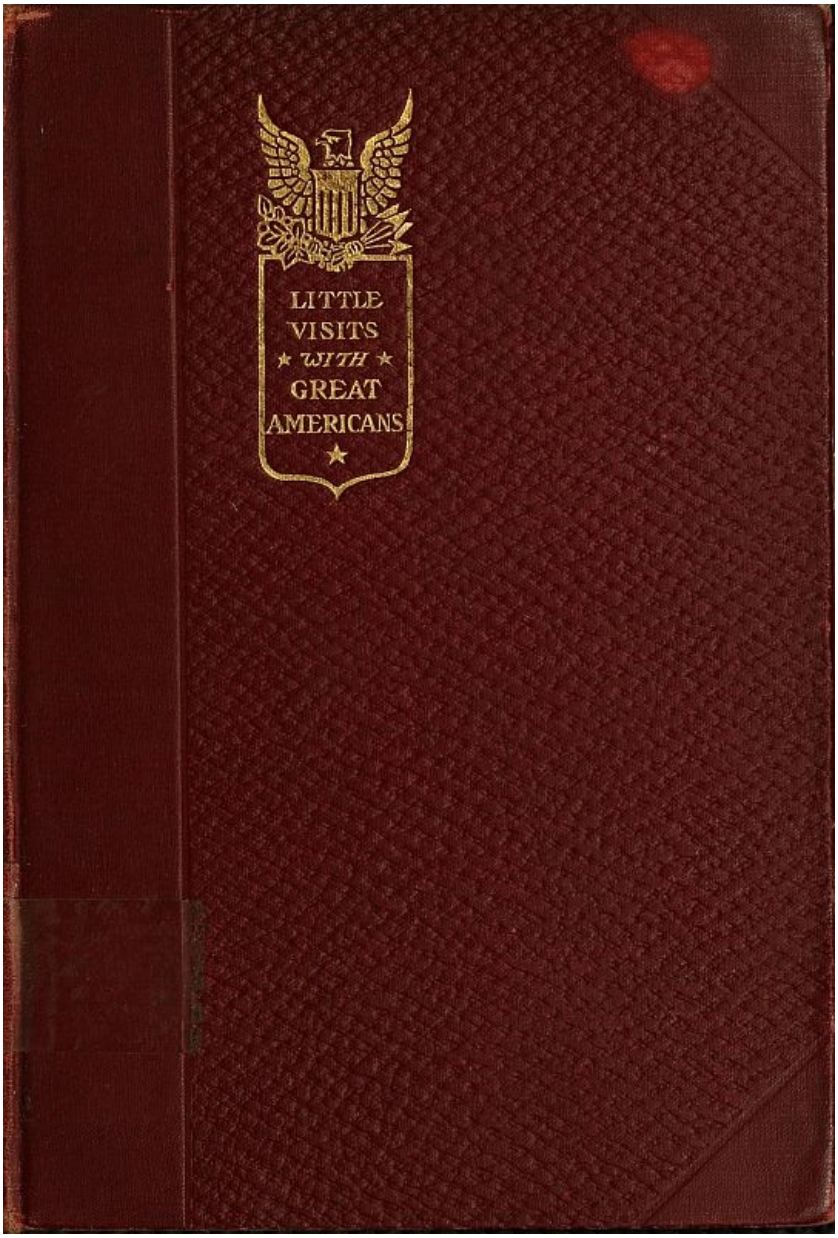

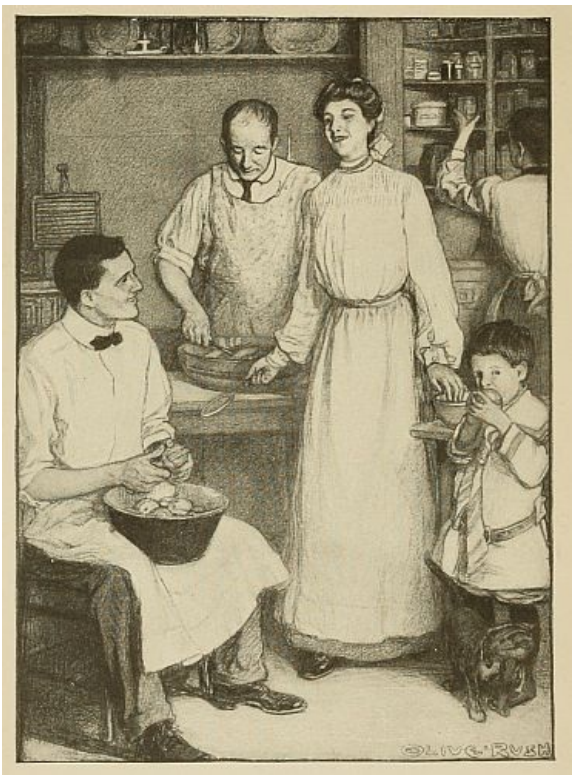

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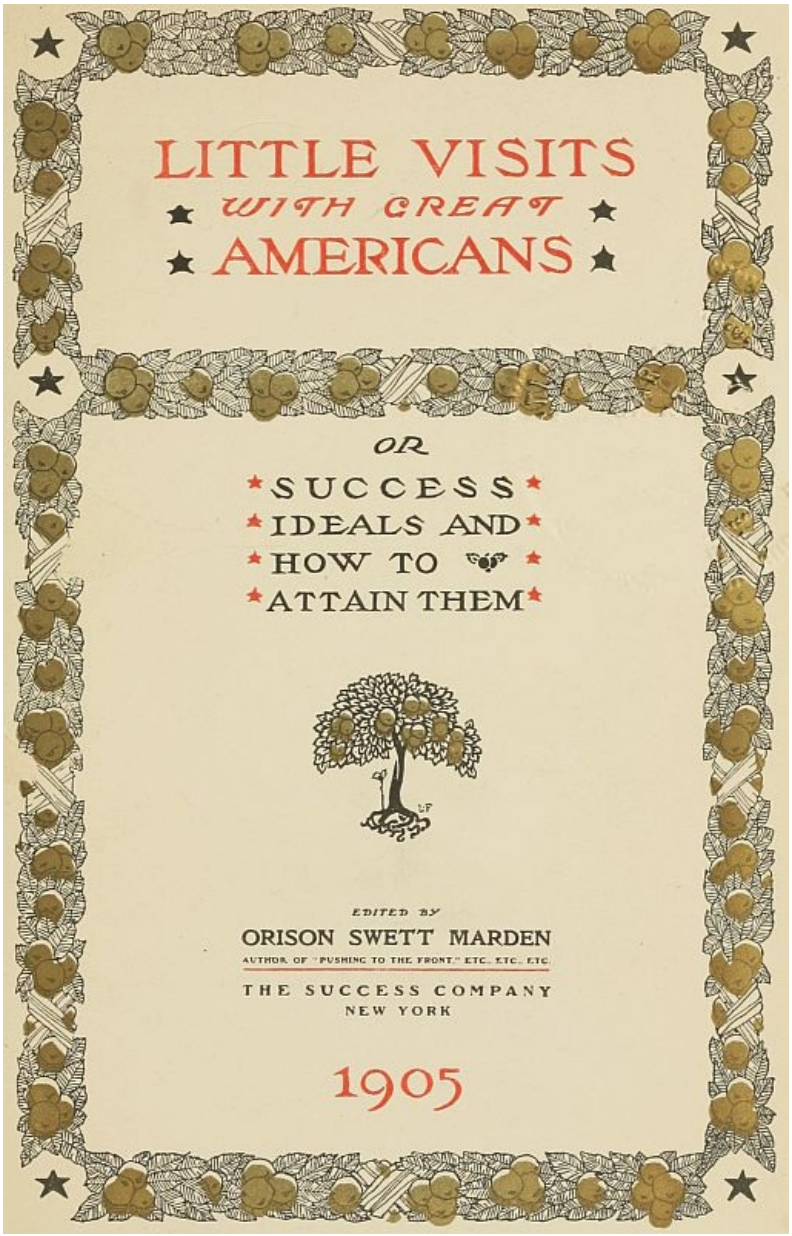

LITTLE VISITS *WITH GREAT* AMERICANS

OR
SUCCESS
IDEALS AND
HOW TO
ATTAIN THEM

EDITED BY
ORISON SWETT MARDEN
AUTHOR OF "PUSHING TO THE FRONT," ETC., ETC., ETC.

THE SUCCESS COMPANY
NEW YORK

1905

THE SUCCESS COMPANY
New York

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XXXIV
A "Printer's Devil" Whose Perseverance Wins Him Well-Earned Reputation as a Fun-Maker.

THE felicity of F. Opper's caricatures is marvelous. His drawings for the Dinkelspiel stories, by George V. Hobart, in the New York "Morning Journal" have drawn to him the pleased attention of those whom he has caused to laugh at the happy expressions of his characters,—at the ridiculous expressions of the characters,—during Mr. Dinkelspiel's "gonversationings," particularly at Mr. Dinkelspiel's earnest look.

He is a caricaturist of the "first water," and in this connection I may say that a caricature too carefully drawn often loses its humor. Still Mr. Opper has proved his ability to finish a drawing smoothly. Those familiar with the back numbers of "Puck" will concede this and much more.

His life is an example of determination. I called, by appointment, at his house in Bensonhurst (near Bath Beach), a pretty suburb within the precincts of Greater New York. We stepped into his library.

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He drew my attention to the pictures on the four walls of the room. "Those are all 'originals,' by contemporaries," he said, "and there is one by poor Mike Woolf. We were intimate friends, and I attended his funeral."

STUDIES OUT HIS IDEAS.

The conversation turned toward Mr. Opper himself, and I asked:—

"How is it you can conceive so many ridiculous ideas and predicaments?"

"It is a matter of study," he replied. "I work methodically certain hours of the day, but very seldom at night. We will say it is a political cartoon on a certain occurrence that I am to draw. I deliberately sit down and study out my idea. When it is formed, I begin to draw. I never commence to draw without a conception of what I am going to do."

"And when did you first put pencil to paper?" I asked.

"Almost as soon as I could creep. I was born in Madison, Ohio, in 1857, and as far back as I can remember, I had a determination to become an artist. My path often swerved from my ambition, on account of necessity, but my determination was back of me, and whenever an obstacle was removed I advanced thus much farther toward my goal.

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"I went to the village school till I was fourteen years of age, and then I went to work in the village store. Both at school and in the store, every spare moment found me with pencil and paper, sketching something comical; so much so, indeed, that I became known for it."

A PRINTER'S DEVIL.

"I remained in the store for a few months, and then went to work on the weekly paper, and acted the part of a 'printer's devil.' Afterward, I set type. In about a year, the idea firmly possessed me that I could draw, and I decided that it was best to go to New York. But my self-esteem was not so great as to rate myself a full-fledged artist. My idea was to obtain a position as a compositor in New York, to draw between times, and gradually to land myself where my hopes all centered. So my disappointment was great when, on arriving in the city, I discovered that, to become a compositor, I must serve an apprenticeship of three years. I was in New York, in an artistic environment, and had burned my bridges; accordingly I looked for a place, and obtained one in a store. One of my duties there was to make window cards, to advertise the whole line, or a particular lot of goods. I decorated them in my best fashion."

GOOD USE OF LEISURE TIME.

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"All the leisure I had to myself, evenings and holidays, I spent in making comic sketches, and I took them to the comic papers,—to the 'Phunny Phellow,' and 'Wild Oats.' I just submitted rough sketches. Soon the editors permitted me to draw the sketches also, which was great encouragement. I met Frank Beard, and called on him, by request, and he proposed that I come into his office. So I left the store, after having been there eight or nine months, and ceased drawing show-cards for the windows. I drew for 'Wild Oats,' 'Harper's Weekly,' 'Frank Leslie's,' and the 'Century,' which at that time was Scribner's publication; and later for 'St. Nicholas.'"

It was then that Mr. Opper had an offer from "Leslie's" to work on the staff at a salary, which he accepted.

“I was only a little over twenty years of age,” he continued. “I was a humorous draughtsman, and a special artist, also; going where I was directed to make sketches of incidents, people and scenes.”

Six years before, Mr. Opper had left the village school with a burning determination to become an artist. It can be seen how well he sailed his bark,—tacking and drifting, and finally beating home with the wind full on the sails. This shows what determination will do.

HIS CONNECTION WITH “PUCK.”

“Three years later,” said Mr. Opper, “I had an offer from the publishers of ‘Puck’ to work for them,—a connection which I severed not long ago, although I still hold stock in the company. I not only made my own drawings, but furnished ideas for others. I have always furnished my own [357] captions, inscriptions and headings. Indeed, they are a part of a cartoon, or other humorous work. I think that I may say that ‘Puck’ owes some of its success to me, for I labored conscientiously.”

Mr. Opper walked over to a mantelpiece for two books of sketches, which he handed me to look at. They contained sketches of the country places he had visited on his summer wanderings.

“And you use these?” I asked.

“Yes; if I want a farmer leaning over a fence with a cow in the distance. I can use that barnyard scene And that bit of a country road can be made useful. So can that corncrib with the tin pans turned upside down on the posts supporting it, to keep the rats off. That old hay-wagon, and that farmer with a rake and a large straw hat can all be worked in. I always carry a sketch-book with me, no matter where I go.”

THE “SUBURBAN RESIDENT.”

On “Puck,” Mr. Opper was the originator of the “suburban resident,” who has since been the subject of much innocent merriment,—the gentleman with the high silk hat, side whiskers, glasses, an anxious expression, and bundles, and always on the rush for a train.

“I enjoyed those,” said Mr. Opper, with a laugh, “before I became a suburban myself.”

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XXXV
“A Square Man in a Round Hole” Rejects $5,000 a Year and Becomes a Sculptor.

“MY LIFE?” repeated F. Wellington Ruckstuhl, one of the foremost sculptors of America, as we sat in his studio looking up at his huge figure of “Force.” “When did I begin to sculpture? As a child I was forever whittling, but I did not have dreams then of becoming a sculptor. It was not till I was thirty-two years of age. And love,—disappointment in my first love played a prominent part.”

“But as a boy, Mr. Ruckstuhl?”

“I was a poet. Every sculptor or artist is necessarily a poet. I was always reaching out and seeking the beautiful. My father was a foreman in a St. Louis machine shop. He came to this country in a sailing ship from Alsace, by way of the Gulf, to St. Louis, when I was but six years old. He was a very pious man and a deacon in a church. One time, Moody and Sankey came to town, and my father made me attend the meetings. I think he hoped that I would become a minister. But I decided that ‘many are called, but few are chosen.’ Between the ages of fourteen [359] and nineteen, I worked in a photographic supply store; wrote one hundred poems, and read incessantly. I enlarged a view of the statue of Nelson in Trafalgar Square, London, into a ‘plaster sketch,’ ten times as large as the picture, but still I did not know my path. I began the study of philosophy, and kept up my reading for ten years. My friends thought I would become a literary man. I wrote for the papers, and belonged to a prominent literary club. I tried to analyze myself. ‘I am a man,’ I said, ‘but what am I good for? What am I to make of this life?’ I drifted from one position to another. Every one was sorry to part with my services, for I always did my duties as well as they can be done. When I was twenty-five years of age, the girl to whom I was attached was forced by her mother to marry a wealthy man. She died a year afterward, and I ‘pulled up stakes,’ and started on a haphazard, reckless career. I went to Colorado, drifted into Arizona, prospected, mined and worked on a ranch. I went to California, and at one time thought of shipping for China. My experiences would fill a book. Again I reached St. Louis. For a year I could not find a thing to do, and became desperate.”

MADE HIS FIRST SKETCH AT TWENTY-FIVE.

“And you had done nothing at art so far?” I asked.

“At that time I saw a clay sketch. I said to myself, ‘I can do as well as that,’ and I copied it. My

second sketch admitted me to the St. Louis Sketch Club. I told my friends that I would be a sculptor. They laughed and ridiculed me. I had secured a position in a store, and at odd times worked at what I had always loved, but had only half realized it. Notices appeared in the papers about me, for I was popular in the community. I entered the competition for a statue of General Frank R. Blair. I received the first prize, but when the committee discovered that I was only a bill clerk in a store, they argued that I was not competent to carry out the work, although I was given the first prize medal and the one hundred and fifty dollars accompanying it." [360]

"But that inspired you?"

"Yes, but my father and mother put every obstacle in the way possible. I was driven from room to room. I was not even allowed to work in the attic." Here Mr. Ruckstuhl laughed. "You see what genius has to contend with. I was advanced in position in the store, till I became assistant manager at two thousand dollars a year. When I told the proprietor that I had decided to be a sculptor, he gazed at me in blank astonishment. 'A sculptor?' he queried, incredulously, and made a few very discouraging remarks, emphasized with dashes. 'Why, young man, are you going to throw up the chance of a lifetime? I will give you five thousand dollars a year, and promote you to be manager if you will remain with me.'"

HE GAVE UP A LARGE SALARY TO PURSUE ART. [361]

"But I had found my life's work," said Mr. Ruckstuhl, turning to me. "I knew it would be a struggle through poverty, till I attained fame. But I was confident in myself, which is half of the battle."

"And you went abroad?"

"Yes, with but two hundred and fifty dollars," he replied. "I traveled through Europe for five months, and visited the French Salon. I said to myself, 'I can do that, and that,' and my confidence grew. But there was some work that completely 'beat' me. I returned to America penniless, but with a greater insight into art. I determined that I would retrace my steps to Paris, and study there for three years, and thought that would be sufficient to fully develop me. My family and friends laughed me to scorn, and I was discouraged by everyone. In four months, in St. Louis, I secured seven orders for busts, at two hundred dollars each, to be done after my return from France. That shows that some persons had confidence in me and in my talent.

"O, the student life in Paris! How I look back with pleasure upon those struggling, yet happy days! In two months, I started on my female figure of 'Evening,' in the nude, that now is in the Metropolitan Museum of Art. I finished it in nine months, and positively sweat blood in my work. I sent it to the Salon, and went to Italy. When I returned to Paris, I saw my name in the paper, with honorable mention. I suppose you can realize my feelings; I experienced the first flush of victory. [362] I brought it to America, and exposed it in St. Louis. Strange to say, I rose in the estimation of even my family. My father actually congratulated me. A wealthy man in St. Louis gave me three thousand dollars to have my 'Evening' put into marble. I returned with it to Paris, and in a month and a quarter it was exhibited in the Salon. At the world's Fair at Chicago, it had the place of honor, and received one of the eleven grand medals given to American sculptors. In 1892, I came to New York. This statue of 'Force' will be erected, with my statue of 'Wisdom,' on the new Hall of Records in New York."

We gazed at it, seated and clothed in partial armor, of the old Roman type, and holding a sword across its knees. The great muscles spoke of strength and force, and yet with it all there was an almost benign look upon the military visage.

"There is force and real action there, withal, although there is repose," I said in admiration.

THE INSPIRATION THAT COUNTS.

"Oh," said Mr. Ruckstuhl, "that's it, and that is what it is so hard to get! That is what every sculptor strives for; and, unless he attains it, his work, from my point of view is worthless. There must be life in a statue; it must almost breathe. In repose there must be dormant action that speaks for itself."

"Is most of your work done under inspiration?" I asked.

"There is nothing, and a great deal, in so-called inspiration. I firmly believe that we mortals are [363] merely tools, mediums, at work here on earth. I peg away and bend all my energies to my task. I simply accomplish nothing. Suddenly, after considerable preparatory toil, the mist clears away; I see things clearly; everything is outlined for me. I believe there is a conscious and a subconscious mind. The subconscious mind is the one that does original work; it cannot be affected by the mind that is conscious to all our petty environments. When the conscious mind is lulled and silenced, the subconscious one begins to work. That I call inspiration."

"Are you ever discouraged?" I asked out of curiosity.

"Continually," replied Mr. Ruckstuhl, looking down at his hands, soiled with the working clay. "Some days I will be satisfied with what I have done. It will strike me as simply fine. I will be as happy as a bird, and leave simply joyous. The following morning, when the cloths are removed, I look at my precious toil, and consider it vile. I ask myself: 'Are you a sculptor or not? Do you

think that you ever will be one? Do you consider that art?' So it is, till your task is accomplished. You are your own critic, and are continually distressed at your inability to create your ideals."

Mr. F. Wellington Ruckstuhl is fifty years of age; neither short nor tall; a brilliant man, with wonderful powers of endurance, for his work is more exacting and tedious than is generally supposed.

"I have simply worked a month and a quarter on that statue," he said. "Certain work [364] dissatisfied me, and I obliterated it. I have raised that head three times. My eyes get weary, and I become physically tired. On such occasions I sit down and smoke a little to distract my thoughts, and to clear my mind. Then my subconscious mind comes into play again," he concluded with a smile.

Mr. Ruckstuhl's best known works are: "Mercury Teasing the Eagle of Jupiter," which is of bronze, nine feet high, which he made in Paris; a seven-foot statue of Solon, erected in the Congressional Library at Washington; busts of Franklin, Goethe and Macaulay, on the front of the same library; and the eleven-foot statue of bronze of "Victory," for the Jamaica soldiers' and sailors' monument. In competition, he won the contract for an equestrian statue of General John F. Hartranft, ex-Governor of Pennsylvania, which he also made in Paris. It is considered the finest piece of work of its kind in America. Besides this labor, he has made a number of medallions and busts.

"Art was in me as a child," he said; "I was discouraged whenever it beckoned me, but finally it claimed me. I surrendered a good position to follow it, whether it led through a thorny road or not. A sculptor is an artist, a musician, a poet, a writer, a dramatist, to throw action, breath and life, music and a soul into his creation. I can pick up an instrument and learn it instantly; I can sing, and act, so I am in touch with the sympathies of the beings that I endeavor to create. You [365] will find most sculptors and artists of my composite nature.

"There," said Mr. Ruckstuhl, and he stretched out his arm, with his palm downward, and moved it through the air, as he gazed into distance, "you strive to create the imagination of your mind, and it comes to you as if sent from another world.

"You strive. That is the way to success."

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XXXVI
During Leisure Hours He "Found Himself" and Abandoned the Law for Art.

THERE is a charming lesson in the way Henry Merwin Shrady, the sculptor, "found himself." A few years ago, this talented artist, whose splendid buffalo and moose ornamented the entrance of the Pan-American Exposition at Buffalo, was employed as an assistant manager in the match business of his brother-in-law, Edwin Gould. It was by attempts at self-improvement through painting in oil, during leisure hours, that he discovered his capacity for art, and, finally, for sculpture of a high order of merit.

"I always secretly wished," he said modestly, "to become a great painter, and, with that in view, dabbled in oils from childhood. My family wished me to study medicine, but my nature revolted at the cutting of flesh; so, after a course at Columbia University, I studied law. An attack of typhoid fever, caught at a Yale-Harvard boat race, after my graduation, incapacitated me for work for a year. Then I went into the match business, instead of practicing law.

"After business hours and on holidays, I taught myself painting. I have never taken a lesson in [367] drawing, in painting, or in sculpture, in my life. I joined the Bronx Zoölogical Society, that I might the better study animals, and it was at these gardens that I made the sketches for my buffalo and moose."

Mr. Shrady taught himself the art of mixing oils, and then, in spare hours, called on William H. Beard, at his studio, for the delineator of "The Bulls and Bears of Wall Street" to criticise his sketches. Once Mr. Beard said, prophetically, "Some day you will forsake all for art."

A PET DOG HIS FIRST PAINTING.

The young artist had, at his home, a fox-terrier, of which he was very fond. He painted a picture of the dog, and his wife, thinking it an excellent piece of work, offered it clandestinely for exhibition at the National Academy of Design. It was accepted. Great was his astonishment when he recognized it there. It was sold for fifty dollars. His next serious attempt was caused by a little rivalry. His sister brought from abroad an expensive painting of some French kittens. He instantly took a dislike to the kittens, and said he would paint her some Angora ones. To make satisfactory sketches, he carried a sketch-book in his pocket, on his walks to and from his office, pausing on the pavements before the different fanciers' windows to sketch the kittens within. This picture was also accepted by the National Academy of Design. But he refused an offer to sell [368] it, as he had promised it to his sister, Mrs. Gould, for a Christmas present.

“It was on account of the almost impossible feat of getting colorings at night,” he said, “that I turned to modeling in clay. I wanted to do something to improve as well as amuse me. I modeled a battery going into action, but did not finish it till persuaded to do so by Alvin S. Southworth, a special correspondent of a New York paper in the Crimean War, and friend of my father, Dr. Shrady. It was to gratify him that I finished it. A photograph of it, reproduced in ‘The Journalist,’ attracted a gentleman in the employ of the firm of Theodore B. Starr. He called upon me, and encouraged me to have it made in Russian bronze. That house purchased it, and advised me to enter the field, as they saw prospects for American military pieces.”

Mr. Shrady sketched the gun-carriage and harness for his battery in the Seventh Regiment armory, to which regiment he has belonged for seven years; and his own saddle horse was his model for the horses of the battery.

One day Carl Bitter, the sculptor, dropped in at Starr’s, while Mr. Shrady was there. He noticed the small bronzes,—the buffalo and the moose. “I think we can use them at the Buffalo Exposition,” he said. Mr. Bitter offered the sculptor the use of his studio, in Hoboken, and, in six weeks, by rising at half past five in the morning, and working ten hours a day, he enlarged his [369] buffalo to eight feet in height, and his moose, a larger animal, to nine feet. Then glue molds were taken of both of them, with the greatest care.

“I had never enlarged, or worked in plaster of Paris before,” said Mr. Shrady. “They gave me the tools and plaster, and told me to go to work. I didn’t know how to proceed, at first, but eventually learned all right. I think I could do such work with more ease now,” he added, “for that was practical experience I could not get in an art school.”

Since then, Mr. Shrady has made a realistic cavalry piece, “Saving the Colors,”—of two horsemen, one shot and falling, and the other snatching the colors; also, “The Empty Saddle,”—of a cavalry horse, saddled and bridled, and quietly grazing at a distance from the scene of the death of his rider. This was exhibited at the Academy of American Artists. The Academy of Fine Arts, of Philadelphia, requested Mr. Shrady to exhibit at its exhibition in January, 1902.

The youthful sculptor has the gift of giving life, expression and feeling to his animals, which, some say, is unsurpassed.

A UNIQUE EXPERIMENT WITH A HORSE.

“I do not believe,” said he, “in working from an anatomical figure, or in covering a horse with skin and hair after you have laid in his muscles. You are apt to make prominent muscles which are not really prominent. Once I soaked a horse with water, and took photographs of him, to [370] make a record of the muscles and tendons that really show. They are practically few, except when in active use. In an art school you learn little about a horse. The way which I approve is to place a horse before you, study him and know him, and work till you have reproduced him. No master, standing over your shoulder, can teach you more than you can observe, if you have the soul. Corot took his easel into the woods, and studied close to nature, till he painted truthfully a landscape. Angelo’s best work was that done to suit his personal view.

“Talent may be born, but it depends upon your own efforts whether it comes to much. I believe that if your hobby, desire, or talent, whichever you wish to call it, is to paint or model, you can teach yourself better than you can be taught, providing you really love your work, as I do.”

Thus did Mr. Shrady desert a mechanical life he disliked, and start on a promising career. He is still young, slight, and with delicate features. His heart is tender toward animals, and he refuses to hunt. His chief delight is in riding the horse which has figured so prominently in his work. His success proves two things: the value of leisure moments, and the wisdom of turning a hobby into a career.

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XXXVII
Deformed in Body, His Cheerful Spirit Makes Him the Entertainer of Princes.

A SCORE of years ago, seated on a bench in Bryant Park, a hungry lad wept copious tears over his failure to gain a supper or a night’s lodging. A peddler’s outfit lay beside him. Not a sale had he made that day. His curiously diminutive body was neatly clad, but his heart was heavy. He was dreadfully hungry, as only a boy can be.

“Oh, see the funny little man!” exclaimed a quartet of little girls, as they trooped past the shrinking figure. “Mamma! Come and buy something from him!”

Down the steps of a brown stone mansion came a young matron, curiosity shining out of her handsome eyes. The boy looked up and smiled. The lady did not buy anything, but her mother’s heart was touched, and before she hurried home with her little girls, she gave him five cents.

Last winter, two members of the Lamb’s Club were about to part on the club steps. One was “The Prince of Entertainers and the Entertainer of Princes,” Marshall P. Wilder. The other was a [372]

distinguished lawyer.

“Come and dine with me to-night, Mr. Wilder,” said the latter. “You have never accepted my hospitality, but you have no engagements for to-night, so come along.”

Ten minutes later, the great entertainer was presented to the wife of his host and to four beautiful young women.

A curious thrill passed over the guest as he looked into those charming faces. They seemed familiar. A flash of memory carried him back to that scene in the park. He turned to the hostess: —

“Do you remember,”—his voice trembled,—“a little chap in the park years ago, to whom you were kind,—‘a funny little man,’ the children called him, and you gave him five cents?”

“Yes, yes, I do remember that,—and you—?”

“I am the funny little man.”

It was indeed true. The hungry boy had not forgotten it, though wealth and fame had come to him in the meanwhile. In a little private diary that no one sees but himself, he has five new birth dates marked, those of the mother and her four daughters. “Just to remember those who have been kind to me,” is the only explanation on the cover of the book.

What a brightly interesting story is Wilder’s, anyway! Who else in all this great, broad land has made such a record,—from a peddler’s pack to a fortune of one hundred thousand dollars,—and [373] all because he is merry and bright and gay in spite of his physical drawbacks. His nurse dropped him when he was an infant, but for years the injury did not manifest itself. At three he was a bright baby, the pride of the dear old father, Doctor Wilder, who still survives to enjoy his son’s popularity in the world of amusement-makers. It was no fault of the doctor that Marshall was obliged to go hungry in New York. Doctor Wilder lived and practiced in Hartford, where his son ought to have stayed, but he didn’t. At five he was handsome and well formed, but at twelve he stopped growing. The boys began to tease him about his diminutive stature.

“I don’t think I’ve grown very much since,—except in experience,” he said the other day in the course of a morning chat in his handsome bachelor apartments. “I thought, by leaving home, I might at least grow up with the country.”

“But you didn’t grow, after all?”

“No, I haven’t found the country yet that can make me grow up with it. I guess I’ll have to be satisfied with being a plain expansionist.” [Mr. Wilder is nearly as broad as he is long.]

“How did you happen to choose the amusement profession?” I asked.

NATURE’S LAW OF COMPENSATION.

“I was always a good mimic,” he replied, “and I found my talents lay in that direction. I created [374] a new business, that of story-teller, imitator of celebrated people, and of sleight-of-hand performer, all without the aid of costumes, depending solely on my facial expression to give point to the humor. Nature had certainly tried to make amends for her frowns by giving me facial power,—the power to smile away dull care. There is a niche in life for everyone, a place where one belongs. Society is like a pack of cards. Some members of it are kings and others are knaves, while I,—I discovered that I was the little joker.”

Mr. Wilder is a bubbling fountain of wit, whose whimsicalities are no less entertaining to himself than to his hearers. As he quaintly expresses it, they are “ripples from the ocean of my moods which have touched the shore of my life.” His disposition is so cheery that children and dogs come to him instantly. Eugene Field has the same trait.

HOW HE TOOK JOSEPH JEFFERSON’S LIFE.

His first appearance on any stage was made in “Rip Van Winkle,” when he was a boy. Joseph Jefferson carried him on his back as a dwarf. The great “Rip” has remained his steadfast friend ever since. Only a few years ago, Wilder left New York to fulfil a church entertainment engagement in Utica. He got there at three in the afternoon. Mr. Jefferson’s private car was on the track, containing himself, William J. Florence, Mrs. John Drew, Viola Allen, and Otis Skinner. [375] They hailed him instantly and induced him to pass the afternoon in the car and to take dinner with them. His church engagement was over at half past eight, and at Mr. Jefferson’s invitation he occupied a box at the opera house. The house happened to be a small one, while the church had been crowded to the doors. After the theater, the Jefferson party again entertained the humorist in the car, keeping him until his train left, half an hour after midnight. As Mr. Wilder was leaving, Mr. Jefferson pretended to get very angry and said: “What do you think, my friends? Here we have entertained this ungrateful young scamp all the afternoon, and invited him to dinner. Then he goes up to town and plays to a big audience, leaving me only a very poor house. Then he comes down here, partakes of our hospitality again, and before leaving takes my life!” Suiting the action to the word, Mr. Jefferson handed the young man a copy of his “Life and Recollections.”

His first attempt at wit was at a little church in New York, where he was one of the audience. A tableau was being given of “Mary, Queen of Scots,” and in order to make it realistic they had obtained a genuine butcher’s block and a cleaver. As the executioner stood by, the lights all turned low, and his dreadful work in progress, a shrill voice arose from the darkened house:—

“Save me a spare-rib.”

His readiness in an emergency was shown at Flint, Michigan, when he was before an unresponsive audience. As luck would have it, the gas suddenly went out. [376]

“Never mind the gas,” he called to the stage manager. “They can see the points just as well in the dark.” After that he was *en rapport*.

The greatest gift God ever made to man, he admitted to me in strict confidence, is the ability to laugh and to make his fellowmen laugh. This more than compensates, he adds, for the reception he gets from some of the cold audiences in New Jersey.

I asked him what was the funniest experience he had ever had.

“In a lodge room one night with Nat Goodwin,” he replied. “It was, or ought to have been, a solemn occasion, but there was a German present who couldn’t repeat the obligation backward. Nat stuffed his handkerchief into his mouth. I bit my lip trying to keep from laughing. I knew what an awful breach of decorum it would be if we ever gave way to our feelings. We had almost gained perfect control of ourselves, and the beautiful and impressive ceremony was half over, when that confounded Dutchman was asked once more to repeat the oath backward. He made such work of it that I yelled right out, while Nat had a spasm and rolled on the floor. Did they put us out? Well, I guess they did. It took seven or eight apologies to get us back into that lodge.”

Equally funny was his experience in London. It was on the occasion of the visit of the Ancient and Honorable Artillery, of Boston. A big dinner was to be given, and the American ambassador and the Prince of Wales were to be there. I asked Wilder to tell me the story of his visit. [377]

“I received an invitation,” he began, “through my friend, B. F. Keith, who was a member of the Ancient and Honorable Artillery, and who happened to be in London. The uniforms were something gorgeous. The members stood in two long lines, awaiting the coming of the prince, who is always punctual. I was dressed in my usual boy-size clothes, a small American flag stuck in my Tuxedo coat. I walked around restlessly. The major-domo was a very grand personage, with a bearskin hat on one end and long boots on the other. He must have been eight or ten feet high. He chased me to the rear of the room several times,—evidently not knowing who I was,—but every time he turned his back I would bob out again, sometimes between his legs. The prince came, and almost the first thing he did was to walk across the floor to me and say: ‘Hullo, little chap. I am very glad to see you.’ I had met him before. Then Henry Irving bore down on me and shook my hand, and so did Mr. Depew and others. By this time the major-domo had shrunk in size.

“Who the Dickens is that little chap, anyway?” he asked.

“‘Sh! He belongs to the American army,’ was the answer. ‘He’s a great marshal or something over there!’” [378]

Wilder is big-hearted. “The biggest fee I ever received,” he stated in reply to my inquiry, “was the satisfaction I saw depicted on a poor man’s face. It was on a railway train. A life-prisoner was being taken, after a long man-hunt in Europe and America, out to Kansas City. I never saw so dejected a face. I devoted four or five hours to brightening him up, and when I left he was smiling all over. I had succeeded in making him forget his misery for at least four hours!”

A wealthy gentleman of New York pays Mr. Wilder a stated sum every year to “cheer up” the inmates of hospitals and similar institutions.

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XXXVIII
Energy and Earnestness Win an Actor Fame.

“WHO will play the part?” asked A. M. Palmer, anxiously, looking over the members of his “Parisian Romance” company one night when the actor who had been playing ‘Baron Cheval’ failed to appear.

“I will,” spoke up an obscure young player, a serious, earnest man who had been “utility” for the company only a short time.

It was Richard Mansfield, and the part was given him. It had not been a conspicuous part up to that hour, but that night Mr. Mansfield made it a leading one. He saw in it opportunities for a deeper dramatic portrayal, for an expression of intense earnestness, and for that finished acting which ennobles any part in a play, however humble. Before the performance was over, he had opened the eyes of the company and the public to the fact that a new actor of great talent had come to the front at a bound.

In his beautiful home in New York, the other day, I found him surrounded by the evidences of

wealth and artistic taste.

"So you represent Success," he exclaimed. "Well, I am pleased to have you call. Success pays [380] few calls, you know. Ordinarily, we have to pursue it and make great efforts to keep it from eluding us."

Mr. Mansfield made this remark with a quizzical, yet half-tired smile, as if he had himself found the chase exhausting.

HOW TO FIND SUCCESS.

"Yes," he went on, "success is a most fleet-footed—almost a phantom—goddess. You pursue her eagerly and seem to grasp her, and then you see her speeding on in front again. This is, of course, because one is rarely satisfied with present success. There is always something yet to be attained. To speak personally, I never worked harder in my life than I am working now. If I should relax, I fear that the structure which I have built up would come tumbling about my ears. It is my desire to advance my standard every year,—to plant it higher up on the hill, and to never yield a foot of ground. This requires constant effort. I find my reward, not in financial returns, for these are hardly commensurate with the outlay of labor; nor in the applause of others, for this is not always discriminative or judicious; but in the practice of my art. This suggests what, it seems to me, is the true secret of success.

"Love your work; then you will do it well. It is its own reward, though it brings others. If a young man would rather be an actor than anything else, and he knows what he is about, let him, [381] by all means, be an actor. He will probably become a good one. It is the same, of course, in many occupations. If you like your work, hold on to it, and eventually you are likely to win. If you don't like it, you can't be too quick in getting into something that suits you better."

HE BEGAN AS A DRY GOODS CLERK.

"I began as a dry goods clerk in Boston, and was a very mediocre clerk. Afterward I became a painter in London, and was starving at that. Finally, like water, I found my level in dramatic art."

The thing about Mr. Mansfield which most inspires those who come in contact with him is his wonderful store of nervous energy. It communicates itself to others and makes them keen for work.

"I cannot talk with him five minutes," said his business representative, "before I want to grab my hat and 'hustle' out and do about three days' work without stopping. For persons who have not, or cannot absorb, some of his own electric spirit, he has little use. He is a living embodiment of contagious energy."

His performances before audiences constitute a comparatively small portion of his work. It is in his elaborate and painstaking preparation that the labor is involved, and it is to this—to the minute preliminary care that he gives to every detail of a production,—that his fine effects and achievements before the footlights are, in considerable measure, due.

HE GIVES INFINITE ATTENTION TO DETAIL. [382]

The rehearsals are a vital part of the preparatory work, and to them Mr. Mansfield has devoted a great deal of time. For weeks, between the hours of eleven in the morning and four in the afternoon, he remains on the stage with his company, seated in a line four or five deep on either side of him, like boys and girls at school, deeply engrossed in impressing upon the minds of individual members of the company his own ideas of the interpretation and presentation of the various parts. Again and again, until one would think he himself would become utterly weary of the repetition, he would have an actor repeat a sentence. Not until it is exactly right is Mr. Mansfield satisfied. Nothing escapes his scrutiny. At dress rehearsals he may see, to mention a typical case, a tall man and a small one of no special importance in the play standing together, and the tall one may be made up to have a sallow complexion and beard. Mr. Mansfield glances at them quickly. Something is wrong. He hastens up to the smaller one and suggests that, for the sake of contrast, he make himself up to look stout and to have a smooth face. The improvement is quite noticeable. Mr. Mansfield carefully notes the effect of light and shadow on the scenery; and sometimes, at the last moment, will seize the brush and add, here and there, a heightening or a softening touch.

An incident of his early youth will tend to illustrate his spirit of self-reliance. His mother was an eminent singer who frequently appeared before royal families in Europe, and usually had little [383] Richard with her. On one occasion, after her own performance before royalty in Germany, the little Crown Prince, who was about the same age as Richard, and an accomplished boy, played a selection on the piano, and played it well. When he had left the piano, the company was very much surprised to see Master Richard Mansfield take his place, without an invitation, and play the same music, but in a considerably better manner than had the Crown Prince. When the boy had become a youth, he was compelled to support himself; and, having come to this country, he obtained a position as a clerk in the Jordan & Marsh establishment in Boston. Meanwhile, he was devoting all his spare time to studying painting. He afterward tried to make a living at it in London, and failed. He was finally given an opportunity as a comedian in "Pinafore." He had the small part of Joseph. It was but a short time afterward when he entered the employ of Mr. Palmer

and got the chance of his lifetime.

XXXIX
A Father's Common Sense Gives America a Great Bandmaster.

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KIPLING essayed to write verses at thirteen, and John Philip Sousa entered his apprenticeship in a military band at the age of twelve. The circumstances, which he related to me during a recent conversation, make it clear, however, that it was not exactly the realization of any youthful ambition. "When I was a youngster of twelve," said the bandmaster, "I could play the violin fairly well. It was in this memorable year that a circus came to Washington, D. C., where I then lived, and remained for two days. During the morning of the first day, one of the showmen passed the house and heard me playing. He rang the bell, and when I answered it, asked if I would not like to join the show. I was at the age when it is the height of every boy's ambition to join a circus, and was so delighted that I readily agreed to his instructions that I was to take my violin, and, without telling anyone, go quietly to the show grounds late the next evening.

"I couldn't, however, keep this stroke of good fortune entirely to myself, so I confided it to my chum, who lived next door. The effect was entirely unanticipated. He straightway became so [385] jealous at the thought that I would have an opportunity to witness the circus performance free that he told his mother, and that good woman promptly laid the whole matter before my father."

IN THE MARINE BAND.

"At the time I was, of course, ignorant of this turn of affairs; but early the next morning my father, without a word of explanation, told me to put on my best clothes, and, without ceremony, bundled me down to the office of the Marine Band, where he entered me as an apprentice. The age limit at which admission could be gained to the band corps was fourteen years, and I have always retained the two years which my father unceremoniously added to my age at that time."

Sousa is of Spanish descent, his father having emigrated from Spain to Portugal by reason of political entanglements. Thence came the strange fact that, during the recent war, American troops marched forward to attack Spaniards to the music of marches written by this descendant of their race. The director's remark that his family was one of the oldest in Spain was supplementary to an amused denial of that pretty story which has been so widely circulated to the effect that the bandmaster's name was originally John Philipso, and that when, after entering the Marine Band, he signed it with the "U. S. A." appended, some intelligent clerk divided it into John Philip Sousa.

HIS FIRST SUCCESSFUL WORK.

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In discussing his opera, "El Capitan," which, when produced by De Wolf Hopper several seasons ago, achieved such instantaneous success, the composer remarked that it was the sixth opera he had written, the others never reaching the dignity of a production.

As Sousa is preëminently a man of action, so his career and characteristics are best outlined by incidents. One in connection with his operatic composition strikingly illustrates his pluck and determination. Before he attained any great degree of prominence in the musical world, Sousa submitted an opera to Francis Wilson, offering to sell it outright for one thousand five hundred dollars. Wilson liked the opera, but the composer was not fortified by a great name, so he declined to pay more than one thousand dollars for the piece. The composer replied that he had spent the best part of a year on the work, and felt that he could not take less than his original demand. Wilson was obdurate, and Sousa ruefully put the manuscript back into his portfolio.

Some time afterward a march which the bandmaster sent to a well-known publishing house caught the public favor. The publishers demanded another at once. The composer had none at hand, but suddenly thought of the march in his discarded opera, and forwarded it without waiting to select a name.

While he was pondering thoughtfully on the subject of a title, Sousa and a friend one evening went to the Auditorium in Chicago, where "America" was then being presented. When the [387] mammoth drop curtain, with the painted representation of the Liberty Bell was lowered, the bandmaster's companion said, with the suddenness of an inspiration: "There is a name for your new march." That night it was sent on to the publishers.

Up to date, this one selection from the opera for which Francis Wilson refused to pay fifteen hundred dollars has netted its composer thirty-five thousand dollars.

A MAN WHO NEVER RESTS.

Sousa has practically no vacations. Throughout the greater part of the autumn, winter and spring, his band is *en tour* through this country and Canada, giving, as a rule, two concerts each

day, usually in different towns. During the summer, his time is occupied with daily concerts at Manhattan Beach, near New York. Despite all this, he finds time to write several marches or other musical selections each year, and for several years past has averaged each year an operatic production. Any person who is at all conversant with the subject knows that the composition of the opera itself is only the beginning of the composer's labor, and Sousa has invariably directed the rehearsals with all the thoroughness and attention to detail that might be expected from a less busy man.

The bandmaster is a late riser, and in that, as in other details, the routine of his daily life is the embodiment of regularity and punctuality. In reply to my question as to what produces his never- [388] failing good health, he said: "Absolute regularity of life, plenty of sleep, and good, plain, substantial food."

His idea of the most valuable aids, if not essentials to success, may be imagined. They are "persistence and hard work." The "March King" believes that it is only worry, and not hard work, that kills people, and he also has confidence that if there be no literal truth in the assertion that genius is simply another name for hard work, there is at least much of wisdom in the saying.

Many persons who have seen Sousa direct his organization make the assertion that the orders conveyed by his baton are non-essential,—that the band would be equally well-off without Sousa. This never received a fuller refutation than during a recent concert in an eastern city. Two small boys in seats near the front of the hall were tittering, but so quietly that it would hardly seem possible that it could be noticed on the stage, especially by the bandmaster, whose back was, of course, toward the audience. Suddenly, in the middle of a bar, his baton fell. Instantly, every sound ceased, not a note having been sounded after the signal, which could not have been anticipated, was given. Wheeling quickly, the leader ordered the troublesome youngsters to leave the hall, and almost before the audience had realized what had happened, the great organization had resumed the rendition of the selection, without the loss of a chord.

HOW SOUSA WORKS. [389]

In answer to my inquiry as to his methods of work, the director of America's foremost band said:—

"I think that any musical composer must essentially find his periods of work governed largely by inspiration. A march or a waltz depends perhaps upon some strain that has sufficient melody to carry the entire composition, and it is the waiting to catch this embryo note that is sometimes long.

"Take my experience with 'The Stars and Stripes Forever.' I worked for weeks on the strain that I think will impress most persons as the prettiest in the march. I carried it in my mind all that time, but I could not get the idea transferred to paper just as I wanted. When I did accomplish it, there was comparatively little delay with the remainder."

When I asked him about his future work, Mr. Sousa said:—

"I of course have commissions to write several operas, and I am at work on a musical composition which I hope to make the best thing that I have ever attempted."

His temperament is well illustrated by an incident on a western railroad. The Sousa organization, which had been playing in one of the larger cities, desired to reach a small town in time for a matinée performance, but, owing to the narrow policy of the railway officials, the [390] bandmaster was obliged to engage a special train, at a cost of $175.

In the railway yard stood the private coach of the president of the system, and just before the Sousa train pulled out, the discovery was made that the regular train, to which it had been intended to attach the president's car, was three hours late. A request was made of the bandmaster that he allow the car to be attached to his train; but Sousa, with that twinkle in his eye which every person who has seen him must have noticed, simply smiled, and, with the most extravagant politeness, replied: "I am sorry, gentlemen, but, having chartered this train for my especial use, I am afraid I shall have to limit its use to that purpose."

XL [391]
Blind, Deaf, and Dumb, Patient Effort Wins for Her Culture and Rare Womanhood.

"I AM trying to prove that the sum of the areas of two similar polygons, constructed on the two legs of a right triangle, is equal to the area of a similar polygon constructed on the hypotenuse. It is a very difficult demonstration," she added, and her expressive face, on which every passing emotion is plainly written, looked serious for a moment, as she laid her hand upon the work about which I had asked.

Helen Keller, the deaf and blind girl, whose intellectual attainments have excited the wonder and admiration of our most prominent educators, is well known to all readers, but Helen Keller,

the blithesome, rosy-cheeked, light-hearted maiden of nineteen, whose smile is a benediction, and whose ringing laugh is fresh and joyous as that of a child, is not, perhaps, so familiar.

HELEN KELLER AT HOME.

By kind permission of her teacher, Miss Sullivan, I was granted the privilege of an interview with Miss Keller at her residence on Newbury street, Boston, where she was busily at work [392] preparing for the entrance examinations to Radcliffe College.

After a cordial greeting, Miss Sullivan, whose gracious, kindly manner makes the visitor feel perfectly at home, introduced me to her pupil. Seated on a low rocking-chair, in a large, sunny bay-window, the young girl, fresh as the morning, in her dainty pink shirt-waist over a dress of plain, dark material, with the sunshine glinting through her waving brown hair, and kissing her broad white forehead and pink cheeks, made a picture which one will not willingly forget. On her lap was a small red cushion, to which wires, representing the geometrical figures included in the problem on which she was engaged, were fastened. Laying this aside at a touch from Miss Sullivan, she arose, and, stretching out her hand, pronounced my name softly, with a peculiar intonation, which at first makes it a little difficult to understand her words, but to which the listener soon becomes accustomed. Of course, her teacher acted as an interpreter during our conversation, though much of what Helen says is perfectly intelligible even to the untrained ear.

“Yes,” she said, “it is a very difficult problem, but I have a little light on it now.”

HER AMBITION.

“What will your ambition be when your college course is completed?” I asked.

“I think I should like to write,—for children. I tell stories to my little friends a great deal of the [393] time now, but they are not original,—not yet. Most of them are translations from the Greek, and I think no one can write anything prettier for the young. Charles Kingsley has written some equally good things, like ‘Water Babies,’ for instance. ‘Alice in Wonderland’ is a fine story, too, but none of them can surpass the Greek tales.”

Many of our advanced thinkers are fond of advancing the theory that the medium of communication in the future will not be spoken words, but the more subtle and genuine, if mute, language of the face, the eyes, the whole body. Sarah Bernhardt forcibly illustrates the effectiveness of this method, for even those who do not understand a word of French derive nearly as much pleasure from the great actress’s performances as those who are thoroughly familiar with the language. Helen Keller’s dramatic power of expression is equally telling.

She is enthusiastic in her admiration of everything Greek. The language, the literature, the arts, the history of the classic land fascinate and enthrall her imagination.

“Oh, yes,” she exclaimed, eagerly, in answer to my query if she expected to go to Greece sometime, “it is one of my air castles. Ever since I was as tall as that,” (she held her hand a short distance from the floor) “I have dreamed about it.”

“Do you believe the dream will some day become a reality?” [394]

“I hope so, but I dare not be too sure,”—and the sober words of wisdom that followed sounded oddly enough on the girlish lips,—“the world is full of disappointments and vicissitudes, and I have to be a little conservative.”

“Which of your studies interest you most?”

“Latin and Greek. I am reading now Virgil’s ‘Eclogues,’ Cicero’s ‘Orations,’ Homer’s ‘Iliad’ and ‘Odyssey,’” she said, and ran rapidly over a list of classic books which she likes.

Her readiness to perceive a joke and her quickness to detect the least carelessness in language are distinguishing traits, which she illustrated even during our brief conversation. Commenting on her love of everything pertaining to Greece, I remarked that a believer in the doctrine of metempsychosis might imagine that she possessed the soul of an old Greek. Instantly she noticed the little slip, and, laughing gayly, cried: “Oh, no, not the soul of an *old* Greek, the soul of a *young* Greek.”

Helen’s merriment was infectious, and we all joined heartily in the laugh, Miss Sullivan saying, “She caught you there,” as I was endeavoring to explain that, of course, I meant the soul of an ancient Greek.

While taking so deep an interest in matters intellectual, and living in a world of her own, penetrated by no outward sight or sound, Miss Keller’s tastes are as normal as those of any girl of nineteen. She is full of animal spirit, dearly loves a practical joke, is fond of dancing, enjoys [395] outside exercise and sport, and has the natural desire of every healthy young maiden to wear pretty things and look her best.

In answer to a question on this latter subject, she said:—

“I used to be very fond of dress, but now I am not particularly so; it is such a bother. We ought to like dress, though, and wear pretty things, just as the flowers put on beautiful colors. It would be fine,” she continued, laughing gleefully, “if we were made with feathers and wings, like the

birds. Then we would have no trouble about dress, and we could fly where we pleased."

"You would fly to Greece, first, I suppose?"

"No," she replied, and her laughing face took on a tender, wistful look, "I should go home first, to see my loved ones."

HEREDITY AND CHILDHOOD.

Miss Keller's home is at Tuscumbia, Alabama, where she was born on June 27, 1880. Some of the best blood of both the north and the south flows in her veins, and it is probable that her uncommon mental powers are in no small degree due to heredity. Her father, Arthur H. Keller, a polished southern gentleman, with a large, chivalrous nature, fine intelligence and attractive manners, was the descendant of a family of Swiss origin, which had settled in Virginia and mixed with some of the oldest families in that state. He served as a captain in the Confederate army [396] during the Civil War, and, at the time of Helen's birth, was the owner and editor of a paper published at Tuscumbia. On the maternal side she is descended from one of the Adams families of Massachusetts, and the same stock of Everetts from which Edward Everett and Reverend Edward Everett Hale sprang.

Helen Keller was not born deaf and blind, although, at the age of eighteen months, when a violent fit of convulsions deprived her of the faculties of seeing and hearing, she had not attempted to speak. When a child, she was as notable for her stubbornness and resistance to authority as she is to-day for her gentleness and amiability. Indeed, it was owing to an exhibition of what seemed a very mischievous spirit that her parents sought a special instructor for her. Having discovered the use of a key, she locked her mother into a pantry in a distant part of the house, where, her hammering on the door not being heard by the servants, she remained imprisoned for several hours. Helen, seated on the floor outside, felt the knocking on the door, and seemed to be enjoying the situation intensely when at length jailer and prisoner were found. She was then about six years old, and, after this escapade, Mr. and Mrs. Keller felt that the child's moral nature must be reached and her mental powers cultivated, if possible.

HELEN'S FIRST TEACHER.

On the recommendation of Dr. Alexander Graham Bell, inventor of the telephone, Michael [397] Anagnos, director of the Perkins Institute for the Blind at South Boston, sent Miss Annie Mansfield Sullivan to Tuscumbia to undertake the difficult task of piercing the veil behind which the intelligence of the little girl lay sleeping. How well this noble and devoted teacher has succeeded in her work is amply evidenced by the brilliancy and thoroughness of her pupil's attainments.

Miss Sullivan's method of instruction was similar to that adopted by Dr. Samuel G. Howe in teaching Laura Bridgman. She used the manual alphabet, and cards bearing, in raised letters, the names of objects. At first, the pupil violently resisted the teacher's efforts to instruct her, and so determined was her opposition, Miss Sullivan declares, that, if she had not exercised physical force and a determination even more strenuous than that of her refractory pupil, she would never have succeeded in teaching her anything. Night and day she was at her side, watching for the first gleam of conscious mind; and at length, after seven weeks of what she says was the hardest work she had ever done, the faithful teacher received her reward in the sudden dawning of the child's intelligence. All at once, the light seemed to burst in upon her wondering soul; she understood then that the raised letters which she felt on the cards and the groups of manual signs on her hands, represented words, or the names of familiar objects. The delight of the pupil and teacher was unbounded, and from that moment Helen's education, though still demanding [398] the greatest patience and loving care on the part of her teacher, was a comparatively easy matter.

With the awakening of her intellectual faculties, she seemed literally to have been "born again." The stubborn, headstrong, self-willed, almost unmanageable child became patient, gentle and obedient; and, instead of resisting instruction, her eagerness to learn was so great that it had to be restrained. So rapid was her progress that, in a few weeks, anyone who knew the manual alphabet could easily communicate with her, and in July, 1887, less than a year from the time Miss Sullivan first saw her, she could write an intelligent letter.

PREPARING FOR COLLEGE.

In September, 1896, accompanied by her teacher, Miss Keller entered the Cambridge School for Girls, to prepare for Radcliffe College, and in June, 1897, passed the examinations of the first preparatory year successfully in every subject, taking "honors" in English and German. The director of the school, Arthur Gilman, in an article in "American Annals of the Deaf," says: "I think that I may say that no candidate in Harvard or Radcliffe College was graduated higher than Helen in English. The result is remarkable, especially when we consider that she had been studying on strictly college preparatory lines for one year only. She had, it is true, long and careful instruction, and she has had always the loving ministration of Miss Sullivan, in addition to [399] the inestimable advantage of a concentration that the rest of us never know. No other, man or woman," he adds, "has ever, in my experience, got ready for those examinations in so brief a time."

Mr. Gilman, in the same article, pays the following well-deserved tribute to Miss Sullivan, whose work is as worthy of admiration as that of her pupil:—

“Miss Sullivan sat at Helen’s side in the classes (in the Cambridge School), interpreting to her, with infinite patience, the instruction of every teacher. In study hours, Miss Sullivan’s labors were even more arduous, for she was obliged to read everything that Helen had to learn, excepting what was prepared in Braille; she searched the lexicons and encyclopedias, and gave Helen the benefit of it all. When Helen went home, Miss Sullivan went with her, and it was hers to satisfy the busy, unintermitting demands of the intensely active brain; for, although others gladly helped, there were many matters which could be treated only by the one teacher who had awakened the activity and had followed its development from the first. Now, it was a German grammar which had to be read, now a French story, and then some passage from ‘Cæsar’s Commentaries.’ It looked like drudgery, and drudgery it would certainly have been had not love shed its benign influence over all, lightening each step and turning hardship into pleasure.”

Miss Keller is very patriotic, but large and liberal in her ideas, which soar far beyond all [400] narrow, partisan or political prejudices. Her sympathies are with the masses, the burden-bearers, and, like all friends of the people and of universal progress, she was intensely interested in the Peace Congress.

Speaking on the subject, she said: “I hope the nations will carry out the project of disarmament. I wonder which nation will be brave enough to lay down its arms first!”

“Don’t you hope it will be America?”

“Yes, I hope so, but I do not think it will. We are only just beginning to fight now,” she went on, sagely, “and I am afraid we like it. I think it will be one of the old, experienced nations, that has had enough of war.”

HER IDEAL OF A SUCCESSFUL CAREER.

I asked Miss Keller what she considers most essential to a successful career.

She thought a moment, and then replied, slowly, “Patience, perseverance and fidelity.”

“And what do you look upon as the most desirable thing in life?”

“Friends,” was the prompt reply to this broad general question; and, as she uttered the word, she nestled closely to the friend who has so long been all in all to her.

“What about material possessions?” I asked; “for instance, which would you place first,—wealth or education?”

“Education. A good education is a stepping-stone to wealth. But that does not imply that I want [401] wealth. It is such a care. It would be worse than dressing. ‘Give me neither poverty nor riches, but give me contentment,’” she quoted, with a smile.

The future of this most interesting girl will be followed with closest attention by educators, psychologists, and the public generally. There is little doubt that the time and care spent on her education will be amply justified; and that she will personally illustrate her own ideal of a successful career,—“To live nobly; to be true to one’s best aspirations,”—is the belief of all who know her.

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XLI
Jay Gould’s Chum Chooses “High Thinking, not Money Making,” and Wins Success Without Riches.

WHEN I visited the hill-top retreat of John Burroughs, the distinguished lover of nature, at West Park, New York, it was with the feeling that all success is not material; that mere dollars are nothing, and that the influential man is the successful man, whether he be rich or poor. John Burroughs is unquestionably both influential and poor. On the wooden porch of his little bark-covered cabin I waited, one June afternoon, until he should come back from the woods and fields, where he had gone for a ramble. It was so still that the sound of my rocker moving to and fro on the rough boards of the little porch seemed to shock the perfect quiet. From afar off came the plaintive cry of a wood-dove, and then all was still again. Presently the interpreter of out-door life appeared in the distance, and, seeing a stranger at his door, hurried homeward. He was without coat or vest, and looked cool in his white outing shirt and large straw hat. After some formalities of introduction, we reached the subject which I had called to discuss, and he [403] said:—

“It is not customary to interview men of my vocation concerning success.”

“Any one who has made a lasting impression on the minds of his contemporaries,” I began, “and influenced men and women——”

“Do you refer to me?” he interrupted, naively.

DIFFERENT WAYS OF BEING SUCCESSFUL.

I nodded and he laughed. “I have not endowed a university nor made a fortune, nor conquered an enemy in battle,” he said.

“And those who have done such things have not written ‘Locusts and Wild Honey’ and ‘Wake, Robin.’”

“I recognize,” he said, quietly, “that success is not always where people think it is. There are many ways of being successful, and I do not approve of the mistake which causes many to consider that a great fortune acquired means a great success achieved. On the contrary, our greatest men need very little money to accomplish the greatest work.”

“I thought that anyone leading a life so wholly at variance with the ordinary ideas and customs would see success in life from a different point of view,” I observed. “Money is really no object with you?”

“The subject of wealth never disturbs me.”

“You lead a very simple life here?”

“Such as you see.”

The sight would impress anyone. So far is this disciple of nature away from the ordinary mode [404]
of the world that his little cabin, set in the cup-shaped top of a hill, is practically bare of luxuries and the so-called comforts of life. His surroundings are of the rudest, the very rocks and bushes encroaching upon his back door. All about, the crest of the hill encircles him, and shuts out the world. Only the birds of the air venture to invade his retreat from the various sides of the mountain, and there is only a straggling, narrow path, which branches off a dozen times before it takes the true direction. In his house are no decorations but such as can be hung upon the exposed wood. The fireplace is of brick, and quite wide; the floor, rough boards scrubbed white; the ceiling, a rough array of exposed rafters, and his bed a rudely constructed work of the hand. Very few and very simple chairs, a plain table and some shelves for books made the wealth of the retreat and serve for his ordinary use.

“Many people think,” I said, “that your method of living is an ideal example of the way people ought to live.”

“There is nothing remarkable in that. A great many people are very weary of the way they think themselves compelled to live. They are mistaken in believing that the disagreeable things they find themselves doing, are the things they ought to do. A great many take their idea of a proper aim in life from what other people say and do. Consequently, they are unhappy, and an [405]
independent existence such as mine strikes them as ideal. As a matter of fact, it is very natural.”

A WORTHY AIM IN LIFE.

“Would you say that to work so as to be able to live like this should be the aim of a young man?”

“By no means. On the contrary, his aim should be to live in such a way as will give his mind the greatest freedom and peace. This can be very often obtained by wanting less of material things and more of intellectual ones. A man who achieved such an aim would be as well off as the most distinguished man in any field. Money-getting is half a mania, and some other ‘getting’ propensities are manias also. The man who gets content comes nearest to being reasonable.”

“I should like,” I said, “to illustrate your point of view from the details of your own life.”

“Students of nature do not, as a rule, have eventful lives. I was born in Roxbury, New York, in 1837. That was a time when conditions were rather primitive. My father was a farmer, and I was raised among the woods and fields. I came from an uncultivated, unreading class of society, and grew up amid surroundings the least calculated to awaken the literary faculty. Yet I have no doubt that daily contact with the woods and fields awakened my interest in the wonders of nature, and gave me a bent toward investigation in that direction.”

“Did you begin early to make notes and write upon nature?” I questioned. [406]

“Not before I was sixteen or seventeen. Earlier than that, the art of composition had anything but charms for me. I remember that while at school, at the age of fourteen, I was required, like other students, to write ‘compositions’ at stated times, but I usually evaded the duty one way or another. On one occasion, I copied something from a comic almanac, and unblushingly handed it in as my own. But the teacher detected the fraud, and ordered me to produce a twelve-line composition before I left school. I remember I racked my brain in vain, and the short winter day was almost closing when Jay Gould, who sat in the seat behind me, wrote twelve lines of doggerel on his slate and passed it slyly over to me. I had so little taste for writing that I coolly copied that, and handed it in as my own.”

JAY GOULD WAS HIS CHUM.

"You were friendly with Gould then?"

"Oh, yes; 'chummy,' they call it now. His father's farm was only a little way from ours, and we were fast friends, going home together every night."

"His view of life must have been considerably different from yours."

"It was. I always looked upon success as being a matter of mind, not money; but Jay wanted the material appearances. I remember that once we had a wrestling match, and as we were about even in strength, we agreed to abide by certain rules,—taking what we called 'holts' in the [407] beginning and not breaking them until one or the other was thrown. I kept to this in the struggle, but when Jay realized that he was in danger of losing the contest, he broke the 'holt' and threw me. When I remarked that he had broken his agreement, he only laughed and said, 'I threw you, didn't I?' And to every objection I made, he made the same answer. The fact of having won (it did not matter how), was pleasing to him. It satisfied him, although it wouldn't have contented me."

"Did you ever talk over success in life with him?"

"Yes; quite often. He was bent on making money and did considerable trading among us schoolboys,—sold me some of his books. I felt then that my view of life was more satisfactory to me than his would have been. I wanted to obtain a competence, and then devote myself to high thinking instead of to money-making."

"How did you plan to attain this end?"

HE BEGAN WRITING AT SIXTEEN.

"By study. I began in my sixteenth or seventeenth year to try to express myself on paper, and when, after I had left the country school, I attended the seminary at Ashland and at Cooperstown, I often received the highest marks in composition, though only standing about the average in general scholarship. My taste ran to essays, and I picked up the great works in that field at a [408] bookstore, from time to time, and filled my mind with the essay idea. I bought the whole of Dr. Johnson's works at a second-hand bookstore in New York, because, on looking into them, I found his essays appeared to be of solid literature, which I thought was just the thing. Almost my first literary attempts were moral reflections, somewhat in the Johnsonian style."

"You were supporting yourself during these years?"

"I taught six months and 'boarded round' before I went to the seminary. That put fifty dollars into my pocket, and the fifty paid my way at the seminary. Working on the farm, studying and teaching filled up the years until 1863, when I went to Washington and found employment in the Treasury Department."

"You were connected with the Treasury, then?"

"Oh, yes; for nearly nine years. I left the department in 1872, to become receiver of a bank, and subsequently for several years performed the work of a bank examiner. I considered it only as an opportunity to earn and save up a little money on which I could retire. I managed to do that, and came back to this region, where I bought a fruit farm. I worked that into a paying condition, and then gave all my time to the pursuit of the studies I like."

"Had you abandoned your interest in nature during your Washington life?"

"No; I gave as much time to the study of nature and literature as I had to spare. When I was twenty-three, I wrote an essay on 'Expression,' and sent it to the 'Atlantic.' It was so Emersonian [409] in style, owing to my enthusiasm for Emerson at that time, that the editor thought some one was trying to palm off on him an early essay of Emerson's which he had not seen. He found that Emerson had not published any such paper, however, and printed it, though it had not much merit. I wrote off and on for the magazines."

The editor in question was James Russell Lowell, who, instead of considering it without merit, often expressed afterward the delight with which he read this contribution from an unknown hand, and the swift impression of the author's future distinction which came to him with that reading.

WHAT NATURE STUDY REALLY MEANS.

"Your successful work, then, has been in what direction?" I said.

"In studying nature. It has all come by living close to the plants and animals of the woods and fields, and coming to understand them. There I have been successful. Men who, like myself, are deficient in self-assertion, or whose personalities are flexible and yielding, make a poor show in business, but in certain other fields these defects become advantages. Certainly it is so in my case. I can succeed with bird or beast, for I have cultivated my ability in that direction. I can look in the eye of an ugly dog or cow and win, but with an ugly man I have less success.

"I consider the desire which most individuals have for the luxuries which money can buy, an [410] error of mind," he added. "Those things do not mean anything except a lack of higher tastes. Such wants are not necessary wants, nor honorable wants. If you cannot get wealth with a noble purpose, it is better to abandon it and get something else. Peace of mind is one of the best things

to seek, and finer tastes and feelings. The man who gets these, and maintains himself comfortably, is much more admirable and successful than the man who gets money and neglects these. The realm of power has no fascination for me. I would rather have my seclusion and peace of mind. This log hut, with its bare floors, is sufficient. I am set down among the beauties of nature, and in no danger of losing the riches that are scattered all about. No one will take my walks or my brook away from me. The flowers, birds and animals are plentifully provided. I have enough to eat and wear, and time to see how beautiful the world is, and to enjoy it. The entire world is after your money, or the things you have bought with your money. It is trying to keep them that makes them seem so precious. I live to broaden and enjoy my own life, believing that in so doing I do what is best for everyone. If I ran after birds only to write about them, I should never have written anything that anyone else would have cared to read. I must write from sympathy and love,—that is, from enjoyment,—or not at all. I come gradually to have a feeling that I want to write upon a given theme. Whenever the subject recurs to me, it awakens a warm, personal response. My confidence that I ought to write comes from the feeling or attraction which some subjects exercise over me. The work is pleasure, and the result gives pleasure." [411]

"And your work as a naturalist is what?"

"Climbing trees to study birds, lying by the waterside to watch the fishes, sitting still in the grass for hours to study the insects, and tramping here and there, always to observe and study whatever is common to the woods and fields."

"Men think you have done a great work," I said.

"I have done a pleasant work," he said, modestly.

"And the achievements of your schoolmate Gould do not appeal to you as having anything in them worth aiming for?" I questioned.

"Not for me. I think my life is better for having escaped such vast and difficult interests."

The gentle, light-hearted naturalist and recluse came down the long hillside with me, "to put me right" on the main road. I watched him as he retraced his steps up the steep, dark path, lantern in hand. His sixty years sat lightly upon him, and as he ascended I heard him singing. Long after the light melody had died away, I saw the serene little light bobbing up and down in his hand, disappearing and reappearing, as the lone philosopher repaired to his hut and his couch of content.

WHY HE IS RICH WITHOUT MONEY.

It must not be inferred that Mr. Burroughs has no money. As an author, he has given us such delightful books, dear to every lover of nature, as "Wake, Robin," "Winter Sunshine," "Locusts and Wild Honey," "Fresh Fields," "Indoor Studies," "Birds and Poets," "Pepacton," "Signs and Seasons," "Riverby," "Whitman," and "The Light of Day," published by Houghton, Mifflin & Company. [412]

His writings produce goodly sums, while his vineyards and gardens produce as much as he needs; but the charm of it all is, he knows not the unrest of eagerly seeking it. His is one of the very infrequent instances in which a man knows when he has enough, and really and truthfully does not care for more. Nor is he a "hayseed" in the popular application of that expressive term. When he goes to the city, as he occasionally does (just to reassure himself that he prefers life in the country), he is not met at the station by gentlemen in loud checked suits; he carries no air of the rustic with him. As an Irish wit recently put it, "When in Paris, he does as the parasites do," and he conducts himself and clothes himself as a well regulated citizen should.

So John Burroughs is rich, not in money, but in thought, in simplicity, in the knowledge that he is making the best of life. He has found out that money is not everything, that all the money in the world will not buy a light heart, or a good name,—that there is a place for every one, and in that place alone can a man be of service to himself or others,—that there alone can he be successful; there only can he be "rich without money!"

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XLII
A Millionaire's Daughter Makes Inherited Wealth a Blessing to Thousands.

MISS HELEN MILLER GOULD has won a place for herself in the hearts of Americans such as few people of great wealth ever gain. She is, indeed, one of the best known and most popular young women of New York, if not in the world. Her strong character, common sense, and high ideals, have made her respected by all, while her munificence and kindness have won her the love of many.

Her personality is charming. Upon my arrival at her Tarrytown home, I was made to feel that I was welcome, and everyone who enters her presence feels the same. The grand mansion, standing high on the hills overlooking the Hudson, has a home-like appearance that takes away

any awe that may come over the visitor who looks upon so much beauty for the first time.

Chickens play around the little stone cottage at the grand entrance, and the grounds are not unlike those of any other country house, with trees in abundance, and beautiful lawns. There are large beds of flowers, and in the gardens all the summer vegetables were growing. [414]

Miss Gould takes a very great interest in her famous greenhouses, the gardens, the flowers, and the chickens, for she is a home-loving woman. It is a common thing to see her in the grounds, digging and raking and planting, for all the world like some farmer's girl. That is one reason why her neighbors all like her; she seems so unconscious of her wealth and station.

A FACE FULL OF CHARACTER.

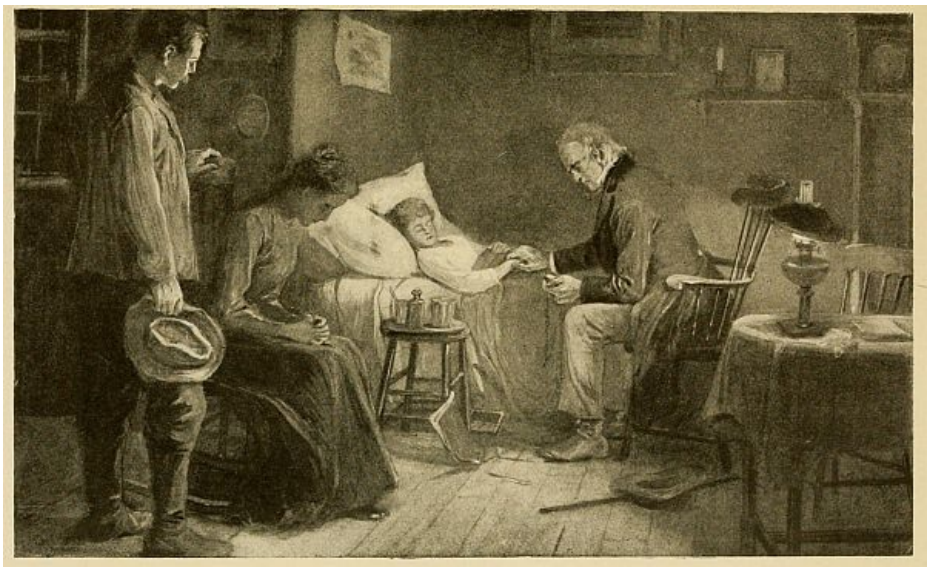
When I entered Lyndhurst, she came forward to meet me in the pleasantest way imaginable. Her face is not exactly beautiful, but has a great deal of character written upon it, and is very attractive, indeed. She held out her hand for me to shake in the good old-fashioned way, and then we sat down in the wide hall to talk. Miss Gould was dressed very simply. Her gown was of dark cloth, close-fitting, and her skirt hung several inches above the ground, for she is a believer in short skirts for walking. Her entire costume was very becoming. She never over-dresses, and her garments are neat, and, naturally, of excellent quality.

HER AMBITIONS AND AIMS.

In the conversation that followed, I was permitted to learn much of her ambitions and aims. She is ambitious to leave a great impression on the world,—an impression made by good deeds well done, and this ambition is gratifying to the utmost. She is modest about her work. "I cannot [415] find that I am doing much at all," she said, "when there is so very much to be done. I suppose I shouldn't expect to be able to do everything, but I sometimes feel that I want to, nevertheless." Her good works are numerous and many-sided. For a number of years, she has supported two beds in the Babies' Shelter, connected with the Church of the Holy Communion, New York, and the Wayside Day Nursery, near Bellevue Hospital, has always found in her a good friend. Once a year she makes a tour through the day nurseries of New York, noting the special needs of each, and often sending checks and materials for meeting those needs.

A MOST CHARMING CHARITY.

One of her most charming charities is "Woody Crest," two miles from Lyndhurst, a haven of delight where some twoscore waifs are received at a time for a two-weeks' visit. She has a personal oversight of the place, and, by her frequent visits, makes friends with the wee visitors, who look upon her as a combination of angel and fairy godmother. Every day, a wagonette, drawn by two horses, takes the children, in relays, for long drives into the country. Amusements are provided, and some of those who remain for an entire season at Woody Crest are instructed in different branches. Twice a month some of the older boys set the type for a little magazine which is devoted to Woody Crest matters. There are several portable cottages erected there, one for the [416] sick, one for servants' sleeping rooms, and a third for a laundry.



DOMESTIC TRIALS

Miss Gould's patriotism is very real and intense, and is not confined to times of war. Two years ago, she caused fifty thousand copies of the national hymn, "America," to be printed and distributed among the pupils of the public schools of New York.

"I believe every one should know that hymn and sing it," she declared, "if he sings no other. I would like the children to sing it into their very souls, till it becomes a part of them."

She strongly favors patriotic services in the churches on the Sunday preceding the Fourth of July, when she would like to hear such airs as "America," "Hail Columbia," and "The Star-

Spangled Banner," and see the sacred edifices draped in red, white and blue.

UNHERALDED BENEFACTIONS.

Miss Gould has a strong prejudice against letting her many gifts and charities be known, and even her dearest friends never know "what Helen's doing now." Of course, her great public charities, as when she gives a hundred thousand dollars at a time, are heralded. Her recent gift of that sum to the government, for national defense, has made her name beloved throughout the land; but, had she been able, she would have kept that secret also.

I tried to ascertain her views regarding the education of young women of to-day, and what careers they should follow. This is one of her particular hobbies, and many are the young girls she has helped to attain to a better and more satisfactory life. [417]

HER MEANS OF EDUCATION.

"In the first place," she said, "I believe most earnestly in education for women; not necessarily the higher education about which we hear so much, but a good, common school education. As the years pass, girls are obliged to make their own way in the world more and more, and to do so they must have good schooling."

"And what particular career do you think most desirable for young women?"

"Oh, as to careers, there are many that young women follow, nowadays. I think, if I had my own way to make, I should fit myself to be a private secretary. That is a position which, I think, attracts nearly every young woman; but, to fill it, she must study hard and learn, and then work hard to keep the place. Then I think there are openings for young women in the field of legitimate business. I've always held that women know as much about money affairs as men, only most of them haven't had much experience. In that field there are hundreds of things that a woman can do."

THE EVIL OF IDLENESS.

"But I don't think it matters much what a girl does so long as she is active, and doesn't allow herself to stagnate. There's nothing, to my mind, so pathetic as a girl who thinks she can't do anything, and is of no use to the world. Why, it's no wonder there are so many suicides every day!" [418]

She is consulted by her agents in regard to all her affairs. "I have no time for society," she said, "and indeed I do not care for it at all. It is very well for those who like it," she added, for she is a tolerant critic.

Her life at Tarrytown is an ideal one. She runs down to the city at frequent intervals, to attend to business affairs, for she manages all her own property; but she lives at Lyndhurst. She entertains but few visitors, and in turn visits but seldom.

I will not attempt to specify the numerous projects of charity that have been given life and vigor by Miss Gould. I know her gifts in recent years have passed the million-dollar mark.

Would you have an idea of her personality?

If so, think of a good young woman in your own town, who loves her parents and her home; who is devoted to the church; who thinks of the poor on Thanksgiving Day and Christmas; whose face is bright and manner unaffected; whose dress is elegant in its simplicity; who takes an interest in all things, from politics to religion; whom children love and day-laborers greet by fervently lifting the hat; and who, if she were graduated from a home seminary or college, would receive a bouquet from every boy in town. If you can think of such a young woman, and nearly every community has one, (and ninety-nine times out of a hundred she is poor,) you have a fair idea of the impression made on a plain man from a country town in Indiana by Miss Gould. [419]

Helen Miller Gould is just at the threshold of her beautiful career. What a promise is there in her life and work for the coming century!

She has given much of her fortune for the Hall of Fame on the campus of the New York University, overlooking the Harlem River. It contains tablets for the names of fifty distinguished Americans, and proud will be the descendants of those whose names are inscribed thereon.

The human heart is the tablet upon which Miss Gould has inscribed her name and her "Hall of Fame" is as broad and high as the Republic itself.

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XLIII
A Self-made Merchant Solves the Problem of Practical Philanthropy

LATE one afternoon, I stopped to converse with a policeman in Central Park. Another policeman came up. Nathan Strauss was mentioned. “Well, I tell you,” said the first policeman, stamping his foot, “there is a man!

“Charities! He’s the only man in New York City who gives real charities. Why, when others want to give, they go to him, and have him do it for them. He knows what’s what. I tell you, he’s the most respected man in New York City;” and the other said, “That’s right.”

Go on the east side, and ask about Nathan Strauss, and you will hear what is as pleasant as it is rare,—the poor giving a rich man unstinted praise. But do not speak to Mr. Strauss about his work as charity; he dislikes to have it called by that name.

PRACTICAL BENEFICENCE NOT MERE CHARITY.

The greatest blessing that he has conferred on New York, is helping the poor to get pure, sterilized milk. No work of beneficence ever before showed such surprising results. It has [421] reduced the death rate of infants over fifty per cent. Formerly, almost seventy-five per cent. of the children of the very poor died.

It was in the summer of 1893 that Mr. Strauss opened his first milk depot, at which milk was sold for four cents a quart; one and one-half cents a bottle for sterilized pure milk; one cent a bottle (six ounces,) for modified milk, and one cent a glass for pure milk.

It was a loss to the benefactor, but he established other depots throughout the unhealthy portions of the city and in the parks. Doctors received blanks to fill out for milk for those unable to purchase, and to such it was given free. A doctor’s prescription was honored. What followed? The death rate was reduced.

At the instigation of his son,—who died from a cold contracted in distributing coal,—coal yards had been established on the docks and elsewhere. The dealers at that time were retailing coal at ten cents and fourteen cents a basket, which made the price from twelve dollars to sixteen dollars per ton. At Mr. Strauss’ depots, five-cent tickets procured twenty and twenty-five pounds; ten-cent tickets, forty and fifty pounds, and so on. Most of the coal was carried in baskets on the shoulders and backs of those who, in some cases, had walked miles to obtain it. During the last financial panic, grocery stores were started, where five cents procured a large amount of food. Lodging houses were opened, while a clean bed and a breakfast of coffee and bread could be [422] procured for five cents, and lunch rooms where two cents purchased bread and coffee and corned beef.

The great financier, J. Pierpont Morgan, asked Mr. Strauss to be permitted to assist him in the grocery stores, and a large central depot was rented at 345 Grand street, for which Mr. Morgan furnished the money and Mr. Strauss acted as manager.

Although all these charities in which Mr. Strauss has been interested have entailed a steady loss, a great number of those he benefited and benefits are under the impression that he does not sustain a loss, and that they merely buy for less than they would pay elsewhere.

HE DOES NOT WOUND THEIR SELF-RESPECT.

This is exactly the impression he desires them to possess, in his own words:—

“I do not wish to make a single one feel that he is receiving charity, or is in any way a pauper. Such an impression is harmful, and lowers the standard of those who have a right to consider that they are the sinews of the country. I wish them to feel only that they are buying at low prices. Suppose that those who buy five cents’ worth of groceries and trudge a distance for them, are able to pay a little more. The mere fact that they walk far to save a few cents, proves that their hard-earned pennies are precious, and that there is the necessity of getting all that can be obtained for their money.”

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HE IS A KEEN, ENERGETIC MANAGER.

Such is the keynote of Mr. Strauss’ love for humanity: He is not a “lord bountiful,” but a generous man, unsolicitous of thanks. There are many records of him having helped individuals. Two young men in his employ were threatened with an early death from consumption. He sent them to a sanitarium in the Adirondacks for a year, when they returned sound in health. During their absence, their salaries were paid to their families.

In business, Mr. Strauss is a strict disciplinarian. He believes that every man should attend strictly to duty, and this is the fundamental secret of his success. In his own words, “Any man, with the ordinary amount of business instinct, can succeed. To succeed, you must be honest, believe in your own ability, and, after having selected your path in life, stick to it through thick and thin. With ordinary mental endowments, there is no reason why any young man should fail.

“Do I think the chances of to-day are as great as some years ago? They are greater. The thing is to take advantage of opportunities and utilize them to the best of your ability. Chances, or opportunities, come to everyone, often, in a lifetime. They should be recognized. Never let one slip; but weigh the possibilities. The great trouble is, a great many young men do not bestir

themselves. They fall into a rut, and lack ‘ginger.’ This is a bustling world, and every young man should be wide-awake and on the lookout, constantly giving conscientious attention to duty. Duty, integrity and energy are the watchwords, and will direct you on the road to success. Remember, the opportunities of to-day are as great as ever!” [424]

ONWARD, EVER; UPWARD, ALWAYS.

But though Mr. Strauss is a tireless worker, he finds time for a little recreation. He is one of the best gentleman drivers in New York, and he delights to race on the speedway. Still, the background of his life is charity. For many years, he desired to establish a sterilizing plant on Randall’s Island, for the benefit of waifs and foundlings taken there. The death rate was very high. At length he gained his point, and a recent unsolicited letter from the matron contained the gratifying statement “that the death rate, since the installation of the plant, has been reduced fully fifty per cent.”

In such deeds, Nathan Strauss delights. His life is one of perpetual attention to duty and to business, and he encourages others who would succeed, by saying: “Go at it with a will, and stick to your ambitious aspirations through thick and thin!”

Mr. Strauss himself is an excellent example of the success of the principle which he urges upon others as a rule of life. His whole career has been distinguished by tireless energy and industry, and the interests which are under his control have never suffered for any lack of careful and thorough attention. He has always been deliberate and consistent in adopting and adhering to any policy, public or private, and never deserts those whom he has seen fit to honor with his confidence, save on absolute proof of their unworthiness. [425]

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XLIV
A Varied Career Develops the Resourceful Head of a Great Institutional Church and College.

IT was misfortune that proved the fortunate turning-point for Dr. Russell H. Conwell, the pastor of the largest church in America, and president of Temple College, which has upward of 8,000 students. He had not been unsuccessful prior to his ordination to the ministry; on the contrary, he had been a successful newspaper man and lawyer, and had served with distinction in the Civil War. But, in the panic of 1873, he lost most of his investments. I quote his own words:—

“I then wondered,—being always of a religious temperament,—why I should make money my goal.”

We sat in his study, and he spoke thus of his interesting life:—

“I was born at South Worthington, Hampshire County, Massachusetts, February 15, 1843, on my father’s farm, called the ‘Eagle’s Nest,’ on account of its high and rocky surroundings. At an early age, I went to school, and, when I grew older, worked on the farm. I was sometimes laughed at because I always carried a book around with me, studying and memorizing as I worked. Yet I was dull and stupid, never stood high in my classes, and could not grasp a subject as quickly as others. But I would stick to it. I am just as dull now, but I preserve my old habit of stick-to-it-iveness. If I am driving a tack and it goes in crooked, I lift it out, straighten it, and send it home. That is one of my golden rules that I force myself to obey.” [427]

HE ENLISTED AT EIGHTEEN.

“I went to Wilbraham, and, in 1861, entered Yale College, taking up law, but the breaking out of the war interrupted my studies. I enlisted, but, being only eighteen years of age, my father made me ‘right about face’, and come home. If I could not fight, I could speak, and I delivered orations all over my native state, and was in some demand in Boston. Finally, in 1862, I could stand the strain no longer, and my father, already greatly interested in the war, permitted me to go to the field.

“I returned a colonel, suffering from a wound, campaigns and imprisonment, and entered the law school of the Albany University, from which I was graduated in 1865.

“I married and moved to the great far west, to the then small town of Minneapolis. There I suffered the usual uphill experiences and privations of a young lawyer trying to make his way single-handed. I opened a law office in a two-story stone building on Bridge square. My clients did not come, and poverty stared my wife and me in the face. I became an agent for Thompson Brothers, of St. Paul, in the sale of land warrants. [428]

“Fortune favored me in business, and I also became the Minneapolis correspondent of the St. Paul ‘Press.’ I acquired some real estate, and took part in politics. Having once dipped into journalism, I started a paper of my own called ‘Conwell’s Star of the North.’ Then the sheriff made his appearance, and turned the concern over to a man with more capital. Next, I brought the Minneapolis daily ‘Chronicle’ to life. It united with the ‘Atlas,’ and the combined papers

formed the foundation for the great journal of Minneapolis, the ‘Tribune.’”

HOUSEKEEPING IN TWO SMALL ROOMS.

“I continued to practice law. My wife and myself lived in two small rooms. The front one was my office, and the back one, kitchen, parlor, sitting room and bedroom. I had never fully recovered from my wound received in the war. I knew Governor Marshall, and it was he who appointed me emigration commissioner for the state of Minnesota. My duties, of course, took me to Europe.”

When Dr. Conwell arrived in Europe, his health, that had been breaking down, gradually gave way, and he gave up his place as commissioner. For awhile, he rested; then, for several months, [429] he attended lectures at the University of Leipsic. That pilgrimage was followed by a number of other journeys across the Atlantic to the principal countries of Europe, and to northern Africa.

“In 1870,” continued Dr. Conwell, “I made a tour of the world as special correspondent for the New York ‘Tribune’ and the Boston ‘Traveler.’ I then exposed the iniquities of Chinese contract immigration. I next returned to Boston and law, and became editor of the Boston ‘Traveler.’”

“But, doctor, had you never entertained a desire to enter the ministry?” I asked.

“All my life I studied theology. The question was before me always: Shall it be law or the ministry? The change came after I had lost considerable money in the panic of 1873. Then came death into my home, and the loss of my first wife. I turned to missionary work in Boston. As time rolled on, I became more interested. But the turning-point was really brought about by a law case. There was a meeting house in Lexington, Massachusetts, in 1877, dilapidated and old. The congregation had left it, so the few old persons who remained decided that it should be sold. They wished to consult a lawyer, and called me to Lexington. Standing on the platform, I asked the few present to vote upon the question. The edifice had been dear to some of them, and they hemmed and hawed, and couldn’t decide.

“At length, I suggested that they put new life into the place. But interest in the building as a [430] place of worship seemed to have departed, although they did not care to see it torn down.”

HOW HE ENTERED THE MINISTRY.

“On the spur of the moment, I said that, if they would gather there the following Sunday morning, I would address them. A few came at first, then more. We had to rent a hall in another place. I suggested that they should get a pastor.

“To my surprise, they replied that if I would be their pastor, they would erect a new church.

“I studied for the ministry. One day, I startled the quaint village of Lexington by demolishing the little old church with an axe. The people were aroused by my spirit, and gave donations for a new church. I worked with the men we hired to construct it, and afterward attended the Newton Theological Seminary. Seventeen years ago, I came to Philadelphia as pastor of this church, which then worshipped in a basement some squares away.”

“But Temple College, Doctor; how was that started?”

“About fourteen years ago a poor young man came to me to ask my advice how to obtain a college education. I offered to be his teacher. Then others joined until there were six. The number was gradually enlarged to forty, when the idea came to me to found a people’s college. [431] Certain gentlemen became interested, and we erected Temple College, which was then connected with this church, but now is a separate and distinct institution. We hope shortly to have it like the New York University. We have rented a number of outside buildings, and have a law school and a seminary. About four thousand attend the evening classes, while four thousand attend the special day classes.”

HE IS ALWAYS STUDYING SOMETHING.

“How do you manage to keep up in all the studies?” I asked. “Do you carry text-books around with you in your pockets?”

“Yes, and I always have. I study all the time. I have acquired several languages in that way.”

“When do you prepare your sermons?”

“I have never prepared a lecture or a sermon in my life, and I have lectured for thirty-seven years. I seldom use even notes. When in the pulpit, I rivet my attention on preaching, and think of nothing else.

“Application in the most severe form, and honesty, are the means by which true success is attained. No matter what you do, do it to your utmost. You and I may not do something as well as someone else, but no stone should be unturned to do it to the best of our individual ability. I have had a varied life, and many experiences, and I attribute my success, if you are so pleased to call it, to always requiring myself to do my level best, if only in driving a tack in straight.”

XLV
An Inspiring Personality Wins a Noted Preacher Fame.

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ONE of the brightest examples of early success in life is Frank W. Gunsaulus, D.D., one of the sincerest friends of young men striving to climb upward, that America has produced. Chicago has helped him, and he has helped Chicago, to do great things. During his six years of ministry in that city, before he left the pulpit and became president of Armour Institute, he founded two notable institutions and raised over $7,000,000 in money for charitable purposes. On the stormiest of Sunday evenings, after a newspaper announcement that he will speak, an audience two thousand five hundred strong will gather to hear him. It was not an uncommon sight, during one of his series of winter sermons, for men anxious to hear the splendid orator, to be lifted through windows of Central Music Hall, when no more could get in at the doors. His most conspicuous labor has been the founding of the famous Armour Institute of Technology, which now has twelve hundred students, and of which he is the president.

CAN A PREACHER BE A POWER?

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I found him in the president's office of Armour Institute.

"Do you think," I said, "that it is more difficult for a preacher to become a power in a nation than it is for a merchant, a lawyer, or a politician?"

"Rather hard to say," he answered. "There are prejudices against and sympathies in favor of every class and profession. I think, however, that a preacher is more like a doctor in his career. He is likely to make a strong local impression, but not apt to become a national figure. Given powerful convictions, an undertaking of things as they are to-day, and steady work in the direction of setting things right, and you may be sure a man is at least heading in the direction of public favor, whether he ever attains it or not."

"How did you manage to do the work you have done, in so short a time?"

"In the first place, I don't think I have done so very much; and, in the second place, the time seems rather long for what I have done. I have worked hard, however.

"I thought to be a lawyer in my youth, and did study law and oratory. My father was a country lawyer at Chesterfield, Ohio, where I was born, and was a member of the Ohio Legislature during the war. He was a very effective public speaker himself and thought that I ought to be an orator. So he did everything to give me a bent in that direction, and often took me as many as twenty miles to hear a good oration."

MEN WHO INFLUENCED HIM.

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"I admired Fisher Ames, to begin with, and, of course, Webster. I think Wendell Phillips and Bishop Matthew Simpson, whom I heard a few times, had the greatest influence on me. I considered them wonderful, moving speakers, and I do yet. Later on, Henry Ward Beecher and Phillips Brooks attracted my admiration."

"Did you have leisure for study and time to hear orations when you were beginning life?"

"In early years I attended the district school. From the twelfth to my eighteenth year, I worked on the farm and studied nights. For all my father's urgings toward the bar, I always felt an inward drawing toward the ministry, because I felt that I could do more there. My father was not a member of any church, though my mother was an earnest Presbyterian. Without any prompting from my parents, I leaned toward the ministry, and finally entered it of my own accord. I was fortunate enough to find a young companion who was also studying for the ministry. We were the best of friends and helped each other a great deal. It was our custom to prepare sermons and preach them in each other's presence. Our audience in that case, unlike that of the church, never hesitated to point out errors. The result was that some sermons ended in arguments between the audience and the preacher, as to facts involved."

HE DID NOT PRETEND TO PIETY.

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"I was graduated from the Ohio Wesleyan Seminary in debt. I had no reputation for piety, and I don't remember that I pretended to any. I had convictions, however, and a burning desire to do something, to achieve something for the benefit of my fellowmen, and I was ready for the first opportunity."

"Was it long in coming?"

"No, but you would not have considered it much of an opportunity. I took charge of a small church at Harrisburg, Ohio, at a salary of three hundred and twenty dollars a year. In preaching regularly I soon found it necessary to formulate some kind of a theory of life,—to strive for some definite object. I began to feel the weight of the social problem."

ARE THE DICE OF LIFE LOADED?

"One important fact began to make itself plain, and that was that the modern young man is more or less discouraged by the growing belief that all things are falling into the hands of great corporations and trusts, and that the individual no longer has much chance. My father had been more or less of a fatalist in his view of life, and often quoted Emerson to me, to the effect that the dice of life are loaded, and fall according to a plan. My mother leaned to the doctrine of Calvin,—to predestination. I inherited a streak of the same feeling, and the conditions I observed made me feel that there was probably something in the theory. I had to battle this down and convince myself that we are what we choose to make ourselves. Then I had to set to work to counteract the discouraging view taken by the young people about me." [436]

"You were a Methodist, then?"

"Yes, I was admitted to preach in that body, but it was not long before I had an attack of transcendentalism, and fell out with the Methodist elder of my district. The elder was wholly justified. He was a dry old gentleman, with a fund of common sense. After one of my flights, in which I advocated perfection far above the range of humankind, he came to me and said: 'My dear young man, don't you know that people have to live on this planet?' The rebuke struck me as earthly then, but it has grown in humor and common sense since.

"I left voluntarily. I knew I was not satisfactory, and so I went away. I married when I was twenty. I preached in several places, and obtained a charge at Columbus, Ohio."

A MINISTER'S TRUE IDEAL.

"When did you begin to have a visible influence on affairs, such as you have since exercised?"

"Just as soon as I began to formulate and follow what I considered to be the true ideal of the minister."

"And that ideal was?"

"That the question to be handled by a preacher must not be theological, but sociological."

"How did this conviction work out at Columbus?"

"The church became too small for the congregation, and so we had to move to the opera house. [437]

"My work there showed me that any place may be a pulpit,—editorial chair, managerial chair, almost anything. I began to realize that a whole and proper work would be to get hold of the Christian forces outside the ecclesiastical machine and get them organized into activity. I was not sure about my plan yet, however, so I left Columbus for Newtonville, Massachusetts, and took time to review my studies. There I came under the influence of Phillips Brooks. When I began once more to get a clear idea of what I wanted to do, I went to Baltimore, on a call, and preached two years at Brown Memorial Presbyterian Church.

"I came to Chicago in 1872. Plymouth Church offered an absolutely free pulpit, and an opportunity to work out some plans that I thought desirable."

HIS WORK IN CHICAGO.

"How did you go about your work in this city?"

"The first thing that seemed necessary for me to do was to find a place where homeless boys of the city who had drifted into error and troubles of various kinds could be taken into the country and educated. I preached a sermon on this subject, and one member gave a fine farm of two hundred and forty acres for the purpose. Plymouth Church built Plymouth Cottage there, and the Illinois Training School was moved there, and other additions were made, gradually adding to its usefulness." [438]

"The church grew under your ministration there, did it not?"

"You can leave off that about me. It grew, yes, and we established a mission."

"Was there not a sum raised for this?"

"Yes; Mr. Joseph Armour gave a hundred thousand dollars to house this mission, and the church has since aided it in various ways."

"This Armour Institute is an idea of yours, is it not?"

"Well, it is in line with my ideas in what it accomplishes. It is the outcome of Mr. Armour's great philanthropy."

"Do you find, now that you have experimented so much, that your ideals concerning what ought to be done for the world were too high?" I asked.

"On the contrary," answered Dr. Gunsaulus, "I have sometimes felt that they were not high enough. If they had been less than they are, I should not have accomplished what I have."

"What has been your experience as to working hours?"

"I have worked twelve and fourteen, at times even eighteen hours a day, particularly when I

was working to establish this institution, but I paid for it dearly. I suffered a paralytic stroke which put me on my back for nine months, and in that time you see I not only suffered, but lost all I had gained by the extra hours." [439]

HOW TO MEET GREAT EMERGENCIES.

"You believe in meeting great emergencies with great individual energy?"

"There doesn't seem to be any way out of it. A man must work hard, extra hard, at times, or lose many a battle."

"You have mingled in public affairs here in Chicago, also, have you not?"

"Yes, I have always tried to do my share."

"You believe the chances for young men to-day are as good as in times gone by?"

"I certainly do. That is my whole doctrine. The duties devolving on young men are growing greater, more important, more valuable all the time. The wants of the world seem to grow larger, more urgent every day. What all young men need to do is to train themselves. They must train their hands to deftness, train their eyes to see clearly, and their ears to hear and understand. Look at the call there is going to be upon young men when this country will be organizing its new possessions and opening up new fields of activity. What the world needs is young men equipped to do the work. There is always work to be done."

"You think, in your own field, there is a call for energetic young men?"

"It never was greater. A young preacher who looks around him, studies the conditions, finds out just a few of the ten thousand important things that are going begging for someone to do them, and then proceeds to work for their accomplishment, will succeed beyond his wildest dreams. [440]

"The world looks for leaders, it looks for men who are original, able and practical; and all I have got to say to a young man is simply to find out clearly all about a need in a certain direction, and then lead on to the alleviation of it. Money, influence, honor, will all follow along after, to help."

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XLVI
From the Forge to the Pulpit, a Life of Devotion and Application.

"SO you want me to tell you of myself,—to 'blaw my ain harn,' as we used to say in old Yorkshire. Well, I'm not in love with the undertaking, for what we call a self-made man usually shows that he has made a pretty poor fist of it when he begins to describe the job himself. However, if an outline of my life be of service, I give it gladly. The beginning was in the hamlet of Ilkley, Yorkshire, England, seventy-five years ago. I was born well; that is, I was born of simple, hard-working folk who inspired in me very early a hearty respect for work. My mother was a noble woman. I can see the old home now,—the bit of grass in front, the plum tree, the whitewashed walls, and within, the two rooms with floor of flags, the old prints on the walls, the highly polished chairs and bureau, the tall clock that was always too fast at bedtime and in the morning, and always too slow at mealtime, the little shelf of books,—Bunyan, 'Robinson Crusoe,' Goldsmith, and the Bible, full of pictures. Until I was eight years old, I went to school to old Willie Hardie, who tried to find in me the spring of what we called the humanities in the same way that they used to try to locate a spring of water, namely: with a hazel rod." [442]

THE RIVALS: BOOKS AND THE MAIDEN.

"All the schooling I ever had under the master was finished in my eighth year, when I went to earn my own living in a linen factory. There was an article of faith in our good home creed about which both my father and mother were of one mind,—the boys must learn a trade. So, after six years in the factory, I was apprenticed to the village blacksmith. I was a hard-working, conscientious boy, but full of mischief and fond of fun. I had, however, a ravenous appetite for books. I remember once, when quite small, I stood for a long time before a shop window with a big English penny in my hand, debating whether I should spend it for a particular kind of candy, of which I was very fond, or for a little paper-covered book of travels. At length I went in and bought the book. At meals I used to read, and even when I was courting the lass whom I made my wife, I read all the books in her father's house. I am surprised she did not give me the mitten, and it would have served me right, too.

"Books were not only pleasing to me, but were my passion. Give a young man or maiden a passion for anything,—for books, business, painting, teaching, farming, mechanics or music, I care not what, and you give him or her a lever with which to lift their world, and a patent of nobility, if the thing they do is noble. So I call my reading my college course. It was not an adequate college nor an adequate course, and there have been times when I felt a trifle sad that [443]

there should have been no chance for me at a good, all-round education. But there is a chance in the everlasting hunger to read books, and it is with reading as it is with eating,—you grow choice when there is a plenty. You instinctively learn to distinguish what is sweet and wholesome and what is neither, and then you read as you eat,—only the best.

"A great sorrow came to me in 1849. As a result of it, I found my way into a Methodist meeting house, and began to express what I felt. From a few words, uttered standing by my seat in the meeting, I began to preach at irregular intervals; and when I did, it became the custom, after a while, for some one to go through the village, ringing a bell and calling out: 'The blacksmith is going to preach this morning.' The working people came to hear me because I was one of themselves. Then they would have me preach regularly,—at nothing a Sunday and find myself.

"Sometimes I would forget the flight of time and preach for two hours or more. As I look back upon the poor mortals who sat under my ministrations for such a length of time, I am reminded of the judge who, when asked how long a sermon ought to last, replied: 'About twenty minutes, with leanings to the side of mercy.'"

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THE LIGHT THAT LED OVER THE SEA.

"My only worldly ambition was to make my way as a blacksmith, but one day there came to me in a flash the thought that I must go to America, where I would have to bow to no class, but would be as good a man as any. Many times in my life these sudden burstings of light, half thought, half feeling, have come to me; and, when they do come, I cease to reason about the matter. I simply obey the impulse with all the power of my will. It would have taken tremendous difficulties to have kept me from embarking for this country after the flash came, and so, one fine spring morning in 1850, I and my little family, with our small store of worldly goods, went aboard the old ship 'Roscius,' made ourselves as comfortable as we could in the steerage, and a month later were in New York.

"I had made up my mind to settle in the vicinity of Philadelphia, and there I soon found work at the anvil. It was lucky I did, for, when we reached our destination, my whole capital amounted to only about twenty dollars. We made ourselves a little home, and I worked at my trade for the next nine years, except during the panic of 1857, when I carried the hod and broke stone on the turnpike for a dollar a day. Meanwhile, I was preaching o' Sundays, again at nothing a Sunday. In 1859, I was asked to devote myself altogether to preaching,—to go to Chicago as a minister to the poor. Well, I went. I said good-by forever to the anvil, in whose ringing voice I had heard so many years the old sermon on the nobility of work."

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GENIUS IS DEVOTION AND APPLICATION.

"Before I had been in Chicago a great while, some people got together and built a church, and appointed me pastor of it, hardly so much as saying to me 'by your leave.' It was named the Unity Church, and I remained in charge of it till 1879, when I came to New York to preach in the Church of the Messiah.

"Here I have since remained. My life, you see, is divided into two sections,—forty years in the pulpit, twenty-one years at the anvil. I have worked on long lines, and I will say to young men that, when your homes and your schools have done all they can for you, and you begin the work of life, you must take hold with a will and be content to work hard on long lines. People say that such and such a person has genius for what he or she takes in hand, and that is the secret of the success attained. But I say that genius means strong devotion and steadfast application. You may imagine that you can go from the bottom to the top of the ladder at one jump, but it is not true. Going up the ladder at one jump is like the toy monkey that goes up at a jump and comes down head first. The men and women who achieve true success are all hard climbers. They work in one direction. Our course must not be like a cow-path, all over the pasture and into the woods, for that may mean through the woods into the wilderness.

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"I want to say, too, that, if we expect to do well in this life, we must keep well, by all the means in our power;—eat well, and sleep well eight hours out of the twenty-four. Young men should choose, as early as they can, a good and true woman for a wife, and look forward to a noble family of children. My ambition was to have seven, and the all-wise Father gave me nine. If a young man has good mental and physical health and works hard, his life will be sweet and clean. He will do his day's work well and his life's work well, and at the end he will be able to say, with Adam in the play:—

"'Though I look old, yet am I strong and lusty,
For in my youth I never did apply hot and rebellious liquors to my blood,
And did not with unbashful forehead woo
The means of weakness and debility.
Therefore my age is lusty winter, frosty, but kindly.'"

XLVII

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Canada’s Leading Conservative Extols “the Country of the Twentieth Century.”

THOUGH he lost his fight against Sir Wilfrid Laurier for the Premiership of Canada in the general election of 1904, Robert Laird Borden is still one of the Dominion’s important figures.

He is in the prime of life. He has conspicuous ability, remarkable energy and an indomitable will. What a man with this combination of qualities sets his mind upon he usually obtains. Mr. Borden freely acknowledges his ambition to reach the top notch of political success, and there are a great many Canadians who believe that he will yet be Premier.

His party, in spite of his defeat, has strong faith in him, and his opponents, now triumphant, admit that he is formidable—a menace to their continuing success. They feel that under the scrutiny of Borden, who is notably quick to detect weak spots in the armor of the enemy, and to drive home strong thrusts, they must put their best foot front. Thus, even in defeat, Mr. Borden is a power.

My first impression of him was obtained in Montreal. He was walking through a hotel rotunda [448]
with the long, swift strides that bespeak much physical energy. His head was bowed and his eyes were knit. He struck me at the moment as being a personification of determination and concentration. It was a little later, in his room, that I had my talk with him. Mr. Borden’s head is large. His brow rises straight up from heavy brows and eyes which are deep-set and rather small, and twinkle with shrewdness and good nature. The lower part of his face is heavy, indicating the strength of will and purpose which have carried him to the front in Canadian politics.

“I am much interested in success,” he said with a smile. “Indeed, the air in Canada nowadays is charged with it. We have a feeling that a far larger part of the success of Canada lies in the future rather than in the past. While the United States developed more in the nineteenth century than any other country in the world, we believe that Canada will show similar industrial advances within the next quarter of a century. We entertain the idea that ours will prove to be the country of the twentieth century. It is not yet as widely known as it should be that we have a somewhat larger area in land than the United States and that this land is not rendered sterile by the winter reign of the mythical personage called ‘our lady of the snows,’ but is capable of remarkable productivity.

“We are looking forward and not backward, and therefore I am not particularly interested in [449]
the unimportant events of long ago; but if you must know, I will say that I was born in the village of Grand Pre, in Nova Scotia, in 1854. Some of my ancestors had lived in the United States. One of them, my great-grandfather, was the law partner of Pierpont Edwards, in New Haven, Conn. They had one of the largest practices in that section of the country, but when the Revolutionary War broke out my forefather remained loyal to King George. He migrated with his family to Nova Scotia, and there the family has since remained.

“Yes, my village is the one which Longfellow has described in his poem ‘Evangeline’; and yet, taking full advantage of his poetical license, Longfellow put much in his picture that is purely imaginary. It is, however, a little community whose inhabitants lead the simple life, acquire robust physiques, and strong opinions of right and wrong.

“I know of no better environment than one like this for the passing of the days of early youth. The impressions stamped on the mind of a boy by such people and surroundings never forsake him. However different from the simple beliefs of these villagers his standpoint may eventually become, these first teachings remain what might be called the oak rafters of his philosophy.

“I feel that not a little of whatever I have achieved is due to the fact that the years of my [450]
boyhood and youth were spent in an environment of simplicity. I was an industrious student, and when I was about fourteen I was made a teacher in the Acadia Villa Academy in my native country. It was in this school that I had obtained my preliminary education, and I presume I did right in returning to the institution as teacher the modicum of knowledge I had acquired. When I was still in my teens I went to the United States and became an instructor in Glenwood Institute in New Jersey. This proved to be excellent training for me. I think that an experience of this kind is one of the best things in the world for a young man, for the reason that the necessity in it to command others teaches him the more easily to command himself. It increases his dignity, self-reliance and self-respect.

“I decided, however, that I did not care to make teaching my life work, and so I returned to Nova Scotia in 1874 and began the study of law in the offices in Halifax of the firm of Weatherby & Graham. In 1878 I was called to the bar and a few months afterwards was offered a partnership by J. P. Chapman, of Kentville, now a county court judge.

“Together we worked up quite a large practice, but owing to certain circumstances I entered the firm of Thompson, Graham & Tupper. It was not long afterward that the senior member of the firm, Sir John Thompson, became judge of the Supreme Court, and in the course of time Sir [451]
Charles Tupper, one of the other members, was called to the cabinet of Sir John A. McDonald. Subsequently Mr. Graham, the third member of the firm, became Judge in Equity for the Province of Quebec.

“I believe that a large part of anything I have achieved has been due to the fact that I was associated with able men during the impressible period of young manhood. While I did not realize

it at that time, I have often thought since that one of the most fortunate circumstances in my life was my close contact with these men. By this means I not only absorbed a greater knowledge of the law than otherwise would have been the case, but also became imbued with certain principles that I have always retained.

"The calling of these gentlemen to high places under the Government left me to the position of senior partner, and the firm name eventually became Borden, Ritchie, Parker & Chisholm. We did a large business, and on the strength of this I was elected and held for several years the position of president of the Nova Scotia Barristers Society. It was in 1896 that I first entered politics, representing Halifax as the Conservative party's candidate for the Dominion Parliament."

"To what in particular, Mr. Borden," I inquired, "do you attribute the fact that you speedily arose to leadership of your party in Parliament?"

Mr. Borden pondered a moment, and then said:

"I can hardly answer that question, but I will say that perhaps the influence I have been able to [452] gain in Parliament has been due to the fact that I have had very strong convictions on all public questions, and have let slip few opportunities to express them. I am usually able to maintain the positions I take in argument, for the reason that I am always careful to fortify myself with facts and with as extensive a general knowledge of the subject as possible before going into a debate or going before the House on any particular issue.

"I believe I have the reputation of being a hard worker. However this may be, I will say that I have always made it a rule to give painstaking attention to seemingly unimportant details in my legal cases, and have frequently won them on this account. This habit, acquired in my youth, of looking after small matters, has made it much easier for me to take care of the large affairs of my clients and of my party since I have entered politics. I know of no surer road to both general and political success than the obvious highway of hard work, coupled, of course, with common sense.

"While the law is the profession which most naturally leads the young man into the political arena, I always like to see the farmer in politics, for the reason that the latter usually has a certain strong simplicity and a degree of sense that often discounts and renders weak in comparison the learning and polish of the professional man. The farmers will be the dominating [453] class in the development of the Northwest, and I hope to see more and more of them in politics."

In his contact with his fellow-men Mr. Borden's manner is marked by a quiet dignity and cordiality that has won him many friends. While he has numerous political enemies, there are few men in the Dominion who are as popular personally. Mr. Borden likes to meet and exchange views with the average citizen. A little story is told of him in his recent campaign which is characteristic. It seems that he was on a night journey on a train and could not sleep. A like wakefulness afflicted a young man in the same car, and at midnight they found themselves together in the smoking compartment. Talk began at once, and throughout the dragging hours these two discussed the great questions of the day. The young man, who had just returned from the States, did not recognize his companion, and the next morning in Montreal he remarked to his friends upon his very interesting fellow-traveler of the night before. He said that they had chiefly talked politics and that his acquaintance had been so convincing that he had been won over to the Conservative party. He described his fellow-passenger, and very much to his astonishment was informed that the latter was Mr. Borden himself.

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XLVIII
An Eminent Scholar Advocates the Union of Canada and the United States.

CANADA'S "grand old man" is Professor Goldwin Smith. With all his opinions Canadians do not agree, but they are united in their admiration for his qualities as a man and a scholar. A mention of his name brings an expression of liking and pride to the face of every intelligent resident of the Dominion. A mention of his well-known belief that Canada and the United States will eventually be one brings a smile which well expresses the average Canadian's feeling that their leading philosopher's idea of the union of the great commonwealths is too abstract and remote to arouse alarm in the patriotic breast.

In spite of this difference of opinion the people of the Dominion highly appreciate Professor Smith's notable attainments as a student and a writer. They realize that from his vantage point of long residence in both England and the United States, as well as in Canada, and from his careful and enlightened study of the problems of these countries, his outlook is perhaps broader than that of any other man in Canada. Professor Smith, now in his eighty-first year, lives in an ideal [455] way in his Toronto residence, The Grange. It was here that I called on him.

The Scotch lodgekeeper and his wife, in their quaint little home at the gate, were quite in keeping with the air of dignified calm which enfolds The Grange. The house, standing well back in the grounds, is representative of the best architecture of a century ago. It suggests reminiscence and contemplation. It has the mellow atmosphere of the past. When approaching it along the gravel walk you feel that you have left behind the hurly burly of everyday life; that this

is a most fitting abode for one who stands apart from the crowd to watch the currents of life flow by.

As the house is, so is the man. Tall, slender and a trifle bent in figure, with a thin ascetic face, Professor Smith impressed me as a man who contemplates calmly and critically, but with a very kindly eye, as from high ground, the agitations and excitements of the times. I made a remark to him as to the quietude of his surroundings.

"Yes, I am very fond of the old place," he replied, his eyes kindling with interest. "I am proud of it. You have noticed that all of the woodwork is black walnut, which was the prevailing mode in interior decorations in the early part of the nineteenth century. I have permitted nothing to be changed. I am fond of old things, perhaps, because I am old myself."

"Your activities make it rather difficult to believe that statement," I said. [456]

"Well, I have always tried to retain a youthful spirit," answered Professor Smith, with the engaging smile which is characteristic of him, "and I have been able to keep a fair amount of physical vigor by means of plenty of exercise and regularity in my mode of living. I have always been very fond of walking, and have done a great deal of it. While I am not as industrious in this respect as I used to be, I make a point of driving out in my carriage every afternoon. I rarely let anything interfere with this, because it has a tendency to give me new vitality both in spirit and body."

"While your house is old, Professor Smith," I remarked, "this country in which you live, Canada, is young."

"Yes, we have not progressed as rapidly as the United States; we are yet, in many respects, a people of beginnings. Canadians look forward to the future with very optimistic spirit. We see possibilities of great industrial and agricultural development."

"The average Canadian does not look as far into the future as you do yourself."

"No, perhaps not," smilingly replied Professor Smith. "I believe that the great majority of our people are not at all in sympathy with my opinion that Canada will eventually become a part of the United States. I have, however, long held this belief. It has been my idea for many years that [457] the whole continent of North America should be, and will be eventually, given up to republican institutions. It has been said of me that I left Great Britain in order to be able to live in the republican atmosphere of the New World. While this is not altogether true, I am wonderfully interested in the great experiment of a government by the people which is now being tried by the United States.

"I think the experiment will prove a success, and that in the end all of the commonwealths on this side of the Atlantic will come sufficiently under the influence of this form of government to embrace it. The Old World powers are by degrees losing their dependencies in the New World. I long ago said, for example, that Spain's hold upon Cuba was becoming weaker and weaker, and would sooner or later become altogether relaxed. I believe that this is likewise true of Great Britain in her relationship with Canada. A wide ocean divides the mother country from her great colony in North America, while merely an artificial boundary line divides us from the powerful republic to the South.

"The bond between Canada and the United States is gradually becoming closer in spite of the little intervening frictions which from time to time arise. I am aware that many Canadians express an antipathy for the United States, but this amounts to little more than talk. Young Canadians have been for many years seeking opportunities in the United States, and at the [458] present time many thousands of agriculturists from the Western States are annually migrating into our Northwest to take advantage there of the productivity of the virgin soil. Numerous American capitalists are investing their money on our side of the line, and thus the commercial connection is constantly becoming closer.

"As a matter of fact, there is in some particulars more intimate union between Canada and the United States than between some of our own provinces. I have often said to my friends that the beginning of wisdom in regard to Canada is the realization of the fact that the natural avenues of traffic and communication lie north and south rather than east and west. We must remember that between various parts of the Dominion nature has set up very formidable barriers, great lakes, high mountains, and wide expanses of uncultivated territory. We must not forget, furthermore, that there are two distinct races in Canada, different in religion, sympathies and general characteristics. Thus it will be seen that without compactness in territory and without a homogeneous spirit among the people, Canada is not a united country. She needs the United States and, by the same token, the United States needs Canada. While I don't expect to see it in my own time, I feel justified in prophesying that the passing years of the twentieth century will bring an equal union between our country and the States. Together they will rise to greater [459] heights of power, influence and civilization than any nation has yet attained.

"I like to see Canadians go to the United States and I like to see young Americans come to Canada. A young man should always have courage to seek the fields which seem to be most promising for him. I am inclined to think that a changed environment is a stimulus to his energy and ambition. A knowledge of the different sections certainly gives him a broader outlook and adds materially to his equipment for the battle of life."

XLIX
After Failure as a Grocer, He Becomes the Ablest Administrator Quebec Has Ever Had.

[460]

"THE busiest man in Canada," exclaimed a friend in close touch with the government, when I told him that I desired to meet the Hon. S. N. Parent, Premier of the Province of Quebec.

"Parent, you know," continued my informant, "is not only Premier of the Province, but is also mayor of the City of Quebec, minister of lands, mines and fisheries, president of the company that is building a seven-million-dollar bridge across the St. Lawrence, director in the Quebec Railway Light and Power Company, director in the Grand Trunk Railway, and a lawyer with the largest practice in the Province."

This information as to his surprising range of activities, bespeaking a man of remarkable achievement, made me more than ever anxious to talk with Mr. Parent, and I said so to my friend.

"Well," he exclaimed, "the premier is personally one of the most approachable men alive, but all day long in the ante-rooms of his various offices there are crowds waiting to see him. He never [461] appears in the streets of Quebec on foot, but always in his cab, for the simple reason that if he were walking so many persons would stop him that he would be hours getting to his destination. His lieutenants hedge him in, but once past them you are all right."

"What would be a good time and place to call on him?"

"In answer to that I will give you an outline of his movement for his business day, and you may judge for yourself. Promptly every morning at half-past seven he arrives at his law office in Lower Town and sees clients there until ten o'clock, when he goes to the City Hall to take up his work as Mayor. Here he keeps in close touch with every detail of city administration.

"It has been said that not a nail is driven on public property without his knowledge. This, of course, is an exaggeration, but it is the truth that he is the first mayor Quebec has had in sixty years who has been able to run the municipal government without an annual deficit in the treasury. And yet with all his economy he has instituted numerous public improvements. On the strength of this work for Quebec he has several times been reëlected Mayor and has held the office for eleven years.

"After an hour at the City Hall he is driven to Parliament House, where he transacts the business of the Province until half-past one. Here, in addition to his general work, he gives [462] special attention to the land and fisheries department, which he has made the most important in the provincial government. He has so developed it that it yields a larger income than any other.

"Mr. Parent takes a light luncheon at half-past one, and remains in Parliament House until four o'clock, when he returns to his law office, where he gives himself up to cases and to his financial interests until seven. Now comes a dinner which is hardly more hearty than his luncheon, and after this he attends the meetings of committees, which assemble in the evening chiefly to suit his convenience. This schedule is as regular as clockwork. The Premier makes a point of letting nothing interfere with it. Exactly at the times and places I mention you can find him."

Armed with this knowledge, and with a letter of introduction, I sought the Premier at the House of Parliament—a stately building of massive stone, standing out against the sky on the heights of the "Gibraltar of America," and commanding a huge panoramic view of the Lower Town, of the St. Lawrence and St. Charles rivers, of the Isle of Orleans, the wide valley of St. Anne and the sweeping lines of the Laurentian Mountains.

The ante-room was crowded, as I had been told it would be, but an attendant at once took in my letter and almost immediately returned.

"The Premier cannot see you to-day," he said, "but will be very glad to meet you at this office [463] at twelve sharp to-morrow. If you would accept a little word of advice," he added, official manner giving way to French-Canadian courtesy, "I would say that it would be well to be exactly on time. By five minutes past twelve, if you are not here, the Premier will be engaged with some one else, and then your opportunity will be gone. He never spends time in waiting. This is what you might call one of his peculiarities."

I was on time. At precisely twelve an official passed out of the inner room and I was invited in. As the Premier swung about in his chair with the quick glance and motion that are characteristic with him, I saw a man with a high forehead, a prominent nose, keen gray eyes and a small mustache. His age is fifty-three, but he appears much younger.

"I am interviewing the most successful men in Canada," I said, "and so, naturally, have called on you."

Mr. Parent smiled, with a slight shrug of his shoulders, but made no comment.

"Would you mind telling me how you made your start toward success?"

The light of reminiscence came into the Premier's eyes and his smile was more pronounced.

After a very brief pause he said:

"You flatter me by the use of that word success; but if you want to know how I began my career I will assure you that I began it with a failure. My father was a merchant across the river in Beauport, where I was born, and before I was old enough to appreciate how much I did not know I branched out into business for myself. I started a grocery store. It failed, and I decided that I was unfit to be a successful grocer. [464]

"A fair education gained at the normal school enabled me to obtain a place in a law office of S. B. Langois here in Quebec. After I had been with him a short time he strongly advised me to take up law as a profession. I was beginning to feel a pronounced inclination in this direction, and, stimulated by his encouragement, I began to study hard. I took the course at Laval University, and after graduation commenced to practice chiefly at first in the police courts.

"Gradually my clients increased in numbers and my cases in importance. Politics had always interested me. I became somewhat active in this field, and, although I have never tried to practice the art of oratory, for which I have no gift, I was elected to the County Council of Quebec in 1890. Three years later I was made Mayor of the city and not long afterwards Premier of the Province. My career since then has been largely official and a matter of record."

"It is said that you have given the province and the city the best business administration they have ever had. You know more about business now than when you ran the grocery store, for instance." [465]

"Oh, yes," laughed Mr. Parent, "a great deal more. For one thing, I have learned that the price of a business success is eternal vigilance. I have found that the only way to conduct affairs of a municipality along strictly business lines is to watch the committees—to watch their every move. It is in these bodies that the financial leaks are most likely to occur. Not having to carry the main responsibility for public expenditures, committees are inclined to be too generous, too confident of the resources of the treasury. I have no doubt that this is as true in your country, the United States, as in Canada.

"We have ten committees which are meeting constantly. During the eleven years I have been in office I have not missed a single meeting, which is one of the main causes, I think, of whatever success I may have had as a public administrator."

"Your position as the representative of a large population of both French and English must have its difficulties," I remarked.

"These are not nearly as great as you might imagine," quickly replied the Premier. "I don't pretend to try to please everybody, but I do try to treat all alike. I myself, as you know, am of French descent. French was the language of my childhood, but whether a man is English, or Scotch, or French-Canadian, whether he is a Protestant or Catholic, has absolutely no weight with me in my attitude toward him in the discharge of my official duties. [466]

"We French hold to our language and customs because we are proud of them, but there is complete sympathy between the two races in the Province of Quebec. The Anglo-Saxon Canadian admires the French-Canadian because of his honesty, industry and thrift, and the latter admires the former for virtues too numerous to mention. A union between the two, already close, is constantly becoming closer, and it gives me pleasure to think that perhaps I have done something to advance this movement for the common good.

"We are all working for the prosperity and progress of the province and city of Quebec. In this connection the possibilities are so great that even if we were inclined to racial prejudices, which is not true, we would realize that we could not afford to entertain them.

"Quebec is on the threshold of a new era. The great bridge across the St. Lawrence will bring important improvements in the railroad facilities of the city. The harbor, already one of the finest in existence for vessels of large tonnage, will be made even better by the extension of the dock system and by other projects now in hand. The Grand Trunk Pacific Railway, which is about to be built across the continent, will have its eastern terminus at Quebec, and will bring to us for export to the markets of the world a vast quantity of the products of the great Northwest. All this will mean a remarkable stimulus to our city. [467]

"As for the province as a whole, the fertility of the soil, particularly in the neighborhood of Lake St. John, warrants the prediction that it will become the granary of Eastern Canada. The enormous water powers within our boundaries, harnessed for the generation of electricity, will mean the rise of many industries. There is, moreover, an immense wealth of money to be gathered from the many thousands of miles of territory which offer pulp wood for paper making. Year by year the pulp industry is extending, but it is as yet at the very beginning of its development. It will bring many millions of dollars to the province and its people. Young men now at the outset of their careers will grow rich from the new industrial activities.

"But in Quebec we have not yet been educated up, or down, to the idea that the most desirable thing in the world is wealth. We have other standards of success. None of us have what would be considered from the American point of view great riches, and we are well content that this is so. Money, of course, is an excellent thing, and we have no prejudices against its possession, but we are in no feverish haste to acquire it. For example, none of our professional men or politicians are very rich. Political life here offers practically no financial opportunities. The politician who [468]

attempted corrupt practices would find himself in an isolated position. There would be no coterie to support him. He would be subjected to adverse opinion that would quickly terminate his career. In my administration of public affairs in the province and city of Quebec there has not been, I am happy to say, five cents' worth of scandal.

"No, as yet, at least, we are not worshippers of the golden calf. All we want in our careers and community is a healthy progress. We desire to keep the city of Quebec, for instance, abreast of the times, to infuse her veins with new blood, but certainly not at a sacrifice of the flavor of the past which makes her the most interesting and picturesque city on the continent. We respect the old, and intend to keep it and the new in harmonious balance."

"How were you impressed with Mr. Parent?" inquired my friend when I informed him that I had had my interview.

"Excellently well," I answered.

"I knew you would be. He is a high grade man, and is very representative of the French-Canadians of this generation. He believes in progress, but not in haste. He has good intentions, and the ability to carry them out. He is much more of a listener than a talker, but when he says a thing, or makes a promise, you may depend upon it."

"You have found, haven't you, that his political opponents admit that they respect him? I [469] thought so. It has been said here in Quebec that in his character there is the combination of the canniness of the Scot, the progressive energy of the Englishman, the conservatism and sentiment of the French-Canadian, and the geniality of the Irish gentleman."

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[470]

L
Canada's Leading Economist Tells Her Sons To Seek Fortune in Her Own Domain.

SIR WILFRID LAURIER, Premier of Canada, said that in matters pertaining to railways the Hon. Andrew George Blair was the Dominion's greatest authority. Whenever in Canada you mention the name of Mr. Blair, whether among his friends or political opponents, the comment is, —an able man.

Since his entrance into political life in 1878, after twelve years of notably successful practice as a lawyer in his native city of Fredericton, New Brunswick, he has continually risen. Though defeated in his first candidacy for the New Brunswick House of Commons, he was elected the second time he ran, in 1879, and since then has always been victorious at the polls.

As a matter of course, through the force of his personality and without apparent effort, he became leader of the minority in the New Brunswick House, and this minority he changed from weakness to strength. His personal following grew so steadily that in 1883 the majority was defeated and Mr. Blair became Premier of the Province. In three general elections, those of 1886, [471] 1890 and 1894, his leadership was sustained. "By this time," remarked a friend of his to me, "Blair was the whole thing in the Province of New Brunswick."

However this may have been, it is true that Mr. Blair had become a figure of national prominence. Long before this he had attracted the attention of Sir Wilfrid Laurier, and when the latter became Premier of the Dominion in 1896 he made Mr. Blair a member of his Cabinet, appointing him to the important place of Minister of Railways and Canals.

It was in this position that he acquired the mastery of railroad problems that has made him Canada's leading authority on transportation. In 1903, because he disagreed with the governmental powers on the subject of the projected Grand Trunk Pacific line across the continent, he resigned his portfolio.

But it very soon became evident that Mr. Blair was a man with whose services it was difficult to dispense. For the purpose of regulating the railroads in their relations with the public more specifically than had been possible by the Ministry of Railways and Canals a Board of Railway Commissioners was provided for by Parliament early in 1904. Mr. Blair had been very active in advocating the organization of the committee, and it was obvious that there was no man in Canada who could approach him in fitness for the place of chairman. Yet his opposition to the government in its great scheme for the new transcontinental road was a very formidable [472] objection to his selection. This difficulty caused much hesitation on the part of the ruling spirits, but in the end it was decided that the Government could not get along without Mr. Blair, and so he was appointed chairman of the committee. After a few months of very successful work he resigned his place, an act which threw the party in power into a state of astonishment and consternation.

In his office in Ottawa I called upon Mr. Blair, and was at once impressed with what might be called his bigness. His face, the lower part of which is covered with the luxuriant growth of beard which is characteristic of the Scotchman, is broad. His forehead is high and wide. His eyes are unusually large. He speaks slowly, and every word has weight.

If one were to make a military comparison it might be said that he has much more of the blunt strength of the cannon than of the glittering sharpness of the sword. And yet this military simile, except at times of heated debate in the House of Parliament, or when his indignation is aroused, is not a fair one, for no man's ordinary manner is more quiet and benign. His energy is not obtrusive, nor of the kind called nervous. It seems to have a far deeper source than this. The truth is, Mr. Blair impressed me as possessing more of the equipment of the scholar and philosopher than of the lawyer giving and parrying quick thrusts in court litigation, or of the [473] politician devising ways and means to hold and increase his power. It is difficult to imagine him indulging in airy flights of eloquence calculated to arouse the admiration of the crowd. Indeed, he never indulges in what is ordinarily called oratory. He depends for effectiveness in his speeches upon the force of fact and logic, with which in Parliament he has shattered numerous soaring bubbles of forensic sentiment.

"I don't care to talk about myself," he remarked to me. "Those good friends of mine who differ with me on matters of public policy are doing that. But I have no objection to saying something on the topic of success, although the subject is so vital and has such an intimate relationship to a young man's ambitions and career that I should have liked to have a little time to consider it.

"I will say, however, that I have been strongly impressed within very recent times with the fact that it is no longer necessary for young Canadians to go to the United States to seek their success. At one time there were much greater opportunities for them there than here, and Canada lost many of her best minds and most promising youths. Not a few of these have achieved distinction in the States, and many young Canadians, inspired by their example, are still seeking fame and fortune across the border. But a larger number are now coming in this direction. The tide has turned. Men with capital, in money or in brains, are beginning to realize that in this [474] twentieth century Canada is the land of opportunities.

"Even in the profession of law, which feels the effect of new conditions rather less quickly than do commercial pursuits, there has been a marked advance toward more business and larger fees. For electrical, mechanical and civil engineers there is more and more work in Canada because of the constant installation of new manufacturing plants and the extension of the railway systems.

"In the field of railroad construction in particular, on account of the necessity of thousands of miles more of track in the new territory which is being opened up, there will be a great deal of work for young men within the next few years. I do not myself believe that it is necessary to build new lines with the haste thought advisable in some quarters, but it is inevitable that sooner or later the country will be covered by a network of railroads. All this railway building and the resulting development of new communities will mean, of course, business and professional openings for a great number of energetic men.

"This will be especially true of our immense Northwest, which is virtually a new country of a wonderful productivity in grain and minerals, and of a vastness in territory difficult to imagine. In the flourishing little city of Edmonton, in the province of Alberta, I happened to meet a man not long ago who was installing mills for the grinding of wheat in the territory to the north, and [475] asked him as to the location of the most northerly mill that he was building. In reply he mentioned a place which, to my astonishment, was over twelve hundred miles north of Edmonton. From this you will see that there are wheat fields nearly sixteen hundred miles north of the boundary line between Canada and the United States.

"The climate here is tempered by the winds which come through the passes of the Rocky Mountains from the warm Japanese current of the Pacific. This makes it possible to grow wheat in the region just east of the Rockies at a latitude much higher than in the section farther east, where the balmy winds do not reach, but the fact that there are wheat fields sixteen hundred miles north of the border will give you an idea of the marvelous extent of the wheat growing country of northwestern Canada.

"I have not the slightest doubt that in the course of the next twenty-five years a great commonwealth will have been developed here, and this means that many thousands of young men who are honest and energetic and wide awake enough to see and seize their chances will acquire comfortable competencies for themselves and families. Some will unquestionably make large fortunes.

"I do not, however, regard the accumulation of a great deal of money as a criterion of success. I think that a man who has been able to build for himself a comfortable home, presided over by a good wife and enlivened with the presence of a moderate number of children, is apt to be far [476] more content with his lot than the man who must carry the burden of a great fortune.

"In the Northwest the conditions will not be such as to enable a man to amass the fabulous wealth which has marked the industrial development of the United States. For one thing, we are so regulating our railroads in their relations to the public that it will be quite impossible for favored shippers to obtain the preferences in freight rates which, in the United States, have been the chief source of the menacing wealth of certain conspicuous capitalists.

"To make impossible all discrimination in rates on the part of railroads has been one of my principal cares in the discharge of my official duties as Minister of Railways and as Chairman of the Railway Commission. If it can be truthfully said that I have accomplished something in this direction I shall feel that my labors have not been in vain."

"What," I inquired, "do you consider the chief requisite of success in political life?"

Mr. Blair paused, and turned his eyes reflectively toward the window. “This is a difficult question,” he answered slowly. “There are, of course, numerous qualities that combine to give a man success in politics as in any other pursuit. But I am sure that the prime essential of the man who is ambitious to hold any lasting influence in political life is character.

“If he possesses character he is bound to gain and maintain the respect, not only of his friends, [477] but even of his enemies, and will be able to keep himself afloat on the tempestuous sea of politics long after those who have not been able to resist the temptations of a political career have been engulfed.

“In Canada the political life carries with it no great financial rewards. The young man who enters politics and devotes himself zealously to affairs of state must not expect affluence. If his aim in life is to acquire riches he should by all means keep clear of the political arena until, at least, he has made his success in business.”

In his administration in the office of Minister of Railways and of Chairman of the Railway Commission, Mr. Blair showed a pronounced simplicity and unconventionality in his methods. His aim being to accomplish as much as possible, he went straight to the mark, with little regard for formality or red tape. Many times, in his work of railway supervision, he has traversed the length and breadth of Canada, preferring to see conditions for himself rather than to judge of them on hearsay evidence. A single episode may be given as characteristic of his manner of obtaining results. There had been numerous complaints about the dangers of a certain crossing on one of the railways. Some of these complaints had been sent to the office of the Commission, but in the ordinary routine of business some time would have elapsed before action upon them could be [478] taken. Meanwhile the railroad was doing nothing in the matter, and the lives of many children were daily in danger. Mr. Blair, however, had heard unofficially of the crossing. One day he happened to meet on a train the superintendent of the road in question. The train was approaching the dangerous place, when Mr. Blair suddenly remarked to the superintendent: “By the way, Mr. ——, I have heard that you have a bad crossing on the line not far from here. Let us get out and take a look at it.”

The superintendent acquiesced, and when the crossing was reached the train was stopped and the two gentlemen alighted. For a few moments they surveyed the woods that concealed the approach of trains and the other conditions which made the crossing hazardous.

“I think we have seen enough, Mr. ——,” remarked the Chairman. When they had resumed their seats in the car he said, “Now, see here, it is just as obvious to you as it is to me that this place should at once be made safer. It can be done easily. I wish you would interest yourself personally in the matter.” Within a day or two a gang of workmen had made the crossing safe.

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LI
A Distinguished Educator has Found Contentment in the Simple Life.

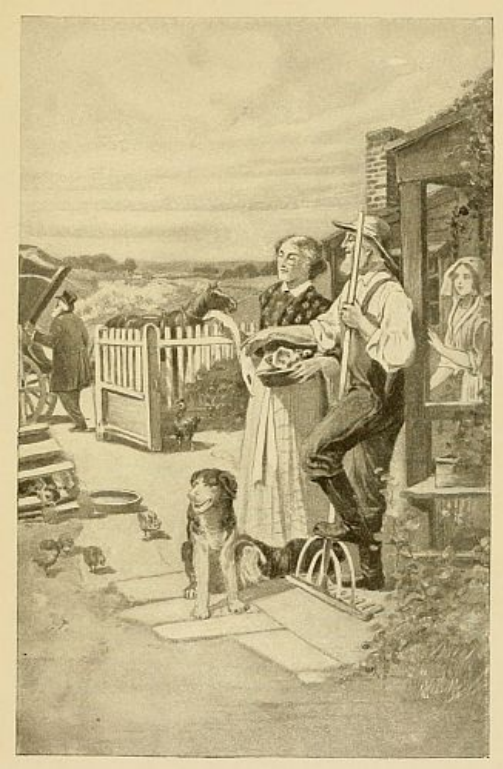
“MY life has been very quiet,” said Dr. James Loudon, president of the University of Toronto, which is the largest educational institution in Canada. “When I was graduated from this University in the early sixties I became associated with it as an instructor, and have never had any other professional connection.

“My birthplace was the city of Toronto, and my parents, like those of so many people in this province of Ontario, were Scotch. I might remark, parenthetically, that I think the infant that opens its eyes upon the world with Scotch blood in its veins has already made a pretty fair start in life. The typical Scotchman is shrewd and patient, and is the fortunate possessor of that sense of humor which does so much to smooth the way, both for himself and for those about him, and is so conducive to a sane philosophy. Patience, I have always thought, is a particularly valuable [480] asset for the man who desires steady progress in his life.”

“The truth of this is exemplified in your own career,” I suggested.

“Perhaps so,” replied Dr. Loudon. “I well remember Toronto when it was a comparative village, and I have seen it develop into the present brisk and impressive city. I remember, too, our University when its attendance was very small, and I have seen it steadily expand until now it has over twenty-five hundred students, and its influence has become widespread. I myself have been carried up with the general growth. For many years I was professor of mathematics in the University, and have made a special study of the science of physics. Finally, in 1892, chiefly on the ground of long service, I was made the president.

“Our progress here has been preëminently healthy—a substantial process of construction from the foundations up. If, from my observation of this development, any wisdom for young men can be gleaned, I would say to them, eliminate impatience and haste from your plans in building the structure of your career. Build slowly, keeping a careful eye upon the quality and placing of every beam and stone. It is by this method only that you will be able to construct an edifice that will be permanently satisfactory to yourself and impressive to the world.



OUT OF DEBT AT LAST

“A conspicuous evil in the present day life of North America is hurry. Young men, in haste to achieve success, force themselves. The able ones rise with a rapidity which, I think is the reverse of beneficial in the long run. A reaction, an aftermath, is apt to come. Their mental and physical elasticity is apt to prematurely disappear, with the result that they will too soon find themselves past the summit of their careers and traveling the declivity on the other side. The great cities on this continent, and particularly those of the United States, have a voracious appetite for the vitality of youth. They develop a man, yes, but they also exhaust him. [481]

“The mistake of this lies principally in the industrial and social pace of the present. Young men, influenced by the city life about them, spend a good deal more money on their living and enjoyment than they did in the days of my own youth, and in their keen desire to keep in the hunt, so to speak, they seek the goal of wealth cross-lots instead of by the more roundabout but much safer highway. The young women who become their wives have great power in the matter of keeping them away from the dangerous short-cuts. A wife should have an intimate knowledge of the varying conditions in her husband’s business, in order that she may properly adjust her expenditures to these conditions. This seems obvious, but the wife’s failure in this respect has been the cause of the undoing of many a man.

“The spirit of materialism and commercialism which is so marked has been, perhaps, a necessary factor in the development of the resources of this continent, but I believe that it is gradually losing its position as the commanding influence in our New World civilization, and that it will become a subordinate element in a broader and higher attitude toward life.” [482]

“This development will come sooner, I think, in the United States than in Canada, for the reason that the former country has had the start of us in the evolution. The rough work of subduing rebellious nature, of clearing land, of breaking virgin soil for agriculture, of building railroads, has been nearly completed across the border, while on our side it is just beginning. We have a great Northwest, still in large degree a wilderness, to cover with farms and homes and the other appurtenances of civilization. We have yet large sections of our East to dot with the towns and the industries which this territory will bountifully support.

“It is only within a very few years that we have begun to take hold of this work with the zeal and determination that brings success. With this twentieth century there has been born in Canada a new spirit of enterprise. Even here in the University its effects have been strongly felt. It was not long ago that a large proportion of our graduates became teachers, or entered some other professional sphere, and in these fields most of them sought their opportunities in the United States. At the present time the majority of our students have turned toward commercial, mechanical or scientific pursuits, and they are finding their openings within our own domain. The standard of pecuniary compensation is advancing, not only in commerce but also in the professions. For example, even as comparatively a short time as a decade ago the largest fees or salaries for legal services never rose above a very few thousand dollars. Now we often hear of Canadian lawyers receiving many thousands in single fees or in yearly salaries from railroad, banking and other corporations. The general tendency is in this direction, and it is a direct result of our industrial expansion. The interests of Canadian employers of brains and labor are becoming larger. They want more men, and better trained men, and are willing to pay them more than in former years. [483]

“Since a university does not completely fulfil its functions unless it keeps in touch with the life of the people and the currents of broad activity, we of the University of Toronto are aiming to keep pace with the new development in Canada. We are equipping young men for many practical pursuits, and are even establishing close relationships with numerous specific industries. Often of late we have had applications from employers for young men capable of assuming responsibilities. We keep track of the demand for youthful brains and university training, and make a point of being always ready to supply it. A notable factor in the practical work of the university is the Agricultural College, which is located at Guelph, Ontario, and controls 550 acres of land, upon which all phases of farming are carried on and taught to nearly six hundred students. We feel that this college is doing work which is very important. Much of the future wealth of Canada will be derived from agriculture, and especially from wheat growing in the Northwest, where hard wheat, the finest in the world, can be produced in sufficient quantities to supply all the markets of the earth. To adequately develop the possibilities of this territory we must have scientific farmers, and this is the kind we are doing our best to train. [484]

“But with all this effort along material lines, we are by no means forgetting at the University of Toronto what we used to call the broad humanities. The play of the spirit, the exercise of the

imagination, the stimulus of literature and art, a tolerant and cheerful philosophy are, after all, the things which make life worth living."

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LII
Beginning as Telegraph Operator He Built the Canadian Pacific.

"WHAT is success?" questioned Sir William Van Horne, half-reclining within the hospitable arms of a big chair in his luxurious residence in Shelbrooke Street, Montreal.

"You, Sir William, should surely know," I remarked. "You are accredited by the world with being very familiar with it."

"There are numerous subjects upon which the world and I do not agree," replied, with a smile, the famous railroad builder.

"What is success?" he repeated slowly. "You might say, of course that it is the achievement of a purpose, but in the selection and formation of your purpose you may have made a failure, and then the whole is failure.

"Is contentment success? I am sure it is not. Is wealth? Not by any means. Is power? Not at all."

Sir William was silent for a moment.

"The truth is," he said suddenly, "the word success is one of the hardest in the language to define, and I won't attempt it. I should say however, that a man's real success in life can be [486] pretty accurately measured by his usefulness as a member of society.

"He may be rich or poor, courted or ignored, but if he does things which at once or eventually make for progress in the world he is most assuredly a success. If, for example, he discovers something new in science, invents a valuable article, paints a great picture, writes a great book, develops a great industry, or——"

"Or builds a great railroad?" I interrupted.

Sir William smiled, and after a pause remarked, "I suppose you intend that to be a personal allusion, but we are not discussing personalities. I will say, however, that some of the men whom down in the States you call captains of industry have my admiration. I care very little whether they give money to charity, whether their work is colored by an active consciousness of its value to anybody outside of their families, their friends and themselves. Most of the men of this stamp are just in their dealings, and it is to their initiative force that the United States owes her material greatness. They have started wheels of industry that have given honest work and many of the comforts of life to millions of self-respecting men. They are rich, yes, and we say that riches do not constitute success. Nevertheless, these men have achieved it in one of its highest forms."

[487] It was very plain from his manner that in making these remarks Sir William's thoughts were quite remote from his own career. Yet he himself is one of the most conspicuous and striking representatives on the continent of the class of men he was discussing. His humble start as a small boy in a railway station, contrasted with his present place as a giant in the field of railroading, indicates the height of his own achievement. His career has been a long series of upward steps.

At an age when most boys are playing marbles in short trousers, young Van Horne, forced by the death of his father to earn his own living, obtained a place as general utility boy at a railroad station in the county in Illinois in which in 1843 he was born. Here he saw and seized his first opportunity; that is, he taught himself telegraphy. With this knowledge and a robust personality as his only assets, he journeyed to Chicago and found a position as telegraph operator in the offices of the Illinois Central Railroad. But he did not long hold this place. The telegraphic keys were too small for him. Before he was twenty-two he had gone over to the Chicago & Alton road and was dispatching trains—work of so responsible a character that no railroad company would think for an instant of entrusting it to the ordinary inexperienced youth. But the chief requisite of the train despatcher is care, and care was only one of young Van Horne's conspicuous qualities. [488] He had a combination of others that overshadowed it and brought him promotion to the place of superintendent of telegraphy.

His work was still too easy for him, so they made him a division superintendent. He was now where the officials of other lines could see him, and the Wabash road took him away from the Chicago & Alton to make him their general manager. He was about thirty years old at this time, but he was already looming so large among the railroad men of the Middle West that when the directors of the Southern Minnesota Railway, which was in the hands of a receiver, bethought themselves to look about for a man who could rehabilitate their road, their eyes fell upon young Van Horne, and they asked him if he thought the line could be made to pay.

He replied that he thought so, and gave his reasons. They then asked him to assume the management of the moribund property. He liked then, as he does now, this kind of a job. There were chances in it far above the mere satisfactory performance of routine duty. There were opportunities here to create, to develop, to quicken into new life; and the young man's instincts were all in this direction. So he took hold with enthusiasm, and put the company on a paying basis with a rapidity that amazed the stockholders who made him president. He went back to the Chicago & Alton in 1878 as general manager.

In a lifetime of work very few railroad men achieve as much as this, but Van Horne was still in his thirties and was just beginning. The Canadian Government had been trying for several years [489] to push from the Ottawa Valley a road of steel across its vast domain to the Pacific Ocean, and it had found the task too much for it. Surveys had been made, but there had been comparatively little work of actual construction. Finally, in 1880, it was decided to allow the project to become a private enterprise, and in 1881, under the auspices of Sir Donald Smith, now Lord Strathcona, the Canadian Pacific Railroad Company was organized.

After Sir Donald had found the immense amount of money that was required, his greatest care was to find a man to take charge of the construction, much of it through unknown wildernesses, of the longest railway that had ever been projected. The length of the proposed line and the nature of the country through which it was to pass, made this the most stupendous railway undertaking the world had seen. It was necessary to procure a man fitted for a Herculean task. Sir Donald took stock with the railroad men of the New World and decided that the most promising of them all was William C. Van Horne.

The latter went into the work like a football player bucking the line on a university team. An army of men was hired. At an average speed of three miles a day for many months the steel rails were pushed into the vast forests and the trackless prairies of the Northwest. At last the [490] workmen, urged incessantly by the directing mind of General Manager Van Horne, attacked the Rocky Mountains, and under the charges of picks and powder the mountains made way. At the end of the third year the summit of the Rockies had been reached, and before another twelve months had gone by the forbidding passes in the Selkirks were thundering and trembling from the assaults of dynamite.

The last rail of the main line was laid in November, 1885. In the meantime the company had been acquiring branch connections, and before the end of the year was in possession of nearly forty-five hundred miles of track. Before another six months had passed a great system was fully equipped and Canada had her railway from the Atlantic to the Pacific.

The contract had called for the completion of the road in ten years. Van Horne and his men had finished it in five. Since then the system has been extended until now it embraces nearly ten thousand miles of track, and steamship lines cross the Atlantic and Pacific oceans. One may travel eighteen thousand miles on the route and property of the Canadian Pacific. Cities and towns, many thousands of farms and factories, have sprung up along the way. A new commonwealth in the Northwest has been developed. And it has been done under the general direction of Sir William C. Van Horne.

This is why Canadians, when asked to name living men who have done most to develop the [491] Dominion, couple his name with that of Lord Strathcona. The latter, then Sir Donald Smith, had the courage to assume a burden of railway construction that had proved too heavy for the Government. He thus made possible Canada's only transcontinental railway. Lord Strathcona financed the road, but Sir William Van Horne built it. The latter was its president from 1888 until 1899, when, the creative work being done, the chief difficulties surmounted, he resigned the presidency in favor of Sir Thomas Shaughnessy, and assumed work of less detail as chairman of the board of directors.

Plain William C. Van Horne became Sir William in 1894, when he was knighted by the queen for his high value as a worker in her domains in North America. Being nothing if not democratic, he was inclined, until he became used to it, to wax jocular about his title.

"I'll wager," he is reported to have said one day soon after he had received it, "that my old friends among the railroad boys down in Chicago, who used to call me Bill, will make some pointed remarks when they learn that I am Sir William now."

His bluff geniality is one of the things that Canada likes best about Sir William. She claims him as a citizen, since his greatest work has been done and he has lived for years within her boundaries. She is proud of him and he is proud of her.

"Very few people," he said to me, "have more than a faint idea of the marvelous resources and [492] possibilities of this country. In the provinces of Quebec and Ontario the innumerable streams rushing down from the mountains offer sufficient water power to run the factories of a nation. A beginning has been made here that will eventually lift this locality into one of the leading industrial and electrical centers of the continent. In the making of paper in particular it will be preëminent. Much of the pulp wood used in paper manufacturing has thus far been obtained from Maine, but the supply there will be exhausted in less than five years, and then the paper makers must come to Canada for their supply of pulp. There are already extensive pulp wood industries in the Province of Quebec, but these are bound to be greatly multiplied."

"It is in the Northwest, however, where millions of acres of land await only the plow and seed to produce the finest wheat in the world, that the most inviting opportunities for young men are

to be found. The Canadian Northwest is much as was the great region of the United States west of the Mississippi River fifty years ago. It is a country at the outset of its development—a country which needs and will adequately reward the vigorous efforts of young manhood."

"In your field of railroad building I presume there will be great opportunities?" I remarked.

"Undoubtedly," replied Sir William. [493]

"Is the railroad business a good one for a young man?"

"It is as good as any," answered Sir William thoughtfully, "if a young man is content to work for a salary all his life. But he should not be content with this. The salary habit is a bad one, very easy to acquire, and very hard to shake off. The man with his stipend every week is apt to settle into a groove. He adjusts his mode of life to his Saturday envelope. It gets to be about the most important thing in his existence. He becomes tied up to it, and is afraid to make a move that will disturb this pleasant union. Always acting under the direction of somebody higher up, he loses his power of initial effort, and never develops to the full extent of his possibilities. He is likely to be a dependent all his life. If after long years of service he loses his place, as often happens, he is nearly helpless.

"I should say to the young man, strike out for yourself as soon as you can. Don't be afraid to take a chance. Most of the interest of life lies in its uncertainties. You will have your tumbles, of course, but the exercise of standing on your own legs will give you strength to get up again and push on. One of the drawbacks about a salaried place is that a man is apt to lose keen interest in his work, and interest is at the foundation of energy, of concentration of inspiration, even, of all the elements, in brief, that go to make up an adequate performance. [494]

"If you are interested, you will be working with vigor long after most other men have knocked off, tired out, as they imagine. I don't care to talk about myself, but I will say that whatever my efforts have amounted to they have been impelled by strong interest. The man who feels no enthusiasm for his work will never accomplish anything worth while. Work that is interesting does more than all the doctors to keep men alive and young. I endorse what Russell Sage says about vacations. I don't believe in them. When a man who has worked hard for many years decides that he has earned a long vacation, and retires from business, it almost invariably means the beginning of the end for him.

"There is nothing strange in this. He has suddenly cut off the interests of a lifetime, and no longer has momentum to carry him along the road of life. On the other hand, look at the old men who have not retired. Russell Sage himself is an excellent illustration; but in his city, New York, where the business pace is supposed to be very swift and wearing, there are many others—patriarchs to whom the allotted span of threescore years and ten is beginning to look like comparative youth, and yet who still are handling great interests. If they had stopped work when they had made fortunes, most of them would have been long since dead.

"Several years ago a London physician of Lord Strathcona informed him that he was in a bad way; that his friends would be mourning his loss in a week unless he permitted himself to relax. In less than a month the death of the doctor made it impossible to withdraw his injunction, so Lord Strathcona has been on the go ever since. He is over eighty now, and is so vigorous that he thinks nothing of taking little business trips from London across the Atlantic and the continent of North America to Vancouver. [495]

"I believe in recreation of course, but I think it should be of a kind that involves activity of the brain. My own mental rest I find in painting pictures. I am very fond of doing landscapes. This takes my mind into a sphere rather remote from railway earnings and expenditures, and is refreshing."

Sir William showed me a number of his paintings. Some were hung on his walls among those of well-known landscape artists, and in the comparison they suffered not a particle. I commented upon this fact.

"You can't be much of a judge of art," he answered with a smile. In this matter, however, many good judges are agreed. It is remarkable that a rough and ready man of affairs, a captain of industry in the true sense, should be able to paint pictures of a quality that many a professional artist might well envy. But Sir William has even wider interests than railroad building and painting. He is largely identified with financial enterprises of great magnitude in the United States, and at present is much absorbed in developing the resources of Cuba, upon which island he believes there are opportunities among the finest in the world for men of either large or small capital. [496]

In addition to these pursuits he is a botanist and geologist of wide and accurate knowledge, and has for years been a close student of the civilization and art of the Orient. Nothing delights him more than a conversation on the art products of China, and he takes great pleasure in showing his friends beautiful specimens in his large collection of Oriental pottery and pictures. Supplement to these interests those of the practical farmer and you will have a partial idea of the range of accomplishments of a man who was making his living at the age of thirteen, and is self-taught.

Sir William has an extensive farm not far from Winnipeg. On a recent occasion, when the agriculturists of the region were holding a meeting to discuss their relations with the Canadian

Pacific Railway, and to air some little grievances which they thought they had, Sir William was present, and was called upon to make a speech. He slowly arose, and the tillers of the soil settled back in their chairs to listen to words of great weight and finality from the master spirit of the road.

"I am inclined to think, gentlemen," said Sir William in one of his opening sentences, "that we farmers are pretty well treated by this road." From this point the agriculturists were with him to [497] a man, and they left the hall with the feeling that their interests could not be otherwise than well looked after by the railroad company, since at the head of it they had a fellow-farmer.

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LIII
An Immigrant Boy Becomes a National Figure in Reform.

THERE died recently in Ohio a man who made a high place for himself in the community. He won a strong hold on the hearts of the working people. He commanded also the respect and support of the majority of law-abiding citizens. I refer to Samuel Jones, late head executive and reform mayor of Toledo. His fame spread fast without the bounds of the municipality, and throughout the nation. He became as widely known as Governor Pingree, of Michigan, as a friend of the people, and for his peculiar yet practical ideas of municipal, social and industrial reform. He also won distinction as an able writer and fluent speaker on the social and economic conditions which affect our national life so strongly to-day.

Besides having been a conspicuous philanthropist, reformer, public officer, orator and writer, it is to be noted that Mayor Jones was, first and last, a successful man of business. He was president of the Acme Oil Company; an inventor and manufacturer of a successful patent—the Acme sucker-rod—an implement for pumping oil wells. He made a fortune as a successful [499] operator in oil, and did it without influence or backing—by dint of industry, honesty and push, starting as a penniless boy, with only such education as he could acquire by himself.

A man of large heart and broad mind, his life presents a stimulating, wholesome example of the self-made, conscientious man of wealth impelled by Christian sympathy, and stung into action by what appeared to him to be the stress of political, industrial and social injustice. He embraced the opportunity which his social position afforded, of carrying out and putting into practice some ideas, of which, quoting Heine, he said: "They have taken possession of me, and are forcing me into the conflict whether I will or not."

As showing the man, a few incidents are apropos. On going to his factory, one morning, during the hard winter of 1896, Mr. Jones found that some of his office help had affixed a sign to the outside door, "No help wanted." This he ordered taken away as being contrary to the spirit of the institution. "Men who apply for work should have at least a decent reception," he said; "maybe we can help them by kind words, even if we have no work for them."

During the years of financial depression the prosperity of the oil business was affected by the conditions prevalent throughout the country. Mr. Jones issued an order that his work-people should not suffer. "Keep a little flour in the barrel and see that they have coal enough to keep [500] them warm," was the order.

LOVED BY HIS EMPLOYEES.

He loved to tell how, returning from a trip to Europe, the warmest welcome (and that which shows the popularity of the man) was that given by a crowd of his employees gathered at the Toledo depot to greet him as the train rolled in.

The election of Mr. Jones to the mayoralty of Toledo is an interesting story. He was the candidate nominated in the spring of 1897 to bridge the chasm between the two opposing factions in the Republican party. The saloons, corporations and rings of the city were marshaled against him, but his stout supporters, the wage-earners and the law-abiding people, carried the day after a lively campaign.

The frankness and plainness of Mr. Jones pleased the people as well as his eight-hour day and his ideas of social equality. His messages as mayor to the common council of Toledo were models of businesslike integrity and acumen, showing a vital interest in the welfare of the city, and the value of having a practical and upright business man at the head of civic affairs. Among measures pertinent and practical for the city's self-government advocated by the mayor were a single-chambered board, city bids, the wage system, a municipal lighting plant, the abolishment of the [501] contract system, the establishing of a purchasing agency to stop the waste of department buying, park and street improvements, etc.

His address before the annual convention of the League of American Municipalities, at Detroit, on "Municipal Ownership" was characterized as the best of the convention, and attracted wide attention. It was repeated at Chicago by request.

Mayor Jones was accorded a warm reception in Boston. He addressed the Twentieth Century Club at a dinner; he was banqueted by the Mayors' Organization of Massachusetts; he dined with

Mayor Quincy, who is something of a reformer himself; and he gave utterance to his views at a public mass-meeting of Boston's best people. But with characteristic modesty, he looked upon such invitations merely as new opportunities to spread the new gospel, and not in any sense as the means of bringing fame or glory to himself.

The story of Mr. Jones's successful career carries with it encouragement and example for the young man who starts in life with no capital but manliness, courage, persistency, and a willingness to work.

BORN IN A HUMBLE HOME.

Mr. Jones was born in 1846, in Wales. Of his humble home he says: "It could scarcely be dignified by the name of cottage, for, as I saw it a few years ago, it seemed a little barren hut, though still occupied." It was in memory of this modest birthplace over the sea, which is known [502] as *Tan y Craig* (under the rock), that Mr. Jones named his handsome Toledo mansion Tan y Oderwen (under the oak).

Perhaps the following autobiographical statement will serve better than anything I could write to present his life story:

"I came with my parents to America when I was three years old, and I have often heard them tell of the tedious voyage of thirty days in an emigrant sailing ship, and the subsequent voyage over the Erie Canal to central New York, where they settled in Lewis County. My parents were very poor and very pious. The poverty in our family was so stringent that it was necessary for me to go out and work, and I bear upon my body to-day the marks of the injustice and wrong of child labor.

"At the age of eighteen I heard of the opportunities in the oil regions in Pennsylvania, and at once made my way to Titusville. I landed there with fifteen cents in my pocket, and without an acquaintance in the State. For three days I went through one of the most trying experiences of any young man's life—living without money and seeking work among strangers. I had promised to write to my mother, and I used hotel stationery to fulfil my promise, but was without the necessary three cents then needed to purchase a postage stamp. This was one of the hardest financial problems of my life. I overcame it through stratagem. Seeing a man on the way to the [503] post-office with a bundle of letters I inquired of him: 'Are you going to the post-office?' 'Yes, sir,' he said. 'Will you have the kindness to mail this for me?' At the same time I put my hand into my empty pocket in search of the necessary coin, fumbling my pocket-knife and keys a moment. The gentleman kindly said: 'Never mind, I'll stamp it,' and the revenue was provided which took my first letter to my mother.

THE LAND OF OPPORTUNITIES.

"But I was on the right track; I was in a land of opportunities. I soon found work and a business that was to my taste; a business, too, that the good Providence has removed in part, at least, from the domain of the competitive destroyer—the business of producing crude petroleum from the earth.

"Since 1870 I have been more or less of an oil producer. In 1866, I came to the Ohio oil fields and began the business of producing oil at Lima. Since that time I have followed it both in Ohio and Indiana, and to some extent in Pennsylvania and West Virginia. In 1893 I invented some improvements in appliances for producing oil, and, finding manufacturers unwilling to make the articles, fearing there would be no profit, I concluded to undertake their manufacture. This brought me in contact with labor conditions in a city for the first time in my life. As a rule, labor in the oil fields had enjoyed large wages compared with similar classes outside. I found men [504] working in Toledo for a fraction of a dollar a day. I began to wonder how it was possible for men to live on such a small sum of money in a way becoming to citizens of a free republic. I studied social conditions, and these led me to feel very keenly the degradation of my fellow-men, and I at once declared that the 'going wages' rule should not govern in the Acme Sucker-Rod Company, which is the firm name of our business. I said that the rule that every man is entitled to such a share of the product of his toil as will enable him to live decently, and in such a way that he and his children may be fitted to be citizens of the free republic, should be the rule governing the wages of our establishment.

"To break down the feeling of social inequality, we began to 'get together,'—that is, we had little excursions down the bay. We invited our workmen and their families, and also some other people who live in big houses and do not work with their hands. We sought to mix them, to let them understand that we were all people—just people, you know.

GOOD WILL AND FELLOWSHIP IN BUSINESS.

"As our business increased, we took in new men. We made no special effort to select. We asked no questions as to their habits, their morals, their religion or their irreligion. We were ignoring the sacred rule of business, getting along in a sort of free and easy way, occasionally giving the [505] boys a word of caution, printed on the envelopes; then, perhaps, a little letter expressing good will and fellowship. Then we came to feel the need of a rule to govern the place. We thought, to that extent, we ought to be like other people. So we had the following printed on a piece of tin

and nailed to the wall. It's there to-day:

"'The Rule Governing This Factory: Therefore, whatsoever ye would that men should do unto you, do ye even so unto them.'

"In 1895, at Christmas time, we made a little cash dividend, accompanying it with such a letter as we believed would be helpful. In 1896, we repeated the dividend and the letter. In 1897 and 1898 we did the same."

In response to the query as to how he would regulate property interests, Mayor Jones said:

"If you will read the Fourth of Acts and see how property was regarded and treated by the early Christians, you will read what I believe to be the one scientific way in which property can be handled for the good of all. The manifest destiny of the world is to realize brotherhood. We are brothers, not competitors."

"What would you advise the rising generation to do to bring about such a realization?"

"That is an important question," replied the mayor. "Well, I am free to answer that I think by far the best thing that the Acme Sucker-Rod Company has done has been to open the adjoining [506] corner lot as a Golden Rule park and playground. Here is a spot of God's green earth in the heart of the industrial part of our city that is as free to the people as when the red Indian trod there. And I am sure that the healthful play of the children and the delightful studies of the older ones as we discuss the questions of brotherhood, golden rule, and right relations generally, in our Sunday afternoon meetings, will do more to bring about the era of peace and good will than all else that has been done there. And now we have added Golden Rule Hall, where we may continue these studies, for we must first understand our disease before we can apply the remedy.

TRYING TO LEARN HOW TO HELP EACH OTHER.

"How delightful are the hours which we pass together in the study of the question of right social relations! How much like men it makes us feel to think that we are spending a part of our time in trying to learn how we can help each other; that is, help all the people, instead of devoting it all to the piggish business of helping ourselves!

"As an outgrowth of that spirit, during the past year, we have: our coöperative insurance; the Co-operative Oil Company; the Tuesday Night Social Study Club; and the Equality Club.

"Our experience has been progressive, and, I believe, profitable, in a moral as well as a material way. I have learned much of my relation to my fellow-men. I have learned that we are all [507] dependent on each other.

"In introducing the shorter workday and trying to establish living wages we have tried to acknowledge, in some measure, the relation of brotherhood that exists between us and all other men; for we must remember that this bond is only limited by the confines of the globe itself."

"When I first took office I ignored the professional politicians. Some of my friends expostulated with me. They assured me that I was ruining my future. I answered that I did not want a future based upon a disregard of the principle that an office-holder should faithfully serve the people. I told them that I would be glad to sacrifice my chances for a second term as mayor, if I could be equal to the responsibilities that were pressing upon me. They laughed, and called me impracticable—a dreamer. And yet, my way, so far, has proved successful, even from their standard of success, which, in some particulars, is quite remote from my own. My political experience has been of great encouragement to me. It has made me feel that, despite the seeming success of mere self-seekers, honesty of purpose in the discharge of public duties will, in the end, prevail.

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YOUNG MEN IN POLITICS.

"And because I believe this is true, I hope to see earnest, honest young men go into politics. If they have strong convictions of what is right, and force of character enough to hold to these convictions against the many wrongful pressures and influences of political life, they will achieve success of the best kind.

"To-day, more than ever before in its history, the country needs men of this kind. Conditions have come into existence which must be changed. From an experience of years in practical business, I say that the young man now starts in commercial life heavily handicapped. In almost every line of business, he must fight great accumulations of capital, that usually either crush him or make a hireling of him. It has been said that the very name of America is a synonym of opportunity. It was so once, but my experience has taught me that this is entirely true no longer.

EVILS OF CONCENTRATION.

"In my opinion, the reason for the present hard conditions for the rank and file of men is the concentration of business within a few hands. This is a vast subject, and I do not intend to discuss it now. I only want to say that the remedy for the evil, which is felt most keenly by young men trying to succeed in life, lies largely in their own hands. Let them interest themselves in politics [509] and insist, in the first place, that public utilities in cities, such as gas works and street-car lines,

which all the people must use, and which bring in great revenues, be conducted for the benefit of the people at large, instead of for a few individuals. This would be only the first step to bring about improvement, but it would be a very important one. The present conditions may be worse before they are better, but, sooner or later, the problem will be solved. I have too much faith in the American people not to be sanguine of the future. And even now, although fortunes cannot be acquired as easily as they used to be, there are ample opportunities to acquire true success in life.

A WRONG CONCEPTION OF SUCCESS.

"The trouble with a great many young men is that they have a wrong conception of success. Large numbers imagine it lies in mere money-making. Yet the average millionaire is not a happy or even a contented man. He has been so engrossed from his youth in piling up dollars that he has had no time for the cultivation of the higher qualities of his mind and heart, in the exercise of which the only true happiness is to be found. You may remember that Emerson said: 'Happiness lies only in the triumph of principle.'

"Of course, a certain amount of money is a necessity, and more of it enables one to enjoy many things which would be an impossibility without it. I am not advising any young man not to do all [510] he can in a legitimate way to make money; but, if he is successful, he must be careful to keep money his servant, and not let it become his master.

SLAVES OF WEALTH.

"Many rich men are the slaves of their own wealth, and their sons, growing up without a purpose in life, never know what real living is. I knew what poverty was when I was a young man, and few have suffered from it more than I. Yet now I am thankful for it, because it made me work. To live, we must work, and one must work to live. It is not birth, nor money, nor a college education, that makes a man; it is work. It has brought me commercial success. I am a practical man, yet I can never express too earnestly my thankfulness that I learned from my good mother to set up usefulness as my standard of success—usefulness to others as well as to myself."

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LIV
A "Forty-niner" who Seized Opportunities Others Failed to See.

I FOUND Mr. Armour in his crowded office at 205 La Salle street, Chicago, an office in which a snowstorm of white letters falls thickly upon a mass of dark desks, and where brass and lamps and electrical instruments abound, yet not much more than do the hurrying men. Such a mobilization of energy to promote the private affairs of one man I had never seen.

"Is Mr. Armour within?" I asked, supposing, since it was but 9:30 A.M., that he had not arrived.

"He is," said the attendant, "and has been since half-past seven."

"Does he usually arrive so early?" I inquired.

"Always," was the significant reply.

I presented my letters, and was soon informed that they were of no avail there. Mr. Armour could see me only after the crush of the day's affairs—that is, at 6 P.M., and then in the quiet of the Armour Institute, his great philanthropic school for young men and women. He was very [512] courteous, and there was no delay. He took my hand with a firm grasp, evidently reading with his steady gaze such of my characteristics as interested him and saying at the same time, "Well, sir."

"Mr. Armour," I said, "will you answer enough questions concerning your life to illustrate for our readers what success means?"

The great Hercules of American industry visibly recoiled at the thought of implied notoriety, having, until the present time, steadily veiled his personality and general affairs as much as possible from public gaze.

"I am only a plain merchant," he answered.

A BOY'S CHANCE TO-DAY.

"Do you consider," I said, "that the average American boy of to-day has equally as good a chance to succeed in the world as you had when you began life?"

"Every bit, and better. The affairs of life are larger. There are greater things to do. There was never before such a demand for able men."

"Were the conditions surrounding your youth especially difficult?"

"No. They were those common to a very small New York town in 1832. I was born at Stockbridge, in Madison County. Our family had its roots in Scotland. My father's ancestors were the Robertsons, Watsons and McGregors of Scotland; my mother came of the Puritans who [513] settled in Connecticut."

"Dr. Gunsaulus says," I ventured, "that all these streams of heredity set toward business affairs."

INHERITED QUALITIES.

"Perhaps so. I liked trading as well. My father was reasonably prosperous and independent for those times. My mother had been a school-teacher. There were six boys, and, of course, such a household had to be managed with the strictest economy in those days. My mother thought it her duty to bring to our home some of the rigid discipline of the schoolroom. We were all trained to work together, and everything was done as systematically as possible."

"Had you access to any books?"

"Yes, the Bible, 'Pilgrim's Progress,' and a history of the United States."

It is said of the latter, by those closest to Mr. Armour, that it was as full of shouting Americanism as anything ever written, and that Mr. Armour's whole nature was colored by its stout American prejudices; also, that it was read and re-read by the Armour children, though of this the great merchant would not speak.

"Were you always of a robust constitution?" I asked.

"Yes, sir. All our boys were. We were stout enough to be bathed in an ice-cold spring, out of [514] doors, when at home. There weren't any bath-tubs and warm water arrangements in those days. We had to be strong. My father was a stern Scotchman, and when he laid his plans they were carried out. When he set us boys to work, we worked. It was our mother who insisted on keeping us all at school, and who looked after our educational needs, while our father saw to it that we had plenty of good hard work on the farm."

"How did you enjoy that sort of life?" I asked.

"Well enough, but not much more than any boy does. Boys are always more or less afraid of hard work."

The truth is, though Mr. Armour laughed it out of court as not worth discussing, that when he attended the district school he was as full of pranks and capers as the best, and traded jack-knives in summer and bob-sleds in winter.

LEAVING THE FARM.

Young Armour was often to be found, in the winter, coasting down the long hill near the schoolhouse; and, later, his experience at the Cazenovia Seminary was such as to indicate that some of the brightest people finish their education rather more suddenly than their family and friends might desire.

"When did you leave the farm for a mercantile life?" I asked.

"I was clerk in a store in Stockbridge for two years, after I was seventeen, but was mixed up [515] with the farm more or less, and wanted to get out of that life. I was a little over seventeen years old when the gold excitement of 1849 reached our town. Wonderful tales were told of gold already found and the prospects for more on the Pacific coast. I was taken with the fever, and brooded over the difference between tossing hay in the hot sun and digging up gold by handfuls, until one day I threw down my pitchfork and went over to the house and told mother that I had quit that kind of work.

"People with plenty of money could sail around Cape Horn in those days, but I had no money to spare, and so decided to walk across the country. That is, we were carried part of the way by rail and walked the rest. I persuaded one of the neighbor's boys, Calvin Gilbert, to go along with me, and we started."

"How did you fare?"

"Rather roughly. I provided myself with an old carpet sack, into which I put my clothes. I bought a new pair of boots, and when we had gone as far as we could on canals and wagons, I bought two oxen. With these we managed for awhile, but eventually reached California afoot."

A MINING VENTURE.

He suffered a severe illness on the journey, and was nursed by his companion, Gilbert, who gathered herbs and steeped them for his friend's use, and once rode thirty miles in the rain to get [516] a doctor. When they reached California he fell in with Edward Croarkin, a miner, who nursed him back to health. The manner in which he remembered these men gives keen satisfaction to the friends of the great merchant.

"Did you have any money when you arrived at the gold-fields?"

“Scarcely any. I struck right out, though, and found a place where I could dig, and I struck pay dirt in a little time.”

“Did you work entirely alone?”

“No. It was not long before I met Mr. Croarkin at a little mining camp called Virginia. He had the next claim to mine, and we became partners. After a little while he went away, but came back in a year. We then bought in together. The way we ran things was ‘turn about.’ Croarkin would cook one week and I the next, and then we would have a clean-up every Sunday morning. We baked our own bread, and kept a few hens, which kept us supplied with eggs. There was a man named Chapin who had a little store in the village, and we would take our gold dust there and trade it for groceries.”

“Did you discover much gold?” I asked.

“Oh, I worked with pretty good success—nothing startling. I didn’t waste much, and tried to live as carefully as I ever had. I also studied the business opportunities around, and persuaded some of my friends to join me in buying and developing a ‘ditch’—a kind of aqueduct—to convey [517] water to diggers and washers. That proved more profitable than digging for gold, and at the end of the year the others sold out to me, took their earnings and went home. I stayed and bought up several other water-powers, until, in 1856, I thought I had enough, and so I sold out and came East.”

“How much had you made, altogether?”

“About four thousand dollars.”

“Did you return to Stockbridge?”

HE ENTERS THE GRAIN MARKET.

“For a little while. My ambition was setting in another direction. I had been studying the methods then used for moving the vast and growing food products of the West, such as grain and cattle, and I believed that I could improve them and make money. The idea and the field interested me and I decided to enter it.

“Well, my standing was good, and I raised the money and bought what was then the largest elevator in Milwaukee. This put me in contact with the movement of grain. At that time John Plankinton had been established in Milwaukee a number of years, and, in partnership with Frederick Layton, had built up a good pork-packing concern. I bought in with those gentlemen, and so came in contact with the work I liked. One of my brothers, Herman, had established [518] himself in Chicago some time before in the grain-commission business. I got him to turn that over to the care of another brother, Joseph, so that he might go to New York as a member of the new firm, of which I was a partner. It was important that the Milwaukee and Chicago houses should be able to ship to a house of their own in New York—that is, to themselves. Risks were avoided in this way, and we were certain of obtaining all that the ever-changing markets could offer us.”

“When did you begin to build up your Chicago interests?”

“They were really begun, before the war, by my brother Herman. When he went to New York for us we began adding a small packing-house to the Chicago commission branch. It gradually grew with the growth of the West.”

“Is there any one thing that accounts for the immense growth of the packing industry here?” I asked.

“System and the growth of the West did it. Things were changing at startling rates in those days. The West was growing fast. Its great areas of production offered good profits to men who would handle and ship the products. Railway lines were reaching out in new directions or increasing their capacities and lowering their rates of transportation. These changes and the growth of the country made the creation of a food-gathering and delivering system necessary. [519] Other things helped. At that time (1863) a great many could see that the war was going to terminate favorably for the Union. Farming operations had been enlarged by the war demand and war prices. The State banking system had been done away with, and we had a uniform currency, available everywhere, so that exchanges between the East and the West had become greatly simplified. Nothing more was needed than a steady watchfulness of the markets by competent men in continuous telegraphic communication with each other, and who knew the legitimate demand and supply, in order to sell all products quickly and with profit.”

QUALITIES THAT BRING SUCCESS.

“Do you believe that system does so much?” I ventured.

“System and good measure. Give a measure heaped full and running over and success is certain. That is what it means to be intelligent servants of a great public need. We believed in thoughtfully adopting every attainable improvement, mechanical or otherwise, in the methods and appliances for handling every pound of grain or flesh. Right liberality and right economy will do everything where a public need is being served.”

“Have your methods improved any with years?”

“All the time. There was a time when many parts of cattle were wasted, and the health of the city injured by the refuse. Now, by adopting the best known methods, nothing is wasted, and buttons, fertilizer, glue and other things are made cheaper and better for the world in general out of material that was before a waste and a menace. I believe in finding out the truth about all things—the very latest truth or discovery—and applying it.” [520]

“You attribute nothing to good fortune?”

“Nothing!” Certainly the word came well from a man whose energy, integrity and business ability made more money out of a ditch than other men were making out of rich placers in the gold region.

“May I ask what you consider the turning-point of your career?”

“The time when I began to save the money I earned at the gold-fields.”

“What trait do you consider most essential in young men?”

“Truth. Let them get that. Young men talk about getting capital to work with. Let them get truth on board, and capital follows. It’s easy enough to get that.”

“Did you always desire to follow a commercial rather than a professional life?”

“Not always. I have no talent in any other direction, but I should have liked to be a great orator.”

THE GENESIS OF A GREAT BENEVOLENCE. [521]

Mr. Armour would say no more on this subject, but his admiration for oratory has been demonstrated in a remarkable way. It was after a Sunday morning discourse by the splendid orator, Dr. Gunsaulus, at Plymouth Church, Chicago, in which the latter had set forth his views on the subject of educating children, that Mr. Armour came forward and said:

“You believe in those ideas of yours, do you?”

“I certainly do,” said Dr. Gunsaulus.

“And would you carry them out if you had the opportunity?”

“I would.”

“Well, sir,” said Mr. Armour, “if you will give me five years of your time, I will give you the money.”

“But to carry out my ideas would take a million dollars!” exclaimed Gunsaulus.

“I have made a little money in my time,” returned Mr. Armour, and so the famous Armour Institute of Technology, to which its founder has already given sums aggregating $2,800,000, was associated with Mr. Armour’s love of oratory.

One of his lieutenants says that Gerritt Smith, the old abolitionist, was Armour’s boyhood hero, and that Mr. Armour would go far to hear a good speaker, often remarking that he would have preferred to be a great orator rather than a great capitalist. [522]

“There is no need to ask you,” I continued, “whether you believe in constant, hard labor?”

“I should not call it hard. I believe in close application, of course, while laboring. Overwork is not necessary to success. Every man should have plenty of rest. I have.”

“You must rise early to be at your office at half-past seven?”

“Yes, but I go to bed early. I am not burning the candle at both ends.”

The enormous energy of this man, who was too modest to discuss it, was displayed in the most normal manner. Though he sat all day at a desk which had direct cable connection with London, Liverpool, Calcutta, and other great centers of trade, with which he was in constant connection; though he had at his hand long-distance telephone connection with New York, New Orleans and San Francisco, and direct wires from his room to almost all part of the world, conveying messages in short sentences upon subjects which involved the moving of vast amounts of stock and cereals, and the exchange of millions in money, he was not, seemingly, an overworked man. The great subjects to which he gave calm, undivided attention from early morning until evening were laid aside with the ease with which one doffs his raiment, and outside of his office the cares weighed upon him no more. His mind took up new and simpler things. [523]

“What do you do,” I inquired, “after your hard day’s work—think about it?”

“Not at all. I drive, take up home subjects, and never think of the office until I return to it.”

“Your sleep is never disturbed?”

“Not at all.”

A BUSINESS KING.

And yet the business which this man could forget when he gathered children about him and moved in his simple home circle amounted, in 1897, to over $102,000,000 worth of food products, manufactured and distributed. The hogs killed were 1,750,000; the cattle were 1,080,000; the sheep, 625,000. Eleven thousand men were constantly employed, and the wages paid them were over $5,500,000; the railway cars owned and moving about all parts of the country, four thousand; the wagons of many kinds and of large number, drawn by 750 horses. The glue factory, employing 750 hands, made over twelve million pounds of glue! In his private office, it is he who took care of all the general affairs of this immense world of industry, and yet at half-past four he was done, and the whole subject was comfortably off his mind.

"Do you believe in inherited abilities, or that any boy can be taught and trained, and made a great and able man?"

"I recognize inherited ability. Some people have it, and only in a certain direction; but I think [524] men can be taught and trained so that they become much better and more useful than they would be otherwise. Some boys require more training and teaching than others. There is prosperity for everyone, according to his ability."

"What would you do with those who are naturally less competent than others?"

"Train them, and give them work according to their ability. I believe that life is all right, and that this difference which nature makes is all right. Everything is good, and is coming out satisfactorily, and we ought to make the most of conditions, and try to use and improve everything. The work needed is here, and everyone should set about doing it."

When, in 1893, local forces planned to defeat him in the grain market, and everyone was crying that at last the great Goliath had met his David, he was all energy. He had ordered immense quantities of wheat. The opposition had shrewdly secured every available place of storage, and rejoiced that the great packer, having no place to store his property, would suffer immense loss, and must capitulate. He foresaw the fray and its dangers, and, going over on Goose Island, bought property at any price, and began the construction of immense elevators. The town was placarded with the truth that anyone could get work at Armour's elevators. No one believed they could be done in time, but three shifts of men, working night and day, often under [525] the direct supervision of the millionaire, gradually forced the work ahead; and when, on the appointed day, the great grain-ships began to arrive, the opposition realized failure. The vessels began to pour the contents of their immense holds into these granaries, and the fight was over.

The foresight that sent him to New York in 1864 to sell pork brought him back from Europe in 1893, months before the impending panic was dreamed of by other merchants. It is told of him that he called all his head men to New York, and announced to them:

"Gentlemen, there's going to be financial trouble soon."

FOREARMED AGAINST PANIC.

"Why, Mr. Armour," they said, "you must be mistaken. Things were never better. You have been ill, and are suddenly apprehensive."

"Oh, no," he said, "I'm not. There is going to be trouble;" and he gave as his reasons certain conditions which existed in nearly all countries, which none of those present had thought of. "Now," said he to the first of his many lieutenants, "how much will you need to run your department until next year?"

The head man named his need. The others were asked, each in turn, the same question, and, [526] when all were through, he counted up, and, turning to the company, said:

"Gentlemen, go back and borrow all you need in Chicago on my credit. Use my name for all it will bring in the way of loans."

The lieutenants returned, and the name of Armour was strained to its utmost limit. When all had been borrowed, the financial flurry suddenly loomed up, but it did not worry the great packer. In his vaults were $8,000,000 in gold. All who had loaned him at interest then hurried to his doors, fearing that he also was imperiled. They found him supplied with ready money, and able to compel them to wait until the stipulated time of payment, or to force them to abandon their claims of interest for their money, and so tide him over the unhappy period. It was a master stroke, and made the name of the great packer a power in the world of finance.

SOME SECRETS OF SUCCESS.

"Do you consider your financial decisions which you make quickly to be brilliant intuitions?" I asked.

"I never did anything worth doing by accident, nor did anything I have come that way. No, I never decide anything without knowing the conditions of the market, and never begin unless satisfied concerning the conclusion."

"Not everyone could do that," I said. [527]

“I cannot do everything. Every man can do something, and there is plenty to do.”

“You really believe the latter statement?”

“There was never more. The problems to be solved are greater now than ever before. Never was there more need of able men. I am looking for trained men all the time. More money is being offered for them everywhere than formerly.”

“Do you consider that happiness consists in labor alone?”

“It consists in doing something for others. If you give the world better material, better measure, better opportunities for living respectably, there is happiness in that. You cannot give the world anything without labor, and there is no satisfaction in anything but labor that looks toward doing this, and does it.”

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[528]

LV
The Blind Yacht Designer Attributes His Conquests to His Mother’s Early Cares.

Thus with the year
Seasons return; but not to me returns
Day, or the sweet approach of even or morn,
Or sight of vernal bloom, or summer’s rose,
Or flocks, or herds, or human face divine;
But cloud instead, and ever-during dark,
Surround me! * * * *
So much the rather thou, celestial Light!
Shine inward, and the mind, through all her powers,
Irradiate; there plant eyes; all mist from thence
Purge and disperse; that I may see and tell
Of things invisible to mortal sight. —Milton.

“SHIPSHAPE and Bristol fashion,” a hundred years ago, more or less, was a phrase often heard on every sea plowed by American or English keels. Sailors everywhere applied it only to vessels in perfect condition, with bright paint, clean bottoms, spars well scraped, rigging taut, spare ropes neatly coiled, sails without mildew and of perfect set, pumps free, and all the thousand-and-one details that tell of ideal seamanship properly attended to. Those four words [529] paid the highest tribute of the craft to the skill of the hardy mariners sailing from the tidy little port near the head of Narragansett Bay.

Bristol’s long streets, bordered from end to end with wide-spreading, aged trees, and lined with great dwellings of the colonial era, savor of a delightful antiquity which has not had time to grow musty, but has been well cared for by successive generations and has a sufficiently close relation to modern life to kindle a real affection in us of recent growth, not unlike that felt by the toddling urchin for his white-haired and gold-spectacled grandmother. These big, old houses suggest comfortable bank accounts, stored up by ancestors who built ships or who sailed away in them to the Indies—East or West—and returned with rich freights that profited much.

They built well, those ancestors, and their handsome dwellings seem as sound to-day as the everlasting hill which is known in history as Mount Hope. What eight-foot clocks and brass-handled bureaus, and bulky, shining chests, capable of hiding away mountains of housewifely linen; what high-backed chairs with fantastically carved legs; what large four-posters; what cavernous fireplaces; what wainscotings and curling balustrades; what mantel shelves with under ornaments of sturdy filigree; what yawning closets, as big as bedrooms of this year of grace; what sets of unimpeachable china, brought home by those same nautical ancestors; what attic stores of spinning-wheels and old books, and revolutionary papers, breathing vengeance against his [530] majesty, King George; what thousand and one treasures of the keepsake order do not these old mansions possess within their generously proportioned walls, to say nothing of quaint porches and curious doors and pseudo-classical piazza pillars outside of them! That Bristol of the old, prosperous, gable-ended, ship-building, ship-sailing, cargo-discharging and cargo-embarking days has gone; but this Bristol lives on the memories and the proceeds of those happier, wooden-walled, shiver-my-timbers times, draws on her bank accounts, and takes it easy.

Amid scenes like these, one expects to find men and women of culture and general ability, but does not look for world-renowned specialists. No one is surprised at a display of enterprise in a “booming” western town, where everybody is “hustling”; but in a place which has once ranked as the third seaport in America, but has seen its maritime glory decline, a man who can establish a marine industry on a higher plane than was ever before known, and attract to his work such world-wide attention as to restore the vanished fame of his town, is no ordinary person. Moreover, if such a man has laid his plans and done his work in the disheartening eclipse of total blindness, he must possess some qualities of the highest order, whatever faults he may have, and is thus eminently fitted to instruct the rising generation.

Pursuant to this idea, I called at the office of the Herreshoff Manufacturing Company, at Bristol. The building, formerly belonging to the Burnside Rifle Company, is substantial, but unpretentious, and is entered by a short stairway on one side. The furniture throughout is also plain, but has been selected with excellent taste, and is suggestive of the most effective adaptation of means to ends in every detail. On the mantel and on the walls are numerous pictures, most of them of vessels, but very few relating directly to any of the great races for the "America's" cup. The first picture to arrest one's attention, indeed, is an excellent portrait of the late General Ambrose E. Burnside, who lived in Bristol, and was an intimate friend of John B. Herreshoff. [531]

Previous inquiry had elicited the information that the members of the firm were very busy with various large orders, in addition to the rush of work on the "Columbia" and the "Defender"; so it was a very agreeable surprise when I was invited into the tasteful private office, where the blind president sat, having just concluded a short conversation with an attorney.

"Well, sir," said he, rising and grasping my hand cordially, "what do you wish?"

"I realize how very busy you must be, Mr. Herreshoff," I replied, "and will try to be as brief as possible; but I venture to ask a few minutes of your valuable time, with a view to obtaining suggestions and advice from you to young men and women at the threshold of their careers."

"But why select me, in particular, as an adviser?" [532]

This was "a poser," at first, especially when he added, noting my hesitation:

LET THE WORK SHOW.

"We are very frequently requested to give interviews in regard to our manufacturing business; but, as it is the settled policy of our house to simply do our work just as well as we possibly can, and then leave it to speak for itself, we have felt obliged to decline all these requests. We have a very pleasant feeling toward the papers and their representatives, for they have treated us very kindly; but it would be repugnant to our sense of propriety to talk in public about our special industry. 'Let the work show!' seems to us a good motto."

"True," said I. "But the majority of my readers may not care to hear of cutters or 'skimming dishes,' center-boards or fin keels, or copper coils *versus* steel tubes for boilers. They are willing to leave the choice in such matters to you, realizing that you have always proved equal to the situation. What I want now is advice in regard to the great international human race—the race of life—the voyage in which each must be his own captain, but in which the words of others who have successfully sailed the sea before will help to avoid rocks and shoals, and to profit by favoring currents and trade winds. You have been handicapped in an unusual degree, sailing in total darkness and beset by many other difficulties, but have, nevertheless, made a very prosperous voyage. In overcoming such serious obstacles you must have learned much of the true philosophy of both success and failure, and I think you will be willing, like so many other eminent men and women, to help the young with suggestions drawn from your experience." [533]

"I always want to help young people, or old people, either, for that matter, if anything I can say will do so. But what can I say?"

"What do you call the prime requisite of success?"

"I shall have to answer that by a somewhat humorous but very shrewd suggestion of another—select a good mother. Especially for boys, I consider an intelligent, affectionate but considerate mother an almost indispensable requisite to the highest success. If you would improve the rising generation to the utmost, appeal first to the mothers."

"In what way?"

"Above all things else, show them that reasonable self-denial is a thousandfold better for a boy than to have his every wish gratified. Teach them to encourage industry, economy, concentration of attention and purpose, and indomitable persistence."

"But most mothers try to do this, don't they?"

A MOTHER'S MIGHTY INFLUENCE.

"Yes, in a measure; but many of them, perhaps most of them, do not emphasize the matter half enough. A mother may wish to teach all these lessons to her son, but she thinks too much of him, or believes she does, to have him suffer any deprivation, and so indulges him in things which are luxuries for him, under the circumstances, rather than necessaries. Many a boy, born with ordinary intellect, would follow the example of an industrious father were it not that the mother wishes him to appear as well as any boy in the neighborhood. So, without exactly meaning it, she gets to making a show of her boy, and brings him up with a habit of idling away valuable time, to keep up appearances. The prudent mother, however, sees the folly of this course, and teaches her son to excel in study and work rather than in vain display. The difference in mothers makes all the difference in the world to children. Like brooks, they can be turned very easily in their course of life." [534]

"What ranks next in importance?"

“Boys and girls themselves, especially as they grow older, and have a chance to understand what life means, should not only help their parents as a matter of duty, but should learn to help themselves, for their own good. I would not have them forego recreation, a reasonable amount every day, but let them learn the reality and earnestness of existence, and resolve to do the whole work and the very best work of thorough, reliable young men and women.”

“What would you advise as to choosing a career?”

“In that I should be governed largely by the bent of each youth. What he likes to do best of all, [535] that he should do and try to do it better than anyone else. That is legitimate emulation. Let him devote his full energy to his work; with the provision, however, that he needs change or recreation more in proportion as he uses his brain more. The more muscular the work, if not too heavy, the more hours, is a good rule; the more brain work, the fewer hours. Children at school should not be expected to work so long or so hard as if engaged in manual labor. Temperament, too, should be considered. A highly organized, nervous person, like a racehorse, may display intense activity for a short time, but it should be followed by a long period of rest; while the phlegmatic person, like the ox or the draft horse, can go all day without injury.”

“Would you advise a college course?”

“I believe in education most thoroughly, and think no one can have too much knowledge, if properly digested. But in many of our colleges, I have often thought, not more than one in five is radically improved by the course. Most collegiates waste too much time in frivolity, and somehow there seems to be little restraining power in the college to prevent this. I agree that students should have self-restraint and application themselves, but, in the absence of these, the college should supply more compulsion than is now the rule.”

“Do you favor reviving the old apprentice system for would-be mechanics?”

“Only in rare cases. As a rule, we have special machines now that do as perfect work as the [536] market requires; some of them, indeed, better work than can be done by hand. A boy or man can soon learn to tend one of these, when he becomes, for ordinary purposes, a specialist. Very few shops now have apprentices. No rule, however, will apply to all, and it may still be best for one to serve an apprenticeship in a trade in which he wishes to advance beyond any predecessor or competitor.”

“Is success dependent more upon ability or opportunity?”

PREPARE TO THE UTMOST: THEN DO YOUR BEST.

“Of course, opportunity is necessary. You couldn’t run a mammoth department store on the desert of Sahara. But, given the possibility, the right man can make his opportunity, and should do so, if it is not at hand, or does not come, after reasonable waiting. Even Napoleon had to wait for his. On the other hand, if there is no ability, none can display itself, and the best opportunity must pass by unimproved. The true way is to first develop your ability to the last ounce, and then you will be ready for your opportunity, when it comes, or to make one, if none offers.”

“Is the chance for a youth as good as it was twenty-five or fifty years ago?”

“Yes, and no! In any country, as it becomes more thickly populated, the chance for purely [537] individual enterprises is almost sure to diminish. One notices this more as he travels through other and older countries, where, far more than with us, boys follow in the footsteps of their fathers, generation after generation. But for those who are willing to adapt themselves to circumstances, the chance to-day, at least from a pecuniary standpoint, is better than ever before for those starting in life. There was doubtless more chance for the individual boat-builder in the days of King Philip, when each Indian made his own canoe, but there is certainly more profit now for an employee of our firm of boat-builders.”

“Granted, however, that he can find employment, how do his chances of rising compare with those of your youth?”

THE MAN IS THE IMPORTANT FACTOR.

“They still depend largely upon the individual. Some seem to have natural executive ability, and others develop it, while most men never possess it. Those who lack it cannot hope to rise far, and never could. Jefferson’s idea that all men are created equal is true enough, perhaps, so far as their political rights are concerned, but from the point of view of efficiency in business it is ridiculous. In any shop of one hundred men you will find one who is acknowledged, at least tacitly, as the leader, and he, sooner or later, becomes so in fact. A rich boy may get and hold a [538] place in an office on account of his wealth or influence; but in the works merit alone will enable a man to hold a place long.”

“But what is his chance of becoming a proprietor?”

THE DEVELOPMENT OF ABILITY.

“That is smaller, of course, as establishments grow larger and more valuable. It is all bosh for every man to expect to become a Vanderbilt or a Rockefeller, or to be President. But, in the long

run, a man will still rise and prosper in almost exact proportion to his real value to the business world. He will rise or fall according to his ability."

"Can he develop ability?"

"Yes, to a certain extent. As I have said, we are not all alike, and no amount of cultivation will make some minds equal to those of others who have had but little training. But, whether great or small, everyone has some weak point; let him first study to overcome that."

"How can he do it?"

"The only way I know of is to—do it. But this brings me back to what I told you at first. A good mother will show one how to guard against his weak points. She should study each child and develop his individual character, for character is the true foundation, after all. She should check extravagance and encourage industry and self-respect. My mother is one of the best, and I feel [539] that I owe her a debt I can never repay. If I have one thing more than another to be thankful for, it is her care in childhood and her advice and sympathy through life. How often have I thought of her wisdom when I have seen mothers from Europe, where they were satisfied to be peasants, seek to outshine all their neighbors after they have been in America a few years, and so bring financial ruin to their husbands or even goad them into crime, and curse their children with contempt for honest labor in positions for which they are fitted, and a foolish desire to keep up appearances, even by living beyond their means and by seeking positions they cannot fill properly."

"You must have been quite young when you began to build boats?"

HE WOULD NOT BE DISCOURAGED.

"About thirteen or fourteen years old. You see, my father was an amateur boat-builder, in a small way, and did very good work, but usually not for sale. But I began the work as a business thirty-six years ago, when I was about twenty-two."

"You must have been terribly handicapped by your blindness?"

"It was an obstacle, but I simply would not allow it to discourage me, and did my best, just the same as if I could see. My mother had taught me to think, and so I made thought and memory [540] take the place of eyes. I acquired a kind of habit of mental projection which has enabled me to see models in my mind, as it were, and to consider their good and bad points intelligently. Besides, I cultivated my powers of observation to the utmost in other respects. Even now I take an occasional trip of observation, for I like to see what others are doing, and so keep abreast of the progress of the age. But I must stop, or I shall get to 'talking shop,' the thing I declined to do at first. The main thing for a boy is to have a good mother, to heed her advice, to do his best, and not get a 'swelled head' as he rises—in other words, not to expect to put a gallon into a pint cup or a bushel into a peck measure. Concentration, decision, industry and economy should be his watchwords, and invincible determination and persistence his rule of action."

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[541]

LVI
A Great Vocalist Shows that Only Years of Labor Can Win the Heights of Song.

OF the five internationally famous singers—Melba, Calvé, Nordica, Eames and Lehmann—none is a greater favorite than Madame Lillian Nordica. She has had honors heaped upon her in every music-loving country, including her own, America. Milan, St. Petersburg, Paris, London, and New York in turn accepted her, and the music-lovers of those cities received her with a *furore* of praise. Jewel cases filled with bracelets, necklaces, tiaras and diadems of gold and precious stones, attest the unaffected sincerity of her admirers in all the great music-centers of the world. She enjoys, in addition, the distinction of being one of the first two American women to attain to international fame as a singer in grand opera. When Madame Nordica was in New York fulfilling her part in the most brilliant operatic season the city had ever known, she lived in sumptuous style at the Waldorf-Astoria Hotel, where I met her by appointment. She accepted the [542] statement that the public is interested in the details of her career as most natural, and was pleased to discuss the philosophy of a singer's success from the view-point of its difficulties.

"You would like to know how distinction in the field of art is earned? Well, it is not thrust upon anyone. The material for a great voice may be born in a person—it is, in fact—but the making of it into a great voice is a work of the most laborious character."

"Is the matter of nationality of any advantage to an aspirant?"

"You wish to know——"

"Whether, in some countries, the atmosphere is not very favorable to a beginner;—the feeling of the public and the general support given to music not particularly conducive to the musical development of, we will say, a young girl with a promising voice."

“Yes. I should judge almost any of the greater European nations would be better in this respect than the United States; not much better, however, because nearly all depends on strength of character, determination, and the will to work. If a girl has these, she will rise as high, in the end, anywhere; perhaps not so quickly in some places, but no less surely.”

“You had no European advantages?”

“None whatever.”

“Were you born in the West?”

“No. I come of New England stock. You will understand that more readily when I tell you that [543] my real name is Norton. I was born at Farmington, Maine, and was reared in Boston.”

“Were your parents musically talented?”

“Not at all. Their opinion of music was that it is an airy, inviting art of the devil, used to tempt men’s feet to stray from the solemn path of right. They believed music, as a vocation, to be nearly as reprehensible as a stage career, and for the latter they had no tolerance whatever. I must be just, though, and own that they did make an exception in the case of church music, else I should never have received the slightest encouragement in my aspirations. They considered music in churches to be permissible—even laudable. So, when I displayed some ability as a singer, I was allowed to use it in behalf of religion, and I did. I joined the church choir and sang hymns about the house almost constantly.”

“You had a natural bent for singing.”

“Yes, but I needed a world of training. I had no conception of what work lies ahead of anyone who contemplates singing perfectly. All I knew was that I could sing, and that I would win my way with my voice if I could.”

“How did you accomplish it?”

THERE MUST BE NO PLAY, ONLY STUDY AND PRACTICE.

“By devoting all my time, all my thought, and all my energy to that one object. I devoured church music—all I could get hold of. I practiced new and difficult compositions all the time I [544] could spare.”

“Naturally, your efforts attracted attention?”

“Yes, I became a very good church singer; so much so that, when there were church concerts or important religious ceremonies, I was always in demand. Then there began to be a social demand for my ability, and, later, a public demand in the way of concerts.”

“At Farmington?”

“Oh, no. At Boston. I forgot to say that my parents removed, while I was still quite young, to Boston.”

“Did you give much of your time to public concerts?”

“None at all. I ignored all but church singing. My ambition ran higher than concert singing, and I knew my parents would not consent. I persuaded them to let me have my voice trained. This was not very difficult, because my church singing, as it had improved, became a source of considerable profit, and they saw even greater results for me in the large churches and in the religious field generally. So I went to a teacher of vocal culture.”

“Where, if you please?”

“Professor John O’Neill, one of the instructors in the New England Conservatory of Music, Boston, was a fine old teacher, a man with the highest ideals concerning music, and of the sternest and most exacting method. He made me feel, at first, that the world was mine if I would [545] work. Hard work was his constant cry. There must be no play, no training for lower forms of public entertainment, no anything but study and practice. I must work and perfect myself in private, and then suddenly appear unheralded in the highest class of opera and take the world by storm. It was a fine fancy.”

“Did you manage to work it out so?”

“No. It wouldn’t have been possible. O’Neill was a fine musician. In his mind and heart, all his aspiration was sincere, but it was not to be.”

“Were you ambitious enough?”

“Oh, yes! and most conscientious. Under him I studied the physiology of the voice, and practiced singing oratorios. I also took up Italian, familiarizing myself with the language, with all the songs and endless *arias*. In fact, I made myself as perfect in Italian as possible.”

“How much time did the training take?”

“Three years.”

“And what was the result?”

“Well, I had greatly improved, but was not perfect. Mr. O’Neill employed methods of making me work which discouraged me. He was a man who would magnify and storm over your slightest error, and make light of or ignore your sincerest achievements. If anything, he put his grade of perfection so high that I began to consider it unattainable, and lost heart. Finally, I gave it up and [546] rested awhile, uncertain of everything.”

“And then?”

“After I had thought awhile and regained some confidence, I came to New York to see Mme. Maretzek. She was not only a teacher, but also a singer quite famous in her day and knew the world of music thoroughly. She considered my voice to be of the right quality for the highest grade of operatic success, and gave me hope that, with a little more training, I could begin my career. She not only did that, but also set me to studying the great operas, ‘Lucia’ and the others, and introduced me to the American musical celebrities. Together we heard whatever was worth hearing in New York. When the renowned Brignola came to New York she took me to the Everett House, where he was stopping, and introduced me. They were good friends, and, after gaining his opinion of my voice, we went to hear him sing ‘Faust.’

“That was a wonderful thing for me. To hear the great Brignola! It fired my ambition. As I listened, I felt that I could also be great, and that people, some day, might listen to me as enraptured as I then was by him. It put new fire into me and caused me to fairly toil over my studies. I would have given up all my hours if I had been allowed or requested to.”

“And then what?”

“Well, so it went until, after several years of study, Madame Maretzek thought I was getting [547] pretty well along and might venture some important public singing. We talked about different ways of appearing, and what I would sing and so on, until finally Gilmore’s band came to Madison Square Garden. He was in the heyday of his success then, both popular and famous, and carried important soloists with him. Madame Maretzek decided that she would take me to see him and get his opinion; and so, one day, toward the very last of his Madison Square engagement, we went to see him. Madame Maretzek was on good terms with him also. I remember that she took me in one morning when he was rehearsing. I saw a stout, kindly, genial looking man who was engaged in tapping for attention, calling certain individuals to notice certain points, and generally fluttering around over a dozen odds and ends. Madame Maretzek talked with him a little while and then called his attention to me. He looked toward me.

“‘Thinks she can sing, eh? Yes, yes. Well, all right! Let her come right along.’

“Then he called to me:

“I WAS TRAVELING ON AIR.”

“‘Come right along, now. Step right up here on the stage. Yes, yes. Now, what can you sing?’

“I told him I could sing almost anything in oratorio or opera, if he so wished. He said: ‘Well, well, have a little from both. Now, what shall it be?’

“I shall never forget his kindly way. He was like a good father, gentle and reassuring, and [548] seemed really pleased to have me there and hear me. I went up on the platform and told him that I would begin with ‘Let the Bright Seraphim,’ and he called the orchestra together and had them accompany me.”

“You must have been slightly nervous.”

“I was at first, but I recovered my equanimity and sang up to my full limit of power. When I was through, he remarked, ‘Very good! very good!’ and then, ‘Now, what else?’ I next sang an *aria* from ‘Somnambula.’ He did not hesitate to express his approval, which was always, ‘Very good! very good! Now, what you want to do,’ he said, ‘is to get some roses in your cheeks and come along and sing for me.’ After that he continued his conference with Madame Maretzek, and then we went away together.

“I was traveling on air when I left, I can assure you. His company was famous. Its engagement had been most successful. Madame Poppenheim was singing with it, and there were other famous names. There were only two more concerts, concluding his New York engagement, but he had told Madame Maretzek that if I chose to come and sing on these occasions, he would be glad to have me. I was more than glad of the opportunity and agreed to go. We arranged with him by letter, and, when the evening came, I sang.

“My work made a distinct impression on the audience and pleased Mr. Gilmore wonderfully. [549] After the second night, when all was over, he came to me, and said: ‘Now, my dear, of course there is no more concert this summer, but I am going West in the fall. Now, how would you like to go along?’

“I told him that I would like to go very much, if it could be arranged; and, after some negotiation, he agreed to pay the expenses of my mother and myself, and give me one hundred dollars a week besides. I accepted, and when the Western tour began, we went along.”

"How did you succeed on that tour?"

"Very well indeed. I gained thorough control of my nerves in that time and learned something of audiences and of what constitutes distinguished 'stage presence.' I studied all the time, and, with the broadening influence of travel, gained a great deal. At the end of the tour my voice was more under my control than ever before, and I was a better singer all around."

HER FIRST EUROPEAN TOUR.

"You did not begin with grand opera, after all?"

"No, I did not. It was not a perfect conclusion of my dreams, but it was a great deal. My old instructor, Mr. O'Neill, took it worse than I did. He regarded my ambitions as having all come to naught. I remember that he wrote me a letter in which he thus called me to account:

> "After all my training, my advice, that you should come to this! A whole lifetime of ambition and years of the hardest study consumed to fit you to go on the road with a brass band! Poh! [550]

"I pocketed the sarcasm in the best of humor, because I was sure of my dear old teacher's unwavering faith in me, and knew that he wrote only for my own good. Still, I felt that I was doing wisely in getting before the public, and so decided to wait quietly and see if time would not justify me.

"When the season was over Mr. Gilmore came to me again. He was the most kindly man I ever knew. His manner was as gentle and his heart as good as could be.

"'I am going to Europe,' he said. 'I am going to London and Paris and Vienna and Rome, and all the other big cities. There will be a fine chance for you to see all those places and let Europeans hear you. They appreciate good singers. Now, little girl, do you want to come? If you do, you can.'

"I talked it over with my mother and Madame Maretzek, and decided to go; and so, the next season, we were in Europe."

"Did it profit you as you anticipated?"

"Very much. We gave seventy-eight concerts in England and France. We opened the Trocadero at Paris, and mine was the first voice of any kind to sing there.

"This European tour of the American band really was a great and successful venture. American musicians still recall the *furore* which it created and the prestige which it gained at home. Mr. Gilmore was proud of his leading soloists. In Paris, where the great audiences went wild over my singing, he came to praise me personally in unmeasured terms. 'My dear,' he said, 'you are going to be a great singer. You are going to be crowned in your own country yet. Mark my words: they are going to put diamonds on your brow!' [551]

"At the end of that tour I decided to spend some of my earnings on further study in Italy. Accordingly, I went to Milan, to the singing teacher San Giovanni. On arriving there, I visited the old teacher and stated my object. I said that I wanted to sing in grand opera.

"WHY DON'T YOU SING IN GRAND OPERA?"

"'All right!' he answered; 'let me hear your voice.'

"I sang an *aria* from 'Lucia'; and when I was through, he said dryly: 'You want to sing in grand opera?'

"'Yes.'

"'Well, why don't you?'

"'I need training.'

"'Nonsense!' he answered. 'We will attend to that. You need a few months to practice Italian methods—that is all.'

"So I spent three months with him. After much preparation, I made my *début* as Violetta in Verdi's opera, 'La Traviata,' at the Teatro Grande, in Brescia." [552]

The details of Madame Nordica's Italian appearance are very interesting. Her success was instantaneous. Her fame went up and down the land, and across the water—to her home. She next sang in Gounod's "Faust," at Geneva, and soon afterwards appeared at Navarro, singing Alice in Meyerbeer's "Roberto," the enthusiastic and delighted subscribers presenting her with a handsome set of rubies and pearls. After that she was engaged to sing at the Russian capital, and accordingly went to St. Petersburg, where, in October, 1881, she made her *début* as La Filma in "Mignon."

There, also, her success was great. She was the favorite of the society of the court, and received pleasant attentions from every quarter. Presents were made her, and inducements for her continued presence until two winters had passed. Then she decided to revisit France and Paris.

THIS WAS HER CROWNING TRIUMPH.

"I wanted to sing in grand opera at Paris," she said to me. "I wanted to know that I could appear successfully in that grand place. I counted my achievements nothing until I could do that."

"And did you?"

"Yes. In July, 1882, I appeared there."

This was her greatest triumph. In the part of Marguerite she took the house by storm, and won from the composer the highest encomiums. Subsequently, she appeared with equal success as Ophélie, having been specially prepared for both these rôles by the respective composers, Charles Gounod and Ambroise Thomas. [553]

"You should have been satisfied after that," I said.

"I was," she answered. "So thoroughly was I satisfied that, soon afterwards, I gave up my career and was married. For two years I remained away from the public, but, after that time, my husband having died, I decided to return. I made my first appearance at the Burton Theater in London, and was doing well enough when Colonel Mapleson came to me. He was going to produce grand opera—in fact, he was going to open Covent Garden, which had been closed for a long time, with a big company. He was another interesting character. I found him to be generous and kind-hearted and happy-spirited as anyone could be. When he came to me it was in the most friendly manner. 'I am going to open Covent Garden,' he said. 'Now, here is your chance to sing there. All the great singers have appeared there—Patti, Gerster, Nilsson, Tietjens—now it's your turn—come and sing.'

"'How about terms?' I asked.

"'Terms!' he exclaimed; 'terms! Don't let such little details stand in your way. What is money compared to this? Ignore money. Think of the honor, of the memories of the place, of what people think of it;' and then he waved his arms dramatically. [554]

"Well, we came to terms, not wholly sacrificial on my part, and the season began. Covent Garden had not been open for a long time. It was in the spring of the year, cold and damp. There was a crowded house, though, because fashion accompanied the Prince of Wales there. He came, night after night, and heard the opera through with an overcoat on.

"It was no blessed task for me, or healthy, either, but the Lord has blessed me with a sound constitution. I sang my parts, as they should be sung, some in bare arms and shoulders, with too little clothing for such a temperature. But it was Covent Garden, and so I bore up under it."

"What was the next venture?"

"Nothing much more interesting. The summer after that season I visited Ems, where the De Reszkes were. One day they said: 'We are going to Bayreuth to hear the music, don't you want to go along?'

"I thought it over, and decided that I did. My mother and I packed up and departed. When I got there and saw those splendid performances I was entranced. It was perfectly beautiful. Everything was arranged after an ideal fashion. I had a great desire to sing there, and boasted to my mother that I would. When I came away I was fully determined to carry out that boast."

"Could you speak German?" [555]

"Not at all. I began, though, at once, to study it; and when I could talk it sufficiently I went to Bayreuth and saw Madame Wagner."

THE KINDNESS OF FRAU WAGNER.

"Did you find her the imperious old lady she is said to be?"

"Not at all. She welcomed me most heartily; and when I told her that I had come to see if I could not sing there she seemed much pleased. She treated me like a daughter, explained all that she was trying to do, and gave me a world of encouragement. Finally I arranged to sing and create 'Elsa' after my own idea of it during the season following the one then approaching."

"What did you do meanwhile?"

"I came to New York to fulfil my contract for the season of 1894-1895. While doing that I made a study of Wagner's, and, indeed, of all German music; and when the season was over went back and sang it."

"To Frau Wagner's satisfaction?"

"Yes."

"Have you found your work very exacting?"

"Decidedly so. It leaves little time for anything else."

“To do what you have done requires a powerful physique, to begin with?”

“Yes, I should judge so.” [556]

“Are you ever put under extraordinary mental strain?”

“Occasionally.”

“In what manner?”

“Why, in my manner of study. I remember once, during my season under Augustus Harris, of an incident of this order. He gave a garden party one Sunday to which several of his company were invited, myself included. When the afternoon was well along he came to me and said: ‘Did you ever sing “Valencia” in “The Huguenots”?’ I told him I had not.

“‘Do you think you could learn the music and sing it by next Saturday night?’

“I felt a little appalled at the question, but ventured to say that I could. I knew that hard work would do it.

“‘Then do,’ he replied; ‘for I must have you sing it.’

“Let me ask you one thing,” I said. “Has America good musical material?”

THE MUSICAL TALENT OF AMERICAN GIRLS.

“As much as any other country, and more, I should think. The higher average of intelligence here should yield a greater percentage of musical intelligence.”

“Then there ought to be a number of great American women singers in the future?”

“There ought to be, but it is a question whether there will be. They are not cut out for the work which it requires to develop a good voice.” [557]

“You think there is good material for great voices in American women, but not sufficient energy?”

“That is my fear, not my belief. I have noticed that young women here seem to underestimate the cost of distinction. It means more than most of them are prepared to give; and when they face the exactions of art they falter and drop out. Hence we have many middle-class singers, but few really powerful ones.”

“What are these exactions you speak of?”

“Time, money, and loss of friends, of pleasure. To be a great singer means, first, to be a great student. To be a great student means that you have no time for balls and parties, very little for friends, and less for carriage rides and pleasant strolls. All that is really left is a shortened allowance of sleep, of time for meals and time for exercise.”

“Did you ever imagine that people leaped into permanent fame when still young and without much effort on their part?”

“I did. But I discovered that real fame—permanent recognition which cannot be taken away from you—is acquired only by a lifetime of most earnest labor. People are never internationally recognized until they have reached middle life. Many persons gain notoriety young, but that goes as quickly as it comes. All true success is founded on real accomplishment, acquired with difficulty; and so, when you see some one accounted great, you will usually find him to be in the prime of life or past it.” [558]

“You grant that many young people have genius?”

“Certainly I do. Many of them have it. They will have waited long, however, before it has been trained into valuable service. The world gives very little recognition for a great deal of labor paid in; and when I earn a thousand dollars for a half hour’s singing sometimes it does not nearly average up for all the years and for the labor much more difficult, which I contributed without recompense.”

BOOK TWO [559]

MEN AND WOMEN

WHO HAVE ACHIEVED EMINENCE

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[560]

Success Maxims

If I were a cobbler, it would be my pride
  The best of all cobblers to be;
If I were a tinker, no tinker beside
  Should mend an old kettle like me.
—Old Song.

People do not lack strength; they lack will.—Victor Hugo.

Every man stamps his own value upon himself, and we are great or little according to our own will.—Samuel Smiles.

The saddest failures in life are those that come from not putting forth of the power and will to succeed.—Whipple.

As men in a crowd instinctively make room for one who would force his way through it, so mankind makes way for one who rushes toward an object beyond them.—Dwight.

There can be no doubt that the captains of industry to-day, using that term in its broadest sense, are men who began life as poor boys.—Seth Low.

Do noble things, not dream them, all day long,
And so make life, death and the vast forever one grand, sweet song.
—Charles Kingsley.

Dost thou love life? Then do not squander time, for that is the stuff life is made of.—Franklin.

The high prize of life, the crowning fortune of a man, is to be born with a bias to some pursuit, which finds him in employment and happiness.—Emerson.

A man that is young in years may be old in hours, if he have lost no time.—Bacon.

The one prudence in life is concentration; the one evil is dissipation; and it makes no difference whether our dissipations are coarse or fine.... Everything is good which takes away one plaything and delusion more, and sends us home to add one stroke of faithful work.—Emerson.

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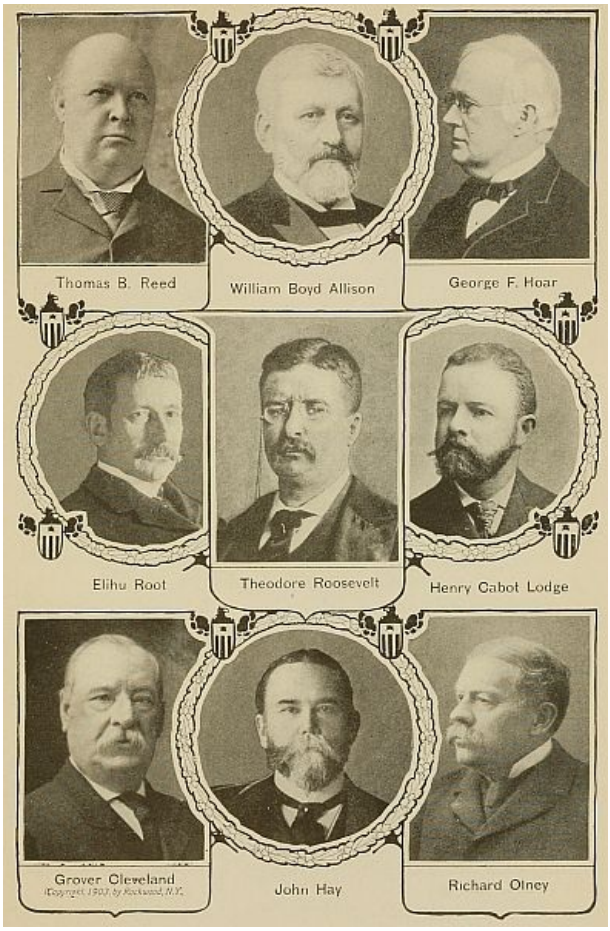

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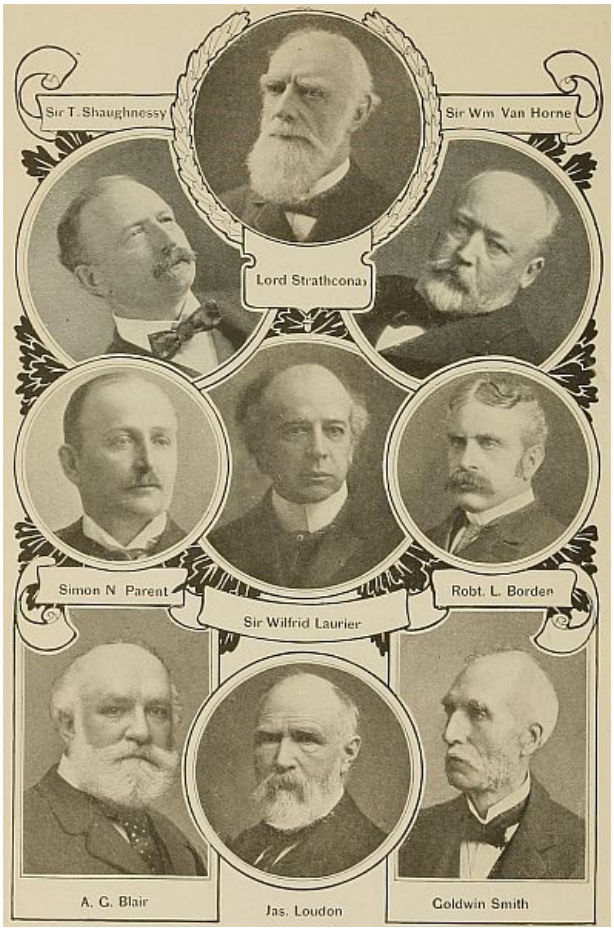

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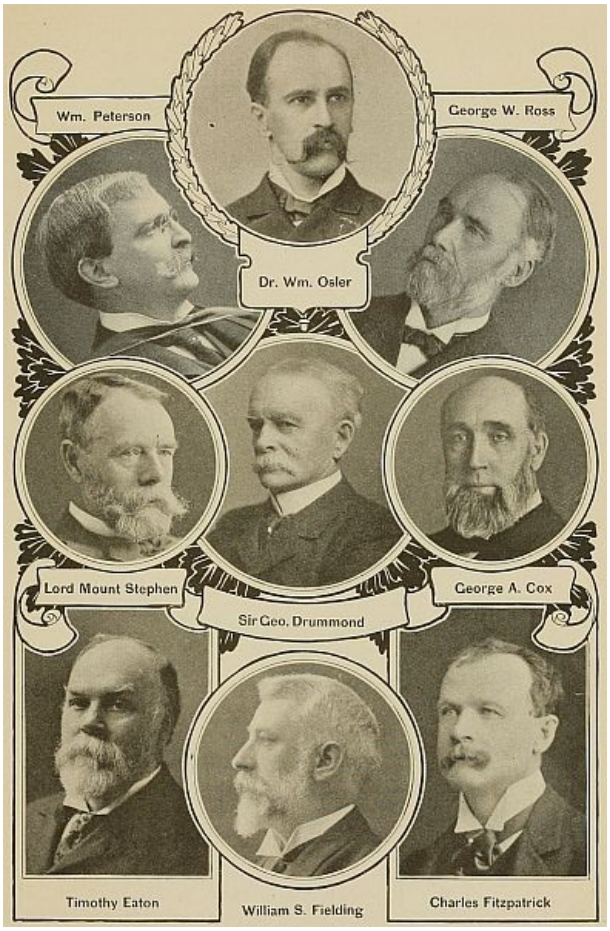

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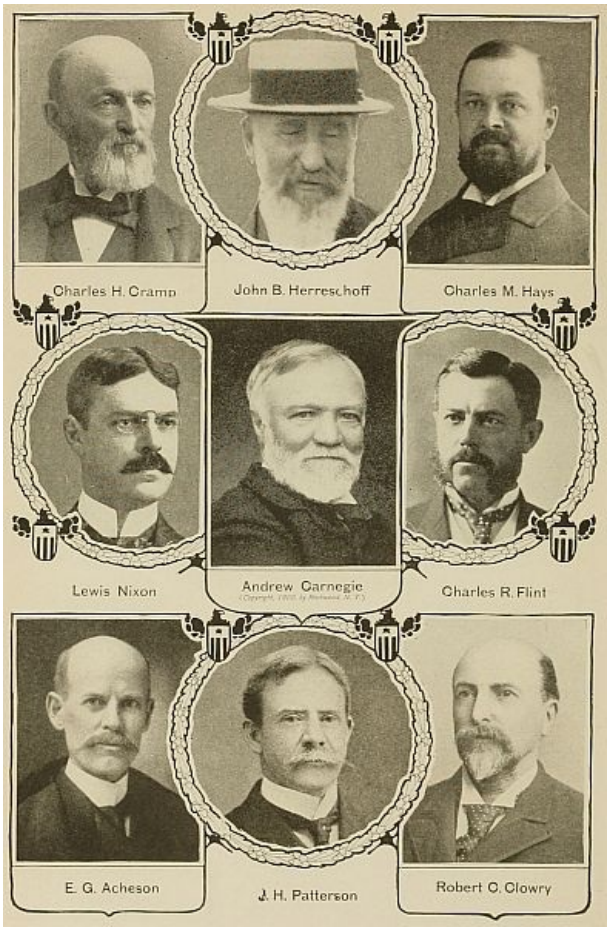

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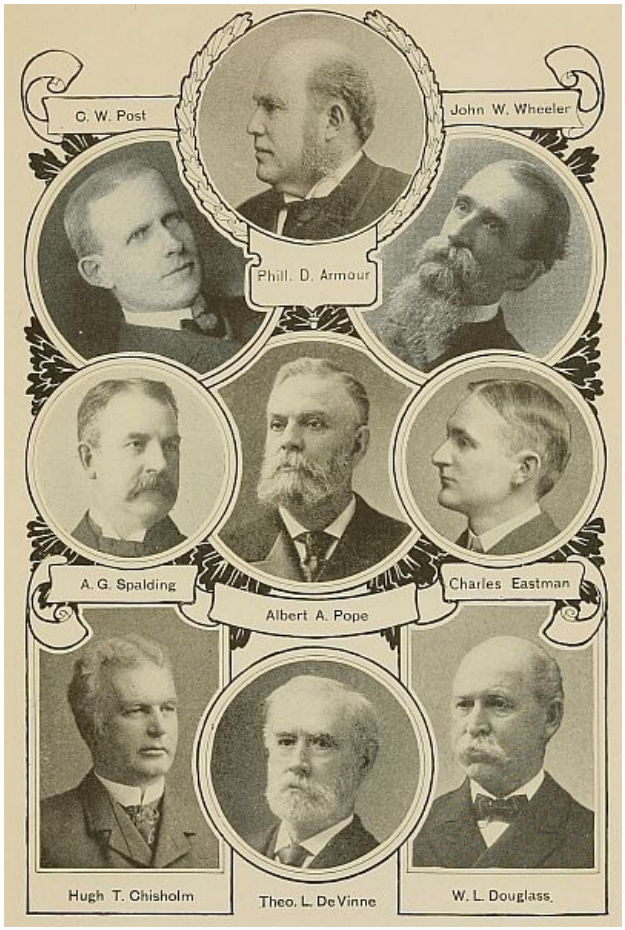

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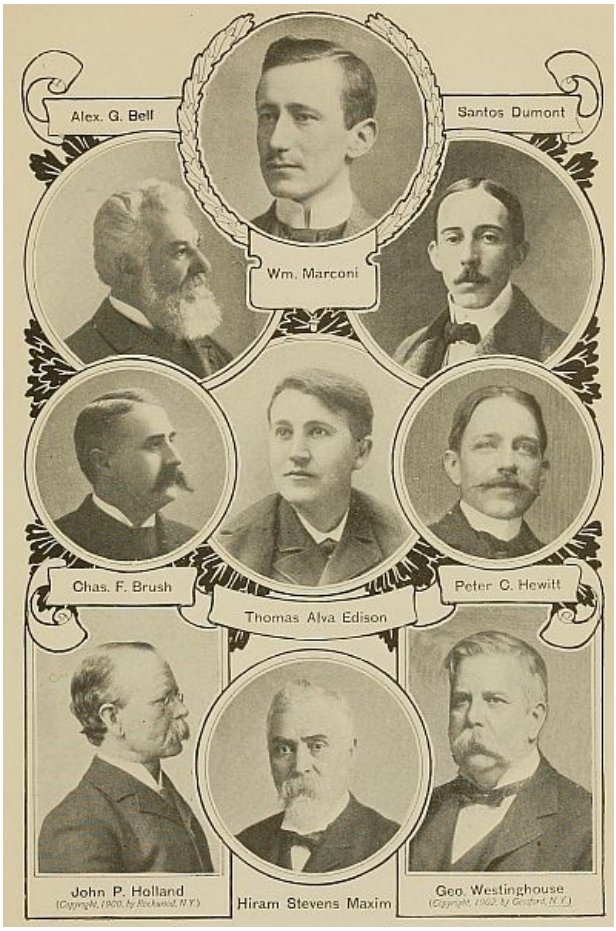

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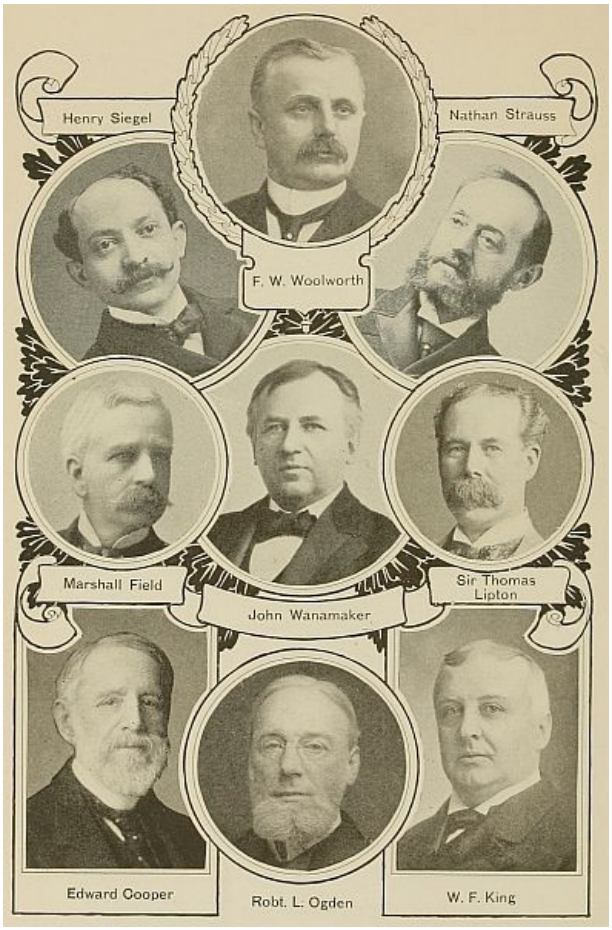

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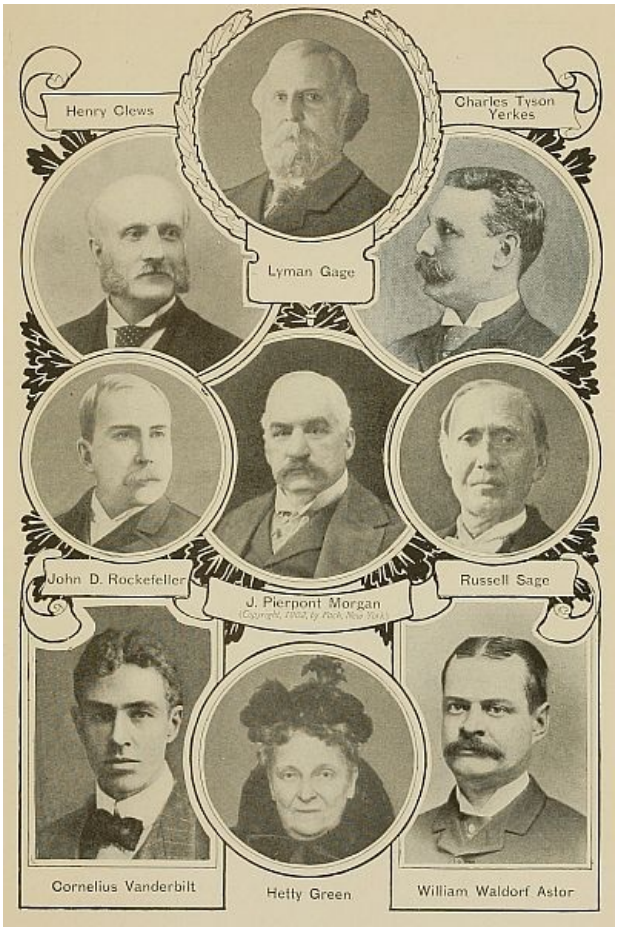

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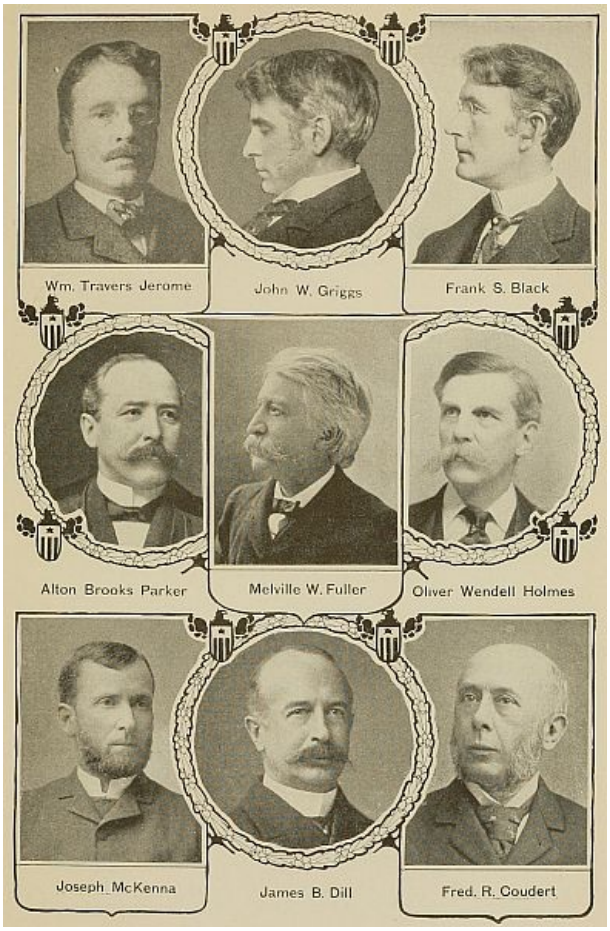

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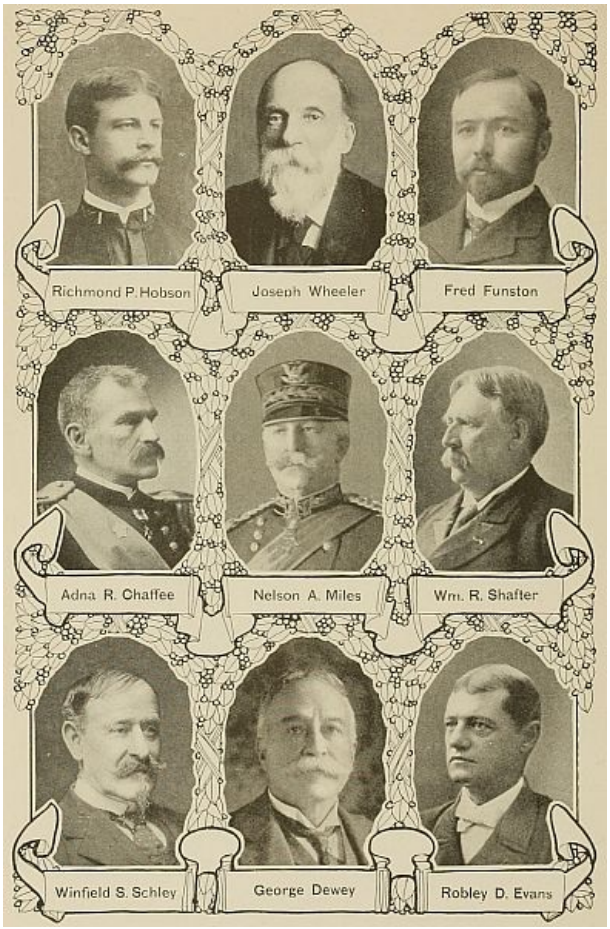

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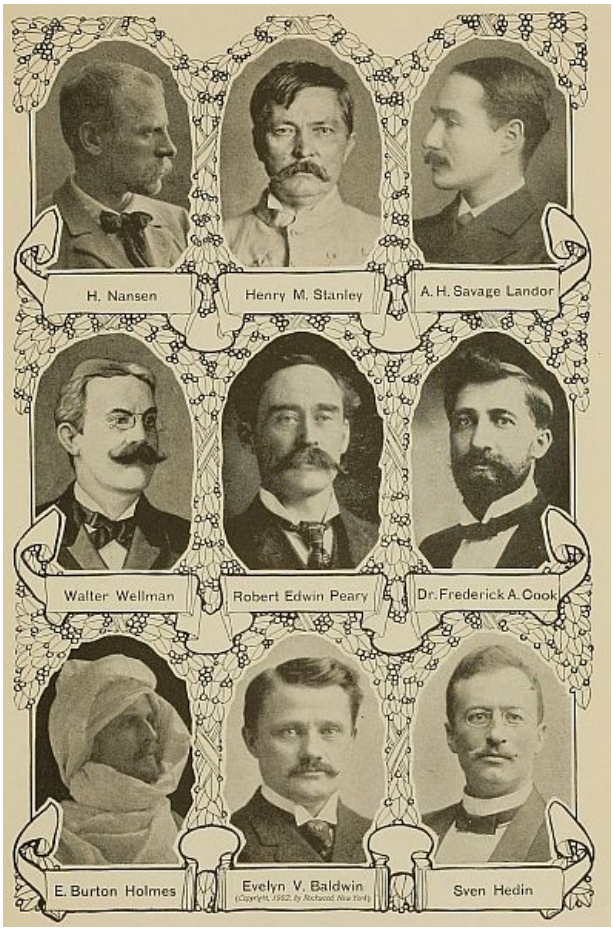

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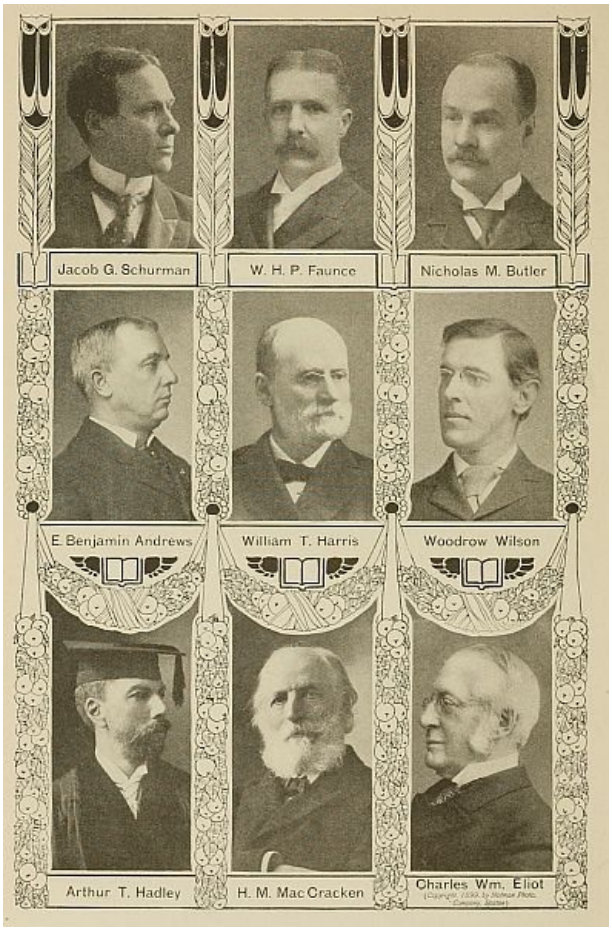

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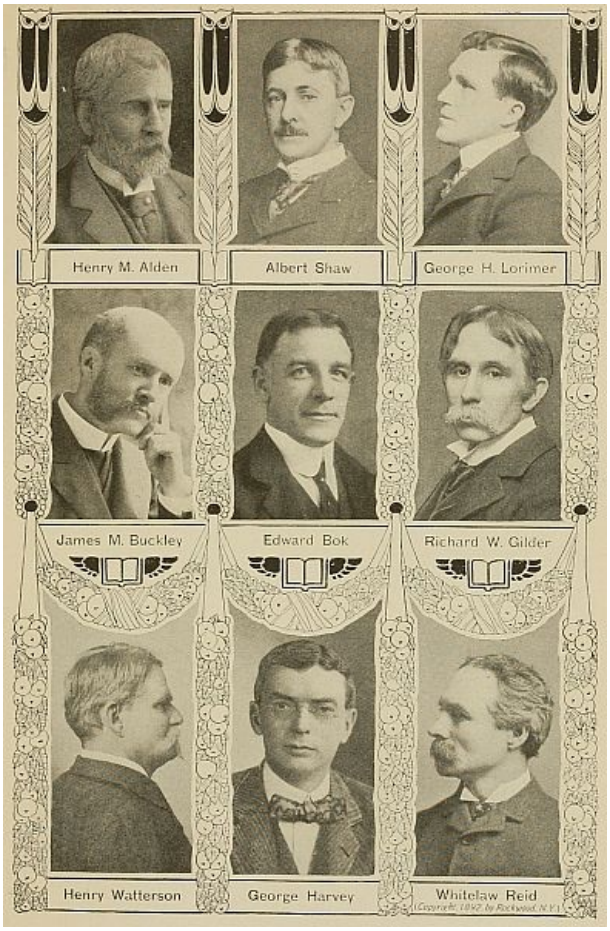

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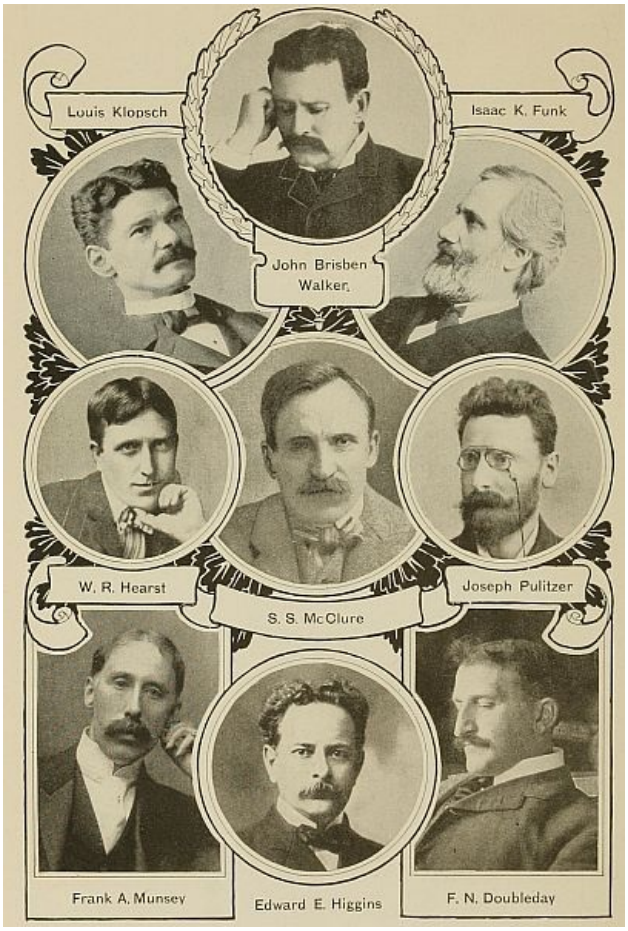

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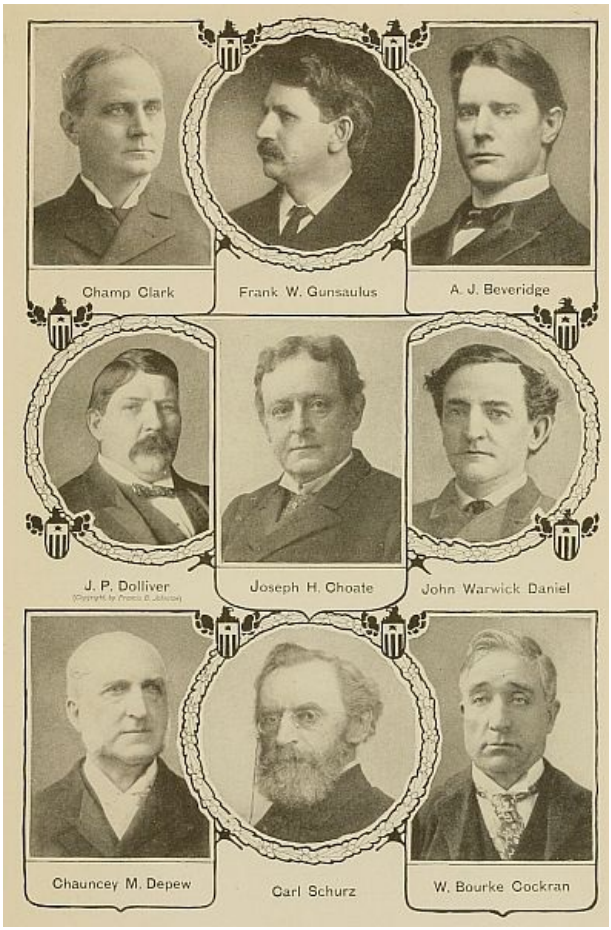

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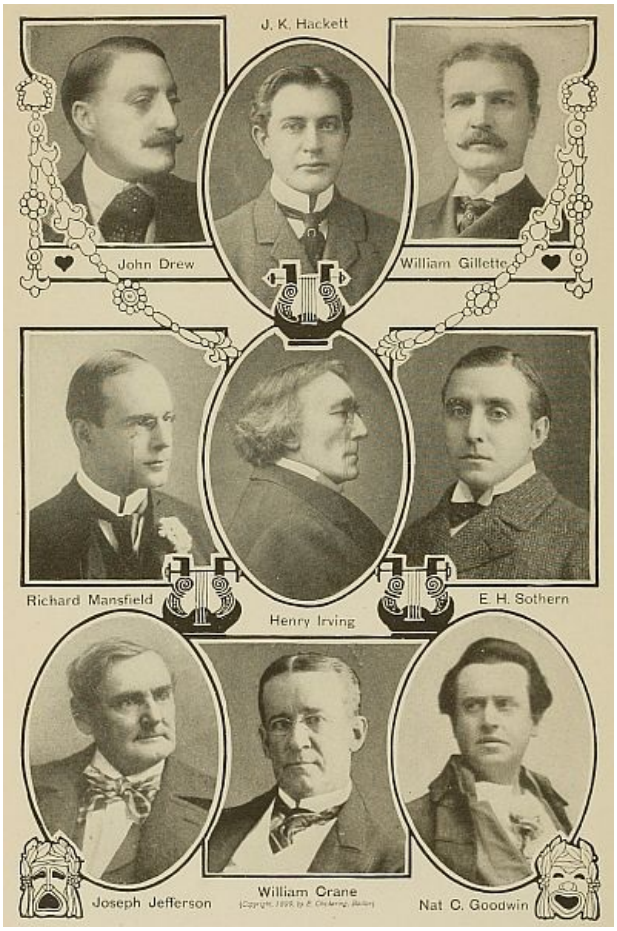

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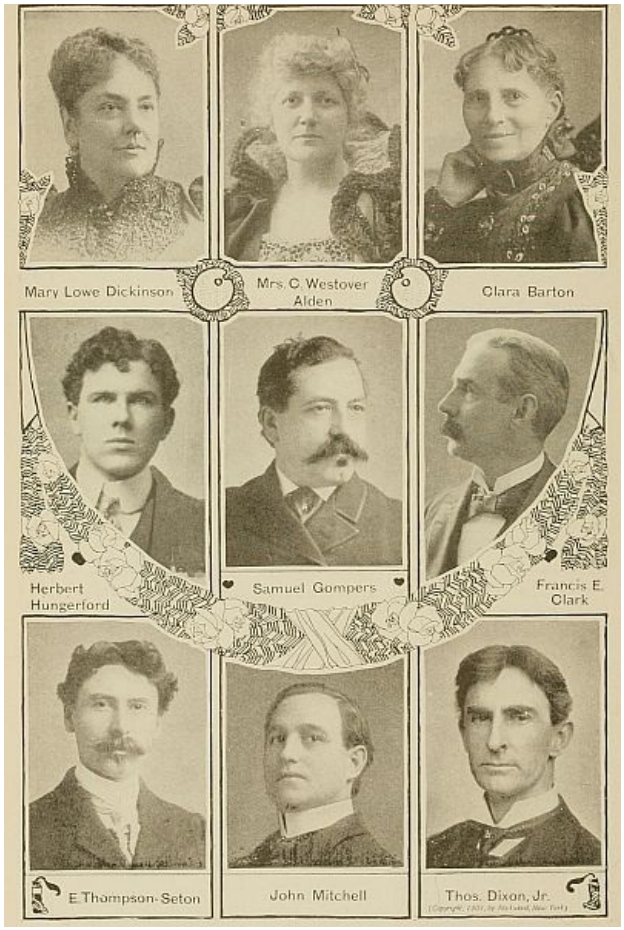

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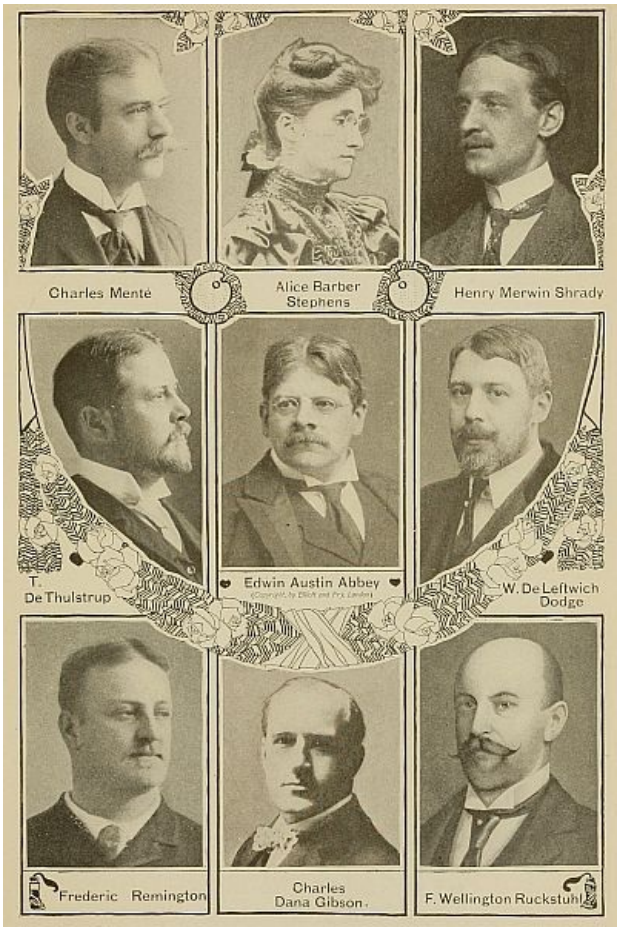

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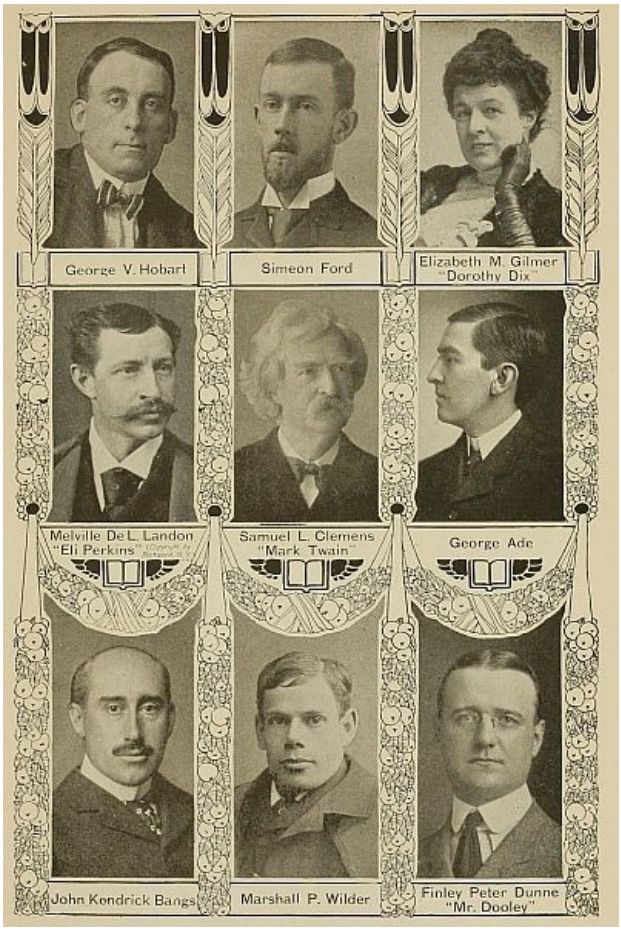

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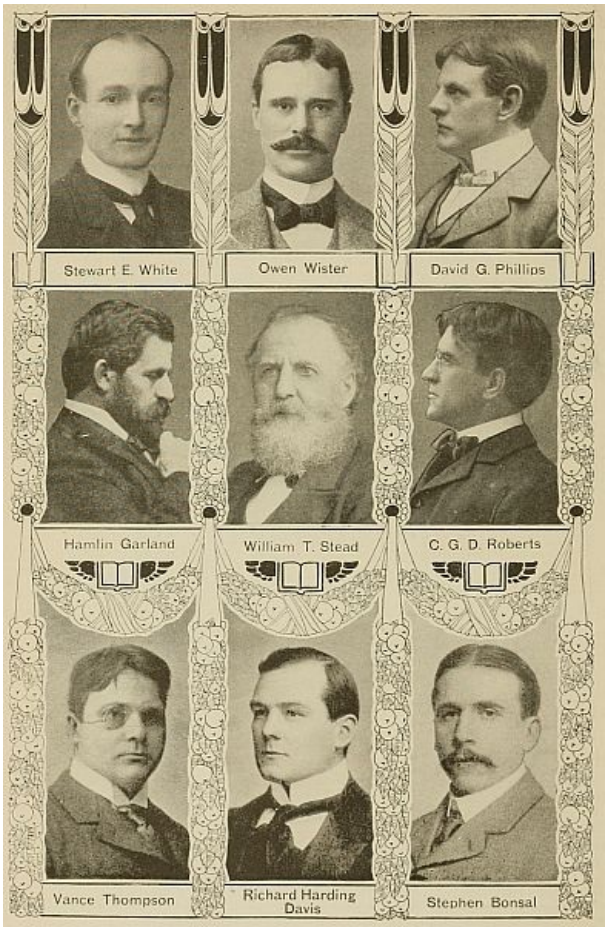

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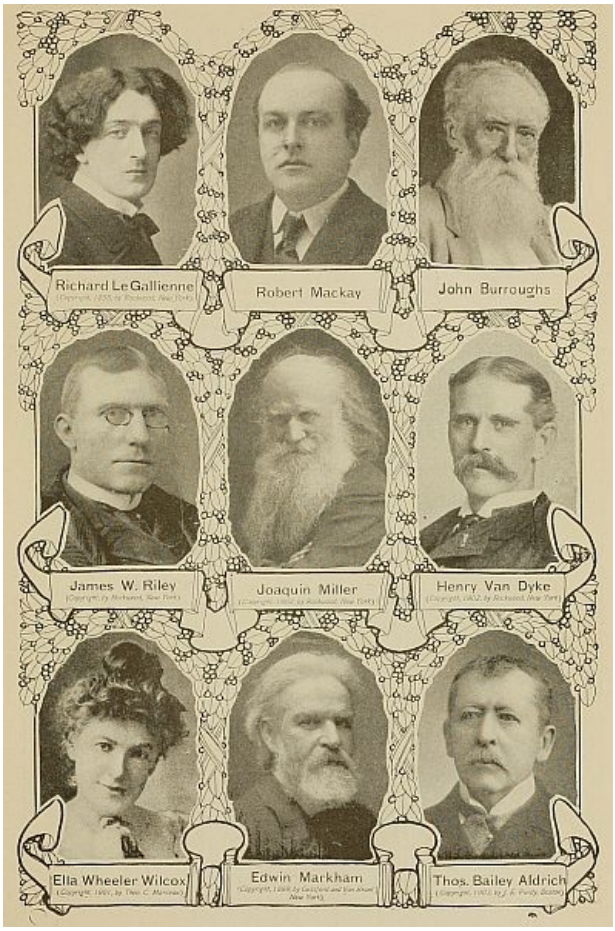

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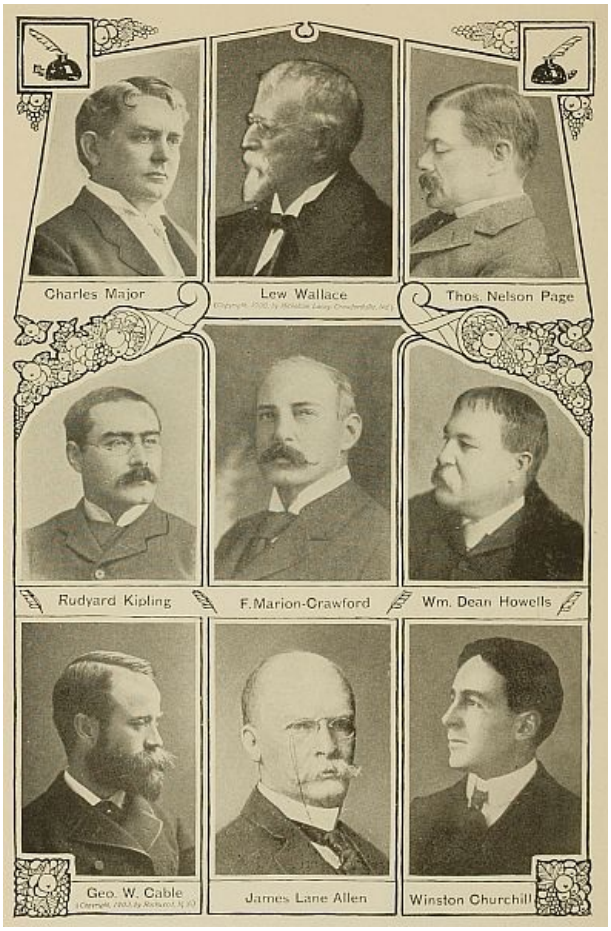

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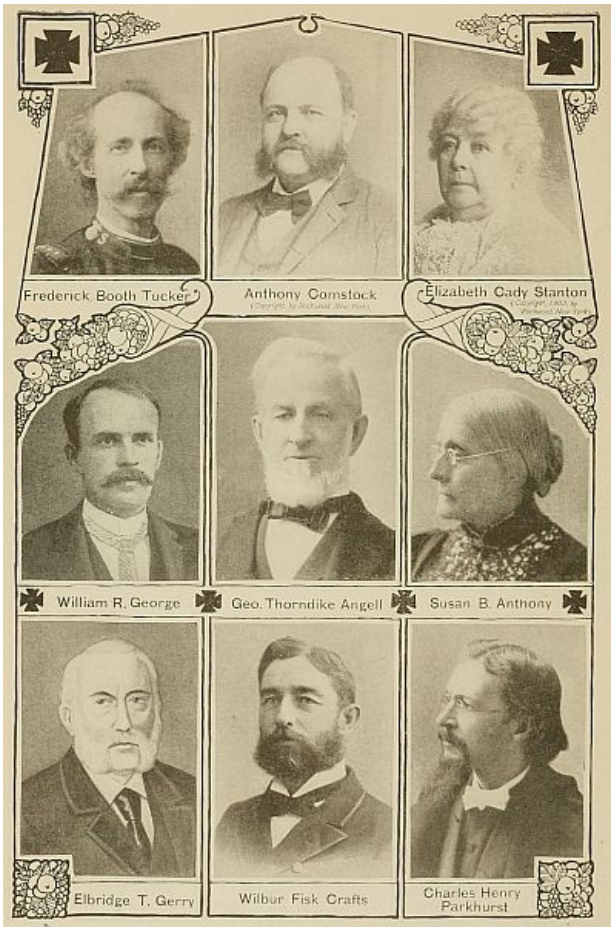

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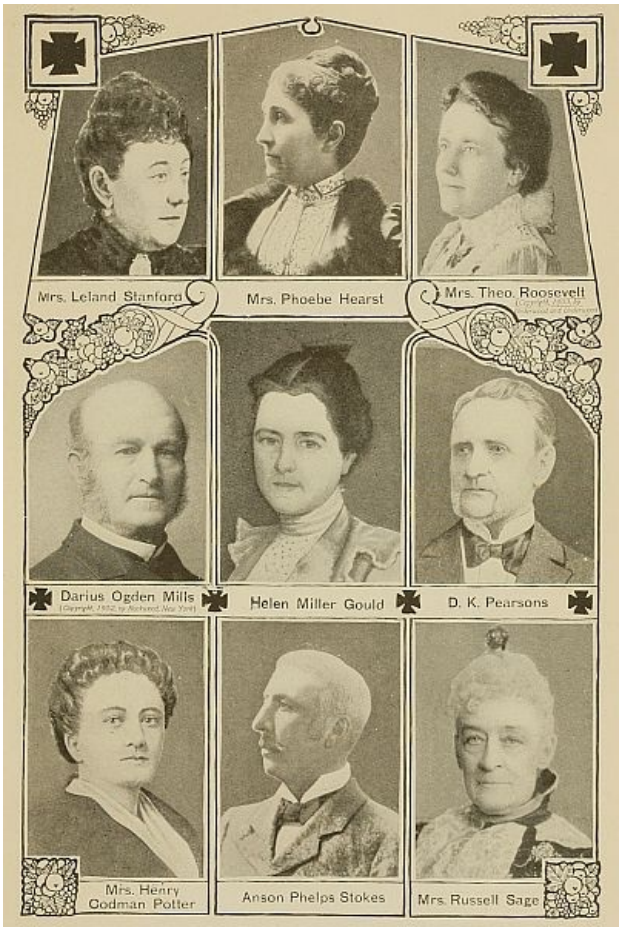

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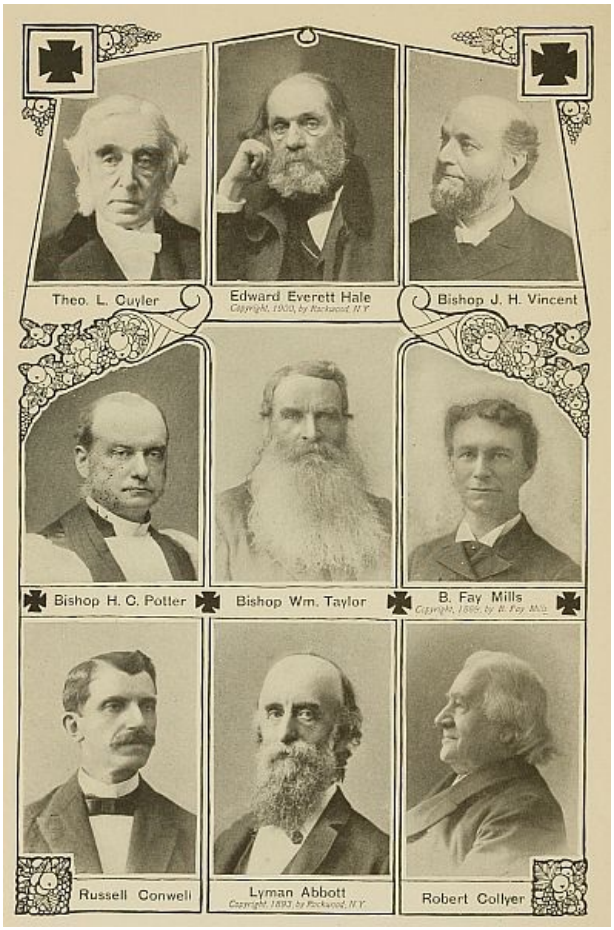

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BOOK THREE

[615]

ENCYCLOPEDIC BIOGRAPHIES, OR THE ROMANCE OF REALITY.

Success Maxims

[616]

"Never give up: for the wisest is boldest,
Knowing that Providence mingles the cup;
And of all maxims, the best, as the oldest,
Is the stern watchword of 'Never give up!'"
—HOLMES.

I find nothing so singular in life as this: that everything opposing appears to lose its substance the moment one actually grapples with it.—HAWTHORNE.

Perpetual pushing and assurance put a difficulty out of countenance, and make a seeming impossibility give way.—JEREMY COLLIER.

The truest wisdom is a resolute determination.—Napoleon I.

He wants wit, that wants resolved will.—Shakespeare.

When a firm decisive spirit is recognized, it is curious to see how the space clears around a man and leaves him room and freedom.—John Foster.

Self-distrust is the cause of most of our failures. In the assurance of strength there is strength, and they are the weakest, however strong, who have no faith in themselves or their powers. —Bovee.

Self-reverence, self-knowledge, self-control—these three alone lead life to sovereign power. —Tennyson.

There is no fate! Between the thought and the success, God is the only agent.—Bulwer.

Character must stand behind and back up everything—the sermon, the poem, the picture, the play. None of them is worth a straw without it.—J. G. Holland.

I hate a thing done by halves. If it be right, do it boldly; if it be wrong, leave it undone.—Gilpin.

Doing well depends upon doing completely.—Persian Proverb.

Things don't turn up in this world until somebody turns them up.—Garfield.

We live in a new and exceptional age. America is another name for Opportunity. Our whole history appears like a last effort of the Divine Providence in behalf of the human race.—Emerson.

STATESMEN. [617]

William Boyd Allison.

William Boyd Allison was born at Perry, Ohio, March 2, 1829. His father, John Allison, was a farmer, and young William spent his boyhood in work on the farm and in attending the district school. At the age of sixteen he studied at the Academy at Wooster and subsequently spent a year at Allegheny college in Meadville, Pennsylvania. After that he made enough money by teaching school to pay for his admission in the Western Reserve college in Hudson, Ohio. He studied law in Wooster, and in 1851 was admitted to the bar. Soon after he became deputy county clerk. His political tastes were made evident early in life. In 1856 he was a delegate to the Republican state convention and supported Fremont for president. In the following year he moved to Ohio, and settled in Dubuque, where he has since resided. He was a delegate at the Chicago Republican Convention which nominated Abraham Lincoln for President. At the beginning of the Civil war he was appointed on the staff of the Governor of Ohio. In 1862 he was elected to the Thirty-eighth congress and was re-elected three times in succession. He was the leading member of the ways and means committee during the Civil war and was of great use to the President and the Secretary of the Treasury in devising plans for raising money. He was elected to the United States senate in 1872. His previous record in the house caused his selection as chairman of the senate committee on appropriations. Mr. Allison has always taken a prominent part in tariff questions and was chiefly instrumental in framing the senate tariff bill of the Fiftieth congress. In 1881 he was offered the position of secretary of the Treasury by President Garfield, but declined, and, in 1888, he was a leading candidate for nomination for the presidency. After the election of Mr. Harrison he was again offered the treasury portfolio, which he again declined. Senator Allison has always held the respect of public men, and has never used his position to enrich himself. His tastes are refined, he is an agreeable host, and popular in both public and private life.

Grover Cleveland.

Grover Cleveland was born at Caldwell, New Jersey, March 18, 1837. His ancestors came from England. His father was a Presbyterian minister and he was named after the Rev. Steven Grover. In 1841 the family moved to Fayetteville, New York, where the future president was educated in the public schools. Between lessons he acted as clerk in a country store. He received further education at a local academy, and was later appointed assistant teacher in the New York Institution for the Blind. In 1855, while helping his uncle, Lewis F. Allen, at Buffalo, compiling "The American Word Book," he began to read law, and, in 1859, was admitted to the bar. He was appointed assistant district attorney of Erie county in 1863, but in 1865 he was defeated for the district attorneyship of the same county. Thereupon he became a member of a Buffalo law firm. In 1871 he was elected sheriff of Erie county. At the close of this term he helped to form the firm [618] of Bass, Cleveland & Bissel. In 1881 he was elected mayor of Buffalo by the largest majority to a mayoralty candidate ever given in that city. In 1882 he was made governor of the state of New York. He was nominated as Democratic candidate for the presidency in 1884, was elected, and inaugurated on March 4, 1885. His term of office was notable on account of his exercising the veto power beyond all precedent. He vetoed one hundred and fifteen out of nine hundred and eighty-seven bills, which had passed both houses, one hundred and two of these being private pension bills. On June 2, 1886, he was married, in the White House, to Frances Folsom, the

daughter of one of his former law partners. In 1888 Mr. Cleveland was candidate for a second term as president, but was defeated by Benjamin Harrison. In 1892 he was again a candidate, and this time he was elected. Mr. Cleveland was without doubt the most popular Democrat of his time when running for the presidency. He is an enthusiastic devotee of gun and rod, an ideal host, and even those who differ with him politically admit his statesmanship.

William Pierce Frye.

William Pierce Frye, who, since 1861, has been United States senator from Maine, was born at Lewiston, Maine, September 2, 1831. His father was Colonel John N. Frye and his mother Alice N. (Davis) Frye. Graduating from Bowdoin college in 1850, he subsequently carried out the wishes of his family and the trend of his own inclinations by following a legal career, in which he was eminently successful. Becoming a member of the Maine legislature in 1861, he was mayor of Lewiston from 1866 to 1867, and afterward held a variety of political offices, including the attorney-generalship of Maine from 1867 to 1869, presidential elector 1864, was made a member of congress in 1871, which office he held for ten years, was chairman of the commerce committee of the senate and member of the peace commission in Paris, 1898; was president pro tem, of the senate from 1896 to 1901, and after the death of Vice-President Hobart discharged the duties of that office during the Fifty-sixth congress. He is now acting chairman of the committee on foreign relations. Mr. Frye married Caroline Spears, who died in 1900. His life history is one that has for its moral the power of integrity when welded to unceasing effort.

John Hay.

John Hay, who, since 1890, has been secretary of state of the United States, first saw the light at Salem, Indiana, on October 8, 1838. His father was Dr. Charles Hay, and John was educated in the common schools at Warsaw, Illinois, and in the academy at Springfield, Illinois. He graduated from Brown university in 1858, and after a preparatory period in a local law school was admitted to the Illinois bar. Mr. Hay was one of the private secretaries of President Lincoln. He was breveted colonel of United States Volunteers and was also assistant adjutant-general during the Civil war. He has also been secretary of legation at Paris, Madrid and Vienna and was charge d'affaires at Vienna. From 1879 to 1881 he acted as first assistant secretary of state. During the international sanitary conference of 1881 he was made its president. His services as ambassador to England from 1897 to 1898 will be long remembered in connection with his tactful and dignified diplomacy. Mr. Hay, notwithstanding his many and onerous official duties has found [619] time to write books of both prose and poetry. His Castilian Days and Pike County Ballads are among the most popular of these. In 1874 he married Clara Stone, of Cleveland, Ohio.

George Frisbie Hoar.

A commanding figure among the Republican forces in the United States senate, not alone from his personality and ability, but also because of his attitude on trust legislation and on the Philippine question, is George Frisbie Hoar, Massachusetts. Mr. Hoar was born in Concord, Massachusetts, August 29, 1826. A graduate of Harvard in 1846, aged twenty, and later of Harvard law school, he has retained his interest in higher education, and in scholarly matters. He has been an overseer of Harvard college from 1874 to 1880, at various times regent of the Smithsonian Institute, a trustee of the Leicester academy and the Peabody Museum of Archæology, and officer of various national and state societies. He settled in Worcester, Massachusetts, after graduating and practiced law. He has been married twice, his first wife being Mary Louisa Spurr and his second Ruth A. Miller. His service in the senate, since 1877, is exceeded by but few fellow-members, and he represents that body's best traditions. He was elected because, as legislator from 1852 to 1856, as state senator in 1856, and as member of congress from 1869 until he was sent to the senate, he had shown marked ability, an unfailing watchfulness for public welfare and an unswerving honesty as rare as it is desirable. Senator Hoar is a striking example of how irreproachable integrity can take active and prominent part in party politics. He has kept his influence in his party and in general legislation in spite of sometimes opposing leaders of his own party, when his conscience and judgment bade him do so.

Henry Cabot Lodge.

Henry Cabot Lodge was born in Boston, Massachusetts, May 12, 1850. He prepared for college in Dixwell Latin school, and, entering Harvard, was graduated in 1876. After his graduation he spent a year in traveling. Returning to America in 1872, he entered the Harvard law school. In January, 1874, he became assistant editor of the North American Review, which position he held until November, 1876. In 1875 he was a lecturer on The History of the American Colonies, in Harvard. From 1879 to 1882 he was associate editor of the International Review of Boston. During the same period he was elected member of the Massachusetts house of representatives. In 1881 he was the Republican candidate for the state senate, but was defeated. He was nominated for congress in 1884, but was again defeated. In 1886, however, being nominated again, he was successful and was re-elected for three successive congresses, but resigned after his last election on account of having been made a United States senator, January 17, 1893. In the senate he has made his mark. Mr. Lodge is an orator of much ability, a far-sighted political executive, and a writer of considerable merit. Among his books are: A Short History of the English Colonies, Life of Washington, Daniel Webster, History of Boston, and he has contributed

to the Encyclopædia Britannica and other works. He is a fluent lecturer. He is a member of the Massachusetts Historical Society, the American Academy of Arts and Sciences, trustee of the Boston Athenaeum, a member of the American Antiquarian Society, and a member of the New [620] England Historic Genealogical Society. In 1874 he was elected an overseer of Harvard university, and was offered the degree of LL.D. in 1875. He married, on June 29, 1871, Anna, daughter of Rear Admiral Charles S. Davis, and has three children by her.

Richard Olney.

Richard Olney was born in Oxford, Massachusetts, September 15, 1835, and is of English ancestry. He received his preliminary education at Leicester academy, and graduated with high honors at Brown university in 1856. He was graduated with the degree of bachelor of laws from Harvard law school in 1858, and was admitted to the bar in the following year, entering the office of Judge Benjamin F. Thomas, with whom he was associated for ten years. Mr. Olney made a specialty of the laws relative to wills, estates and corporations. In 1893 he was appointed attorney-general by President Cleveland. By his advice Mr. Cleveland called out regular troops, July, 1894, to suppress the rioting that followed on the Chicago American railway union strike. In March, 1895, he successfully defended that action in an argument before the Supreme Court in the habeas corpus proceedings brought by Eugene V. Debs, who had been convicted of inciting the strikers. Upon the death of Walter Q. Gresham, Mr. Olney was appointed secretary of state and took office June 10, 1895. He was married, in 1861, to Agnes Park, daughter of Benjamin F. Thomas, of Boston.

Elihu Root.

Elihu Root, secretary of war of the United States and one of the most successful lawyers of his generation, was born at Clinton, New York, February 15, 1845. His father was Orin Root, who was for many years professor of mathematics at Hamilton college, from which institution young Root graduated in 1864. For a year or more he was a teacher in Rome, New York, academy. Coming to New York, he studied in the University law school until 1867, when he was admitted to the bar, beginning to practice forthwith. He lost no time in getting into the current of affairs in the metropolis, and soon began to attract attention on account of his earnestness and ability, and so, while still a very young man, was retained on important cases. President Arthur appointed him United States attorney for the southern district of New York in 1883. He was delegate-at-large at the state constitutional convention in 1894, was appointed secretary of war, August 1, 1899, by President McKinley, and was reappointed in 1901. As a corporation lawyer he has had to do with some historical legal cases, such as the Hocking Valley suit, in which the amount involved was $8,000,000. A few years ago he erected in the Hamilton college grounds the Root Hall of Science as a memorial to his father. He is married and has three children—two boys and a girl.

INDUSTRIAL LEADERS.

E. G. Acheson.

E. G. Acheson, the inventor of carborundum, which may be called an artificial gem that, unlike the majority of gems, is much more useful than ornamental, has proven that for a man of ideas and ability the world of to-day is as full of opportunities as it was in those periods which are [621] somewhat vaguely alluded to by less successful men as “the good old times.” Mr. Acheson was born at Washington, Pennsylvania, in 1854, and after receiving a public school, college and technical training, entered the employ of Edison, the inventor. From the first he was a persistent and somewhat daring experimentalist, one of his scientific fads being the manufacture of artificial diamonds, and it was during the investigations made by him in relation thereunto that carborundum—a substance which has revolutionized some industries and incidentally brought fame and fortune to its discoverer and his associates—was obtained. The principle of the electric furnace, by means of which the substance in question is manufactured, was in existence many years before Mr. Acheson began to use it in connection with his experimental work, but other scientists had failed to recognize its possibilities. Carborundum is produced by fusing carbon and silicon by means of a huge electric arc, the result being a mass of beautifully colored crystals which are harder than any known substance except diamonds. Carborundum is rapidly taking the place of emery for abrasive purposes. Another product of the electric furnace—artificial graphite—is also a discovery of Mr. Acheson, and which is of great value in many of the arts and sciences.

Charles Henry Cramp.

“He did not cease to be a student when he left school.” This fact to a very great extent accounts for the achievements of Charles H. Cramp, who is the president of the largest shipbuilding enterprise in the United States. He was born in Philadelphia, May 9, 1828, and is the oldest son of William Cramp, who was the founder of the industry which bears his name. After receiving a thorough schooling and graduating from the Philadelphia high school, he learned the shipbuilding trade with his father. He is now recognized as the head of naval

architecture on the American continent. Mr. Cramp's services in the reconstruction of the navy and in connection with the revival of the American merchant marine alone entitle him to permanent distinction. Beginning in 1887 his firm built, in rapid succession, the Yorktown (gunboat), the Vesuvius (dynamite torpedo vessel), Baltimore (protected cruiser), Philadelphia (protected cruiser), New York (armored cruiser), Columbia (protected cruiser), Minneapolis (protected cruiser), Indiana (battleship), Massachusetts (battleship), Brooklyn (armored cruiser), and the Iowa (seagoing battleship). The fleet has an aggregate of nearly eighty thousand tons of displacement and one hundred and forty-seven thousand indicated horse-power. The shipyard covers thirty acres of ground, employs six thousand men and was capitalized at $5,000,000 in 1894. The William Cramp & Sons Ship and Engine Building Co., from a simple shipyard, has reached the status of the greatest and most complete naval arsenal in the western hemisphere.

Charles Ranlett Flint.

The personality of Charles R. Flint does not suggest the strenuous nature of his life, past and present; yet but few men in this country have shouldered or for that matter are shouldering so many business responsibilities as he is doing—and of large caliber at that. Mr. Flint's successes on the lines indicated are due to system, and system only. With him there is a place for each responsibility and each responsibility occupies its place in the total scheme of his business existence. He was born at Thomaston, Maine, January 24, 1850, graduated from the Polytechnic [622] institute, Brooklyn, in 1868, and in 1883 married E. Kate, daughter of Joseph F. Simmons, of Troy, N. Y. To catalogue the industries and enterprises which Mr. Flint has organized or is connected with would be an undertaking in itself. Suffice it that he is prominently identified with the rubber and lumber industries, is interested in street railways in New York state, is a director in several banks, has organized iron and steel, steamship, starch, caramel and general export companies, has acted as United States consul in Central American countries, in 1893 fitted out a fleet of war vessels for the Brazilian republic, bought for and delivered to Japan a cruiser during the China-Japan war, and, in 1898, was the confidential agent of the United States in negotiating for the purchase of war vessels.

Charles Melville Hays.

It is a good thing for the world at large that human talents are of a diversified nature. It is an equally excellent thing that the possession of special gift on the part of an individual is recognized by those with whom he comes in contact. A case in point is furnished by Charles M. Hays, who, until lately, was president of the Southern Pacific railroad. Mr. Hays' work in life seems to have been that of turning unprofitable railroad systems into permanently paying propositions. He was born May 16, 1856, at Rock Island, Illinois, his parents being in fairly comfortable circumstances. After a common school training he entered the railroad service in 1873, his first position being in the passenger department of the St. Louis, Atlantic & Pacific railroad. The rungs of the ladder of his subsequent upward climb are something in this order: Prompted to a clerkship in the auditor's office, he was at length placed in the general superintendent's office on the same line; next he is heard of as secretary of the general manager of the Missouri Pacific railroad, and in 1886 he was made assistant general manager of the Wabash, St. Louis & Pacific railroad; three years later he was appointed general manager of the Wabash & Western railroad, and was afterward made manager of the Wabash system, which was the outcome of the consolidation of the Wabash Western and Wabash railroads. He has also been general manager of the Grand Trunk system, and, as already intimated, was, until recently, the president of the Southern railroad. When Mr. Hays took hold of the Wabash lines they were in about as bad a condition as railroad lines can be. The same remark applies to the Grand Trunk system. When Mr. Hays severed his connection with these corporations they were in a flourishing condition—popular with the public and paying as to dividends. He created their prosperity by the industrious exercise of his special talents. The lesson may be taken to heart.

John B. Herreshoff.

The person who is handicapped in the struggle for existence by physical infirmities excites our sympathy, but when such an one achieves as well as or far better than the normal individual, we regard him with an admiration that is akin to wonder. John B. Herreshoff, the famous blind yacht and boat designer, is such an individual. He is a marvel such as the world has never seen before, and is not likely to witness for some time to come. He is the admitted head of a profession which as one would believe calls for keen eyes as a preliminary. Yet Mr. Herreshoff has set all [623] precedent at naught. It would almost seem that his blindness, so far from being a handicap, is of positive value to him, for it is certain that those exquisite floating creations of his, have never yet been duplicated by the owners of eyesight. When, in August, 1851, the America won the famous "Queen's Cup," which has ever since remained on this side of the water, two youngsters were playing on a farm at Point Pleasant, at Bristol, Rhode Island. John, the oldest, was then a blue-eyed boy of ten. As soon as he could use a knife he began to whittle boats, and when fourteen years of age built a usable craft, which was said to be a marvel of beauty by local experts. At fifteen, blindness descended upon him, but he nevertheless continued to study boats and build them. His younger brother, Nathaniel, also had a love for boats, and together the two brothers lived and ruled and had their being in an atmosphere of boats. Both boys were educated at local schools, and John, with the assistance of his mother, managed to keep pace with his fellow pupils. Nathaniel became a civil engineer and made a name for himself in his profession. In the

meantime the reputation of John had so extended that in 1863 he founded the Herreshoff Manufacturing Co., and fourteen years later Nathaniel became a partner in the concern and is now its superintendent. The fame of the Herreshoffs is perhaps best known to the public in connection with their construction of several of the defenders of the "Queens," or, as it is better known on this side of the water, "The America Cup." John B. Herreshoff, on being asked what the elements of success are, said: "Concentration, decision, industry, economy, together with an invincible determination and persistence, will always place a man in the position which he desires."

Lewis Nixon.

"Four letters sum up my idea of how to make a success in life; they are W-O-R-K (work)." These are the sentiments of Lewis Nixon, who starting life as a poor boy, has by sheer determination won social position, fame, wealth and political honor before he was forty. His story is a simple one, but none the less helpful. Born in Leesburg, Virginia, April 7, 1861, he was the son of Joel Lewis and Mary Frances (Turner) Nixon. His parents were in poor circumstances. His diligence in the public schools interested General Eppa Hunton (then representative from Virginia), who secured for him an appointment to the United States Naval academy at Annapolis as midshipman, and in 1882 he graduated at the head of his class. Going to England, he took a course in naval architecture and marine engineering. Upon returning to this country, he was appointed to the staff of the chief constructor of the navy and served as superintendent of construction at the Cramp yards and the New York navy yard. In 1890 he designed, in ninety days, the battleships Indiana, the Massachusetts and the Oregon. After resigning from the navy department, he became superintending constructor of the Cramps' yard, Philadelphia, but soon after resigned that position and opened a shipyard of his own at Elizabeth, New Jersey. He has built the gunboats Annapolis, Josephine, Mangro and others, besides the submarine torpedo boat Holland. He was married in Washington, January 29, 1891, to Sallie Lewis Wood. Mr. Nixon is a member of the New England organization of architects and marine engineers, the chamber of commerce, and is a member of the Democratic club, Press club, Army and Navy club of Washington and others. He takes an active part in Democratic politics. [624]

John H. Patterson.

John H. Patterson, the president of the International Cash Register Co., of Dayton, Ohio, is a specimen of what, happily for this country, is not an infrequent young American, whose original capital being that of brains and industry, pays interest in the shape of great enterprises and a large fortune. Mr. Patterson's parents were farmers. After a public school education he went to Miami university, and afterward to Dartmouth college. On graduating he began life without any definite plans, clerked, saved money and pushed ahead until he became manager of a coal mine. It was while he was holding this position that he heard of the then almost unknown cash register, bought two of them and saw that there was a field for their development and use. Together with his brother, Frank R. Patterson, he bought the patent of the machine and began to manufacture the registers. In 1894, after ten years of effort, and with success apparently in sight, the brothers were confronted with the complete failure of one of their new inventions and the return from England of a carload of broken machines, instead of an expected draft for $30,000. Nothing daunted, Mr. Patterson began to analyze the causes of the setback and came to the conclusion that the successful manufacture of the machines depended on the faithfulness of his workmen, which had to rest upon the mutual goodwill of employer and employe. This belief led him to adopt an industrial system which is probably unique in the annals of manufacturing enterprises. Briefly, it consists of developing the mechanical talents of the workmen by prizes and promotions; by making schools, clubs, libraries, choral societies and the like a part of the economy of the factory and by remembering that all work makes Jack and his bosses very dull boys indeed. That the principle is a sound one seems to be certain, if one may judge by the general use of the Patterson cash register.

MANUFACTURERS.

Hugh Chisholm.

The individual who begins life as a poor newsboy, and in the full flush of his manhood is found to be the head of an industry created by himself in which untold millions are invested, and which is of supreme importance to the community, serves his generation in more ways than one. If he has done nothing else he has acted as an exemplar for the faint-hearted, as a beacon for the persevering, and as a type of American manhood, and all that lies before it. Such an individual is Hugh Chisholm, who has brought into existence a corporation which is making paper for nearly all the newspapers of the United States. When it is said that one New York newspaper buys six thousand dollars worth of paper every day, some idea may be gained of the vast proportions of the industry. Mr. Chisholm was born at Niagara-on-the-Lake, Canada, May 2, 1847, and began life as a train newsboy on the Grand Trunk railroad, studying meanwhile in evening classes of business colleges in Toronto. When the Civil war broke out, the lad, who is of Scotch descent, with the shrewdness of his race, realized the possibilities of the situation and pushed his wares to [625]

the utmost, sometimes holding them at a premium. He at length was able to hire some other boys to sell newspapers for him. He next obtained from the railroad company the exclusive right to sell newspapers on the division east of Toronto. He extended his "combinations," and when he was twenty-five years of age had the exclusive news routes over four thousand miles of railroad, and had two hundred and fifty men on his payroll. Selling out his interests to his brothers, who had similar interests in New England, he purchased the latter and located in Portland, Maine, where he added publishing to his business. Foreseeing a growth of the newspaper trade, and realizing that there would be a huge consequent demand for white paper, he organized the Somerset Fiber Company, the manufacturing of wood pulp at Fairfield. Later he established a number of pulp mills in Maine. Next he devised a plan of business consolidations and a few years ago the Chisholm properties and a score of other mills in New England, New York and Canada were merged into one company. The output of the mills is more than 1,500 tons per day and is increasing rapidly. In 1872 he married Henrietta Mason, of Portland.

Theodore Lowe De Vinne.

From a country printer boy to the head of one of the greatest printing establishments in the metropolis—this in brief is the story of the career of Theodore Lowe De Vinne. He was born in Stamford, Connecticut, December 25, 1828, being the second son of Daniel and Joanna Augusta De Vinne. His parents were of Holland extraction. His father was a Methodist minister, who was an uncompromising opponent of slavery. Theodore secured a common school education at Catskill, White Plains, and Amenia, New York, and at the age of fourteen entered the office of the Gazette, Newburgh, New York, to learn the printing trade. After he had gotten a general knowledge of the business he went to New York city in 1848. Two years later he obtained employment in the establishment of Francis Hart & Co. and rose to the position of foreman. In 1858 he became a junior partner in the firm and five years after the death of Mr. Hart, which took place in 1883, he changed the name of the firm to Theodore L. De Vinne & Co., making his only son, Theodore L. De Vinne, Jr., his partner. He now occupies one of the largest buildings in the United States, which is wholly devoted to the printing business. Mr. De Vinne has marked ability as an organizer, having, with the assistance of the late Peter C. Baker, formed the society now known as the Typothetæ. In 1850 he married Grace, daughter of Joseph Brockbant. He is the author of the Printers' Price List, The Invention of Printing, Historic Types and Printing Types. Mr. De Vinne has done much to elevate the standard of typography. As early as 1863 the American institute awarded his firm a medal for the best book printing. The firm has published St. Nicholas and the Century since 1874.

William Louis Douglas.

William Louis Douglas, of Brockton, Massachusetts, who, through the medium of his widely advertised shoes, is probably one of the most easily recognized men in the United States, was born in Plymouth, Massachusetts, August 22, 1845. The career of Mr. Douglas emphasizes the fact that the days of opportunity for young men without money or influence are by no means over. He was an orphan, handicapped by lack of schooling, a victim of injustice and apparently [626]
without any prospects in life whatever. Now he is the owner of a vast fortune, a great business, an honorable place among honored men, and has influence for good in laboring circles, and no small power politically. When Mr. Douglas was five years of age, his father was lost at sea. At the age of seven he was apprenticed to his uncle to learn the shoemaking trade. The uncle proved to be a hard taskmaster, and at the expiration of his apprenticeship William found himself the owner of just ten dollars and remembrances of many hard knocks. Subsequently he tried several ways of getting a livelihood, from driving ox teams in Nebraska to working at his trade. In conjunction with a Mr. Studley, he opened a boot store at Golden, Colorado. The venture did not pay, and returning to Massachusetts he took to shoemaking again until 1870, when he removed to Brockton to become superintendent of the shoe factory of Porter & Southworth. In 1876, with a borrowed capital of $375, he went into business for himself. Successful from the start, he, six years later, built a four-story factory, which had a capacity of 1,440 pairs of boots daily. In 1884 he placed on the market his well-known $3 shoe, with which his name and his face are so prominently identified. He has broken away from the old traditions of manufacturers by establishing retail stores, where he sells direct to the public. The Douglas factory of to-day was erected in 1892, and has a capacity of 10,240 pairs of boots daily. There are 2,724 employes. Mr. Douglas is Democratic in politics. He has been a member of the common council of Brockton several times and was its mayor in 1890. It was through his efforts that a bill was enacted in the state legislature of Massachusetts for the establishment of a board of arbitration and conciliation. Labor troubles are practically unknown in the Douglas factory. Mr. Douglas is also the author of the weekly payment law that observes in Massachusetts, is president of the people's savings bank of Brockton, a director in the Home national bank and ex-president of the Brockton, Taunton & Bridgewater street railroad.

Charles Eastman.

Charles Eastman was born at Waterville, New York, July 12, 1854. Photographers, especially amateurs, need not be told who Mr. Eastman is, inasmuch as he has done much to popularize the camera and all that to it belongs. He was educated at Rochester, New York. Becoming interested in amateur photography, he began a source of exhausted experiments to the end of making dry plates and secured results which prompted him to make further investigations. These latter were

successful also, and from this preliminary work rose the great business with which he is now identified. The kodak, which is probably the most popular of cameras in the world, is his invention also. He is manager of the Eastman Kodak Company, of Rochester, and of London, England; president of the General Aristo Company, of Rochester, and is the head of the so-called camera trust. Mr. Eastman is a member of many social and scientific organizations, and gives liberally to charitable institutions.

Albert August Pope.

The name of Colonel Albert August Pope is identified with the popularizing of the bicycle in this country, for he it was who, more than any other, gave it the impetus which made it a prime [627] favorite with the public. Apart from that, however, he has furnished us with yet another example of the power of push, perseverance and probity. Colonel Pope was born in Boston, May 10, 1843, of poor parents. He had to leave school early in life in order to earn a livelihood. When ten years of age he peddled fruit, and it is said by persons who knew him in those days that he made it a rule to pay every debt as soon as it was due. After years of hard work young Pope, then nineteen, accepted a junior second lieutenancy in Company I, of the Thirty-sixth Massachusetts Volunteers. His record during the war was most brilliant, and he came out of it with the rank of colonel. He then went into business for himself and built up a profitable trade. It was in the centennial exposition in 1876 that he first saw a bicycle. Realizing the future of the machine, he in 1877 placed an order for "an importation of English wheels." In the same year he organized the Pope Manufacturing Company. The vast nature of the business done by the corporation is a matter of familiarity to all those who were or are interested in bicycles. He also founded the publication entitled The Wheelman, putting upward of sixty thousand dollars in the enterprise. It is known to-day under the name of Outing. It was mainly through his efforts that public parks and boulevards were thrown open to the uses of bicycles, and that the machine was put upon the same footing as any other vehicle. When the bicycle interest began to wane, Colonel Pope turned his attention to the manufacture of automobiles. He also has a large interest in banks and other corporations. He is a member of the Loyal Legion and a visitor to Wellesley college, and the Lawrence scientific school. In 1871 he married Abbie Lyndon, of Newton, Mass.

C. W. Post.

The name of C. W. Post is identified with an industry that has only come into existence within the past few years, but which, nevertheless, has assumed tremendous proportions, and is remarkable in many ways, not the least of which is that it puts cereals to uses which were absolutely unknown a generation ago. Postum cereal coffee, for example, has only been before the public since 1895. Yet recently Mr. Post and his associates declined an offer of ten millions of dollars for the factories which made the coffee and its associated products of the wheat field. Mr. Post's life story is that of a boy with a light purse, boundless ambition and a determination to reach the goal of large successes. He was born October 26, 1854, in Springfield, Illinois. After a common school education he entered the University of Illinois when thirteen years of age, took a military course, and remained there until he was fifteen, when the spirit of independence which has been a characteristic of his career throughout asserted itself. To use his own words, "I became weary of depending on my father's money." Leaving the university, he obtained a position with a manufacturer of farm machinery, which he sold and put in operation for the purchasers. After a couple of years of this work, he began business for himself in conjunction with a partner in the appropriately named town of Independence, Kansas. The firm dealt in hardware and farm machinery. But too little capital hampered his efforts, so he sold out and again took up drumming. Later he became manager of a wholesale machinery house in Kansas City. Returning to Illinois, he organized a company for the manufacturing of plows and [628] cultivators, was quite successful, but his health breaking down, chaos resulted, and he lost all his savings. After dabbling in real estate in California, he ranched in Texas, fell ill again, recovered, and then bought twenty-seven acres of ground at Battle Creek, Michigan. Here it was that he began to make the famous coffee, to which allusion has been made. Here, too, he experimented with prepared, and finally placed upon the market those cooked and semi-cooked cereal foods with which we are familiar at the breakfast-table. The first year that the Post products were before the public, there was a profit of $175,000, the second year showed a loss of over $40,000 —this being due to profits being sunk in advertising—and the third year there was a clear gain of $384,000. From that time on the business has been most profitable. It is stated that the concern is now preparing to spend one million dollars a year for advertising. Two years ago Mr. Post retired from the active conduct of the concern. He now divides his time between the offices in this country and abroad, and the chain of factories in the west. He is president of the association of American advertisers, and maintains at his own expense the Post check currency bureau at Washington.

John Wilson Wheeler.

John Wilson Wheeler, whose name is familiar to every housewife who owns or wants to own a sewing machine, was born in Orange, Franklin county, Massachusetts, November 20, 1832, being the second of nine children. He was the son of a carpenter-farmer, and was educated in a district school. When about fourteen years of age he began to follow the trade of his father, and continued to do so until he was twenty-three years old. But he was not satisfied with his narrow surroundings, and so when the opportunity came for him to accept a place in a little grocery

store in Fitchburg at one hundred and twenty-five dollars a year and his board he gladly accepted it. Returning to Orange some time later, he became a clerk in the store of one Daniel Pomeroy, finally succeeding the latter in the business, which he conducted for three years longer. Selling out, he became clerk in the claim agency of D. E. Chency, one of the leading men of the village. By this time he had established a reputation for ability and integrity, and so it came about that Mr. Chency and another of his friends loaned him two thousand dollars on his personal security to buy a grocery store. The venture was successful and was only given up in 1867, in order that Mr. Wheeler might become a partner in the firm of A. E. Johnson & Co. that had just started in a small way to make sewing machines. After some years of struggling the firm was turned into a corporation under the name of the Gold Medal Sewing Machine Company, Mr. Wheeler being secretary and treasurer. In 1882 the name was again changed to that of the New Home Sewing Machine Company. Of this corporation Mr. Wheeler was vice-president, as well as secretary and treasurer. He later became president, but subsequently resigned, but retained the office of treasurer, as well as being a member of the board of directors. How the business has grown from small beginnings to its present extensive status is a story that is familiar to everyone who knows somewhat of the sewing machine industry. The company employs nearly six hundred men and turns out about four hundred machines daily. Mr. Wheeler is also president of the Orange savings [629]
bank and of the Orange national bank, and has been president of the Orange Power company and the Orange board of trade. He has furthermore held office with the Boston mutual life insurance company, is the director of the Athol and Orange City railway company, is president of the Leabitt Machine company, of the Orange good government club and is vice-president of the Home Market club. He married Almira E. Johnson, by whom he had three daughters, only one of whom survives. He is the owner of much real estate, and is erecting a mansion near Orange at the cost of $150,000.

TRANSPORTATION LEADERS.

George F. Baer.

George F. Baer, when a boy, worked on his father's farm in Somerset county, Pennsylvania. He was recently chosen president of the Philadelphia & Reading and New Jersey Central railroad systems, two of the most important transportation corporations in the country. He is also identified with many enterprises of a diversified and extensive nature. He is still in the prime of life, and the secret of his so attaining is an open one—he did not waste time. Young Baer attended school for but a few years, and then entered the office of the Somerset Democrat to learn the printing trade. But he did not permit himself to retrograde in his studies, but instead pored over books and practiced writing at night. When sixteen years of age he managed to get a year's tuition in the Somerset academy and afterward secured a position as clerk in the Ashtola Mills, near Johnstown, Pennsylvania. At the end of twelve months he was made chief clerk. Resigning, he entered the sophomore class at Franklin and Marshall colleges. Next, and in conjunction with his older brother, he bought the Democrat. Then the war broke out and the brother enlisted. Mr. Baer, then hardly nineteen years of age, ran the paper alone. In 1862 he, too, got the war spirit and went to the front. He was mustered out in 1863 and forthwith began to read law with his two brothers. After practicing in Somerset for four years, he went to Reading, where he was retained by the attorney of certain railroads that were trying to compete with the Philadelphia & Reading railroad. The opposing company finally decided that he was worth more for them than against them and so made him its legal adviser. From that time up to his election as president of the corporation he had been its solicitor. He is also interested in coal mines, paper manufacture, banks and insurance corporations, is married and has five daughters.

August Belmont.

August Belmont, builder of the New York City subway, began his career with the handicap of great wealth. His father, August Belmont, senior, was one of the richest and best known American bankers. His son August was graduated from Harvard University in 1875, and for a time gave himself up in large measure to the usual occupations of the youth of fortune. But as he grew older he interested himself more and more in the great banking business established by his father. In the course of a few years he became, on his own account, a power in the financial world. He is now an officer or director in many banking, railway, manufacturing and other [630]
corporations. In addition to these he has been a strong supporter of the best art, literary, patriotic and other American activities, being a member of numerous associations devoted to such movements. He has taken an active part in politics, and is much interested in the breeding of thoroughbred race-horses. His most conspicuous activity, however, has been the building of the subway, which has added so greatly to the transportation facilities of the metropolis.

Alexander Johnston Cassatt.

Another railroad man who has risen from a place of obscurity to a position of prominence is Alexander Johnston Cassatt, who has been president of the Pennsylvania railroad company since June, 1899. Like George H. Daniels, of the New York Central railroad, he started life as a rodman, in 1861, in the employ of the corporation of which he is now the head. Mr. Cassatt preferred to

begin at the foot of the ladder for the sake of the knowledge of the primary details of the business which his so doing gave him, instead of making use of the influence as he probably could have obtained in order to assure him a less humble position. He was born in Pittsburg, December 8, 1839, and was educated at the University of Heidelberg and the Rensselaer Polytechnique institute. After his experiences as rodman, by force of sheer industry and integrity, he rose from place to place until, in 1871, he was made general superintendent of the Pennsylvania system and general manager of the lines east of Pittsburg. Between 1874 and 1882 he held the offices of third vice-president and second vice-president, was elected director in 1883 and was made president of the road in 1899. “Thoroughly ground yourself in the elementaries of your chosen business, and then stick to it,” is Mr. Cassatt’s advice to young men. He is a thorough believer in the old axiom that “a rolling stone gathers no moss.”

George Henry Daniels.

George Henry Daniels, who in his capacity of general passenger agent of the New York Central and Hudson River railroad, is probably better known personally or by repute to the traveling public, than any other man in this country, was born in Hampshire, Kane county, Illinois, December 1, 1842. He began his railroad career as a rodman in the engineering corps of the Northern Missouri railroads, and from that humble position has risen, not rapidly perhaps, but slowly and certainly, until he has the passenger transportation responsibilities on his hands of what is probably the greatest railroad in the United States. After some years of strenuous work, he became, in 1872, the general freight and passenger agent of the Chicago and Pacific railroad, and in 1880 was made ticket agent of the Wabash, St. Louis and Pacific road. After a number of varied experiences, all of which were in the west, and were connected with positions of great responsibility, he acted as assistant commissioner or commissioner for several roads, and in April, 1889, was rewarded for his years of faithful service by being appointed to the position which he now holds. No small portion of Mr. Daniels’s success is due to his personal tactfulness and unfailing courtesy; or, as someone has put it, he knows how to grant a favor without placing the grantee under an obligation, and he knows how to refuse a request without offending the individual who makes it.

[631]

George Jay Gould.

George Jay Gould, whose name is so generally identified with high finance, is the son of the late Jay and Helen Day (Miller) Gould. He was born in New York in 1858 and received his education at the hands of private tutors or in private schools. Inheriting a genius for finance and an instinct for railroading, he has succeeded in successfully conducting those vast enterprises and investments which were brought into existence by his father. Mr. Gould is an ardent devotee of field sports, particularly those of which horses are a part and portion. He married Miss Edith Kingdon, who was at one time a member of Augustin Daly’s Dramatic Company in this city. By her he has two sons, both of whom are as fond of strenuous sports as is their father. Nevertheless he does not permit his pastimes to interfere with his business affairs, and is a familiar figure in the financial districts of New York City. He has been president of the Little Rock and Fort Worth railroad, Texas and Pacific railroad, International and Great Northern railroad, Manhattan Elevated railroad, Missouri Pacific railroad, and the St. Louis and Iron Mountain and Southern railroad. Mr. Gould is a good specimen of the young American who does not let his great wealth hamper his activities.

Clement Acton Griscom.

The placing of young men in positions of extreme responsibility seems to be peculiar to this country. Abroad such positions are usually held by persons of mature or advanced years. That the commercial world of America does not suffer from its departure from European customs in the respect cited is evidenced by its commercial and mercantile progress. Clement Acton Griscom, Jr., manager of the great American line of steamers is a case in point. He was born in 1868 and graduated from the University of Pennsylvania in 1887. His father is Clement Acton Griscom, Sr., president of the line. Griscom, the manager, entered the service of the company the day following his last examination at college and two weeks before he received his diploma. He first worked as office boy in the freight department at a salary of $3.00 per week, and, as the story goes, although a college graduate and the son of the president, the other employes treated him exactly as they did the other boys. His business progress then was something in this order: junior clerk at $5.00 per week; junior clerk in the passenger department, $7.00 per week; clerk in the ticket department, dock clerk from 7 a. m. until 6 p. m., assistant to the manager of the Chicago office, assistant to the general manager in New York, supervisor at the head of the purchasing board steward departments, and finally manager. It will be seen that young Griscom had to “hoe his own row” completely, and, although at the time he, like the ordinary boy, objected to so doing, he now recognizes the wisdom of his father in compelling him to learn all there was to be learned. Under Mr. Griscom’s management, the American Line flourishes. He is also president of the James Riley repair and supply company, a director of the Maritime Exchange and is interested in a number of other enterprises. He married the daughter of General William Ludlow, and his friends say that his home life has had a determining influence on his career in general.

James J. Hill.

Intimates of James J. Hill, the transportation giant of the northwest, say that the ambition of his life is to encircle the world with a system of railroads and steamships, all of which shall be [632] under his guiding hand. He has nearly attained it. He owns the Great Northern railway, which stretches from Seattle, Washington, to St. Paul and Duluth, Minnesota. He is proprietor of the line of steamers which ply between Duluth and Buffalo. He is largely interested in the Baltimore & Ohio railroad, which covers the territory between Chicago, Philadelphia and New York. He is organizing, in Europe, a steamship company whose vessels shall have for their terminal ports Seattle, Washington, on the one side, and Vladivostok, Yokohama and Hong Kong on the other. He is now reaching out across the Pacific to Seattle, intending to connect his Great Northern road with the Trans-Siberian road, and the man who controls all these huge enterprises earned them from humble beginnings, and asserts that the principle that has enabled him to reach power and affluence is simply that of economy. When he earned five dollars a week he saved; now that he is the owner of an income the size of which he can hardly pass upon, he saves, not in miserly fashion, but he detests unnecessary expenditure. Mr. Hill was born near Guelph, Upper Canada, September 16, 1838. He was educated at Rockwood academy and started life in a steamboat office in St. Paul, Minnesota. Hard and continuous work brought its reward in the shape of his being made agent for the Northwestern Packet company in 1865. Then he branched out for himself, establishing a fuel and transportation business on his own account. From that time on his rise was rapid. He founded the Red River Transportation company, 1875; organized the syndicate which secured control of the St. Paul and Pacific railroad, became the president of the organized road and finally merged it with other lines into the Great Northern system of which he is now president. Mr. Hill is married and has several sons, all of whom are following the railroad business.

Melville Ezra Ingalls.

One of the many railroad presidents who began life on a farm is Melville Ezra Ingalls. He was born at Harrison, Maine, September 6, 1842. Brought up on his father's farm, he had his full share of hard work during boyhood. He was first educated at Burlington academy, later at Bowdoin college, and graduated from the Harvard law school in 1863. Establishing himself in practice in Gray, Maine, he soon found that the village was too small for his hopes and ambitions, so he removed to Boston. There he became identified with political affairs and was elected a member of the Massachusetts senate in 1867. In 1870 he was made the president of the Indianapolis, Cincinnati and Lafayette railroad, which was then in a bankrupt condition. A year later he was made receiver for the road. Then it was that Mr. Ingalls' genius for railroading began to show itself. With the aid of the organization in 1873 and 1880, he put the successor of the road, which was the Cincinnati, Indianapolis, St. Louis and Chicago, on a sound footing, subsequently consolidating it with other roads under its final title of the Cleveland, Cincinnati, Chicago and St. Louis railroad, now known as the "Big Four" system. Mr. Ingalls is president of the road, and up to February, 1900, was also president of the Chesapeake and Ohio railroad. Mr. Ingalls' successes have left him the same charitable, genial and approachable individual that he was when a struggling lawyer in a little village in Maine.

INVENTORS. [633]

Alexander Graham Bell.

Alexander Graham Bell, whose name is so clearly associated with the invention and the development of the telephone, was born in Edinburgh, Scotland, March 3, 1847. He was educated at the Edinburgh and London universities, and on graduating went to Canada in 1870, in which country he spent two years endeavoring to decide on a vocation. Later he located in Boston, where he became professor of vocal physiology at the Boston university. It was during this period that he became interested in and made an exhaustive series of experiments culminating in an application for a patent which was granted February 14, 1876. The history of the invention, which is second in importance only to the electric telegraph, is well known to the public. Without going into details, it is only necessary to say that Mr. Bell, like all other successful inventors, had to face and overcome the popular prejudices, and had to protect his rights in the courts through interminable law suits. The place that the telephone fills in the social and commercial economy of the world to-day is also too well known to need emphasis. Professor Bell is also the inventor of the photophone, and is interested in the current scientific efforts of the American association to promote the teaching of the deaf and dumb. Scientific honors have been showered upon him in connection with his inventions. In 1881 the French government awarded him the Volta prize, and he is the founder of the Volta bureau. He is also the author of many scientific and educational monographs.

Charles Francis Brush.

The development and general use of the "arc" electric light is to a very great extent the outcome of the researches of Charles F. Brush. While the "arc" was by no means unknown to electricians prior to Mr. Brush's development of it, it was he who was responsible for its becoming a commercial possibility. Mr. Brush was born in Euclid, Cuyahoga county, Ohio, March

17, 1849. His father was Colonel Isaac Elbert Brush, his mother being Delia Wissner (Phillips) Brush. Both parents came from old lines of American families. After periods spent in public schools in Ohio, Mr. Brush attended the Cleveland high school and graduated from the University of Michigan in 1869. From the first he displayed a fondness for electricity and chemistry, and subsequent to his graduating became an analytical chemist and consulting chemical expert in Cleveland. All this time, however, he was studying electricity, foreseeing the time when it would be one of the chief factors of modern civilization. In 1877 he devoted himself entirely to electrical affairs and a year later presented to the public the light with which his name is identified. In 1880 the Brush Electric Company was formed and the "arc" light grew in favor. A year later it was introduced into England and on the continent. Nevertheless Mr. Brush had the usual experience of inventors, but was successful in litigation and has the satisfaction of knowing that his claims of priority of invention have been recognized by the leading scientific societies in the world. He is interested in a number of electrical enterprises, is a member of many clubs and scientific and charitable institutions. In 1875 he married Mary E. Morris, of Cleveland, by whom he has three children.

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Santos Dumont.

Santos Dumont, who has attained world wide publicity in connection with his daring and novel experiments in ærostatics, is still a young man. He was born in Brazil in 1873 and is of French ancestry, although his father was also a Brazilian by birth. The Santos Dumont plantations at San Paulo are said to be the largest in the country in question, so large indeed that a small railroad runs around it, which is used for the transportation of labor and products. At an early age Santos Dumont developed a taste for mechanics and the railroad was his constant study and delight. When still a boy he was sent to France to be educated, and in that country, some thirteen years since, began to experiment with automobiles, abandoning them, however, in 1893, for ærostatics. His first ascents were made in spherical balloons, but he quickly adopted those of cylindrical form. He has practically invented the dirigible balloon of to-day through the medium of his ingenious arrangement of screws, rudders, motors, cars, shifting weights, etc. He was the first to give up the net and attach his car to the balloon itself. On July 12, 1901, he sailed from St. Cloud to the Eiffel Tower and around in Paris. He has made over half a dozen machines and is engaged on others. During his experiments he has had more than one narrow escape from death, but these have had little or no effect upon his nerve or his enthusiasm.

Peter Cooper Hewitt.

Peter C. Hewitt—who is much in the eye of the scientific world by reason of his invention of an electric "convertor" and his discovery of a wonderful method of electric lighting—is the grandson of the late Peter Cooper, the philanthropist. Mr. Hewitt was born in New York city in 1861, his father being Abram Stevens Hewitt, who held the office of mayor of the metropolis from 1887 to 1889. After being educated by private tutors, he entered the Columbia university, New York city, and on graduating therefrom studied for some years in a technical school in New Jersey. Afterward he became connected with the glue factory established by his grandfather and owned by his father. But that bent toward scientific investigations which seems to have been born in him, prompted him to devote himself to experimental work in the laboratory. A portion of the result of such work has already been alluded to. There are not wanting indications that the electric light devised by Mr. Hewitt will, to a very great extent, take the place of that now furnished by the arc or incandescent filament. It is described as "soft sunlight." Mr. Hewitt is married, his wife being Lucy, daughter of the late Frank Work. He is popular socially, and his private charities prove that he has inherited his grandfather's great-heartedness to no small degree.

John P. Holland.

John P. Holland, the inventor of the submarine boat which bears his name, is an Irishman by birth. He is now about sixty years of age, hale, hearty and devoted to the task of improving the wonderful craft of which he is the creator. Mr. Holland reached this country early in the 70's, but long before that he had come to the conclusion that much of the naval warfare of the future would be done beneath the water rather than on its surface. He states that his convictions in this respect were the outcome of a newspaper account of the fight between the Monitor and Merrimac, which he read about two weeks after the occurrence of that historical conflict. From [635] that time on, he began to form plans and make models for submarine torpedo boats or destroyers. He not only had to contend with great mechanical difficulties, but even when his boat was so far perfected that it could be submitted to the authorities, he encountered prejudices and opposition of the strongest. As the matter now stands, the most conservative of naval experts have become convinced of the importance of the Holland submarine, that, too, not only in this country but abroad. The United States now owns a number of the boats, as does Great Britain. Mr. Holland, when he first came to this country, was a school teacher, and, like the majority of inventors who are not capitalists, had a hard time of it for many years. He was at length fortunate enough to interest some moneyed men in his invention and was enabled to devote himself entirely to it. It is said that his creations provide for every contingency, both above and below water. It was only after prolonged tests of their efficiency that the U. S. government added them to the navy.

William Marconi.

This is eminently the age of young men, and William Marconi is a case in point. He was born at Marzabotto, Italy, September 23, 1875, his father being an Italian and his mother an Englishwoman. After being educated at the universities of Bologna and Padua, he, at a very early age, began to evidence a liking for scientific pursuits. Happily for the world at large, Marconi's father was so placed financially that he could permit of his son following his inclinations to the utmost. After some preliminary work, young Marconi instituted a series of experiments in order to test the theory, which at that time was a theory only, that electric currents under certain conditions are able to pass through any known substance. The result was that when but fifteen years of age he invented an apparatus for wireless telegraphy, which attracted the attention of Sir William Henry Preece, engineer and electrician-in-chief of the English postal service. The apparatus was tested in England and with success. For the next few years Marconi was engaged in perfecting his system. Public attention was called to his further successes in 1897 by messages being sent from Queen Victoria on land to the Prince of Wales (now King Edward), some miles distant on the Royal yacht. Later the British government engaged Marconi to install a number of wireless stations around the southern coast of England, and from that time on, wireless telegraphy has become an accepted fact with civilized governments all the world over. He came to this country in 1889, where he made more experiments and organized and incorporated a company for the commercial use of his methods. At the present writing messages have been successfully sent between England and America, a greater number of liners are equipped with the Marconi apparatus, and the same remark applies to the warships of the United States and European powers.

George Westinghouse.

George Westinghouse was born at Central Bridge, New York, October 6, 1846. Ten years later his parents removed to Schenectady, where he was educated in the public and high schools, spending much of his time in his father's machine-shop. During the Civil war he served in the Union army. At its close he attended Union college, Schenectady, for two years. In 1865 he [636]
invented the device for replacing railroad cars on the track. In 1868 he invented and successfully introduced the Westinghouse air-brake. From time to time he has modified and improved this, one of the most notable of his inventions. He is also the inventor of many other devices connected with railroads, such as signals, automatic and otherwise, electric devices of several sorts and other things which make for the efficiency of transportation in general. He is the president of twelve corporations, a member of many scientific societies, and is also the recipient of medals and decorations from the king of Italy, the king of Belgium and other European notables. It is not too much to say that without the Westinghouse inventions railroading as we know of it to-day would hardly be possible. Apart from adding much to the safety of railroad travel, the Westinghouse brake permits paradoxically enough of speeds being attained which would not be possible under old-time conditions. Mr. Westinghouse's inventive genius has been largely rewarded in a financial manner.

MERCHANTS.

Edward Cooper.

Edward Cooper, one of the more prominent merchants of New York, was born October 26th, 1824. He is the son of Peter Cooper, the philanthropist, and, like his father, has, during the course of a busy life, done much for the well being of the people of the municipality in which he lives. Mr. Cooper was educated in New York public schools and is a graduate of Columbia university. Throughout his life he has been more or less active in New York political affairs, and, while a consistent Democrat, has had no hesitation in putting principle before party. He was one of the leaders of the successful movement which overthrew the infamous Tweed ring. From 1879 to 1881 he was mayor of New York and added to his reputation by the honesty and energy of his administration. Mr. Cooper is associated with his brother-in-law, Abram S. Hewitt, in the conduct of the Trenton Iron Works, New Jersey Steel Works and other enterprises of a like nature. He is a good example of the man who does not permit his business affairs or his wealth to interfere with his obligations as a citizen.

Robert Curtis Ogden.

Robert Curtis Ogden was born at Philadelphia, July 20th, 1836, and is the son of the late Jonathan Curtis Ogden. He was educated in private schools in the city of his birth. On March 1st, 1860, he married Ellen Elizabeth Lewis, of Brooklyn. Since 1885 he has been a partner in the firm of John Wanamaker. His business acumen, as well as his bent toward philanthropic and religious work, has eminently fitted him to hold the responsible position which he occupies in the firm's affairs. In spite of the many commercial duties which are part and portion of Mr. Ogden's every-day life, he nevertheless finds time to attend to the many philanthropic enterprises in which he is interested. In 1889 he acted as a member of the State Johnstown Flood Relief Commission, which accomplished much in the way of relieving the sufferers from the disaster in

question. He is also a director of the Union Hill Theological seminary, trustee of the Tuskegee Institute of Alabama and is first vice-president of the Pennsylvania Society of New York. Mr. Ogden takes an active part in church matters and is the author of several books and pamphlets, including “Pew Rentals and the New Testament—Can They Be Reconciled?” “Sunday School Teaching,” etc. As a contributor to the magazines, he is well known, some of the articles from his pen which have attracted much attention being “Getting and Keeping a Business Position” and “Ethics of Modern Retailing.” Mr. Ogden takes an active interest in the welfare of the young people employed by him and his partners. [637]

Henry Siegel.

Henry Siegel, whose name is identified with those huge so-called department stores, which are cities of commerce inclosed within four walls, was born March 17, 1852, at Enbighein, Germany. His father was the burgomaster of the village, and he himself was one of a family of eight children. Two of his brothers, on attaining manhood, came to this country and were fairly prosperous. The letters that they sent home acted as fuel to the ambitions of Henry, and so when seventeen years of age he sailed for America, and obtained a position in Washington, District of Columbia, in a dry goods house at a salary of three dollars per week. By dint of hard study at night schools he managed to get a fair English education and next became traveler for a clothing house. After some years of hard work, he and his brothers began business for themselves in Chicago and fortune followed their efforts. In 1887 he founded the well-known firm of Siegel, Cooper & Co., of Chicago, again prospered, and in 1896, together with his partners, opened a vast store on Sixth avenue, New York. In 1901 he sold out his interest in the New York enterprise, but immediately acquired the old-established firm of Simpson, Crawford & Co. He simultaneously disposed of his interest in the Chicago concern. A year later he bought a half-interest in the firm of Schlessinger & Mayer, of Chicago. Not content with these undertakings, early in 1903, he began to build a store at Thirty-fourth street and Broadway, New York, and also purchased an entire block in Boston on which he proposes to erect a building which shall dwarf those of which he is already the owner. And so the little German who began life as an errand boy is now one of the merchant princes of America.

Frank W. Woolworth.

Frank W. Woolworth was born at Rodman, New York, April 13, 1852. He passed his boyhood on his parents’ farm, was educated at a district school, and graduated from the Commercial college at Watertown, New York. His start in life was as a clerk in a dry goods store at Watertown. In 1878 he originated the popular five and ten-cent store, which, thanks to his energy and acumen, has attained such marvelous popularity. His employers, Moore & Smith, at his suggestion, bought $50 worth of the cheapest sort of goods and put them with other old shop-worn goods on the counter, displaying the sign “Any article on this counter five cents.” The stock was sold the first day, and Mr. Woolworth then decided to have a five and ten-cent store of his own. Borrowing $325, he opened a place in Utica, New York. The public patronized him and at the end of six weeks he had a net profit of $139.50. In 1869 he removed to Lancaster, Pennsylvania, where he opened a store, and next another at Harrisburg, Pennsylvania. Both of these ventures were successful and he now has stores in nearly every large city in the country, there being eight of such in New York alone. He was married, in 1876, to Jennie, daughter of Thomas Creighton, of Pictou, Ontario, Canada, and has three daughters. Mr. Woolworth’s career is a practical commentary on the value of the maxim that it is unwise to “despise the day of small things.” [638]

FINANCIERS.

William Waldorf Astor.

William Waldorf Astor, the capitalist and author, born in New York city, March 31, 1848 is the son of the noted John Jacob and Charlotte Augusta (Gibbs) Astor. He was educated chiefly by private tutors, among whom was a professor of the University of Marburg. At the age of 23 he was taken into the offices of the Astor estate in order to master the details of each department. Recognizing the need of a thorough legal education, he studied for two years in the Columbia Law School, being admitted to the bar in May, 1875. His father being convinced of the son’s exceptional business ability, subsequently gave him absolute control over all of his property. In 1877 Mr. Astor was elected a member of the New York state legislature from the Eleventh Assembly District, defeating the Tammany Hall and the Independent Democratic candidates. In 1879 he was elected to the state senate and in 1881 was nominated for congress in the district formerly represented by Levi P. Morton, but was defeated by Roswell P. Flower. In August, 1882, President Chester A. Arthur appointed Mr. Astor Minister to Italy. While in Rome he spent much time in studying the early history of the country, and on returning home, in 1885, published his novel, Valentino, which embodies his researches in the mediæval history of Italy. His later novel, Sforza, also deals with Italy in the Middle Ages. Mr. Astor has built the New Netherlands hotel, on Fifth avenue and Fifty-ninth street, New York city, and Hotel Waldorf Astoria, the latter on the site of the old Astor residence. In September, 1890, Mr. Astor moved to London, England, where

he has entered upon a notable career in journalism. He now owns the Pall Mall Gazette, and has founded the Pall Mall Magazine. He is and has been a stockholder and director in several American railroads. He has other interests outside of his vast real estate holdings. On June 6, 1878, he was married to Mary Dahlgren, daughter of James W. Paul, of Philadelphia, Pa. Mrs. Astor died in 1894.

Henry Clews.

When the long-sought-for opportunity to become a banker came to the ambitious young man, now the financier, Henry Clews, he did not let his chances pass him. He was born in Staffordshire, England, August 14, 1840, coming of a good old English family. His father, an able business man, intended Henry for the ministry of the Established Church of England. But at the age of fifteen the boy, visiting America with his father, became so interested in the country and its people that he gave up all idea of becoming a clergyman, and, with his parents' consent, settled in the United States. His first position in this country was as a clerk with an importing [639] firm, in which he rose to a position of responsibility. In 1859 he became a member of the firm of Stout, Clews & Mason, which subsequently became Livermore, Clews & Co. At the outbreak of the Civil War Secretary Chase invited him to become agent for selling government bonds. His unfaltering faith in their worth was shown by his subscribing to the National loan at the rate of five million or ten million dollars per day, even going into debt by borrowing on the bonds. This materially strengthened the public confidence in the government's course of action. When Mr. Chase was congratulated upon his success in placing the war loans, he said: "I deserve no credit; had it not been for the exertion of Jay Cooke and Henry Clews I could never have succeeded." Mr. Clews founded and organized the famous "Committee of Seventy" that successfully disposed of the "Tweed Ring." After the Civil War, besides establishing a distinctive banking business, he became one of the largest negotiators of railroad loans in America or Europe. The present firm of Henry Clews & Co. was established in 1877, its members pledging themselves never to take any speculative risks. Mr. Clews has for many years been treasurer of the "Society for Prevention of Cruelty to Animals," and is also connected with many city institutions and financial corporations. He married Lucy Madison, of Worthington, Kentucky, a grandniece of ex-President Madison. He is a frequent contributor to newspapers and magazines and the author of Twenty-eight Years in Wall Street.

Mrs. Hetty Green.

America's richest woman, Mrs. Hetty Green, is like the majority of wealthy persons, not only able to keep, but to increase her riches. Her genius for finance is admittedly equal to that possessed by any of those individuals whose names are identified with vast and progressive wealth. She was born November 21, 1835, in New Bedford, Mass., her maiden name being Hetty Howland Robinson. Not long after her birth her father, Edward Mott Robinson, died, leaving her a large fortune. She was educated at the Mrs. Lowell's school in Boston. In 1876 she married E. H. Green, of New York City. From thence on she began that financial career which has made her famous. Mrs. Green is said to be interested in nearly every large corporation all over the world. She also has large real estate holdings in a number of cities in this country, and is interested in many enterprises of a general nature. She personally manages her business affairs, and is a familiar figure in Wall Street, and "downtown" New York. Her formula for getting rich is that "Economy is the secret of making money."

John Pierpont Morgan.

John Pierpont Morgan was born at Hartford, Conn., April 17, 1837. His mother was a daughter of the Rev. John Pierpont, a noted clergyman, poet, author and temperance worker. He was educated at the English high school at Boston and at the University of Gottingen, Germany, from whence he graduated in 1857. On returning to the United States he became associated with the banking house of Duncan, Sherman & Co., of New York city. In 1860 he severed his connection with that firm and began business for himself. In 1864 he formed the firm of Dabney, Morgan & Co. Meantime he had become representative of the house of George Peabody & Co., of London, [640] and during the Civil War he was able, through this connection, to render substantial assistance to the Federal government. In 1871 he organized the firm of Drexel, Morgan & Co., and by the death of Mr. Drexel, in 1893, he became senior partner. In 1895 the firm title was changed to J. P. Morgan & Co. He is also head of the firms of J. P. Morgan & Co., of London; Morgan, Hayes & Co., of Paris, and Drexel & Co., of Philadelphia. Mr. Morgan is generally known as the "King of Trust Magnates," on account of his having engineered so many mercantile and financial consolidations; in fact, he has been instrumental in forming the majority of the great corporations or trusts. He gives large sums to charity, is a liberal patron of art, and is a member of all the leading clubs of New York and other cities. In 1865 he was married to Frances Louise, daughter of John Tracy. He has one son, John Pierpont Morgan, Jr., and three daughters. Mr. Morgan's vast operations are not confined to this country. He is an active power in English and Continental financial circles.

John Davison Rockefeller.

The owner of what is believed to be the largest individual income in the world began his business life as a poorly paid clerk in a small provincial firm. John Davison Rockefeller was born

at Richford, New York, on July 8th, 1839. He was educated in the local public schools. In 1853 his parents moved to Cleveland, Ohio, where, while still a boy, he obtained a position as clerk in a general commission house. When nineteen he went into business for himself by becoming a partner in the firm of Clark & Rockefeller, general commission merchants. Subsequently the firm admitted another partner, and under the title of Andrews, Clark & Co., engaged in the oil business. Its so doing, so it is said, was due to the sagacity of Mr. Rockefeller, who was one of the few men of the period who recognized the future and gigantic possibilities of the oil industry. Later changes were made in the organization of the firm, and in 1865, under the name of William Rockefeller & Co., it built the Standard Oil Works at Cleveland. In 1870 the works were consolidated with others and were then known as the Standard Oil Company. From time to time other oil interests were acquired, and in 1882 all were merged into the Standard Oil Trust. Ten years later, however, the trust was dissolved, and from that time to the present the various companies of which it was composed are operated separately, with Mr. Rockefeller at the head of the business as a whole.

Charles Tyson Yerkes.

The Yerkes family is of Dutch origin, and Charles Tyson Yerkes was born June 25, 1837, in Philadelphia, Pennsylvania. He was educated at the Friends' School and the Central High School in his native city, and entered business life as clerk in a flour and grain commission house. He worked without salary, since, in those days, it was counted a privilege to be connected with first-class houses. Because of his close attention to his duties he was presented with fifty dollars at the end of his first year's service. In 1859 he opened a stock broker's office in Philadelphia. During the Civil War he dealt heavily in government, state and city bonds. The panic occasioned by the Chicago fire caught him heavily indebted to the city for bonds sold for it. The authorities demanded settlement; but, being unable to pay in full, he made an assignment. In 1873 he [641]
commenced the recuperation of his fortune, and with success. In 1880 he made a trip to Chicago, and, becoming convinced of the opportunities the west offered to financiers, he joined an "improvement syndicate," of which he later became sole owner. Subsequently he sold his interest in it and opened a banking house in Chicago. In 1886 he obtained control of the North Chicago Railway Company. He added other systems, and finally united several corporations under the title of the Chicago Consolidated Traction Company. Mr. Yerkes was a chief factor in getting the Columbian Exposition for Chicago. He is a devoted lover of art, and possesses a unique collection of pictures. His successful efforts to introduce New World street transportation methods into England are a matter of recent record. In 1861 Mr. Yerkes was married to Mary Adelaide Moore, of Philadelphia.

POLITICAL LEADERS.

Nelson Wilmarth Aldrich.

The republican leader in the senate, Nelson Wilmarth Aldrich, was born in Foster, Rhode Island, November 6, 1841. After having received a common school and academy education, he became engaged in mercantile pursuits in Providence, being entirely successful therein. While a very young man, Mr. Aldrich became interested in the conduct and welfare of public schools. He became so prominent in connection with efforts looking to school improvements that in 1871 he was elected president of the Providence common council. In 1873 he was a member of the Rhode Island legislature, and at 1876 was its speaker. It was about this period that Mr. Aldrich began to take an active part in national politics, in consequence of which he was made member of congress in 1879, holding that office until 1883, when he resigned in order to take a seat in the senate. Since that time he has been more or less continuously in the public eye. He is chairman of the committee of rules of the Fiftieth congress, and is, as already stated, republican leader in the senate. While Mr. Aldrich is not a brilliant orator, he has a remarkable instinct for organization, and it is that faculty more than any other that has obtained for him the prominent position in the Republican party which is now his.

William Jennings Bryan.

William Jennings Bryan was born in Salem, Marion county, Illinois, March 19, 1860. He got an elementary education at home from his mother until he was ten, and then attended public school until his fifteenth year, studying thereafter for two years at Whipple academy, Jacksonville, which he left in order to enter Illinois college. During his college course he was prominent in literary and debating societies and on his graduation, in 1881, delivered the valedictory of his class. For the next two years he studied law in the Union law college, and in the office of Lyman Trumbull, and upon his admission to the bar began to practice at Jacksonville. In 1884 he removed to Lincoln, Nebraska, and became a member of the law firm of Talbot & Bryan. He soon became active in politics, his first public reputation being made in the campaign of 1888. In 1890 he was sent to congress. In 1892 he was renominated and again elected. In 1896 he was a delegate from [642]
Nebraska to the national convention of the Democratic party at Chicago, where his brilliant speech in defense of free silver caused his nomination as candidate to the presidency of the United States. After a most remarkable campaign he was defeated. He was a colonel of the Third

Nebraska Volunteers during the Spanish-American war, and at its termination returned to Nebraska, resuming his political activities. He edits and publishes The Commoner, a weekly periodical, in which he sets forth his political principles. Mary E. Baird, of Perry, Illinois, whom he married in 1884, has borne him three children.

Arthur Pue Gorman.

There are very few people who begin political life as early as Arthur Pue Gorman. He was born March 11, 1839, and at thirteen years of age became a page in the United States senate. In 1866 he was appointed revenue collector in Maryland, which office he held until 1869, when U. S. Grant became president. From 1875 to 1879 he was state senator, and from 1881 to 1899 he was United States senator from Maryland. From 1869 to 1875 he was member of the Maryland House of Delegates. In spite of his limited schooling, he managed by wide and careful reading and practical experience to secure an education in general and in public matters in particular, which has procured for him the position of a notable political leader. It was largely through Mr. Gorman's management that Grover Cleveland was elected to the presidency after an uninterrupted series of democratic defeats for a quarter of a century. Calmness of temper, courage, self-reliance and honesty are the qualities which he possesses, which, too, inspire respect and which win him triumphs. He is an able speaker and a master of parliamentary law. He has strikingly impressed himself upon national affairs, and his name has often been voiced in the press as a fit candidate for the presidency.

Marcus Alonzo Hanna.

Marcus Alonzo Hanna, one of the most prominent figures in national republican affairs, was born September 24, 1837, at New Lisbon (now Lisbon), Ohio. His father was a grocer in that village. Young Hanna was educated at local schools, and in the Western Reserve college and Kenyon college, Ohio. When not in school he was helping his father in the latter's store, and cut short his academic course in order to clerk for his father, who had decided on opening a place of business in Cleveland. Until he was twenty he thus worked, receiving a small salary for so doing. In 1861 his father died, and young Hanna became heir to the business, which he continued to run until 1867. During that year he sold out and laid the foundations of the vast fortune which he now possesses. Mr. Hanna is interested in banks, railroads, mines of many sorts, especially coal, steamship lines, etc. At a comparatively early age he became interested in political questions, into the solving of which he threw himself with characteristic earnestness. For many years he has been chairman of the republican national committee, and in that capacity he secured the nomination of the late President McKinley, as well as obtaining a second term for him. Mr. Hanna is United States senator from Ohio, having been elected to that office in 1897. In his own words, his success may be explained thus: "I was never penniless, because I always saved. I was never hopeless, because I would not be discouraged, and I always felt assured that present endeavors would bring forth future fruit." [643]

Carter Henry Harrison, Jr.

Carter Henry Harrison, Jr., was born in Chicago, April 23, 1860. He is the son of the late Carter Henry Harrison, one of the builders of the City of Chicago, who was its mayor five times. Carter Henry Harrison, Jr., was educated in the public schools, in educational establishments in Altenburg, Germany, at St. Ignatius college, Chicago, and the Yale law school, from which he graduated in 1883. On December 14, 1887, he was married to Edith, daughter of Robert N. Ogden, of the Court of Appeals, New Orleans. He followed his father's profession of law and the real estate business. He also was the publisher of the Chicago Times, 1891 and 1893; was elected mayor of Chicago as a democrat, April 6, 1897, 1899, 1901 and 1903. Mr. Harrison has the courage of vigorous opinions politically, municipally and in other ways. While some may differ from him as to his beliefs and methods, even these admit his possession of those qualities which enable him to successfully fulfil duties that are usually relegated to much older men.

Joseph Wingate Folk.

One of the most prominent and promising young men in the political life in the United States is Joseph Wingate Folk, who was elected governor of Missouri in the fall of 1904. Though Governor Folk's rise has been a very rapid one, it has been the result of qualities which make for the most substantial and enduring kind of political success. Dominating factors of Governor Folk's career have been honesty and a rigid performance of duty. For these he has courted defeat and failure, has even undergone danger to his life. He has refused to listen for a moment to some of the largest financial offers that have ever been made to tempt a servant of the people to betray his trust. Not only has the power of money, but also the corrupt personal influence of many able men, been brought to bear upon him in his work as circuit attorney in St. Louis. Many of his friends, even, endeavored to persuade him that his course of action toward the political leaders in St. Louis would result only in disaster to himself. But Governor Folk's invariable answer was that he accepted public office for no other purpose than to do his duty.

The result has been a great surprise to both his friends and enemies, and the introduction of an uplifting influence in American politics. Governor Folk has won a great personal triumph in his election to the governorship of Missouri, and the indications are that he will rise to still greater

heights. His prominence and influence are rendered all the more notable by the fact that he is only thirty-five years old, and rose from the position of an obscure lawyer to American leadership in the short space of four years.

Governor Folk was born in the town of Brownsville, Tenn., in 1869. He finished his college education at Vanderbilt University, where he was known as a clever, whole-souled young man who devoted much attention to his books, but by no means neglected athletics and the general life of a college boy. He was admitted to the bar in 1890, and began the practice of law in St. Louis, where for some years his experiences were those of the average struggling young attorney. During this period of his career he became a friend of Henry W. Hawes, who was afterward one of his bitterest political enemies. Hawes rapidly rose to a position of considerable power in St. Louis, and when, in 1900, he was asked by the Democratic boss of the city, Edward [644] Butler, to suggest a likely man for the place of circuit attorney, he at once recommended his friend Folk. Butler knew very little of the young lawyer, but on the strength of Hawes' word he accepted him as being sufficiently pliable to serve the corrupt uses of the political machine.

Folk was elected and immediately inaugurated the now celebrated campaign against the corrupt practices of both his political supporters and his enemies. It was the former who suffered chiefly in the execution of Governor Folk's ideas as to his duty. They were at first astonished, then incensed, and finally panic-stricken. Many of those who helped to elect him to office were sent to prison. Others were compelled to take flight to avoid the same fate. The St. Louis political machine, one of the most corrupt in existence, was shattered. It was a herculean task which Governor Folk had mapped out for himself, but his courage, steadfastness and ability carried him to a triumphant conclusion of it, and now he stands before the country as a political leader of the highest type.

LAWYERS AND JURISTS.

Frank Swett Black.

Frank Swett Black was born at Limington, Maine, March 8, 1853. He graduated from Dartmouth, 1875. He entered professional life as the editor of the Johnstown, New York, Journal. Later he became reporter of the Troy Whig, New York. He was a clerk in the registry department of the Troy postoffice, during which time he studied law and was admitted to the bar in 1879. He was a member of congress in 1895 to 1897, and in 1897 was elected by the republicans as governor of New York state. He also won distinction as a trial lawyer and has defended a number of notable cases, among which was the celebrated case of Rollin B. Molineaux.

Frederick René Coudert.

The young man who wishes to succeed in the profession of law would do well to study the life of the lawyer, Frederick René Coudert, whose every act has been marked by fairness and courtesy. He was born of French parentage in the city of New York in 1832, receiving his early education at his father's school in that city. At the age of fourteen he entered Columbia college, graduating with highest honors in 1850, his address on that occasion calling forth much comment from the press. During the next few years he busied himself with newspaper work, teaching and translations, besides studying law; and at the age of twenty-one was admitted to the New York bar. His brothers, Lewis and Charles Coudert, Jr., joining him in the practice of law, they formed the firm of Coudert Brothers, one of the oldest and largest law firms of New York city, and of which Frederick R. Coudert is the recognized head. He has achieved quite a reputation as a speaker and lecturer; and among his most notable addresses might be mentioned one at the centennial celebration of Columbia college, 1887; an eloquent speech in favor of the Democratic [645] union during the campaign of Tilden in 1879, and his public addresses on the arrival of Bartholdi's statue of liberty and the statues of Lafayette and Bolivar. He has been quite active in the political work of the democratic party, but avoiding, rather than asking, public functions, several times having declined nominations which signified election to the bench of the Supreme Court. Mr. Coudert played a prominent part in the election of President Cleveland in 1884. Mr. Coudert's abilities have been of great service in other fields. He was the first president of the United States Catholic Historical Society, holding the office several terms; for years president of the Columbia college alumni association; for years government director of the Union Pacific railroad; for a long time trustee of Columbia and Barnard colleges and of Seton Hall College, New Jersey, besides being the director in numerous social and charitable organizations. In 1880 Seton college awarded him the degree of LL.D., which degree was also given by Fordham college in 1884, and, in 1887, he received from Columbia college the degree of J. U. D. As a mark of recognition the French government presented him with the Cross of the Legion of Honor, which decoration he has also received from the governments of Italy and Bolivia.

James Brooks Dill.

A sturdy Scotch ancestry has given to the lawyer, James Brooks Dill, that pertinacity and determination which successfully overcomes all obstacles. He was born in Spencerport, New York, July 25, 1854, the oldest child of the Rev. James Horton and Catherine (Brooks) Dill. Four

years after his birth his parents removed to Chicago, but upon the death of his father, in 1863, he removed with his mother to New Haven, Connecticut, continuing his studies in the elementary branches. After studying at Oberlin, Ohio, from 1868 to 1872, he entered Yale, graduating in the class of 1876. He now taught school and studied law, and in 1877 came to New York, where he obtained a position as instructor in Stevens' Institute, Hoboken. Mr. Dill was graduated with the degree of LL.D. from the University law school in 1878, as salutatorian, and was then admitted to the bar of New York. Corporation law was made one of his special studies, and, in 1879, he won an important corporation case which soon established his reputation as a corporation lawyer and an authority on this particular subject. His marked business ability, combined with a clear legal mind, made his services sought by the many large and influential corporate interests. He was married in 1880 to Miss Mary W. Hansell, daughter of a Philadelphia merchant, thereupon removing to Orange, New Jersey. He became an active worker in the municipal and social improvement of the Oranges, organizing a People's Bank, of which he has always been a director and counsel. He also assisted in establishing the Savings Investment and Trust Co., becoming director and vice-president. He is now director in the Seventh National Bank of New York City, the Corporation Trust Company of New Jersey, the American School of Architecture at Rome, the New England State Railway Company of Boston, the Central Teresa Sugar Company and others.

Melville Weston Fuller.

The most notable figure of the judiciary of this country is undoubtedly Chief Justice Melville [646]
Weston Fuller, of the Supreme Court of the United States. He is in every way the ideal dignitary of the bench, impressive as to appearance, forceful in forensic oratory, learned in the law and unblemished as to reputation, personal and professional. He was born February 11, 1833, at Augusta, Maine, coming of sterling New England stock. Graduating from Bowdoin college in 1853, and later educated at Harvard law school, he, in 1855, was admitted to the bar. Forming a law partnership in the town of his birth, he later established there a Democratic paper known as The Age, of which he became assistant editor. The venture was successful and The Age became a power in political circles in Maine. Young Fuller was also elected president of the common council, and city attorney for the town. But Augusta was too small a sphere for the rising young lawyer, so in 1859 he went to Chicago, where he opened a law office. Simultaneously he took an active part in Illinois politics. It was not long before he became a recognized political leader locally. In 1863 he became a member of the Illinois legislature, in which capacity he confirmed the beliefs of those who regarded him as a coming man. He was delegate to a number of Democratic national conventions, in each of which he was a prominent figure. President Cleveland appointed him chief justice on April 30, 1888, and he was confirmed and seated the year following.

John William Griggs.

John William Griggs was born at Newton, New Jersey, July 10, 1849. He was graduated from Lafayette college in 1868, and, after studying law, was admitted to the bar in 1871. He practiced law at Paterson until 1876, in which year he was elected a member of the New Jersey general assembly. In 1886 he was president of the New Jersey senate. He was elected governor of New Jersey in 1896, which office he resigned to accept the office of attorney-general of the United States. He resigned the attorney-generalship in 1901.

Oliver Wendell Holmes.

Oliver Wendell Holmes, the son of Dr. Oliver Wendell Holmes, the poet and essayist, was born at Boston, March 8, 1841. He graduated from Harvard in 1861, and from the Harvard law school in 1866. During the Civil war he served three years with the Massachusetts volunteers, and was wounded in the breast in the battle of Balls Bluff, and again wounded at the battle of Antietam. At the close of the war he engaged in the practice of law in Boston, and was editor of the Law Review from 1870 to 1873. In 1882 he became professor at the Harvard law school. In the same year he was made assistant justice in the Supreme judicial court, Massachusetts, and on August 2, 1899, he was made chief justice of the same court.

William Travers Jerome.

William Travers Jerome, who, by reason of being the district attorney of the metropolis, his power of pungent political oratory and his strenuous work as a municipal reformer, is one of the best known and decidedly one of the most interesting figures in the current history of New York, is still a young man. He was born April 18, 1859, in Lawrence, Massachusetts, receiving his initial education at the local public school and from private tutors; he took a classical course at Amherst college, and next was a student at the Columbia university law school of New York city. He was admitted to the bar in 1884 and became connected with a New York law firm. From the [647]
first he gave evidence of being the possessor of those qualities which later made him famous. As a lawyer his learnedly aggressive methods brought him popularity and many fees. As a justice of the court of special sessions, he lived up to the reputation that he had established on the bench. When, a few years since, he threw himself into the political whirlpool, he gave the country-at-large an excellent example of the man who has waited for his opportunity, recognizes it when he sees it and grasps it forthwith. It is not too much to say that Mr. Jerome did more than any one man, or, for that matter, any one group of men to free New York from certain evil influences

which had fastened themselves upon it and its citizens. Here is what he says relative to his political success, but his remarks apply equally to success of all kinds: “A young man must have strong convictions of the right kind, hold to them through thick and thin, be willing to accept defeats smilingly, if necessary begin his work all over again, but still stick to it—and victory is assured.”

Joseph McKenna.

Another of the numerous successful jurists whose ancestry is Irish. He was the son of John and Mary McKenna, his father being from Ireland and his mother from England. He was born at Philadelphia, August 10, 1843, and was educated in the public schools and at St. Joseph college until 1855, when the family removed to Benicia, California, where he entered St. Augustine college and took up the study of law. Directly afterward he graduated and was admitted to the bar. In 1865 he was elected district attorney of Solano county. He served in this capacity for two terms. In 1873 he was elected to the legislature, and one year later the republicans nominated him for congress, but he was defeated, and not only on this occasion but again in 1878. In 1884, however, he was elected, and a year later entered congress, where he remained, by re-election, until 1891. As a member of the ways and means committee he had a great deal to do with important tariff legislation. In 1892 President Harrison appointed him circuit judge. In 1897 he entered McKinley’s cabinet as attorney-general, but in December of the same year was appointed judge of the Supreme Court of the United States to succeed Justice Field. He was married in San Francisco, 1869, to Amanda Borneman.

Alton Brooks Parker.

Alton Brooks Parker comes from good old New England stock. He was born in Worcester, Massachusetts, May 14, 1851. Later his family moved to Cortland, New York, in which place he was educated, graduating from the normal school at that place. He spent three years in teaching, and then entered a law school at Kingston, New York, and afterward took a course at the Albany law school, where he was graduated in 1872. After being admitted to the bar, he formed a partnership with W. S. Kenyon at Kingston, New York. In 1877 Mr. Parker was elected surrogate of Ulster county, and was again re-elected in 1883. Two years later he was appointed, by Governor Hill, justice of the Supreme Court to fill the vacancy occasioned by the death of Hon. Theodoric R. Westbrook. At the end of the year he was elected justice for the full term. In January, 1889, the second division of the Court of Appeals was created, and Judge Parker was appointed to it, he being the youngest member who ever sat in the Court of Appeals in New York [648]
city. The second division court was dissolved in 1892, and at that time Governor Hill appointed him member of the general term of the first department, where he continued until 1895. He has always been active in politics and has been a delegate to nearly every state convention, and also to the national convention in 1884 which nominated Grover Cleveland. In 1895 he was chairman of the Democratic state executive committee. In 1897 he was elected by a majority of over sixty thousand to the office of chief justice of the Court of Appeals, the highest judicial office in the state of New York. He has often been mentioned as a possible candidate for president by the Democratic party. He was married October 16, 1873, to Mary L. Schoonmaker.

SOLDIERS AND SAILORS.

Adna Romanza Chaffee.

Adna Romanza Chaffee was born at Orwell, Ohio, April 14, 1842. He was educated in the public schools and entered the army July 22, 1861, serving first as a private, but the close of the war, March 31, 1865, found him a captain. In 1868, in fighting the Comanche Indians on Paint Tree creek, Texas, he was made a major for gallantry in that and other campaigns, and was finally made lieutenant-colonel. At the breaking out of the Spanish-American war he was appointed brigadier-general of the United States volunteers, commanding the third brigade, fifth corps, in the Santiago campaign. He was promoted to major-general United States volunteers, July 8, 1898, and was honorably discharged as major-general, April 13, 1899, but was again appointed brigadier-general United States volunteers, one year later and assigned to the command of the United States forces for the relief of the United States legation at Pekin, China. In 1901 he was made a major-general United States army.

George Dewey.

George Dewey, the third admiral of the United States navy, was born at Montpelier, Vermont, December 26, 1837. His father, Julius Yemans Dewey, was a physician. George attended school in Montpelier and at Johnson, Vermont. In 1853 he entered the University of Norwich, Vermont, but, instead of completing his course, he secured an appointment in the United States naval academy in 1854. He was graduated with honors in 1858 and was attached to the steam frigate Wabash. In 1861 he was commissioned a lieutenant and assigned to the steam sloop Mississippi, of the West Gulf squadron. He saw his first service under fire with Farragut in 1862, served with distinction all through the Civil war, and, at the close, he was commissioned lieutenant-

commander. From 1868 to 1870 he was an instructor in the naval academy. Promoted to a captaincy in 1884, he was placed in command of the Dolphin, but in 1895 was returned to the European station in command of the flagship Pensacola; there he remained until 1888, when he was ordered home and appointed chief of the bureau of equipment, ranking as commander. On February 26, 1896, he was commissioned commander and made president of the board of inspection and survey, which position he held until January, 1898, when he was given command [649] of the Asiatic station. While at Hongkong Prince Henry of Germany gave a banquet, at which he proposed a toast to the various countries represented, but omitted the United States, whereupon Commander Dewey left the room without ceremony. Three days after the beginning of the war with Spain President McKinley cabled him at Hongkong: "Proceed at once to the Philippine Islands. Commence operations, particularly against the Spanish fleet. You must capture or destroy the vessels. Use utmost endeavor." Dewey's success in carrying out these orders is known to all the world. President McKinley yielded to the popular demand that the rank of rear-admiral be revived in favor of Dewey. Accordingly, on March 3, 1899, the appointment was confirmed in executive session of the United States senate. He was married at Portsmouth, New Hampshire, October 24, 1867, to Susan B., daughter of ex-Governor Ichabod Goodwin, who died in December, 1872; he was again married to Mrs. Mildred Hazen in Washington on November 9, 1899.

Robley Dunglison Evans.

Robley Dunglison Evans, better known as Fighting Bob Evans, was born at Floyd Courthouse, Virginia, August 18, 1847. His father was a physician and a farmer, his mother being the daughter of John Jackson, of Fairfax county, and sister of James Jackson, who shot Colonel Ellsworth for capturing a Confederate flag on the roof of his hotel. Robley was educated at a country school and Gonzaga classical school, Washington, D. C. On September 20, 1860, he was appointed to the United States naval academy by Congressman William R. Hooper, from the Utah Territory. He was made a midshipman in 1860, and promoted to ensign in 1863. In 1864 and 1865 he served with his ship in the North Atlantic blockade squadron. He saw considerable service in the West Indies, and, in the attack on Fort Fisher, in 1865, received rifle shot wounds which disabled him for a time. In 1866 he was commissioned lieutenant; in 1868 was made lieutenant commander, and was later assigned to duty at the navy yard, Washington, and still later at the naval academy, Annapolis. From 1877 to 1881 he was in command of the training ship Saratoga, and later was promoted to commander. In 1891-'92 he was in command of the United States naval force at the Behring Sea to suppress sealing. In 1893 he was promoted to captain. During the Spanish-American war Captain Evans was in command of the battleship Iowa, which achieved distinction during the battle of Santiago, when the fleet of Admiral Cervera made an attempt to run the blockade. He served all through the Spanish-American war, and, in 1898, by his own request, he was detached from the command of the Iowa and was assigned to duty as a member of the board of inspection and survey. He was married in 1860 to Charlotte, daughter of Frank Taylor, of Washington, District of Columbia.

Fred Funston.

Fred Funston was born in Ohio, November 9, 1865. His father was a prominent public man and one time a member of congress from Kansas. He was graduated in 1886 from the high school at Iola, Kansas, and later studied for two years in the state university at Lawrence, but was not graduated. In 1890 he was a reporter in Kansas City, and his first public work was done as botanist in the United States death valley expedition in 1891. Returning he was made a [650] commissioner in the department of agriculture and was assigned to explore Alaska and report on its flora. In 1893 he floated down the Yukon alone in a canoe. He served eighteen months in the insurgent army in Cuba, and upon his return to the United States, in 1896, was commissioned a colonel in the Twentieth Kansas volunteers. In 1898 he went to the Philippines and took part in several battles. He crossed the Rio Grande river at Calumpit on a small bamboo raft under heavy fire and established a rope ferry by which the United States troops were enabled to cross and win the battle. For this deed of valor he was promoted to brigadier-general of the United States volunteers May 2, 1899. He remained in active service in the Philippines and organized the expedition which succeeded in the capture of Aguinaldo. For this he was promoted to brigadier-general United States army, March 20, 1901.

Richmond Pearson Hobson.

Many of our naval and army officers are of southern birth. Richmond Pearson Hobson is a case in point, since he was born at Greensboro, Alabama, August 17, 1870. His ancestors were English and many of them were members of the nobility. Young Hobson, after a course in the public schools and the Southern university at Greensboro, entered the United States naval academy at Annapolis in 1889. He was immediately appointed a midshipman on the Chicago, under command of Rear-Admiral Walker and ordered to the European station. Upon his return he received the compliment of an appointment as one of the United States officers permitted by the British government to receive a course of instructions at the Royal navy college, Woolwich, England. Here he remained three years, taking a special study in naval architecture. On returning home he received an appointment to the navy department at Washington, and discharged his duties with such fidelity and intelligence that he was given an appointment as assistant naval constructor. He was later ordered to the Brooklyn navy yard, where he remained one year. Next he went to

Newport News to inspect the battleships Kearsarge and Kentucky, which were under construction there. He then became instructor in the post-graduate course in naval instruction, which he inaugurated at the naval academy in 1897. In 1898 he, with his pupils, was ordered to join Sampson's fleet at Key West, with which he remained until the performance of the remarkable and historic feat of bottling up Cervera in the harbor of Santiago de Cuba. He received a great deal of deserved honor for this achievement, and was nominated by President McKinley March 1, 1899, to be advanced ten numbers from number one from the list of naval constructors for extraordinary heroism. This is said to be the greatest possible promotion in the naval service for gallant conduct in the face of the enemy. Hobson has done subsequent excellent work and is the author of a number of works on subjects relative to his profession.

Winfield Scott Schley.

Winfield Scott Schley was born in Frederick, Maryland, October 9, 1839. After being educated in the public schools he entered the naval academy at Annapolis, September 20, 1856, and was graduated in 1860. During the Civil war he served in various capacities, and at its close he was commissioned lieutenant-commander and was made instructor in languages at the United States naval academy. In 1884 he volunteered for, and was placed in command of, the relief expedition [651] sent to the arctic regions in search of Lieutenant Greely and his companions. Two other attempts to relieve Lieutenant Greely had been failures, but Commander Schley's determination and intrepidity carried his expedition to success, and the seven survivors of the expedition were found and brought back, together with the bodies of those who had perished. In recognition of this achievement, the Maryland legislature presented him with a gold watch and a vote of thanks, and the Massachusetts Humane Society gave him a gold medal, and a territory west of Cape Sabine was named Schley land. He was also commissioned to carry, to Sweden, the remains of John Erickson, for which King Oscar awarded him a gold medal. In 1898 he was made commodore. Previous to the outbreak of the Spanish-American war he was given command of the "Flying Squadron." On May 19 he was ordered by Sampson to blockade Cienfuegos. On May 29, he had been ordered to Santiago by the navy department and there he discovered the Spanish fleet in the harbor. At 8:45 of that day Sampson steamed eastward to Siboney, thus placing Schley in command. Scarcely an hour later the Spaniards emerged from the harbor, the Brooklyn, Schley's ship, signalling, "clear ship for action," "the enemy escaping to westward" and "close action," and steamed forward to meet the advancing enemy. One after another the Teresa, Oquondo, Biscaya and Colon were run aground under a storm of American projectiles. The credit of this victory was claimed by Sampson, but as he was absent at the time, it became ultimately recognized by the American people that Schley had fought and won the victory. His ship was nearest to the Spanish squadron at the time of action and was the most badly injured of all the American fleet. At the close of the war he was placed on waiting orders. He was married in Annapolis, Maryland, September 10, 1863, to Anna Rebecca, daughter of George E. and Marie Caroline Franklin.

William Rufus Shafter.

William Rufus Shafter was born at Galesburg, Michigan, October 16, 1835. He was brought up on a farm and received a common school education. He entered the Union army as first lieutenant of the Seventh Michigan infantry. He rose in rank, and when mustered out of the volunteer service, in 1865, entered the regular army as lieutenant colonel. In 1867 he was breveted colonel and given congressional honor for gallant conduct at the battle of Fair Oaks, Virginia. He was made a brigadier-general May 3, 1897, in charge of the department of California and later a major-general of volunteers; May, 1898, he went to Tampa, Florida; afterward to Cuba, where he commanded the military operations which ended in the surrender of Santiago de Cuba in July, 1898, while at the close of the war he received his share of criticism for some incidents of the campaign, yet his personal gallantry and technical skill have never been questioned. His success in his chosen profession may be traced to his putting into practice the ruling axiom of his life, which he formulates thus: "I think that, when a man once finds the thing he likes, and for which he is best fitted, he is bound to like it always, and stick to it."

Joseph Wheeler.

General Joseph Wheeler gained "three stars" on his coat-collar, in contending for the "Lost Cause." He now has the two stars of a United States major-general in the Cuban war. General [652] Wheeler was, from boyhood, a careful and painstaking student of the profession which he adopted. He was born at Augusta, Georgia, September 10, 1836, and was sent to West Point at seventeen. While others were passing their leisure moments in sport, young Wheeler could be found in the library, poring, with deepest interest, over those volumes which spoke of campaigns and battles, both ancient and modern, and examining military maps and plans of battle of distinguished generals. From the cavalry school at Carlisle, Pennsylvania, he went, in the spring of 1860, to New Mexico, and, in March, 1861, returned to Georgia. He became a first lieutenant of Confederate artillery at Pensacola, and led the Nineteenth Alabama infantry regiment as colonel. At Shiloh he had two horses shot under him, and is said to have carried the regimental colors in his own hands. On the retreat from Kentucky, Colonel Wheeler, as chief of cavalry, covered the movement. During this campaign, he met the enemy in thirty fights and skirmishes. Having been made a brigadier-general, on recommendation of Bragg, Polk, Hardee and Buckner, he was sent to Middle Tennessee. The Union troops at that time reported that "not a nubbin of

corn was obtained without fighting for it." Here he received the *sobriquet* of "The Little Hero." General Wheeler was sick when the American troops attacked Santiago, but he hastened on a litter to the point of danger, and by his words and example stimulated his men to victory. He was retired as brigadier-general September 10, 1900.

EXPLORERS.

Evelyn Briggs Baldwin.

Evelyn B. Baldwin, the well-known arctic explorer, was born in Springfield, Missouri, July 2, 1862. He is the son of Elias Briggs Baldwin, who served with distinction during the Civil war. The subject of this sketch was educated at the public schools in Dupage county, Illinois, and, on graduating from the Northwestern college, Naperville, Illinois, taught in district schools for some time. After an experience as professional pedestrian and bicyclist in Europe, he returned to this country and was appointed principal of high schools and superintendent of city schools in Kansas. Next we hear of him as attached to the United States weather bureau and becoming inspector-at-large of the signal corps of the United States army. In 1883 he was a member of the Peary expedition to North Greenland in the capacity of meteorologist. In 1897 he made a voyage to the Andree balloon station in Spitzbergen, hoping to join that ill-fated scientist, but arrived a few days too late. In 1898 he accompanied Wellman's polar expedition as meteorologist, and secured valuable data in connection with same. He also organized and commanded the Baldwin-Ziegler polar expedition in 1901. He is the author of several works on arctic exploration and is the member of a number of scientific societies.

Frederick Albert Cook.

Dr. Frederick A. Cook, physician by profession and explorer by inclination, was born in Callicoon Depot, Sullivan county, New York, on June 10, 1865. He is the son of Dr. Theodore Albert Cook and was first educated in Brooklyn, graduated from the University of the City of New [653]
York in 1890, and received his medical degree from that institution in the same year. His work of exploration has been confined to the arctic regions. He was surgeon of the Peary expedition in 1891 and acted in the like capacity for the Belgium antarctic expedition in 1897. Dr. Cook has a fertile pen, and it is mainly through its efforts that he is as well known to the American people as he is. He has contributed liberally to the leading magazines, writing on the problems of the north and south poles; is the author of a monograph on the Patagonians, and has published a work entitled The First Antarctic Night. He is a member of a number of scientific societies, has been decorated by King Leopold of Belgium and has received medals from foreign geological societies as a recognition of his services in the lines indicated.

Sven Anders Hedin.

The ancient Norseman's desire to wander and to conquer still stirs the blood of many of his modern descendants. Happily nowadays, the wandering is done for the benefit of humanity and the conquests are those of peace and not of the "Swan Path." Sven Anders Hedin, explorer and geographer, is a case in point. He was born at Stockholm, February 19, 1865, and is the son of Ludwig Hedin, official chief architect of Stockholm. When a mere child he exhibited the traits that distinguished his later years, and there are many stories told of how his parents were kept on the alert to prevent their baby—for he was not much more—from playing truant, which he did whenever the opportunity offered. The boy was indeed father to the man, and his parents, on his finishing his education, had the wisdom not to attempt to thwart his expressed desire to become an explorer. Had they done so the world would possess much less geographical knowledge than it now does. After courses in the universities of Stockholm, Upsala, Berlin and Halle, he began his travels. The Orient attracted him, and he made journeys through Persia and Mesopotamia. In 1895 he was a member of King Oscar's embassy to the Shah of Persia. He is best known in connection with his explorations in Asia, those of Khorasan, Turkestan and Thibet being especially notable. Hedin is the author of many works on travel and has contributed largely to those journals which are published in the interest of science of geography.

E. Burton Holmes.

E. Burton Holmes, who is well known to the American public through his lectures on foreign countries, was born in Chicago, January 8, 1870. He is the son of Ira and Virginia (Burton) Holmes. Educated at first in the Allen academy, and subsequently in the Harvard school, Chicago, he, not long after his graduation, began to evince that uncontrollable desire to see the world which is innate in the breast of the born explorer. Notwithstanding that he is still a comparatively young man, Mr. Holmes has managed, since he attained his majority, to visit Japan, Algeria, Corsica, Greece and Thessaly. He has also taken part in an expedition sent under the auspices of a scientific organization to Fez, Morocco. All of the continental countries of Europe are known to him, as are the Hawaiian Islands, the Philippine Islands and China. He has visited the Yellowstone Park and the Grand Canyon of the Colorado river. His first appearance on the lecture platform was in 1890, and since then he has appeared in nearly all of the American [654]

cities. Mr. Holmes has graphic powers of description, which explains the popularity of his addresses. His lectures have been published in book form.

A. H. Savage Landor.

The power of purpose is emphasized in the career of A. H. Savage Landor, artist and explorer. Son of Charles Savage Landor, and the grandson of Walter Savage Landor, author and poet, he was born in Florence, Italy; was educated in that city, and afterward went to Paris to study art. There he entered the studio of Julian, one of whose favorite pupils he soon became. There is every likelihood that he would have become prominent in art circles had it not been for his keen desire for travel. So deserting the easel for the knapsack, he visited Japan, China, Corea, Mongolia, India, Napaul, Thibet, America, Australia, Africa and other countries. He lived for some time among a curious race of aborigines known as the Hairy Ainu, in the wilds of Northern Japan. Mr. Landor is best known to the reading public by reason of his explorations in Thibet and the remarkable book which was the fruit thereof. During his sojourn in “The Forbidden Country” he underwent incredible hardships, and as a result of the tortures inflicted upon him by the natives who held him prisoner for some time, he will probably be a sufferer to the end of his days. A man, who when riding on a saddle studded with sharp spikes, can take note of the physical features of the surrounding country and can calculate the height of the plateau over which he is passing in agony must be molded from that kind of stuff of which hero adventurers are made. Likewise does he show the power of a purpose over the dangers and difficulties that threaten to thwart it.

Fridtjof Nansen.

Of the several explorers who have endeavored to solve the mysteries of the Arctic regions, none perhaps is better known than Fridtjof Nansen, a descendant of the old Vikings. He was born in Christiania, October 10, 1861, and is the son of a lawyer well known in Norwegian legal circles. After an education, which began at home, he graduated from the University of Christiania, and immediately began to exhibit those nomadic tendencies which distinguish the born explorer. His first trip to the far north was in 1882, when he made a voyage to the seas surrounding Greenland. Returning with much valuable geological and zoological data, he was appointed curator of the natural history museum at Bergen. In 1889 he took his second trip to the Arctic, when he succeeded in crossing Greenland. Subsequent thereto he was made curator of the Museum of Comparative Anatomy of Christiania university. His most memorable undertaking, however, was in 1893, when he endeavored to reach the North Pole. Although he did not accomplish his object, he succeeded in getting nearer to it than had any of his predecessors. On that occasion he spent three years in the Arctic region, and again returned laden with data which, from a scientific standpoint, was invaluable. He was next appointed professor of zoology of the Christiania university. Nansen has published several books dealing with his life work, including Esquimaux Life, Across Greenland and Farthest North. He has also written a number of articles for magazines. He married Eva Sears, who was well known in musical circles of the continent.

[655]

Robert Edwin Peary.

Robert Edwin Peary, the brilliant Arctic explorer, was born at Cresson, Pennsylvania, May 6, 1856. After a course in public schools he entered Bowdoin college, graduating therefrom in 1877. In 1881 he was appointed civil engineer to the United States navy. From 1884 to 1885 he acted as assistant engineer in the surveys for the Nicaraugua ship canal, and from 1887 to 1888 was engineer in charge of further surveys for the same project. In this connection he invented the rolling lock-gate for canals. He inaugurated his career as Arctic explorer in 1886, when he made his famous reconnaissance of the Greenland inland ice cap, a thing that none of his predecessors had attempted. In 1891 he undertook another expedition to the north under the auspices of the Academy of Natural Sciences of Philadelphia. He also determined the insularity of Greenland, for which he received medals from a number of scientific organizations. Still another voyage was made in 1893, and a year later he discovered the famous Iron Mountain, which proved to consist of three meteorites, one of them weighing ninety tons. Some of the meteorites he brought back with him during a summer trip made in 1896. In 1898 he again started north in an endeavor to reach the North Pole, but was not successful. Lieutenant Peary married Josephine Diebitsch in 1888. He is the author of several books on his work in the arctic regions and of a great many papers in geological journals and popular magazines. He once remarked that even Polar ice would melt “by heat of effort,” meaning that any obstacle can be destroyed by enthusiasm and persistency.

Henry Morton Stanley.

The career of Sir Henry M. Stanley is not only of a more or less romantic nature, but furnishes lessons that are as obvious as they are useful. Beginning life as an unknown boy, he is now one of the best-known, as he is the most highly honored of men. And he has thus achieved, through the medium of his stalwart mental and physical attributes. Sir Henry was born in Denbigh, Wales, and emigrated to the United States in 1856. He was adopted by a New Orleans merchant, whose name he now bears. Coming north, he became connected with the New York Herald, and in 1870 was sent to Africa by that newspaper, in order to explore some of the then unknown sections of that country. Returning to America, in 1874, he was ordered at brief notice by James Gordon

Bennett, of the Herald, to find Dr. Livingston, the late famous traveler and missionary, from whom no tidings had been heard for some time. Stanley successfully carried out the instructions. Subsequently he discovered the source of the Congo, and still later his explorations, undertaken at the request of the King of Belgium, resulted in the foundation of the Congo Free State. He also commanded the Emin Pasha relief expedition. Since 1895 he has been a member of the British parliament. His books are many and have for the most part to do with his adventures and experiences in Africa. He was knighted by the late Queen Victoria for his services to science as explorer.

Walter Wellman.

Walter Wellman, journalist and explorer, was born in Mentor, Ohio, November 5, 1858. He was educated in the district schools, and during his boyhood gave evidence of his journalistic instincts, for when but fourteen years of age he established a weekly newspaper at Sutton, [656] Nebraska. When he attained his majority, he founded the Cincinnati Evening Post, the venture being of a successful nature. For many years he was political and Washington correspondent of the Chicago Herald and Times-Herald. Mr. Wellman, in 1892, succeeded in locating the landing place of Christopher Columbus, on Watling Island, in the Bahamas, and erected a monument upon the spot. In 1894 he took his initial trip to the Arctic regions, making explorations on the northeastern coast of Spitzbergen. Four years later he explored Franz Josef Land, where he discovered many new islands and made valuable contributions to Arctic geography. As a writer on subjects connected with the frozen north, he is well known by reason of his articles in leading magazines. He has also written on political and general topics.

EDUCATORS.

Elisha Benjamin Andrews.

Elisha Benjamin Andrews was born at Hinsdale, New Hampshire, January 10, 1844. He received a public school education, meantime working on a farm. At the outbreak of the Civil war, although only seventeen years of age, he enlisted and served with distinction, being promoted to the rank of second lieutenant. A severe wound destroyed the sight of his left eye, and he received his honorable discharge in 1864. Forthwith preparing for college at Powers institute, he later studied at Wesleyan academy, entered Brown university and was graduated in the class of 1870. During the two years following he was principal of the Connecticut Literary institute at Suffield. In 1874 he graduated from the Newton Theological institution and was the same year ordained pastor of the First Baptist church, Beverly, Massachusetts. One year after he accepted the presidency of Denison university, Granville, Ohio. Afterward he held the professorship of homoletics, pastoral theology and church polity in Newton Theological institution, where he remained three years, and after studying a year in Germany, he filled the chair of professor of history and economy in Brown university. In 1889 he was elected president of Brown university. He has always been noted for his interest in public questions and has been a liberal contributor to magazines and other periodicals. He has published several books on history, philosophy and economics. In 1870 he married Ella A. Allen, of Boston, and has had two children by her.

Nicholas Murray Butler.

Nicholas Murray Butler was born at Paterson, New Jersey, April 2, 1862. He was educated in the public schools of his native city, where his father for many years had been president of the board of education. At sixteen he entered Columbia College, New York, and was graduated in 1882. The following year he received the degree of A.M. from his alma mater, and in 1884 the degree of Ph.D. The same year he visited Europe, studying at the universities of Berlin and Paris. Upon returning to America, in 1886, he became an instructor in philosophy in Columbia college. In 1890 he was made professor of philosophy, ethics and psychology. For a number of years he was president of the board of education of Paterson, New Jersey, and in 1887 he organized the [657] New York college for the training of teachers, and which is now the Teachers' college, Columbia university. In 1891 he founded the magazine Educational Review, which he has edited ever since and which is probably the foremost educational publication in the world. He is also the editor of the Teachers' Professional Library and has published numerous educational essays and addresses. In 1894 he became an examiner for the state of New York, and in the same year was elected president of the National Educational association. In September, 1901, he was elected president of Columbia university to succeed Seth Low. On February 7, 1887, he married Susanna Edwards Schuyler. One daughter is the issue of the union.

Charles William Eliot.

Charles William Eliot was born in Boston March 20, 1834. After a period spent in the public schools he was prepared for college at the Boston Latin school, and entering Harvard he graduated in 1852. After graduation he took a position as tutor of mathematics in Harvard and went through an advanced course in chemistry with Professor Josiah P. Cook. In 1858 he

undertook a trip to Europe to investigate its educational methods and make a further study of chemistry. From 1865 to 1869 he was professor of analytical chemistry in the Massachusetts institute of technology. In 1867 he was elected a fellow of the American academy of arts and sciences, and also became a member of the American philosophical society. He has delivered many noteworthy addresses on educational and scientific subjects and has written a number of text books, essays and educational contributions to periodicals. His principal works are text-books on chemistry, which were written in conjunction with Professor Francis H. Storer. In 1869 he was elected president of Harvard university. He is a member of many scientific societies and is regarded as an authority on abstruse questions and problems of chemistry and allied sciences.

William Herbert Perry Faunce.

The Rev. W. H. P. Faunce, D.D., the new president of Brown university, Providence, Rhode Island, is not an example of success under difficulties. He has never experienced reverses, and he has always improved his opportunities. His father, Thomas Faunce, was a prominent clergyman at Worcester, Massachusetts, and had preached in Plymouth, in that state, which is the home of many generations of the family. I called upon Dr. Faunce, and was invited into his study. He is only forty years of age, a courteous, broad-minded gentleman. “I was born in Worcester,” he said, “but received a public school education at Concord and at Lynn, and in 1876 entered Brown university. After I was graduated, I taught for a year in mathematics, during the absence of a professor in Europe. I always intended to become a minister, and I entered Newton Theological Seminary. Eight months before graduation, I preached one Sunday in the State Street Baptist church, of Springfield, Massachusetts. It was a large church, having a membership of seven hundred and fifty. I did not know that the pulpit was vacant, and, peculiarly enough, chose for my text the sentence, ‘I that speak unto you am He.’ At the close of the services, I was asked to be their pastor, and, after I was graduated from the seminary, I was ordained. It was in 1889 that I was asked to preach as a candidate in the Fifth Avenue Baptist church, of New York, which I [658] regret to leave. I refused to be a candidate; but members continually came to Springfield to hear me, and finally I was called. All along I have been more or less identified with college work, and my congregation tell me they have been expecting I would leave and devote myself to educational lines. For a number of years, I have been one of a board of preachers at Harvard, preaching there three weeks in the autumn, and three in the winter, and for six weeks each summer (the summer quarter), at the University of Chicago, where I also taught in theology. Again, I have preached quite regularly at Cornell, Amherst, Wellesley and Brown.” “Have other colleges asked you to become president?” “Yes; that is, two official boards of two colleges have sounded and invited me, but I considered that my work here was too important. Brown, however, is my alma mater.” “You must spend much time in study,” I remarked. “I have always kept my studies up,” replied Dr. Faunce. “I have been abroad three times to study German, French and philosophy. I am a great believer in constant work.” “Success? you ask. Why, success involves the complete expression of all of one’s powers, and every one leaves a lasting impression on the life of the world. The man who is sincere in the expressing of himself, in whatever line it may be, becomes a factor in the world. Genuine success is the kind that is helpful to others, as well as to the one who is striving. Every other kind falls short of the mark and becomes stale. How to achieve success? you ask. Show strong, absolute whole-heartedness in whatever you undertake; throw yourself, body, mind and soul, into whatever you do. Patiently master details. Most of the men that I know who have failed have ignored details,—have considered them petty and insignificant. They have not realized the importance of small things.” “Do you think the average man appreciates this?” I asked. “No.” Here Dr. Faunce was called away for a moment, and I picked up a book of Browning’s poems. These lines in “Christmas Eve” were marked:

Whom do you count the Worse man upon earth?
Be sure he knows, in his conscience, more
Of what Right is, than arrives at birth.

When he returned I asked: “Do you think that the worse individual, a useless member of society, can elevate himself and be of consequence?” “Most decidedly, and through work, congenial work. The happiest hours of a man’s life should be when he is working. A man will not succeed who is continually looking for the end of the day. Vacations are necessary, but they are for the sake of work and success.”

Arthur Twining Hadley.

The father of Arthur Twining Hadley, now president of Yale, was Professor James Hadley, a Yale graduate of 1842. He was a tutor at Yale three years, and, in 1857, he took President Woolsey’s place as professor of Greek. This place he held until his death, in 1872. His mother was Ann Twining, an intellectual woman, who completed the full Yale course in mathematics before the days of the “new woman.” Thus, young Hadley was, as Oliver Wendell Holmes might say, “fortunate in the choice of his parents.” He first saw the light at New Haven, April 23, 1856. Becoming a Yale graduate, in 1876, he was the valedictorian of his class. He spent some years in Berlin, and became a tutor in 1879, a lecturer at Yale (and Harvard) on political science in 1883, [659] and a professor in 1886. He had also done journalistic work on several newspapers. His work on “Railway legislation” has been translated into French and German, and twice into Russian. He made two reports as commissioner of labor statistics for Connecticut, in 1885 and 1886. He wrote, at the Harpers’ solicitation, the article on “Yale” in their well-known volume, “Four Universities.” In 1891 he married Helen Harrison, daughter of Governor Luzon B. Morris, of

Connecticut. President Hadley is the ideal educator, learned, sympathetic, progressive and possessing an intimate acquaintance with the details and duties of his onerous position.

William Torrey Harris.

William Torrey Harris was born North Killingly, Connecticut, September 10, 1835. He was educated in local common schools and academies, and for two and a half years was a member of the Yale college class of 1858, but left before graduating. In 1857 he went to St. Louis, where, for some time, he acted as teacher, principal, assistant superintendent and superintendent of public schools. At the Paris exposition of 1878 thirteen volumes of reports prepared by Mr. Harris, and contributed to the educational exhibit of the United States, attracted such attention that he was given the honorary title of officier de l'Academie. The reports were placed in the pedagogical library of the Paris ministry of public instructions. When Mr. Harris resigned, in 1880, on account of failing health, the city of St. Louis presented him with a gold medal and a purse of $1000. He next visited Europe, representing the United States bureau of education at the international congress of educators held at Brussels in 1880. In 1889 he again represented the United States bureau of education at the Paris exposition, and on December 12 of the same year he was appointed United States commissioner of education and removed to Washington, D. C. Mr. Harris has contributed many educational articles to the magazines and was the founder of the Journal of Speculative Philosophy.

Henry Mitchell McCracken.

Henry Mitchell McCracken was born at Oxford, Ohio, September 28, 1840. His early education was obtained in the public schools and later at Miami university, from whence he graduated in 1857. He also studied at the United Presbyterian theological seminary at Zenia, Ohio, at the Princeton theological seminary, and at Tubingen and Berlin universities. His first professional work was that of a teacher of classics and a public school superintendent. From 1857 to 1860 he was pastor of the Westminster church at Columbus, Ohio, and later of the Presbyterian church at Toledo, Ohio. In 1868, he was elected chancellor of the Western university, at Pittsburg, and in 1880 was made vice-chancellor and professor of philosophy in the New York university, which position he held until 1891, when he was made chancellor. He is the author of numerous educational and theological works. In 1872 he married Catherine Hubbard. Chancellor McCracken's life work has had a dominating influence on educational theories and methods in this country. His powers of professional expansion have enabled him to keep pace with the drift of modern thought and sentiment.

Woodrow Wilson.

Woodrow Wilson was born at Staunton, Virginia, December 28, 1856. He is of Scotch ancestry. [660]
After being trained in private schools of Augusta, Georgia, and Columbia, South Carolina, he graduated from Princeton in 1879, and then studied law at the University of Virginia. Being admitted to the bar, he practiced for a year in Atlanta, Georgia, and later entered Johns Hopkins university for a graduating course in history and politics. In 1885 he was chosen as an instructor in history and politics at Bryn Mawr college and in 1886 he received the degree of Ph.D. from Johns Hopkins university. In 1888 he was a member of the faculty in Wesleyan university, and in 1890 was called as the chair of jurisprudence at Princeton. In August, 1902, he was elected president of Princeton to succeed President Patton. He has published a number of educational text-books and historical, biographical and political works. His most recent and perhaps most important work is a history of the American people, issued in five volumes. President Wilson is well known as a lecturer on military and political subjects, through the medium of his contributions to various periodicals.

EDITORS.

Henry Mills Alden.

Harper's Magazine is one of the classics in the vast library of monthly publications. Magazines, like people, have their periods of elevation and depression. But Harper's has maintained a steady level of high-class individuality, this being due in no small degree to the work of Henry Mills Alden, who, since 1869, has been its editor-in-chief. Mr. Alden was born at Mount Tabor, near Danby, Vermont, November 11, 1836. He attended public school at Hoosick Falls, New York, graduated from Williams college in 1857, and from the Andover theological seminary in 1860, but he never took orders. His literary bent was made manifest early in life, and, after much general work with his pen, he became managing editor of Harper's Weekly, which position he held until he was put in charge of the magazine. For some time he was lecturer at the Lowell institute, Boston. He is the author of some religious books, and also of Harper's Pictorial History of the Great Revolution, Mr. A. H. Guernsey being associated with him in the production of that work. Mr. Alden's life story is that of a man who, having a purpose, hopes on and works on, ceasing not until his hopes are lost in full fruition.

Edward William Bok.

Edward William Bok, who, since 1888, has been the editor of the Ladies' Home Journal, was born in Helder, Holland, October 9, 1863. He came to this country with his parents when six years of age and was educated in the public schools of Brooklyn. He then learned stenography and entered the employ of the Western Union Telegraph Company. Finding that his position had no future for him, he, in 1884, became connected with the firm of Henry Holt & Co., publishers, and later with the Scribner firm, with which he remained. His industry and integrity gained for him the respect of his employers, and when finally he became desirous of securing the control of the publication of which he is now owner, he had no difficulty in obtaining the needed capital with which to accomplish his desires. Mr. Bok is married and is the author of "A Young Man In [661] Business," "Successward," etc.

James Monroe Buckley.

Of the several publications which voice the views of the religious world, perhaps none is better known or more generally read than is the New York Christian Advocate. Under the editorship of the Rev. Dr. James M. Buckley, the Advocate has become more than a mere reflex of the opinions of its contributors. It is a power for good and the extent of its usefulness is only bounded by the limits of its circulation, which are world-wide. Dr. Buckley was born in Rahway, New Jersey, December 16, 1836, his father being the Rev. John Buckley. Educated at first in Pennington, New Jersey, seminary, he later spent a year in the Wesleyan university, and afterward studied theology at Exeter, New Hampshire. He became a member of the New Hampshire conference of the Methodist Episcopal church in 1858, was called to Troy in 1863, and to Brooklyn three years later. Dr. Buckley has traveled extensively, and no small portion of the popularity of his work on the Advocate is due to the wide experience of men and manners which he acquired during his wanderings abroad and in this country. He is the author of several books, including Travels on Three Continents, Land of the Czar and the Nihilists, The History of Methodism in the United States and others. Dr. Buckley's literary work in general is distinguished by a breadth of view and a charity of spirit which are only possible to the man of large mind and wide horizons.

Richard Watson Gilder.

If a magazine contributor was asked what, in his opinion, represented the ultimate happiness of his ilk, he would probably reply, "the editorship of the Century." That enviable position is at present held by Richard W. Gilder, and that Mr. Gilder has done honor to the wisdom which placed him in the editorial chair, is made manifest by the body matter of the magazine itself. He was born in Bordentown, New Jersey, February 8, 1844, his father being the Rev. William H. Gilder, and he was educated in the seminary established by his father at Flushing, Long Island. In 1863 he became a private in Landis' Philadelphia battery, and, at the expiration of his term of service, had a year's experience as a railroad man. Later he was correspondent, and afterward managing editor, of the Newark (New Jersey) Advertiser. From that time on Mr. Gilder has lived in an editorial atmosphere. In connection with Newton Crane he established the Newark Register, next edited the defunct New York monthly publication called Powers at Home, made his mark while so doing, attracted the notice of the Scribner management, and was made managing editor of its magazine in 1870 and editor-in-chief in 1881. Mr. Gilder has taken a prominent part in movements and organizations which had for their object the improvement of municipal conditions. He has held office as chairman of the New York tenement house commission, was the first president of the New York kindergarten association and is president of the Public Art League of the United States. He is also a member of the City club and of the Civil Service Reform league. His published books of poems include The Celestial Passion, Five Books of Songs and Two Worlds.

George Burton McClellan Harvey.

One of the most prominent, as well as one of the youngest occupants of an editorial chair is [662] George Burton McClellan Harvey, who is president of the famous publishing firm of Harper & Brothers and editor of the North American Review. He was born at Peachan, Vermont, February 16, 1864, being the son of Duncan and Margaret S. (Varnum) Harvey. Educated at Peachan Academy, Mr. Harvey began his journalistic life by becoming reporter on the Springfield (Massachusetts) Republican. Subsequently he was on the reportorial staff of the Chicago News and the New York Herald, of which latter newspaper he was eventually made managing editor. He bought the North American Review in March, 1899, and was placed in charge of Harper & Brothers' affairs a year later. Notwithstanding the onerous nature of his editorial duties, Mr. Harvey finds time to act as president of several electric railroads, in the construction of which he was also interested. Governors Green and Abbott, of New Jersey, respectively appointed him colonel and aide-de-camp on their staffs. The irresistible force of character and ability properly directed is shown by the career of Mr. Harvey.

George Howard Lorimer.

Horace Greeley is credited with the aphorism that "It is the man and not the machine, the editor and not the newspaper, that brings about the smooth running of the first and the popularity of the second." George Howard Lorimer, editor-in-chief of the Saturday Evening Post,

furnishes an excellent illustration of the verity of Greeley's assertion. Under his management, the Post has, during the past few years, attained a popularity which was forbidden to it before he took charge of its affairs. The Post was founded by Benjamin Franklin, and it is the policy of Mr. Lorimer to retain somewhat of the quaint features of its earlier issues, but he weds them to modern methods. By means of this policy he has succeeded in galvanizing a moribund publication into active and prosperous life. Mr. Lorimer was born in Louisville, Kentucky, October 6, 1868, and is the son of the Rev. Dr. George and Belle (Burford) Lorimer. He was educated at the Moseley high school in Chicago, and took courses at Colby and Yale universities. In 1893 he married Alma Viola, daughter of Judge Alfred Ennis, of Chicago. Mr. Lorimer has, through the medium of the Saturday Evening Post, proven that literary matter of a helpful and elevating nature can be made as attractive to the average reader as so-called "popular fiction."

Whitelaw Reid.

Whitelaw Reid, the editor of the New York Tribune, was born in Xenia, Ohio, October 27, 1837, and is a graduate of Miami university, Oxford, Ohio. After leaving college Mr. Reid entered journalism, becoming editor of the Xenia News. In 1860 he was legislative correspondent, and a year later was war correspondent for several newspapers. In 1862 he became Washington representative of the Cincinnati Gazette. After a period spent in the service of the government, including the acting as librarian in the House of Representatives, Mr. Reid in 1866 tried his hand at cotton planting in Louisiana. But the newspaper instinct was too strong in him to warrant his being anything but a writer. In 1868, therefore, he became a member of the editorial staff of the Tribune; in 1869 he was appointed its managing editor and has been its editor-in-chief and practical proprietor since 1872. In 1877 he declined the appointment of United States minister to [663]
Germany and again in 1881. In 1889 he was United States minister to France, was special ambassador from this country to Queen Victoria's Jubilee in 1897, and was a member of the Peace commission in Paris in 1898. He was nominated for the vice-presidency in 1892. Mr. Reid is the author of a number of books on political and journalistic questions. His life has been full of many but faithfully discharged duties.

Albert Shaw.

Albert Shaw, editor of the American Review of Reviews, was born in Shandon, Butler county, Ohio, July 23, 1857. He is the son of Dr. Griffin and Susan (Fisher) Shaw. Graduating from Iowa college, Grinnell, Iowa, in 1879, he became part owner of the Grinnell Herald, while taking a post-graduate course in constitutional history and economic science. He also studied history and political science at the Johns Hopkins university. All this was preparatory to entering the profession which he had chosen as his life work. Next he became editorial writer on the Minneapolis Tribune in 1882, studied journalism in Europe for a year, and in 1891 began to conduct the well-known publication with which he is now identified. Mr. Shaw is the author of a number of works on municipal government and political science, on which subjects he is accepted as an authority. He is a member of many learned societies and is well known on the lecture platforms of the universities and colleges of this country. Mr. Shaw is an excellent example of the value of thorough preparatory work looking to a given career.

Henry Watterson.

Henry Watterson, who is responsible for the editorial policy of the Louisville Courier-Journal, was born in Washington, D. C., February 16, 1840. He was educated by private tutors, this owing to his being threatened with blindness. During the war he acted as staff officer in the Confederate army. When peace was established he at once engaged in newspaper work, and has ever since been more or less conspicuous in the field of journalism. Elected a member of congress in 1875, he has since, although repeatedly offered office, uniformly declined it. He was delegate-at-large from Kentucky for six Democratic national conventions. Mr. Watterson is not only distinguished as a journalist and author, but he has a well-deserved reputation as an orator. His command of the English language, allied to his general wit and braininess, have made his editorials famous throughout the country. He is the author of works on the Civil war and others. In 1865 he married the daughter of the Hon. Andrew Ewing, of Tennessee.

PUBLISHERS.

Frank Nelson Doubleday.

The founder of the flourishing publishing house of Doubleday, Page & Co., of New York, is Frank Nelson Doubleday, who was born in Brooklyn in 1862, being the son of W. E. Doubleday. He was educated at the Polytechnic institute of the City of Churches, and during his school days gave indications of his future career, for before he had finished his studies he had established quite a flourishing job printing business among his schoolmates and friends. When fifteen years [664]
of age he got a position with the Scribners as errand boy, remaining with the firm for many years in a number of capacities. He founded the publication entitled "The Book Buyer," and when Scribner's Magazine was started he was made its manager and publisher. The average young

man would have been contented with this position, which was honorable, professionally, and lucrative, financially. But young Doubleday was ambitious, and so in 1897 he joined the S. S. McClure Company. After a brief stay with them, he formed the Doubleday & McClure Co., book publishers. The firm flourished and published many works of well-known authors, including Rudyard Kipling's "Day's Work." It was at this time that a close friendship was formed between Mr. Doubleday and the famous author. In 1900 Doubleday, Page & Co. came into existence, associated with the senior partner being W. H. Page, former editor of the Atlantic, and H. W. Lanier, who is a son of the poet, Sydney Lanier, and others. The firm established World's Work, a magazine that achieved an immediate success. Another venture of the company was "Country Life in America," which is typographically and artistically very beautiful. This magazine, too, was an emphatic success. He married Neltje de Graff, a descendant of a historic Dutch family. Mrs. Doubleday is the author of a number of works, many of which have to do with natural history subjects, including "Bird Neighbors" and "Nature's Garden," both of which are well known to students of nature.

Isaac Kauffman Funk.

Originality has been a powerful factor in the career of the noted clergyman, editor and publisher, the Rev. Dr. Isaac Kauffman Funk. He was born at Clifton, Greene county, Ohio, September 10, 1839. His parents, John and Martha (Kauffman) Funk, were descendants of early Holland-Swiss emigrants to Pennsylvania. Graduating from Whittenberg college, Springfield, Ohio, with the degree of D.D., he from this same institution, in 1896, received the degree of LL.D. From 1861 to 1872 he was engaged in active work in the Lutheran ministry. At the end of that time he resigned his pastorate and traveled extensively in Europe, Egypt and Palestine. Upon returning to America he became associate editor of the Christian Radical. In 1876 he founded and published in New York city the Metropolitan Pulpit, now the Homiletic Review, acting as its editor-in-chief. His former college classmate, Adam W. Wagnalls, a lawyer of Atchison, Kansas, became in 1877 his partner, and the firm name was changed to I. K. Funk & Co., and later, in 1891, to Funk & Wagnalls Co. Their several branch houses in Canada and England, as well as their many published books which have met with public favor, testified to the business successes of the members of the concern. Dr. Funk is the founder of some well-known periodicals, among which The Voice, The Literary Digest and The Missionary Review are the most important. He also published a standard dictionary of the English language, of which he was editor-in-chief. The production of this work was a gigantic undertaking, costing nearly one million dollars.

William Randolph Hearst.

It is usually supposed, and rightly so, that a young man who inherits much wealth is not very likely to make his mark in the world. The career of William Randolph Hearst furnishes an [665] exception to the general rule, however, for, in spite of being handicapped by a comfortable fortune, he has achieved no small reputation as a newspaper editor and publisher. Mr. Hearst was born in San Francisco, California, and is the son of the late United States Senator George F. Hearst. He is the owner of the San Francisco Examiner and other well-known newspapers. In 1895 he bought the New York Journal, later purchasing the Advertiser and consolidating it with the Journal to secure a franchise. In 1900 he founded the Chicago American, which paper has the largest morning circulation in the city in which it is published. At present Mr. Hearst is publishing altogether five large newspapers: two in New York, two in Chicago and one in San Francisco. He is a firm believer in the theory of so-called "yellow journalism," claiming that with its help he reaches the masses. His papers are noted chiefly for their brilliant editorials. Mr. Hearst advocates the cause of the laboring classes, is a member of congress, has been mentioned as a possible candidate for the Presidential nomination on the Democratic ticket in 1904.

Edward Everett Higgins.

If you should ask Edward E. Higgins, the publisher of Success, what are the characteristics which have given him his present position in the publishing world, he would doubtless reply, "Courage, persistence and patience." He has had an unusually varied training and experience. He was born on April 4, 1864, in Chelsea, Massachusetts, and, after a preliminary education in the local grammar and high schools, which were then considered among the best in the state, he entered the Massachusetts Institute of Technology and was graduated as an electrical engineer in 1886. He obtained there the mathematical training which has remained with him ever since, and which has contributed not a little to his acknowledged power of distinguishing between the possible and the impossible in both engineering and business matters. Foreseeing the great future of the electric street railroad, he became associated, in its earliest development, with the Sprague and Edison companies, and it was largely through his efforts that electricity was first introduced into Buffalo and other cities of New York state. Acquiring a large fund of information on street railroad matters at home and abroad, Mr. Higgins became, in 1893, the editor of the Street Railway Journal, and has won an international reputation as a statistical, engineering and financial expert on street railway matters. In 1899 he perceived an opportunity to develop a large and important home publication from what was then a small and struggling periodical—Success—and acquired an interest, intending that it should be merely a side issue. But the phenomenally rapid growth of Success soon called for Mr. Higgins' entire time, and the result is seen in the fact that Success, with its circulation of over 300,000, now, after only four years' time, is one of the first half-dozen American magazines in circulation, prestige and general standing, and no paper

is more useful or valuable in the home.

Louis Klopsch.

No better example of the zealous religious worker, disinterested benefactor and talented journalist can be cited than the subject of this sketch, Louis Klopsch. He was born in Germany, March 26, 1852, receiving only a common school education. In 1886, after having removed to New York, he married May E., daughter of the Rev. Stephen Merritt. Becoming interested in [666] newspaper work, he became the proprietor of the Daily Reporter, New York. He was also owner of the Pictorial Associated Press from 1884 to 1890, and has had charge of the Talmage sermon syndicate since 1885. On his return from Palestine, in 1890, he became connected with the Christian Herald, which he purchased in 1892. Since that time he has, through his paper, raised and distributed nearly $2,000,000 in international charities. In recognition of his relief work, during the Russian famine of 1892, he was received by the Czar of Russia, and in 1898 the English and Indian governments extended official thanks to him for his services in behalf of famine-stricken India. President McKinley appointed him one of the three commissioners in charge of the relief of the starving Reconcentradoes in Cuba, and for this purpose he raised nearly $200,000. In the spring of 1900, accompanied by Gilson Willets, Mr. Klopsch visited the famine and cholera fields of India, and through his paper, in six months' time, secured a fund of $700,000 for their relief. He has also guaranteed the support of five thousand famine orphans in India.

Samuel Sidney McClure.

One of the leading magazine publishers of to-day, Samuel Sidney McClure, was born in County Antrim, Ireland, February 17, 1857. Being an ambitious youth, he naturally turned to America, "the land of opportunity." By his own earnest efforts he succeeded in securing a liberal education, being graduated from Knox college, Illinois, in 1882, obtaining the degree of A. M. in 1887. September 4, 1883, he was married to Harriet, daughter of Professor Albert Hurd, of Knox college, Galesburg, Illinois. He established, in November, 1884, a newspaper syndicate, and in 1893 he founded McClure's Magazine, which ranks among the most popular periodicals of the day. His national reputation is largely due to this enterprise. His executive ability has made him the president of the S. S. McClure Company, and he has been a trustee of Knox college since 1894. Mr. McClure has discovered and recognized a human need, and by filling that need is realizing his well-merited success.

Frank Andrew Munsey.

The rise of Frank A. Munsey from a poor postoffice clerk in Augusta, Maine, to the head of one of the most profitable publishing houses in the world has been as rapid as it is remarkable. His only capital when he began his current business were his ideas and his nerve; yet, in less than ten years, he has made a fortune. Mr. Munsey was born in Mercer, Maine, August 21, 1854, the son of Andrew C. and Mary J. Munsey. After securing an ordinary education in the public schools of Maine, he began his business career in a country store, and later became manager of the Western Union telegraph office of Augusta, Maine. When, in 1882, he went to New York and started the Golden Argosy, a juvenile weekly (now the adult monthly, The Argosy), his friends thought he was as unwise as he was reckless. It is said that some of them actually proposed an inquiry into his sanity. Having made money by The Argosy, he invested it, in 1890, in a magazine, launching Munsey's Weekly, which he converted October, 1891, into Munsey's Magazine. He now also publishes The Puritan and the Junior Munsey, besides newspapers in New York and Washington. Although more widely known as a publisher than an author, he has written several [667] books, including Afloat in a Great City, 1887; Boy Broker, 1888; Tragedy of Errors, 1889; Under Fire, 1890, and Deering Forte, 1895.

Joseph Pulitzer.

Extraordinary energy and executive ability and a Napoleonic faculty of perceiving and utilizing the talents of others, are the qualities upon which the journalist and publisher, Joseph Pulitzer, has built his reputation and his fortune. He was born in Buda-Pesth, Hungary, April 10, 1847, and, after receiving a classical education in his native city, came to the United States at the age of sixteen. For two years he served as a private soldier in the Federal Army, and, afterward, failing to gain a foothold in New York city, he went to St. Louis, where he became a reporter on the Westliche Post, a German newspaper then edited by Carl Schurz. Studying law, he was next admitted to the bar of Missouri. Then he was made managing editor of the Post, and in 1869 was sent to the Missouri legislature. In 1878 he bought the St. Louis Dispatch, uniting it with the Evening Post as the St. Louis Post-Dispatch, which is now one of the most successful publications of the west. In 1883 Mr. Pulitzer purchased the New York World, which, thanks to his journalistic genius, is now one of the most widely read newspapers published in New York city. He was elected to congress in New York for the term of 1885 to 1887. In 1890 he erected in Park Row one of the most striking and costly newspaper buildings in the United States. In 1896 he was a strong advocate of the National (gold standard) Democratic party. Mr. Pulitzer has always been distinguished by his generous and courteous treatment of his subordinates.

John Brisben Walker.

Among the leading magazine editors of to-day is John Brisben Walker, the author and publisher of the Cosmopolitan Magazine, who is also the founder of Cosmopolitan university. He was born in western Pennsylvania, September 10, 1847, and is the son of John and Anna (Krepps) Walker, and his early education was received at Gonzaga Classical School, Washington, D. C. In 1863, he entered Georgetown university, remaining there until he received appointment to the United States military academy at West Point, in 1865. In 1868, however, he entered the Chinese military service, in which he remained for two years. Returning to America, he was married, in 1870, to Emily, daughter of General David Hunter Strother. For the next three years he was engaged in manufacturing in western Pennsylvania. In 1872 he was a candidate for congress on the Republican ticket, but was defeated. During the panic of 1873 his entire fortune was swept away. But, in spite of political and financial failure, Mr. Walker rapidly forged to the front again. He next entered in journalism, and for three years was managing editor of the Washington (D. C.) Chronicle. Then he moved to Colorado, and for about nine years was a successful alfalfa farmer in that State. In 1889 he located in New York, and bought the Cosmopolitan Magazine, of which he is still the editor. The entire plant was moved to Irvington-on-Hudson in 1895. While Mr. Walker has achieved notable success in the magazine business, the most notable work of his life was the founding of the Cosmopolitan university in 1896.

ORATORS. [668]

Albert J. Beveridge.

When the Indiana legislature elected Albert J. Beveridge to the United States senate in 1898, he was but thirty-six years of age, and with one exception was the youngest member of the distinguished body in question. Mr. Beveridge was born October 6, 1862, in a log cabin of Highland county, Ohio, his father being a small farmer. When the war broke out the year preceding his birth, his father and his four half-brothers entered the army, while his mother volunteered as a nurse. Moving to Illinois, they settled near Sullivan, renting a small farm there. At the age of ten the future senator was a full-fledged farm hand. At fourteen he was a railroad laborer and at sixteen joined a logging camp. Whenever he could find no work he attended school. At the age of seventeen young Beveridge heard that the district cadetship for West Point was to be filled by competitive examination. He was one of the competitors, and, although practically self-educated, took second place on a list of twenty-five. In 1881 he managed to enter De Paw university, his capital consisting of $50. By wheat-cutting in the summer, serving as a steward in the college club, and winning money prizes offered to students, he managed to pay his way. Graduating from college with high honors, he went direct to Indianapolis, called on General Benjamin Harrison and asked permission to study law with him. Failing in this, he obtained employment with Messrs. McDonald, Butler & Mason, well-known lawyers at the Indiana capital, and soon became a third partner in the firm. In 1889 he opened an office of his own, and his first fee was from Governor Hovey. His initial political speech was in 1884, and, as someone has put it, he turned out to be “a revelation, a dream of oratory and a trip-hammer of argument.” His fame as a speaker being established, he was in demand in all directions. His subsequent career is well-known to the public at large. In 1887 he married Miss Catherine Maud Langsdale, daughter of George J. Langsdale, the editor of a well-known paper in Indiana.

Champ Clark.

Through the medium of a highly successful career, Champ Clark, who has a national reputation as stump speaker and forensic orator, furnishes yet another illustration of the possibilities that lie before the young American who determines to “get there.” Mr. Clark was born in Anderson county, Kentucky, March 7, 1850. First educated in the local schools, he later studied at the Kentucky university, Bethany college and the Cincinnati law school. In order to support himself while acquiring his education, he worked as a farm hand, a clerk in a country store, an editor of a country newspaper, and finally as a lawyer. Not long after he had begun to practice law for a livelihood he commenced to take an active interest in political affairs and was at length elected city attorney of Louisiana, Mo., and later for Bowling Green, Mo. He has served as prosecuting attorney of Pike county, and since 1893, has been a member of congress from the Ninth Missouri district. Mr. Clark’s eloquence, apart from his other notable qualities, makes him a prominent figure in congressional affairs.

William Bourke Cockran.

W. B. Cockran, the well-known lawyer and politician, who is also one of the most popular orators before the public, was born in Ireland, February 28, 1854. He was educated in that country, and later in France. When he landed in New York in 1871, he knew no one in America and had exactly one hundred dollars in his wallet. But he was well educated, of marked ability, and ambitious to the highest degree. Failing to secure something better, he became clerk in A. T. Stewart’s store. A month later, however, he obtained a position as teacher in a public school on Rutgers street, where he taught French, Latin and history. Still later he accepted an appointment as principal in a public school in Westchester. But at this period Mr. Cockran had mapped out his future. He had determined to become a lawyer, and when on Saturdays his time was his own, he [669]

studied law in the office of the late Chauncey Schaffer. Saving some money, he resigned as school principal, and for nearly a year did nothing but read. In 1890 he was admitted to the bar of New York. His rise thenceforward was rapid. Very soon he became known as a man of great ability as an advocate and of supreme eloquence as a speaker. It was not long before he had a lucrative practice, and took a foremost place among the best lawyers of the metropolis. In the meantime his repute as an orator had attracted the attention of democratic leaders, and hence it was that Mr. Cockran was in demand at national democratic conventions and "on the stump." He was elected member of congress in 1891, serving in that capacity until 1895. In 1896, however, he refused to accept the 16 to 1 theory of the Democratic party and did his utmost to elect McKinley. Some will call Mr. Cockran a fortunate man, but as a matter of fact his fortune, professional and financial, is the outcome of his persistent industry and sincerity.

John Warwick Daniels.

John Warwick Daniels was born at Lynchburg, Virginia, September 5, 1842. He was educated in the public schools of the town, at Lynchburg college, and also at Dr. Gessner Harrison's university school. During the Civil war he was an adjutant-general in the Confederate army, serving on the staff of General Early. At the close of the conflict he took up the study of law at the University of Virginia and graduated in 1866. He has practiced ever since at Memphis, Va. He was elected to the state senate in 1875 and was a member of the Virginia House of Delegates from 1869 to 1872. In 1881 he was democratic candidate for governor of Virginia, but was defeated. As member of congress in 1885 to 1887, and since 1887 as United States senator he has been much in the eye of the public. He is one of the most eloquent of forensic orators in America, as well as being the author of several well-known legal works.

Carl Schurz.

The riper years of Carl Schurz are so generally identified with the peaceful and progressive things that are the fruits of the rostrum of the orator and the sanctum of the editor that it seems hard to associate him with the stormy and romantic incidents that crowded his youth. Born in Liblar, Rhenish Prussia, on March 2, 1829, he was educated at the Cologne gymnasium, and at the age of seventeen entered the University of Bonn. When, in 1848, the revolutionary spirit became actively in evidence, he, together with Gottfried Kinkel, a professor of the university, started a liberal newspaper. As the consequence, the young men were forced to flee from Bonn. [670] Later, Schurz received a commission as adjutant in the revolutionary army, and upon the fall of Badstadt was compelled to fly to Switzerland. His friend Kinkel was captured and sentenced to twenty years' imprisonment. Schurz, however, did not desert his friend, but returning to Germany, by the exercise of marvelous courage and ingenuity, liberated Kinkel, and went with him to Scotland. Subsequently, and in Paris, Mr. Schurz entered the journalistic profession. In 1855 he, accompanied by his young wife, whom he had married while under the ban of the German authorities, came to America and settled in Philadelphia. Afterward he went to Madison, Wisconsin, where he became identified with local political affairs. He soon became a prominent figure in state politics. In the interval he had been admitted to the bar and now opened an office in Milwaukee. In 1860 he was a member of the national republican convention, and when Lincoln became president he was made minister to Spain. During the Civil war he served with distinction under General Franz Sigel, who had been his old commander in Germany. In 1866 he was made Washington correspondent of the New York Tribune. Later he established the Detroit Post. He disposed of his interest in it, and in 1867 removed to St. Louis, where he became editor of the Westliche Post. In January, 1869, Mr. Schurz was made United States senator for Missouri. He has taken an active and even strenuous part in presidential campaigns for many years. In 1884, 1888 and 1892 he supported Mr. Cleveland. When he visited Europe, in 1888, he was cordially received by Prince Bismarck and other German leaders. He is an author, having published several books, including a life of Henry Clay and an essay on Abraham Lincoln. His screeds are often seen in periodical literature.

MUSICIANS.

Walter Johannes Damrosch.

It is questionable if there is a better method of giving intellectual pleasure to a large number of people than by teaching them concerted singing. More than that, music is admittedly one of the most powerful factors in the bringing into being those finer qualities which are identified with the higher civilizations. It follows, then, that the man who devotes his life to cultivating a love of music among the masses is a public benefactor. Such an individual is Walter J. Damrosch, who is both well known and popular in this country in connection with his work on the lines alluded to. Mr. Damrosch was born at Breslau, Prussia, January 30, 1862. His father was Dr. Leopold Damrosch, his reputation as a conductor being of an international nature, led to his coming to this country in 1871 to become director of the Oratorio society and Symphony society of New York. In the meantime Walter had received a thorough musical training under his father, and, when the latter died, in 1885, he succeeded to the directorship of the organizations named. Since that period his continuous and conscientious work for the popularizing of vocal music has borne

fruit not only in New York, but in many other cities of the United States. Mr. Damrosch was also the director of German opera at the Metropolitan Opera House and added to his reputation in connection therewith. Mr. Walter J. Damrosch is married to Margaret, daughter of the late James G. Blaine. [671]

Henry Lewis Reginald De Koven.

When individuality is allied to talent the world stands ready to recognize, applaud and recompense. But the welding process is not to be accomplished without faithful and constant effort. The results approximate genius so closely that the division between it and mere talent is more theoretical than absolute. All this applies to Henry L. R. De Koven, the composer, who is one of the younger, and, at the same time, one of the most successful of American musicians. Comic operas there are and comic operas there will be, but in most instances the end of their vogue marks also the end of their existence. In the case of Robin Hood, The Highwayman, and other of Mr. De Koven's works, it is otherwise. Those named and others bid fair to remain popular beyond the limits of this generation. The composer was born at Littleton, Connecticut, April 5, 1861, his father being a clergyman. At first educated in public schools, he later went abroad, and was graduated from Oxford, England, in 1880. Like other successful composers, he gave indications of his love of music at an early age, and, during his college course, fostered his special gifts by constant study. After graduating, he studied still further under masters at Stuttgart, Florence, Paris and Vienna. On returning to this country he acted as musical critic on various publications coincidently with his work as a composer. Apart from his many operas he has written a number of songs. In 1884 he married Anna Farwell.

Maurice Grau.

Maurice Grau, who for many years was prominently identified with the exploiting of grand opera in this country, was born in Brünn, Austria, in 1849, and came to New York with his parents at the age of fifteen. He graduated from the Free Academy, New York, in 1867, attended the Columbia law school and later was for two years an employee of a law firm. Mr. Grau, however, was gifted with foresight. He saw that the citizens of this country, on recovering from the stress and strain of the Civil war, would not only be possessed of money with which to gratify their artistic instincts, but that these same instincts would come into active being. In other words, in his own way, Mr. Grau had faith in the recuperative powers of the United States. In 1872, therefore, he became manager for Aimée, the opera bouffe prima donna, and was also the manager of Rubenstein, pianist; Clara Louise Kellogg company, Salvini and other foreign musical and dramatic stars. Finally he became a member of the firm of Abbey, Schoeffel & Grau. Sarah Bernhardt, Patti, Henry Irving, Coquelin, Jane Hading, Maunet-Sully and Mlle. Rejane were exploited by the firm. Until 1902 he was managing director of the Maurice Grau opera company and lessee of the Metropolitan opera house, New York, in which capacity he annually produced for some years standard grand operas, the casts of which included the most famous singers of the present generation. He furthermore has acted as managing director of the Royal opera house, Covent Garden. On 1903 Mr. Grau severed his connection with the Metropolitan opera house, much to the regret of those to whose musical taste he had so successfully catered.

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Victor Herbert.

The secret of success, as far as those who cater to public amusement is concerned, is the placing of one's fingers upon the pulse of the public and shape one's methods and manners in accordance with the knowledge so obtained. Victor Herbert, the composer, has so shaped his career, and, while his work is more or less identified with the lighter forms of comic opera, he nevertheless has exhibited unmistakable musical genius. Mr. Herbert was born in Dublin, Ireland, February 1, 1859, and is the grandson of Samuel Lever, the author of Handy Andy, and other Irish novels. He began to study music in Germany when but seven years of age, and took lessons from a number of masters. While yet a boy, he was appointed the principal 'celloist of the court orchestra in Stuttgart. After more study and a prolonged tour in Europe, he came to this country as 'cello soloist of the Metropolitan opera house orchestra in New York. During his career of almost uninterrupted professional successes, he has been connected with the Thomas, Seidl and other orchestras in the capacities of 'celloist and director. He has also been bandmaster of the Twenty-second Regiment of the national guard of the state of New York, and, in 1898, was made conductor of the Pittsburg (Pennsylvania) orchestra. Among the many comic operas which he has written are The Wizard of the Nile, The Viceroy and The Idol's Eye. He is also the author of a number of orchestral compositions. In 1886 he married Theresa Foerester, a prima donna.

Leonora Jackson.

Of the many American girls who have made riches and reputations as violinists, none is better known to the musical world of this country and abroad than Leonora Jackson. Still a girl as far as years go, she has acquired a reputation as a virtuoso that usually comes to one in the sere and yellow times of life. She was born in Boston, February 20, 1879. After an education received in Chicago public schools, during which time she studied her favorite instrument, she went abroad and became a pupil in the Royal school of music, Berlin. While still a child, she made her début in Europe and scored an instantaneous success. She has appeared in concerts with Paderewski,

Patti and other famous singers and musicians and has added to her reputation by scores of performances before musical societies in America and on the continent. Audiences of the Boston symphony orchestra concerts know her well. During the season of 1900 and 1901 she gave one hundred and sixty concerts in the United States, securing for herself in this connection a national reputation. Queen Victoria decorated her as a recognition of her talents. Miss Jackson has also appeared before the German empress and many other notables of Europe.

Franz Kneisel.

Boston musical circles have a sincere affection for Franz Kneisel, not only on account of his musical gifts but in connection with the work that he has done for the Boston symphony orchestra. Apart from that, however, some of his admirers aver that as a violin soloist he has no equal in this country and but few rivals abroad. Be that as it may, it is certain that his gifts are of a remarkable nature, and, like all successful men, he has cultivated them, constantly and conscientiously. Franz Kneisel was born in Roumania, in 1865, of German parents. From a child he studied music and violin instruction under Grun and Hellmsburger and early gave indications [673] of the successes that awaited him in the future. For some years he was concert master of the Hoffburg theatre orchestra of Vienna, and later of Bilse's orchestra in Berlin. While filling these positions he acquired the reputation which led to his being invited to America. On reaching this country he at once became concert master of the Boston organization and director of the Kneisel quartet. He maintains his reputation as a violoncellist, however, in spite of the demands made upon his time by his other duties.

Maud Powell.

The popularity of Maud Powell, the violinist, amongst musically inclined people is not altogether due to a recognition of her genius. Those who know her life story know, too, that the place which she now occupies in the eye of the public has been obtained at the expense of a tremendous amount of work, in the face of many obstacles. Besides that, she is a typical American girl, which means that she is the possessor of the pluck independence and perseverance which are supposed to be characteristic of the citizens of the United States. Miss Powell was born in Peru, Illinois, August 22, 1868. She studied in the common schools at Aurora, Illinois, and, after some preliminary instruction on the violin in this country, took an advanced course of study in Leipzig, Paris and Berlin. As a pupil of the famous Joachim she gave promises of a brilliant future. Miss Powell is best known to the American public through the medium of her solos given in connection with orchestral concerts of Thomas, Seidl, Gericke, Nikisch, Damrosch and others. In 1892 she toured Australia and Germany with the New York Arion society, and, in 1896, on the strength of the popularity which she had established in her preceding tour, made another and most successful visit to Europe. She has contributed liberally on musical topics to a number of periodicals. Yet, as far as the American public is concerned, the fame of Maud Powell is permanently identified with her violin, rather than with her pen.

Theodore Thomas.

Like many of the well-known musicians of to-day, Theodore Thomas not only inherited his talents from his father, but was a pupil of the latter. Mr. Thomas shares with Damrosch and some other conductors the credit of making music, not only familiar to, but popular with, the masses in this country. He was born at Esens, Hanover, Germany, October 11, 1835, and at the age of ten made his first appearance in public as a violinist. Shortly after that he came to the United States, and for a number of years gave performances in New York. After a successful tour in the south, which extended over two years, he returned to New York and appeared in concerts and opera, first as violinist and later as orchestra conductor. In connection with other musicians he organized an annual series of chamber concerts. In 1867 he founded the Thomas orchestra and maintained it until 1888. He also acted as conductor for the Brooklyn and New York Philharmonic societies. In 1891 he moved to Chicago, and since then has been conductor of the Chicago orchestra. He is director of the Cincinnati college of music, was musical director of the Chicago exposition and has held other prominent positions in the musical world. He has been married twice, his second wife being Rose Fay, of Chicago.

SINGERS. [674]

David Scull Bispham.

David Scull Bispham is another of those wise ones who recognized the call of his career and followed it. Originally intended for a business life, he found that his vocation was on the operatic stage, and in spite of the apparently insurmountable obstacles that intervened, he at length reached the goal of his desires. Mr. Bispham was born in Philadelphia January 5, 1857, and graduated in 1876 from Haverford college, a Quaker institution near Philadelphia. When not very much more than a baby he gave evidence of his musical taste, and when at college his connection with the glee club developed and fostered his gifts. Finally, after some years of experience as an amateur, he became a soloist in Philadelphia churches and in 1884 went to Italy to study and

then appeared in concert in London. In 1892 he was intrusted with the rôle of “Tristan” at the Covent Garden Opera House, London, taking the audience of the British metropolis by storm. Since that time he has sung in all the great cities of the continent and of the United States, adding to his laurels meantime both as singer and actor. He is almost unexcelled as an oratorio vocalist, and is an exponent of classical ballads. Mr. Bispham was married in 1895 to Caroline, daughter of the late General Charles S. Russell. He is now the principal baritone of the Covent Garden Opera, London.

Emma Calvé.

This generation seems to be particularly fortunate in regard to the number and the quality of its singers. Not the least prominent among these is Emma Calvé, the well-known prima donna, who has sung, so it is said, in every civilized or semi-civilized country in the world and in each and every instance has vindicated her professional reputation. She was born in France in 1866 and was educated at a convent. After some years of study under continental masters, she made her début in grand opera in 1882 at the Theater De la Monnaie, Brussels, where she appeared in Massenet’s Herodiade. Since then she has been intrusted with a number of responsible operatic rôles and is well known in the United States. No small portion of her current reputation rests upon the success that she achieved in connection with her appearance in Mascagni’s “Cavalleria Rusticana.”

Zelie de Lussan.

Among the younger prima donnas who have attracted nearly as much attention abroad as they have in this country is Zelie de Lussan. She is an American girl by birth and received her musical training in New York and Boston. Subsequently she studied abroad, and after some concert work in France and Germany, returned to the United States, where she appeared in English and grand opera. Her successes from the inception of her artistic career were almost continuous. Besides her vocal gifts she owns histrionic talents of a high order. Subsequent to her last New York appearance, she was again called to Europe, and in that connection has given renewed assurance of her abilities. She is one of the several American girls who have succeeded in a profession which bristles with difficulties.

Edouard de Reszke.

Edouard de Reszke was born at Vasevie, Poland, in 1853. He is the brother of Jean de Reszke, [675]
and with him shares vocal gifts of a high order and a permanent popularity among musically inclined people. He studied music and singing under Ciaffei and Celetti, making his début as an operatic singer in Paris in 1876 as the king in “Aida.” Since then he has been before the public more or less constantly, and his reputation has not waned by reason of his many years of professional life. He is a favorite in grand opera rôles in Europe and has appeared in every city of importance in the United States. He is the owner of a basso of remarkable purity and timbre.

Jean de Reszke.

A triple alliance of magnificent vocal gifts, a commanding personality and a robust physique are responsible for the long and brilliant career of the operatic singer, Jean de Reszke. He was born in Vasevie, Poland. January 14, 1850, and studied under the masters, Ciaffei, Cotogni and Sbriglia. His début as baritone singer was made in Favorita, Venice, January, 1874, and his début as tenor singer in Madrid, 1879. Mr. de Reszke has appeared in leading rôles in grand opera both in the United States and Europe, one of his most popular characters being Tristan, in Tristan and Isolde. He was married to the Countess Marie de Goulaine, and now makes his home in New York city.

Emma Eames.

It is not often that one compasses one’s ambition to the full. More frequently it will be found that those whom the world calls successful are successful in part only, and that much is left unfilled. It is open to question, however, whether the man who has fully realized his hope is more happy than he to whom somewhat remains for which to crave and struggle. The answer to the question involved could hardly be given by Emma Eames, prima donna, for humanly speaking, she seems to have achieved the ambitions and the purposes of her life. The singer was born in Shanghai, China, August 13, 1867, of American parentage. Her childhood was spent in Boston, her musical education being at first under the direction of her mother and later under Miss Munyard, a well-known teacher of vocalism. While singing in a church choir in Boston, she attracted the attention of Prof. Gericke, then leader of the Boston symphony orchestra, and Prof. Paine, of Harvard, both of whom became interested in her. It was under their direction that the technical foundation of her future fame was laid. By their advice and with their assistance, she took lessons from Mme. Marchesi, of Paris, for two years and later, after instruction in operatic rôles by Prof. Gevart, chief of the Brussels conservatory of music, she made her début in Paris in Gounod’s Romeo and Juliet. A pronounced and spontaneous success was hers, and the news that a comparatively unknown American girl had become famous in a night excited the interest of musically inclined people all over the world. Gounod himself declared that she was his ideal Juliet. During her engagement in Paris, Miss Eames was the recipient of many social and official

attentions, the president of the French republic honoring her with a decoration. In 1891 and the year following, she appeared in grand opera at the Covent Garden opera house, London, where she also scored. In 1893 and 1894 she gave New York audiences a taste of her quality by appearing in opera at the Metropolitan opera house and won immediate popular favor. She is [676] installed a permanent favorite in musical circles of this country. In 1891 she married Julian, son of W. W. Story, the sculptor.

Lillian Nordica.

Lillian Nordica, one of the most popular of American prima donnas, was born in Farmingdale, Maine, in 1859, her family name being Norton. Her musical education began early and was of a very thorough sort. After a period spent in local public schools, she became a student in the New England conservatory, her teacher being John O'Neil. Later she studied under San Giovanni at Milan, Italy. After preliminary work in concerts abroad, she made her operatic début at Brescia, Italy, in La Traviata, and scored instantaneously and emphatically. In 1887 she made a successful appearance in London, and later visited Paris, St. Petersburg and other European capitals. In each and every instance she repeated her initial successes. She has been twice married, her first husband being a Mr. Gower, and her second Herr Zoltan Done. The prima donna's repertoire embraces the leading rôles of forty operas, and includes nearly all the standard oratorios. She is best known to the public in connection with Wagnerian parts, and has appeared in grand opera in this country on several occasions. Mme. Nordica has a charming personality, and her professional successes have by no means estranged her from the friends of her childhood.

Adelina Patti.

Theoretically the uses of poverty are many, tending to the development of varied virtues. As a matter of fact, poverty is the mother of much meanness and many crimes. The struggle for mere existence among the poor is so keen that it absorbs their mental and physical vitality. So it is that he or she who passes from the twilight of penury into the sunlight of prosperity must be rarely gifted. Such an individual is Adelina Patti, whose fame as a great singer is not only yet undimmed, but bids fair to last as long as music itself. Patti was born in Madrid, Spain, February 19, 1843, her mother being a prima donna at the Grand theater. In 1844 the family came to this country, the father being appointed one of the managers of the then Italian opera house on Chambers street, New York. Little Adelina received her preliminary musical training from her half-brother, Ettore Barilli. Owing to the financial stresses in which her parents then were, she, although only seven years of age, was allowed to make her début in concert at Tripler's hall, New York, on which occasion her undeveloped but phenomenal voice attracted general attention. In 1859 she made her début in grand opera at the Academy of Music, New York, when she appeared in Lucia di Lammermoor. Her audience gave her a most cordial welcome. But, as it turned out, her struggles were only beginning. As far as the mere cultivation of her voice was concerned, her natural gifts were of such a nature that she had no difficulty in overcoming the technical obstacles of her art, but the spirit of jealousy and suspicion which success usually arouses in the breasts of the unknown, prevented her talents from being duly recognized, or, to put it in another way, she was so belittled by her rivals that she had to individually satisfy every great city in America that she had not been overrated. Patti was deeply wounded by these unlooked-for conditions, but nevertheless she bravely faced the sneers and unkind criticisms and overcame [677] them, and for many years has occupied a place in the estimation of the public, which probably no other prima donna in the history of civilization has attained. Twice during her career she has been threatened with the total loss of her voice, but happily the "nightingale in her throat" is as yet unsilenced. To the end of her days she will reap the reward of the self-denial and persistent attention to duty and art which she gave them during the years of her childhood. She has been as successful abroad as she has in this country. In grand opera she has assumed nearly all existing prominent rôles. For some years past she made her home abroad. In 1881, Patti revisited the United States, when she received $5,000 per night, which is said to be the largest amount ever paid to a singer or actor for one performance. Married three times, her last husband was Baron Rolf Cedarstrom. She is the owner of a castle at Craig-y-Nos, Wales. During her last and most recent visit to this country, the American public gave her ample proof that she still occupies a warm place in its affection.

Marcella Stengel Sembrich.

Marcella Stengel Sembrich is one of the several prima donnas to whom the American music-loving public has remained loyal for many years. As an artist she ranks with the foremost singers of to-day, while her domestic life is of an ideal nature. As a rule, the law of compensation takes greatly where it gives freely, and so the woman of talent who devotes herself to the service of the public is apt to be the loser as far as home life is concerned. In Mme. Sembrich's case it is otherwise, however, and her social popularity, too, is no less than is her vogue on the operatic stage. The songstress was born at Lemberg, Galatia, February 18, 1858. Her early musical education was obtained in the Conservatory of Lemberg, after which she studied at Vienna and Milan. Her marvelous vocal gifts assured the success of her début as Elvira, in I Puritani, at the Royal theater, Athens. After a season spent on the continent in opera she, in 1883, came to this country under the management of Henry Abbey. Her reception here was of the warmest nature, and from that time on she has been a constant favorite with the American public. She has made a number of tours in the United States and has been uniformly successful in connection therewith.

In 1877 she married Prof. Wilhelm Stengel, who had formerly been her teacher at Lemberg.

ACTORS.

William H. Crane.

A tireless worker and devoted to his calling, William H. Crane is without doubt one of the foremost comedians of the day. Mr. Crane was born in Leicester, Massachusetts, April 30, 1845. At the age of eighteen he made his professional début at Utica, New York. His first permanent engagement was with the Harriet Holman's opera company, with which organization he remained for seven years. His first part, with this company, was that of the Orator, in The Child of the Regiment; later he filled the rôles of Beppo, in Fra Diavolo; Mephisto, in Faust; Hugh Challoner, in Ours; Dr. Dalcomora, in The Elixir of Love. Leaving the Holmans, he joined the Alice Oates opera company, becoming its leading comedian. Later, after creating the part of Le Blanc, [678] in Evangeline, he, in 1874, became a member of the stock company playing at Hooley's theater, Chicago. His first appearance in New York city was at Niblo's theater, in 1876, and it was in the same year that at the Park Theater, he won distinct recognition as a comedian of exceptional talent by his impersonation of Dick Swiveler to The Marchioness. During this time an acquaintance with Stuart Robson resulted in the two actors collaborating in Our Boarding House, which was given its initial presentation at the Park theater, New York city, October 11, 1877. This engagement being ended, they formed a partnership that lasted for twelve years. Since 1899 he has appeared in star rôles in The Senator, On Probation, For Money, Brother John, A Fool of Fortune, A Virginia Courtship, and other plays. Mr. Crane has accumulated a comfortable fortune, and in the intervals of his professional labor enjoys a pleasant home life with his wife and children at Cohasset, Massachusetts.

John Drew.

John Drew is an excellent example of a man finding his vocation and filling it. While it is true that he inherited his histrionic talent, his father, John Drew, Sr., having been a noted Irish comedian and his mother, Louise Lane Drew, also having been a great favorite on the stage—yet he has achieved success because of his personal efforts looking to its development. The prime requisite for advancement in any field is, first, find your talent, then bend every energy toward its development. The subject of this sketch was born in Philadelphia, Pennsylvania, November 13, 1853, and early showed a preference for the boards. He was educated at the Episcopal academy and by private tutors, making his first appearance behind the footlights at the Arch street theater, Philadelphia, as Plumper, in As Cool as a Cucumber. Although only nineteen, his efforts met with almost immediate success, and at twenty-one he joined Mr. Daly's famous company soon quickly becoming the most popular member of the organization. Since 1892 he has been starring in his own company. Although Mr. Drew excels in society plays, he has also made a brilliant record in classical drama, and especially in Shakespearian rôles. Petruchio, in Taming of the Shrew, is his favorite character, and it is the most difficult and exacting of any he assumes. He has brought out in yearly succession The Butterflies, The Bauble Shop, Christopher, Jr., Rosemary, A Marriage of Convenience, One Summer Day, and The Liars. Commenting upon Mr. Drew, William Winter, the well-known critic, wrote "that he possesses drollery, the talent of apparent spontaneity, and the faculty of crisp emotion. He has surpassed all young actors of his day as a gay cavalier and the bantering farceur of the drawing-room drama of modern social life. He is thoroughly in earnest, and his attitude toward his art is that of intellectual purpose and authority."

William Hooker Gillette.

We sometimes speak and often hear of an instantaneous success, but in reality there is no such thing as success or failure being immediate. Every real achievement is the culmination of weeks and months, and even years, of earnest and unremitting toil. The popular actor and well-known author, William Hooker Gillette, furnishes a case in point. The structure of his reputation bids fair to last indefinitely, but it rests on foundations of preparatory work of which the public knows but [679] little. He was born in Hartford, Connecticut, July 24, 1855, being the son of Francis G. (late United States senator from Connecticut), and Elizabeth Daggett (Hooker) Gillette. Graduating from the Hartford high school at the age of twenty, he afterward attended the New York university for two years. From a lad he had given evidence of his love for the stage. While at the university he obtained a minor position in one of the theaters. In 1876, becoming a student in the Boston university, he followed the same plan of studying by day and playing in small parts at night. In this way he made himself thoroughly acquainted with the "business" of the stage, as well as the first principles of acting. Mr. Gillette made his first palpable hit in the title rôle of A Private Secretary by playing a part which required a particular delicacy of treatment.

Nathaniel C. Goodwin.

Even as a schoolboy the famous comedian, Nat. C. Goodwin, by his clever imitations of leading actors, displayed signs of his future greatness. He was born in Boston, July 25, 1857, and

educated in the public schools of that city. His parents intended that he should follow a commercial career, but he early decided for the stage as against a business life. His mirth-provoking powers were finally recognized by Stuart Robson, who engaged young Goodwin at a salary of $5 a week to play the part of the Bootblack, in Law in New York. Mr. Goodwin's reputation was quickly established, and the next season he contracted with Josh Hart to appear in the Eagle theater in New York city, at a salary of $150 a week. In 1876 he played Captain Dietrich in Evangeline, and three years later entered upon his career as a star, a practically unbroken line of successes having followed both here and abroad, for when, in 1890, he filled a long engagement in London, he was received with every manifestation of approval. Mr. Goodwin has been married three times, the last wife being Maxine Elliott.

James Keteltas Hackett.

James Keteltas Hackett, one of the youngest of the prominent actors of America, and certainly the youngest actor-manager of note in this country, was born at Wolfe Island, Ontario, Canada, September 6, 1869. He is the son of the late James Henry Hackett, who in his time was also a notable figure of the American boards. After graduating from the College of the City of New York in 1891, he studied in the New York law school, but his inclination for the stage, which manifested itself almost as soon as he could talk, became more and more marked, and, abandoning the legal career which it had been intended he should follow, he gave himself up to studying for the stage. In 1892 he made his début in New York in the A. M. Palmer stock company. From the very first he gave unmistakable indications of his subsequent success. In four years—being then twenty-six years of age—he was leading man of the company in question, and was a star in the dramatic firmament of New York. From that time on his progress in his chosen profession has been unceasing. For some years he was under the management of Mr. Daniel Frohman, during which period he made distinctive hits in The Prisoner of Zenda and its sequel, Rupert of Hentzau, and The Pride of Jennico. Leaving Mr. Frohman's management, he branched out for himself. As already intimated, he is as successful as he is popular. He married Mary [680]
Mannering, a well-known actress, whom he met during his association with the Frohman forces.

Sir Henry Brodribb Irving.

Sir Henry Brodribb Irving, who has created an era in theatrical art, did not attain his ambitions until he had experienced a full share of disappointments and privations. His name is now associated with all that makes for the splendor of the drama, spectacular and intellectual. But the time was with Sir Henry when the next meal was an unknown quantity, when his wardrobe was carried on his back, and when his future seemed to be without promise professionally or otherwise. But with him, as with other successful men, his belief in himself enabled him to combat stress of troubles and finally landed him at the goal of success. Apart from all else he has, through the medium of his masterly productions of Shakespeare's plays, done more to revive an intelligent interest in the "Immortal Bard" than has any other manager-actor of this generation. His keenest critics admit his genius, even while they comment on his methods. Like most men of his type he has a marked individuality, and for this reason he has been accused of mannerisms. On the other hand, his admirers claim that his individuality is responsible for no small portion of the charm and power of his work. The actor was born in Keinton, near Glastonbury, England, February 6, 1838, his actual name being Brodribb. By permission of the English authorities in 1887 he was authorized, however, to continue the use of the adopted name of Irving. Educated in private schools in London, he, in 1856, went on the stage in the provinces. His first appearance before a public was a failure, pure, simple and absolute. The London stage first knew him in 1859; then he returned to the provinces, remaining therein until 1866, when he once more came to London, playing in several different theaters, but in minor rôles. At about this period his talents began to assert themselves, and since 1871 Sir Henry Irving has been successfully before the public at the Lyceum Theater, London, of which he was lessee and manager from 1878 until 1899. He is well known to play-goers in this country by reason of his several tours here. In recognition of his work for the betterment of the stage he was knighted by Queen Victoria in 1895. Sir Henry Irving is also an author, his most notable work being The Drama.

Joseph Jefferson.

Many ancestors of Joseph Jefferson followed the profession of acting. Both his father and mother were players. He was born at Philadelphia, February 20, 1829, was educated at home and first appeared on the stage as a child in the old-time favorite play of Pizarro. In 1843 his father died, and he joined a party of strolling players, who traveled through Texas and followed the United States army to Mexico. His first prominent rôle was that of Asa Trenchard, in Our American Cousin, which was first presented October 18, 1858, and continued for one hundred and fifty consecutive nights at Laura Keene's theater in New York city. His other notable parts have been Newman Noggs, in Nicholas Nickelby; Caleb Plummer, in The Cricket on the Hearth; Dr. Pangloss, in The Heir-at-Law; and Dr. Ollapod, in The Poor Gentleman. But the public chiefly identify him with the title rôle of Rip Van Winkle, which he has played in every city in the United States, and also in England and Australia. He enjoys the distinction of having presented the [681]
character more times than any other actor has ever played a single character in the history of dramatics. Besides being one of the most popular actors of his times, Mr. Jefferson is a painter of considerable ability and is an author of some note. His "autobiography" is his most important work, but he has also contributed many articles to the magazines. He married, in 1848, Margaret

Lockyer, and after her death took to wife Sarah Warren, in 1867.

Edward H. Sothern.

How many failures in life are caused by misfit occupations! The world would have perhaps never known of Edward H. Sothern if he had followed the wishes of his father in choosing a life career. This man, who has attained such prominence in the histrionic profession would probably have been doomed to obscurity had he become a painter. He was born in New Orleans, Louisiana, December 6, 1859, being the second son of Edward Askew Sothern, the famous comedian. At the age of five he was taken to London, where he received his education. He studied drawing for some time, his father wishing him to become an artist, but he seems to have inherited a predilection for the stage. It was during his two visits to the United States with his father in 1875 and 1879, that, in spite of his parents' objections, he decided to become an actor, which he did, making his début as a cabman, in Sam, at the Park theater, New York city. Later he joined his father's company, but shortly after resigned in order to become a member of John McCullough's company. In 1883, after appearing for two years at the Criterion, Standard, Royalty and other London theaters, and traveling one year, in company with his brother, Lytton Sothern, he returned to this country, again entered the company of John McCullough, becoming its leading comedian. Subsequently Mr. Sothern played with Helen Daubray, in One of Our Girls; he first took a leading rôle as Jack Hammerton, in The Highest Bidder. Since that time he has starred with his own company in Lord Chumley, The Maister of Woodbarrow, Prisoner of Zenda, Under the Red Robe, etc. He married Virginia Harned, his leading woman. Mr. Sothern has had an adequate professional training and his creditable work proclaims him a master of his art.

ACTRESSES.

Maude Adams.

Maude Adams is descended from a long line of theatrical people. She was born at Salt Lake City, Utah, November 11, 1872. Her mother was the leading woman of a stock company in that city, and at a very early age Miss Adams appeared on the stage in child's parts. Her school days were scarcely over when she joined the E. H. Sothern Company. She afterward became a member of Charles Frohman's stock company, and still later was leading lady for John Drew. Her most pronounced success was as Babbie, in The Little Minister and another as the title rôle of l'Aiglon. She also received much publicity as the model for the silver statue which was exhibited at the World's Fair, Chicago. Miss Maude Adams has established herself permanently in the good-will of American play-goers.

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Viola Allen.

Viola Allen was born in the south, but went to Boston when three years of age. She was educated in that city and at the Bishop Strachan school, Toronto, Canada. Her début was made at the Madison Square theater, New York, in Esmeralda, in 1882. During the season of 1883 and 1884 she was leading lady for John McCullough, and afterward played classical and Shakespearian rôles. She was a member of the Empire theater stock company in 1892, but her principal success was in creating the character of Gloria Quayle, in The Christian, which had a long run in New York in 1898, succeeded by a tour through the principal cities of the country. Miss Allen's private charities are many, and she is identified with those phases of church work which have to do with the bettering of the conditions of the poor.

Ethel Barrymore.

Ethel Barrymore, one of the youngest stars in the theatrical profession, was born in Philadelphia in 1880. She comes of a professional family, and when, while yet a child, gave to those who were responsible for her first appearance behind the footlights assurance of innate talent. Miss Barrymore was by no means unknown to Metropolitan play-goers prior to the time when, under Mr. Charles Frohman's management, she made her stellar début a few years since. The young actress is a finished comedienne and is a member of that modern school of comedy that cultivates repressed effort.

Mrs. Leslie Carter.

David Belasco, playwright and manager, has been uniformly successful with his plays and his stars. A case in point is that of Mrs. Leslie Carter, who has been connected in a professional capacity with Mr. Belasco for some years. Stepping from social circles in Chicago to the stage, she was in the first instance a somewhat indifferent specimen of the crude amateur actress, but Mr. Belasco detected in her undeveloped talent, and the rest is professional history. Under his guidance as tutor and manager she holds a prominent place in the theatrical world. Her first success was made in the Heart of Maryland and her last and most notable in Du Barry.

Eleanora Duse.

Eleanora Duse, the Italian tragedienne, who is Signora Cecci in private life, was born, in 1861, in Vigovano, Italy. At an early age she gave indications of those histrionic talents which subsequently made her famous. For many years she was one of the most notable figures on the stage of her country. She made her American début in 1893 at the Fifth Avenue theater, New York. While there is no gainsaying the sincerity and finish of her art, yet at the same time there are not a few critics who take exception to it on the score of the sombre plays and methods of the actress. Since her début she has visited the United States on more than one occasion, and in each instance her following in this country have accorded her the welcome which is due to her as an artiste and a woman.

May Irwin.

"Blessed are the laughmakers," is one of the later beatitudes, and on that score May Irwin will certainly receive her share of blessings. She was born at Whitby, Ontario, Canada, in 1862, and made her début at the Adelphi theater, Buffalo, in February, 1876. Later, with her sister Flora, she became a member of Tony Pastor's company, and shortly afterward joined Augustin Daly's [683] company. She ranks as one of the wholesome mirth-making actresses of the American stage. The plays in which she has starred include The Widow Jones, The Swell Miss Fitzgerald, Courted Into Court, Kate Kip, Buyer, and other farcical comedies. In 1878 she was married to Frederick W. Keller, of St. Louis, who died in 1886.

Virginia Harned.

Virginia Harned was born at Boston, and, at the age of sixteen, made her début as Lady Despar, in The Corsican Brothers. She first played in New York city in 1890 at the Fourteenth street theater in a play entitled "A Long Lane or Green Meadow." In this play she made so good an impression that she was engaged by Daniel Frohman as leading woman for E. A. Sothern. In 1896 she was married to Mr. Sothern and has since appeared in leading parts in his company. Probably her greatest success was in the creation of the title rôle of Trilby.

Mrs. Lillie Langtry.

Mrs. Lillie Langtry, if she has done nothing else, has proven that a woman can command admiration even when she is no longer in the first flush of her youth or in the full bloom of her womanhood. This statement is made in view of the public regard which she still enjoys as an actress, in spite of the fact that she first saw the light in 1852, in Jersey, Great Britain. Her father was connected with the Established church of England. She married an officer in the English army and subsequently settled in London. Domestic differences ensuing, she went upon the stage. Her American début, as an actress, was made in 1893 at the Fifth avenue theater, New York. Since then she has visited this country on two or three occasions. Mrs. Langtry is popularly known as the Jersey Lily. She was married for the second time in 1899.

Julia Marlowe.

That tender and graceful exponent of some of Shakespeare's women, Julia Marlowe, was born at Coldbeck, Cumberlandshire, England, August 17, 1870. She came with her parents to this country when she was five years of age. After a period spent in Kansas, the family removed to Cincinnati, where she attended public school until she was twelve years of age. She then became a member of a juvenile opera company which produced Pinafore, Chimes of Normandy, etc. After several years of arduous work and study, she appeared in New York, but was a failure. Not discouraged, however, she went to work to study again, and in the spring of 1897 attained that recognition from a metropolitan audience for which she had striven so faithfully. Since that time she has advanced in her profession and has secured a prominent place among the leading actresses of to-day.

ORGANIZERS AND LECTURERS.

Cynthia May Westover Alden.

Mrs. Cynthia May Westover Alden is an example of the possibilities of journalism as a vocation for women. She was born at Afton, Iowa, May 31, 1862, being the daughter of Oliver S. and Lucilda (Lewis) Westover. After a period spent in local common schools, she graduated from the [684] Colorado state university and the Denver business college. Subsequently she taught geology, book-keeping and vocal and instrumental music. The owner of an excellent voice, she was for some years a soprano soloist in several church choirs in New York. In 1887 she was appointed United States inspector of customs at the port of New York, and during her term of service as such made many important seizures. She was also secretary in a municipal department of New York, and for a time was an employee of the New York state museum of natural history, resigning

therefrom to engage in journalism. After editing the woman's department of the New York Recorder, she took charge of a similar department on the New York Tribune. She is now on the editorial staff of the Ladies' Home Journal. Mrs. Alden is also the founder and president-general of the International Sunshine society. Her life has been as busy as useful, and she has made for herself a large circle of friends who, though not knowing her personally, are nevertheless acquainted with her through the medium of the kindly and helpful journalism with which she is so generally identified.

Clara Barton.

That most noted and beloved of humanitarians, Clara Barton, is of Puritan ancestry, being born in Oxford, Massachusetts, in 1830. She was the daughter of Captain Stephen and Sally Stone Barton, and was educated at Clinton, New York. When still very young she founded a seminary for girls at Elizabethtown, New Jersey. Later, she became principal of the first public school in Bordentown, New Jersey, resigned through sickness and was the first woman to hold a regular clerical position under the government, afterward being appointed to the patent office at Washington, District of Columbia. During the Civil war she was instrumental in forming the famous sanitary commission which did such magnificent work for the sick and wounded at Bull Run, Antietam, Spottsylvania and many other battlefields of the war. When the Andersonville prisoners were released they received timely aid through her relief work, and by her earnest efforts the fate of over thirty thousand missing men was ascertained by means of the bureau of records which she organized at Washington. During the Franco-Prussian war she and her assistants nursed the sick and wounded in Strasburg and Metz. In the days of the Commune she entered Paris, distributing food and clothing to the hungry and starving. On her return to the United States in 1873, she started the successful movement to obtain recognition of the projected Red Cross society from the government. In 1882 the society was organized and she became its first president. In that capacity she has superintended the work of giving help to sufferers from the Michigan forest fires, the earthquake at Charleston, floods on the Ohio and Mississippi, 1884; the Johnstown flood, the Galveston disaster, 1900, etc. Wherever there has been a cry from the sufferer, Clara Barton, often in the face of almost insurmountable difficulties and constant danger, has ever responded to the call of duty.

Francis Edward Clark.

Francis Edward Clark, the president of the United Societies of Christian Endeavor comes of New England stock, although he was born in Aylmer, province of Quebec, September 12, 1851. His parents died when he was a child, and his uncle, the Rev. E. W. Clark, adopted him and took [685] him to Claremont, New Hampshire. Thus it was that he acquired a new name and country. Education and home influence inclined him to the ministry, and he early decided to become a clergyman. After an academic and college course—the latter at Dartmouth—he studied theology for three years at Andover, and was later appointed pastor of Williston church, Portland, Maine, a small mission from which he built a large Congregational church. One of his many ideas was the exaction of a pledge of faithful Christian endeavor from the members of his Bible classes. The results were of so marked a nature that the well-known society of which he is president was a consequence thereof. Churches of many denominations endorsed the idea, and within a few years national conventions of the organization were held which made the world think that a tidal wave of religious enthusiasm was sweeping over it. An organ of the movement was founded, entitled "The Golden Rule," with Dr. Clark as editor-in-chief. The work continued to grow, and finally he was compelled to resign from the pastorate in order to devote himself to the needs of the society. The movement has extended all over the world, and in connection with it he has organized other societies, such as The Tenth Legions, The Macedonian Phalanx, The Christian Association, and Quiet Hour. Dr. Clark was married in 1876 to Harriet E. Abbott. He is the author of several books dealing with his life work.

Mary Lowe Dickinson.

Mrs. Mary Lowe Dickinson, the well-known authoress, was born in Fitchburg, Massachusetts, in 1897. She received a preparatory education in the common schools, then was placed under the instruction of private tutors, and subsequently studied art and literature abroad. Returning to this country, she became head assistant in the Chapman school, Boston, taught for some time in the Hartford female seminary and finally was made principal of the Van Norman institute, New York. Marrying John B. Dickinson, a New York banker, she on his death some years since became professor of belles lettres, emeritus professor and lecturer at Denver university. She is now connected in an official capacity with a number of philanthropic and religious institutions, is the editor of Lend a Hand Magazine, and for ten years has edited The Silver Cross. She has written poems and works of fiction which are illustrative of various lines of philanthropic work.

Thomas Dixon, Jr.

Thomas Dixon, Jr., lecturer, writer and clergyman, was born in Shelby, North Carolina, January 11, 1864, his father being the Rev. Thomas Dixon. He graduated from Wake Forest college, North Carolina, in 1883, from the Greensboro, North Carolina, law school in 1886, and from Johns Hopkins university in 1899. Harriet Bussey became his wife on March 3, 1886, in Montgomery, Alabama. He was a member of the North Carolina legislature from 1884 to 1886. Resigning in

order to enter the ministry, he was ordained a Baptist clergyman in 1887, taking a pastorate at Raleigh, North Carolina, and late in the same year accepted a call to Boston. Two years later he came to New York, where he has become noted by reason of his pulpit treatment of topics of the day in a manner uniquely his own. He is the author of several works on religious and social problems, one of which, The Failure of Protestantism in New York, which was published in 1897, [686] has attracted much attention. Mr. Dixon is a forceful speaker, a man of magnetic presence, and possesses the courage of his convictions to a high degree.

Herbert Hungerford.

Herbert Hungerford was born at Binghamton, New York, February 22, 1874. He was brought up on a farm, obtained the groundwork of his education in district schools, and graduated from the academy at Windsor, New York, in 1895. The following year he entered Syracuse university, but was compelled to leave at the close of the freshman year on account of illness. Serving as a private in the First Regiment of New York volunteer infantry during the Spanish-American war, he, while the regiment was stationed at Honolulu, Hawaiian Islands, established, edited and published the News Muster, which was a unique contribution to the curiosities of journalism, being the first illustrated newspaper published by a body of soldiers in the field. At the close of the war he returned to Binghamton and there organized the initial branches of the Success league. Later he was called to New York to further and take charge of the development of the organization in question, which is a federation of literary, debating and self-culture societies. The league has developed rapidly under his direction, now having branches in every state and in nearly every city and town of importance in the United States. He was married, in 1898, to Grace M. Whipple, of Binghamton, New York.

John Mitchell.

The story of the early struggles of the labor leader, John Mitchell, is both pathetic and inspiring. A son of the common people, he has risen from being a poor door-boy in the coal mines of Illinois, to a position of great trust and general honor. Mr. Mitchell was born in Braidwood, Brill county, Illinois, February 4, 1869, being the son of Robert and Martha Mitchell. Compelled to leave school at the age of ten, his subsequent education was obtained by night study. He afterward studied law, worked on a farm, became coal miner and was finally attracted to the labor movement, which at that time was directed by the Knights of Labor. In 1888 he took an active part in trade union affairs as president of the local organization of the Knights. Knowing that knowledge is power, he read everything that came within his reach and joined debating societies, athletic associations, independent political reform clubs and various other organizations, in order to take advantage of the several opportunities that they presented to him. When, in January, 1890, the order of United Mine Workers of America was organized, he was among the first to be enrolled, and in January, 1898, was elected its vice-president. He has been re-elected every year since, is also second vice-president of the American Federation of Labor and a member of various committees at the National Civic Federation. During the five years of his leadership the union has grown from a membership of forty-three thousand to a membership of over three hundred thousand. He has brought about many reforms in the interests of labor. His chiefest achievement is that of securing a settlement of the recent great coal mine strike through the arbitration commission appointed by President Roosevelt. He has demonstrated anew the force of the maxim that “It is to him only who has conquered himself it is given to conquer.”

Ernest Thompson-Seton. [687]

Historians of the Wild—of the denizens of fields and woods and rivers—there are and have been, but in the majority of instances their work has been confined to mere descriptions of the personalities of birds and beasts and fish from the standpoint of the museum, rather than from that of the interested, if unscientific, observer. Ernest Thompson-Seton, however, naturalist and artist, has, through the medium of his books, managed to so wed popular interest and scientific data that the result is fascinating in the extreme. He has shown, too, that to a man of talent there is always a new field to be discovered amid the old ones, which, apart from all else, is a lesson that no one can afford to ignore. Thompson-Seton was born in South Shields, England, August 14, 1860. He is a descendant of the famous Setons of Scotland, Thompson being a *nom de plume*. Coming to this country when a boy, he at first lived in the backwoods of Canada and also had experiences on the plains of the then far west. He was educated at the Toronto collegiate institute and also at the Royal academy, London, England. In 1896 he married Grace, daughter of Albert Gallatin, of San Francisco. His qualifications as a naturalist becoming known to the government of Manitoba, he was made official naturalist therefor, subsequently publishing works on the birds and mammals of that territory. He studied art in Paris and was at one time one of the chief illustrators of the Century dictionary. His works on natural history topics are well known. Thompson-Seton is what may be called a psychological naturalist, inasmuch as he analyzes the mentalities of his subjects. The results are seen in such books as The Biography of a Grizzly, The Trail of the Sand Hill Stag, Wild Animals I Have Known, etc.

CANADIANS.

Sir Wilfrid Laurier.

The man who stands before the world as Canada's most distinguished statesman is Sir Wilfrid Laurier, Premier of the Dominion. Sir Wilfrid has very broad and very optimistic ideas as to the destiny of Canada, and these he expresses with a poetic eloquence which never fails to arouse enthusiasm. His oratory takes lofty flights.

Sir Wilfrid was born in the Province of Quebec in 1841. French was the language of his childhood. He went to school in his native parish, and later took the classical course at L'Assomption College. He began in 1860 to study law in the office of the late Hon. R. Laflamme, Q. C., who was Minister of Justice for the Dominion and one of Sir Wilfrid's colleagues at Ottawa, when the latter became a member of Parliament. He was admitted to the bar in 1864. Eager to succeed, he devoted himself so zealously to his legal work that after three years of practice his health gave way, and he was forced to retire to the country. In the town of L'Avena he became editor of *Le Defrecheur*, a journal devoted to political and social reform. It was in this work that he first actively interested himself in politics. His articles in the journal were full of the earnestness, enthusiasm and eloquence which have since brought him fame.

Country air agreed with the young lawyer and writer. He regained his health, and opened a law office at St. Cristophe, now Arthabaskaville, where he made his home until he removed to [688]
Ottawa as Prime Minister of Canada. He first held office in 1871, when he was elected to the Quebec Assembly. He resigned his seat in the general elections of 1874, was elected by the same constituency to the Dominion House of Commons, and when Parliament assembled was given the honor of seconding the address in reply to the speech from the Throne. His burst of oratory on the occasion attracted wide attention and caused prophecies to be freely made that he was destined for great things.

It was only two years afterward, in 1876, that he attained the distinction of a position in the Cabinet, being appointed Minister of the Internal Revenue in the Mackenzie administration. His constituency did not support him in the next general election, but he was returned to Parliament from Quebec East, which constituency has ever since been his political sponsor. When the Mackenzie government was defeated in the elections of 1878, Mr. Laurier, who had by this time become the acknowledged leader of the Liberal party in Quebec, joined his friends in Opposition and waited for eighteen years for his party's return to power. This came in 1896. Mr. Laurier was then supreme in the House of Commons, and was called upon to organize a new government. Thus it was that he rose to the exalted position of Premier of Canada and found the opportunities which have given him so high a place among the world's statesmen.

Perhaps the most important policy which he inaugurated upon his rise to power was that of a preferential tariff in favor of Great Britain. It was due to this policy, as well as to his high position in the affairs of Canada, that when he went to England upon the occasion of the Queen's Diamond Jubilee in 1897 he was received with distinguished honor. The Queen made him a Knight Grand Cross of the Order of St. Michael and St. George. Oxford and Cambridge Universities conferred upon him honorary degrees. Upon a visit to the Continent of Europe during this trip abroad he was entertained by President Faure of France and was received by the Pope at Rome. When he returned to Canada he was greeted with great enthusiasm by all classes. In the general election of 1904 Sir Wilfrid's administration gained a triumphant endorsement at the polls.

Lord Strathcona.

One of the foremost of Canada's great workers is Lord Strathcona, who, as Donald Smith, was born in Scotland in 1820. He received his preliminary education in the common schools. He gave up the law, and became, when he was eighteen, an employee of the Hudson Bay Company on the bleak coast of Labrador.

Here he remained for thirteen years, becoming one of the company's most valued traders. From Labrador he went, in 1851, into the wilderness of the Northwest, where he rose through the grades of trader, chief trader, factor and chief factor. In 1869 he reached the top rung of the ladder in the Hudson Bay Company, receiving the appointment of resident governor.

He established himself in Montreal, but when the half breeds and Indians under the leadership of Louis Riel rose in rebellion against the project of transferring to the Crown the vast tracts of territory belonging to the Hudson Bay Company, Donald Smith again utilized his remarkable skill and experience in dealing with these children of nature. He went to the seat of the trouble at Red [689]
River Settlement, where he was made a prisoner and threatened with death. He obtained his liberty, and through his strong but adroit attitude toward the rebels was able to keep them in check until the arrival of troops. As a reward for this achievement he was elected to the Dominion House of Commons, and became a zealous supporter of the administration of Sir John McDonald.

In the early seventies Donald Smith undertook to raise the very large amount of capital necessary for the new Canadian Pacific railroad across the continent. On more than one occasion the enterprise threatened ruin for those connected with it, but Donald Smith eventually triumphed, and in 1885 the road was completed to the Pacific. The man who had commenced life as an humble trader had become by this time a celebrated and very important man in Canada, and in recognition of his services Queen Victoria bestowed on him in 1886 the Grand Cross of the Order of St. Michael and St. George. Upon the occasion of the Queen's Jubilee in 1897, being

then Lord High Commissioner of Canada, Sir Donald was raised to the peerage, and became Lord Strathcona. In commemoration of the Jubilee he gave in the same year, jointly with Lord Mount Stephen, the sum of one million dollars to the Royal Victoria Hospital in Montreal, and eight hundred thousand dollars more to endow the institution, which, through his generosity, has become one of the best equipped hospitals on the continent. Lord Strathcona has also given at least a million dollars to education in Canada, most of the money going to McGill University. He has also contributed largely to the Royal Victoria Hospital for Women in Montreal. Lord Strathcona's philanthropy is made the more notable by the fact that while he has large means, he does not possess the immense wealth of some of the American financiers. In addition to his railway and numerous other interests in Canada, he is president of the Bank of Montreal, which is one of the largest banking institutions in the world.

At the outbreak of the war between Great Britain and the Boers Lord Strathcona further increased his usefulness to Canada and the Empire by the organization of a body of mounted troops called "the Strathcona Horse." These men, many of whom were recruited from the Northwest, and who represented the flower of Canadian horsemanship and valor, went to South Africa, and greatly distinguished themselves in the service of the Queen. Their work at the front was not as important, however, as was their influence in the direction of solidifying the union between the mother country and the colony.

In spite of the fact that he is now eighty-four years old, Lord Strathcona is still a restless and energetic spirit. He has residences in Montreal, Winnipeg, Nova Scotia, Scotland and London, and divides his time between them. In London he is fond of entertaining the leaders in political and commercial life. He spends much of his time in Canada, however, and often makes trips across the continent. In many respects he is Canada's most remarkable citizen.

ILLUSTRATORS. [690]

William de Leftwich Dodge.

Among the American mural decorators who have achieved a reputation which is not confined to the land of their birth, is William de Leftwich Dodge. Some of the principal decorations of the Boston public library and the capitol of Washington are the outcome of his genius. He has also executed a number of private commissions, and in each and every instance has given evidence of fertile imagination and forceful execution. It is perhaps too much to say that Mr. Dodge has inaugurated or suggested a new school of mural art, but it is certain that he has so modified accepted methods that the results are practically without precedent as far as his special line of work is concerned. He was born in Liberty, Virginia, and, after a preliminary art education in this country, studied in Paris and Munich. He began his career proper as an illustrator, but it was not long before he realized that his future lay along the lines of decoration rather than in the pages of publications, and, as has been intimated, his successes have vindicated the wisdom of his decision. He has been awarded the third medal of the Concours d'Atelier, Paris; the gold medal, Prize Fund exposition, 1886; three medals Cours Yvon, 1887; Prix d'Atelier, 1888, and medal of the Columbian exposition, 1893.

Charles Mente.

Charles Mente, a popular illustrator, comes of a musical family, and so narrowly escaped being a musician instead of an artist. He was born in New York city, educated in the public schools and afterward learned wood-carving, making figureheads and ornamental work on furniture. This work was not to his taste, however, so he entered the credit department of A. T. Stewart's store, New York city. This was even more distasteful, and, resigning, he spent his evenings attending Cooper institute art classes, and later the art students' league. At that time all illustrations were drawn on wood. Mr. Mente's first drawing was for Harper & Brothers, and was successful, and for two years he worked for that firm. By the end of that period he had managed to save about $1,500, with which he went abroad to study in Munich at the Royal academy. There he received a medal, with honorable mention. Coming back to New York, he was engaged as a teacher of painting at the Gotham art students' league, but gave up this position to devote himself to painting and illustration. He has received first prize at the exposition of the Chicago society of artists, a gold medal of the Art club of Philadelphia in 1895, and a diploma of excellence and silver medal at the Cotton States' international exposition, Atlanta, Georgia, in 1895. Mr. Mente's reputation rests to a great extent on his pictures based on inspirational subjects.

Thure de Thulstrup.

The vigor of the work of Thure de Thulstrup is known to the reading public mainly through his illustrations in metropolitan magazines, but he has also painted a number of canvases which show that he is as much at home with the brush as with the crayon or pencil. Thulstrup was born in Stockholm, Sweden, and, after graduating from the Royal Swedish military academy, was commissioned a lieutenant of artillery in the army of that country. But being of an adventurous [691] spirit, he went to Algiers, where he enlisted in the First Zouave Regiment of the French army, saw some service in Northern Africa, and was afterward given a commission in the Foreign

Legion. While a member of that body, he took part in the Franco-German war of 1870-'71, and also assisted in crushing the Commune in Paris. In 1872 he set sail for Canada, where he obtained a position as civil engineer. From his boyhood he had delighted in sketching, and it was about this time that he determined to put his artistic gifts to practical use. His début as an illustrator was with the New York Daily Graphic in the 70's. Subsequently he became connected with the Frank Leslie Magazine and with Harper & Brothers, and it was his work with the last named firm that established his reputation as an illustrator. He has painted a number of military pictures, including a series of twelve which have to do with stirring events of the Civil war in this country. Recently he has been engaged on canvases which illustrate cavalier life in Virginia in the middle of the eighteenth century. He has drawn the pictures of a number of books.

CARTOONISTS.

T. S. Allen.

One of the artists whose purpose in life seems to be smile-breeding is T. S. Allen. Well known in connection with his work in the columns of the New York American, his studies of and contingent jokes on "tough" youngsters under the caption of "Just Kids" are full of genuine humor. Mr. Allen was born in 1869, in Lexington, Kentucky, and was educated at Transylvania university, of that state. After some years spent in writing jokes, jingles, etc., for local and New York newspapers, he began to illustrate the same in a manner which quickly caught the attention of editors. To-day he has an established reputation as a graphic humorist, and his work finds a ready and remunerative market.

Charles G. Bush.

Charles G. Bush, the cartoonist of the New York World, is an example of success achieved comparatively late in life. His early work consisted for the most part of magazine illustrations of a serious nature. After studying in Paris, under Bonnat, he, on his return to America, endeavored to follow a career of painting, but fate willed it otherwise. In 1895 Mr. Bush drew a cartoon in which David B. Hill was the principal figure. The New York Herald accepted the picture, and the next morning Mr. Bush woke up to find himself famous as a cartoonist. From thence on his career has been one of more or less constant successes.

Louis Dalrymple.

Louis Dalrymple, the illustrator and cartoonist, was born at Cambridge, Illinois, January 19, 1861. After receiving a common school education, he entered the Pennsylvania academy of fine arts, graduated from it with credit and later studied at the art students' league of New York. Subsequently he branched out for himself and began to submit drawings to the metropolitan comic publications and newspapers. Work of this kind secures immediate recognition for an artist [692] who can comply with the public demands of the moment. Mr. Dalrymple being not only clever but shrewd, it came about that within a very short time he was kept busy in executing commissions. His work is characterized by a delicacy and acumen that prove that he thinks as well as he draws.

Sydney B. Griffin.

When the modern daily newspaper began to add to its news columns the so-called supplement, there was a coincident demand for artists who had the gift of humor. Sydney B. Griffin was one of such, and for some years past his supply of unique ideas seems to have been inexhaustible. He was born October 15, 1854, of English and Scotch parents, attended public schools at Detroit, Michigan, and, in 1888, came to New York. When his first ideas were presented to Puck they were declined, but upon his taking them to Judge they were accepted forthwith. Mr. Griffin took the trouble to inform the Puck people of his success with their rivals, whereupon he was told that his work had been refused for the simple reason that it was so excellent that it was feared that it was not original. However, Puck made the amende honorable by engaging him forthwith. Mr. Griffin's style is bold and slashing and his drawings are full of point and power.

R. F. Outcault.

In the world of illustrators, the man who can originate an idea which excites the laughter and holds the attention of the public is indeed fortunate. Such an individual is R. F. Outcault, the artistic father of the "Buster Brown" series which appear in the Sunday New York Herald. He is also the author of the "Yellow Kid" and "Hogan's Alley" pictures of the Sunday New York World, and of equally laughable creations in the New York American and other publications. Born in Lancaster, Ohio, January 14, 1853, he was educated in that town. In 1888 he secured a position with Edison, and went to Paris in the inventor's employ. Returning to this country, he illustrated for some time with a fair degree of success, but it was not until 1894 that he made his first distinctive hit as a comic artist. Mr. Outcault's personal description of his daily life is interesting. He says: "I have flowers, a garden, a dog and a cat, good music, good books, light stories, draw pictures, smoke a pipe, talk single tax theories, am a member of a couple of clubs, lead the

Simple Life."

Carl E. Schultze.

Humor, strenuous and wholesome, marks the work of Carl E. Schultze. His name is literally a household word in this country by reason of that quaint conceit, "Foxy Grandpa," of which he is the creator. He was born on May 25, 1866, Lexington, New York, and was educated in the public schools of that town and at Cassel, Germany. On his return to America he studied art under Walter Satterlee, of New York. For some time later he seems to have been undecided as to how to apply his gifts, but an accidental sketch submitted to a Chicago paper, resulted in his being forthwith engaged by that publication. After remaining in Chicago on several newspapers for some years, he took a trip to California, doing further artistic work in San Francisco. At length he determined to beard the metropolitan journalist lions in their dens. After a struggle, during which he did work on Judge and other New York publications, he became a member of the staff of the Herald, where, thanks to an accidental inspiration, "Foxy Grandpa" came into existence. Later he [693] became connected with the New York American. Mr. Schultze is a man of magnificent physique, and is held in high esteem by those who know him. He is the author of several works of comic drawings, and "Foxy Grandpa" has been dramatized.

Eugene Zimmerman.

Eugene Zimmerman's cartoons in Judge are characterized by an insight into the political questions of the hour which is assisted rather than hindered by the sheer humor of his work. He was born at Basel, Switzerland, May 25, 1862. While yet a baby his parents came to the United States and settled at Paterson, New Jersey, where he received his education in the public schools. After leaving school, he was in turn a farmer's boy, an errand boy in a store, a fish peddler, a baker and a sign painter, but sketched and drew continuously. In 1882 he secured a position in the art rooms of Puck, and after doing considerable work for that publication left it in order to join Judge. He has also illustrated books and articles by Bill Nye and James Whitcomb Riley. As a caricaturist pure and proper he is almost without a rival in this country.

HUMORISTS.

George Ade.

George Ade has an established reputation among those who are lovers of wholesome humor. His sketches, given in a picturesque dialect, are characterized by a freshness of observation which is aided rather than marred by the so-called slang in which they are written. Born at Kentland, Newton county, Indiana, February 9, 1866, he graduated from the University of Lafayette, Indiana, and subsequently became reporter and telegraph editor on the Lafayette Evening Call. In 1891 he went to Chicago, as a member of the staff of the Daily News of that city, and afterward joined the forces of the Tribune. After establishing a reputation as a humorist, he turned playwright and has scored several metropolitan successes. His Fables in Slang, issued in 1899, and More Fables are the best known of his pen products.

John Kendrick Bangs.

John Kendrick Bangs occupies a distinctive position in the domain of humor. To use the vernacular, he is in a class by himself, and so the products of his pen can hardly be referred to or compared with that of any other of the writers of to-day. He was born in Yonkers, New York, May 27, 1862, his father being Francis N. Bangs, who for many years was the president of the Bar association of New York. Mr. Bangs graduated from Columbia university in 1883 and entered his father's office, but his humor would not down, and so it was that he shortly deserted the law in order to become the associate editor of Life. This was in 1884. Since that time he has held many responsible journalistic positions in New York, and in his present capacity as editor of Harper's Weekly has added much to the reputation which is deservedly his.

Samuel Langhorn Clemens.

Samuel L. Clemens, who is better known as "Mark Twain," was born in Monroe county, Missouri, November 30, 1835, and received his education at the village schools. On his father's [694] death, which took place when he was twelve years of age, he went to work in order to contribute to the support of his mother and little brothers and sisters. As an apprentice in the office of the Hannibal (Missouri) Courier, he laid the foundations of his reputation as author and journalist. Within the following twenty-five years he was steamboat pilot, soldier, miner and editor. His first contributions under his famous nom-de-plume appeared in 1862, in the newspaper, The Virginia City Enterprise. Since 1872 he has devoted himself to literary work, lecturing occasionally, and making frequent trips to Europe. It is said that nearly a million copies of his works have been sold. Space will not permit of a full list of them, but Roughing It, The Prince and the Pauper, A Connecticut Yankee in King Arthur's Court, and Pudden-Head Wilson are classics whose popularity bids fair to last as long as American literature itself.

Finley Peter Dunne.

The author of the immortal “Mr. Dooley” is Finley Peter Dunne, who began life as a Chicago reporter, but is now under contract to Harper Brothers to write exclusively for their publications. He was born at Chicago, July 10, 1867, was educated in local public schools and began his reportorial life in 1885. After serving on the staffs of several Chicago papers he became editor of the Journal of that city in 1897. It was about this time that he conceived “Mr. Dooley.” The reputation which that unique character brought him resulted in his being engaged to contribute to a syndicate of New York, Chicago and San Francisco newspapers, and later to form his current connection with the Harpers.

Simeon Ford.

Simeon Ford, the after-dinner speaker and raconteur who, so it is said, can look more sad and at the same time talk more humorously than any other man before the American public, was born in Lafayette, Indiana, in 1856. After an education received in the public schools of the town of his birth he studied law, but finding that there was but little merriment in Blackstone and briefs, abandoned his first intentions, and after plunges into various businesses, drifted to New York, where, in 1883, he fell in love with and married Julia Shaw, the daughter of the proprietor of the Grand Union hotel. He forthwith became a partner with his father-in-law, and from thence on has been as successful as a hotel manager as he is famous as an after-dinner speaker.

Elizabeth Meriwether Gilmer.

Elizabeth Meriwether Gilmer, whose nom-de-plume is “Dorothy Dix,” was born in Montgomery county, Tennessee, November 18, 1870. She was married November 21, 1888, to George O. Gilmer. In 1896 she became the editor of the woman’s department of the New Orleans Picayune, and contributed to that paper a series of articles called Dorothy Dix Talks, which won her immediate recognition as a humorist. In 1900 she joined the New York American and Journal staff as a writer on special topics, which she treats in a breezy, snappy fashion.

George V. Hobart.

George V. Hobart, the humorist and librettist, who is well known to the newspaper public under his nom-de-plume of Dinkelspiel, was born at Cape Breton, Nova Scotia. When a boy he [695]
studied telegraphy and obtained a position as an operator on one of the Cumberland (Maryland) newspapers. One day between the clicks of his instrument he wrote a humorous story, and handed it to the editor, who remarked, “I want more of that.” That was the beginning of the famous Dinkelspiel sketches. Mr. W. R. Hearst, of the New York American, saw Hobart’s work, called him to New York. He is the author of several comedies and books of musical productions.

Melvin De Lancy Landon.

Melvin De Lancy Landon, “Eli Perkins,” was born at Eaton, New York, September 7, 1839. After a course of preparation in the public schools he entered Union college and graduated in 1861. One week later he received an appointment from the United States treasury, but soon resigned his position to enlist in the Union army to take part in the Civil war. He left the army, in 1864, with the rank of major. Next he became a cotton planter in Arkansas and Louisiana. Later he traveled in Europe and was secretary of the United States legation at St. Petersburg. In 1877 he was married to Emily Louise Smith. He has written copiously for magazines and other publications. But it is his books, Wit, Humor and Pathos, Franco-Prussian War, Wit and Humor of the Age, Kings of Platform and Pulpit, and Thirty Years of Wit, upon which his reputation as a humorist rests.

JOURNALISTS AND WRITERS.

Stephen Bonsal.

A most industrious contributor to magazines and writer of short stories is Stephen Bonsal. He was born in Virginia in 1863, and educated in St. Paul’s school, Concord, New Hampshire. After finishing his studies in this country he went to Gottingen and Heidelberg, Germany. Returning to this country, he entered journalism. In this connection he is best known as representing the New York Herald during the Bulgarian-Servian war. In the service of that newspaper, he also went to Macedonia, Morocco and Cuba. Leaving newspaper work, he next entered the United States diplomatic service and was secretary of legation and chargé d’affaires in Pekin, Madrid, Tokio and Corea from 1890 to 1896. Besides his magazine work, he is the author of several books, including Morocco As It Is and The Real Condition of Cuba.

Richard Harding Davis.

Like many other authors, Richard Harding Davis comes of literary stock, his father being S. Clark Davis, editor of the Philadelphia Public Ledger, and his mother Rebecca Harding Davis, whose works of fiction have brought her a certain amount of public notice. After graduating from the Lehigh university of Pennsylvania, Mr. Davis made a reputation for himself in newspaper circles in his native city. He is a versatile writer and prefers fiction to fact. He first attained prominence through the medium of his Van Bibber Sketches. War correspondent as well as novelist, his life has been filled with stirring incident. Mr. Davis has been charged with egotism by his critics, but every man who is conscious of his individuality is subject to such attacks. Married Cecil Clark, daughter of J. M. Clark, of Chicago, April 4, 1899.

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Hamlin Garland.

One of the best-known makers of magazine literature is Hamlin Garland, who was born in West Salem, Wisconsin, September 16, 1860, of English-Dutch parentage. In 1881 his studies were completed in Cedar Valley seminary, Wisconsin, and he next spent some years in traveling and teaching in the east. Later he took the lecture platform, was an occasional writer of sketches and short stories, and spent some time in Boston studying and teaching. He is an ardent advocate of the single tax doctrine and several of his works have to do with the struggles of the poor against existing conditions. He has also written a number of books of fiction.

David G. Phillips.

David G. Phillips, one of the latest of American authors to achieve a measurable success and to give promises of a literary future, was born in Indianapolis in 1866, his father being a banker in that city. After a season spent in the local public schools and a preparatory collegiate course, Mr. Phillips went to Yale, and while there determined to become either a journalist or an author. On graduating he decided to go into newspaper work and so became a member of the reportorial staff of the New York World. It was not long before he attracted the attention of Mr. Joseph Pulitzer, the proprietor of the World. Mr. Phillips was in consequence given an editorial position. After some time spent in the service of the World, Mr. Phillips resigned in order to turn his attention to novel writing. Of his books A Golden Fleece and The Great God Success have been fairly well received, but his last work, The Confessions of a Crœsus, is distinctly the best thing that he has done in the way of pure literature.

Charles George Douglas Roberts.

C. G. D. Roberts inherited his literary instinct. His father was the Rev. G. Goodrich Roberts, and he is a cousin of Bliss Carman, the poet, while several of his ancestors were professors in English universities. He was born in Canada in 1860. Graduating from the university of Brunswick, in 1879, he afterward and for several years taught in educational establishments in Canada, but in 1895 devoted himself exclusively to literary work. In 1897 he became associate editor of the Illustrated American, but is best known as a writer of nature stories, several of which have passed through two or three editions.

William Thomas Stead.

William T. Stead, the founder of the Review of Reviews, and a constant contributor to a number of American newspapers, was born on July 3, 1849, at Embleton, England, being the son of the Rev. W. Stead, a Congregational minister. When fourteen years of age he was apprenticed to a merchant at Newcastle-on-Tyne, England, and began to contribute to local newspapers. His journalistic promptings at length became so imperative that he deserted the commercial world, and after a preliminary struggle became assistant editor of the Pall Mall Gazette. Later he founded the Review of Reviews, and subsequently the American Review of Reviews. He takes an active interest in the larger questions of the day, such as international arbitration, psychological problems, etc. Mr. Stead has a place in his generation and fills it admirably.

Vance Thompson.

Vance Thompson, a well known journalist, author and playwright, was born on April 17, 1863. He graduated from Princeton in 1883, and was subsequently a student of the University of Jena in Germany. He is well known in metropolitan journalism, having held the position of dramatic critic for more than one New York newspaper, and he has also contributed liberally to leading magazines and daily publications in general. He is also known as a musical critic. Mr. Thompson founded a fortnightly publication entitled Madamoiselle New York, which was characteristic of both him and his, and is the author of several plays, pantomimes and books. In 1890 he married Lillian Spencer, of New York.

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Stewart Edward White.

Stewart Edward White, the author, was born at Grand Rapids, Michigan, March 2, 1873. He studied at the high school of the town of his birth and graduated from the University of Michigan in 1895. Subsequently he came east and took a course in the Columbia law school. Mr. White is still a bachelor, is a fruitful contributor to magazines, and has written some novels which have

been given a respectful hearing, these including The Westerners and The Claim Jumpers.

Owen Wister.

Owen Wister, who is best known to the public through the medium of his novel, The Virginian, was born at Philadelphia July 14, 1860. He prepared for college at St. Paul's school, Concord, New Hampshire, and was graduated from Harvard in 1892, being admitted to the Philadelphia bar some years later. Instead of following the profession of a lawyer, however, he engaged in literary work. Apart from his novels, he has been a prolific contributor to magazines and other periodicals. His books are eminently readable, if they are nothing else.

POETS.

Thomas Bailey Aldrich.

Judging from "The Story of a Bad Boy," which is partly autobiographical, Thomas Bailey Aldrich spent his boyhood just as all wholesome-minded, healthy boys do, in having a good time. He was born in Portsmouth, New Hampshire, November 11, 1836. While he was still a baby, his family went to New Orleans, but he was sent back to his native town to be educated. After a common school course, he prepared to enter Harvard, but his father failed in business and soon afterward died. Although young Aldrich's relatives were prepared to pay the expenses of his college course, he preferred to be independent and decided to begin a business career. So it came about that he entered the offices of his uncle in New York city at the age of sixteen. About this time he began to contribute articles in prose and verse to Putnam's Magazine, The Knickerbocker Magazine and other periodicals. His literary ability finally got him a place in a publishing house as reader of manuscripts and of proof. His first book, The Bells, did not attract much attention, but in 1856 he published The Ballad of Baby Bell and Other Poems, which struck the popular fancy. About the year 1860 he became an independent writer, contributing to various publications, but chiefly to the Atlantic Monthly. In 1870 he became editor of Every Saturday, a high-class literary weekly, which was founded in Boston and effectively edited, yet only lived four [698] years. In 1881 he succeeded Mr. Howells in the editorial chair of the Atlantic Monthly. In this same year both Mr. Howells and Mr. Aldrich received from Yale university the degree of LL.D. Mr. Aldrich retired from the Atlantic Monthly in 1890. In 1865 he was married to Miss Lillian Woodman, of New York city. Several children were born to him.

Bliss Carman.

Bliss Carman is a native of New Brunswick and began life as a civil engineer and school teacher. The muse won him, however, almost from boyhood, and he has written steadily, slowly and safely, which is equivalent to saying that he has written progressively. Like many of the Canadian writers, he came to the United States to seek recognition. Here he met three other Canadians—C. G. D. Roberts, James Clarence Harvey and the late Richard Hovey. They formed a talented quartet of struggling poets, and their little world known as "Vagabondia," was one of the most fascinating centers of American Bohemianism of the better type. Literary and artistic people coveted the privilege of entering therein. Mr. Carman and Mr. Hovey published several volumes of songs from "Vagabondia." The subject of this sketch is best known by his Coronation Ode and his Sapphic Fragments. There is a fine and tender quality in Mr. Carman's poems that accounts for their popularity among people possessing that which is known as the "artistic temperament."

Richard Le Gallienne.

Richard Le Gallienne, who has a personality which accords with that of the traditional poet, is an Irishman by birth. In spite of his critics, his place in the world of letters is assured, mainly by reason of his poems, of which he has issued three volumes. Robert Louis Stevenson, an Elegy, is one of the best known of Mr. Le Gallienne's works, and ranks among the classic elegies of the English language. It is not too much to say that it compares favorably with Gray's Elegy in a Country Churchyard, Swinburne's Ave Et Vale, and Morris' Wordsworth's Grave. In Mr. Le Gallienne's verses, love, romance and dainty imagery are effectively mingled, and, as a rule, the results appeal to both heart and ear. His more ambitious works are those that have to do with literary criticism. He has also written books on Kipling and Meredith, which for vivid, close-range studies of the lives and purposes of two writers whose ideals are diametrically opposed, have rarely been equalled. The output of so-called literary criticism is so voluminous that it "tires by vastness," yet the demand for the product of Mr. Le Gallienne's pen still exists. He is also the author of a number of novels. That he is of industrious habits is proven by the fact that, while only thirty-six years of age, he has produced thirty works, the last being an English rendition of the odes of the Persian poet, Hafiz. Mr. Le Gallienne is an example of the possibilities that are inherent in every man, who, having determined on a given line of work, proceeds to follow it to success. He has never been to college, but has educated himself and so possesses all that belongs to a college curriculum. He has undergone the disappointments, deferred hopes, and all the rest of the unpleasant things that belong to the struggling literary man, and has conquered. The moral is obvious.

Robert Mackay.

Robert Mackay, who is one of the youngest, but none the less promising of America's poets, [699] was born in Virginia City, Nevada, 1871. His father, who is among the oldest of the living "Comstockers," settled in Nevada over fifty years ago, when the state was practically unknown to white men. The subject of this sketch began his literary work when a mere boy as a reporter on the San Francisco Chronicle. Subsequently he was editor and assistant editor of several papers on the Pacific coast. In 1895 he determined to travel over the world. The trip occupied the greater portion of five years, during which period he visited lands where white men were seldom seen. Naturally he gathered many experiences, and much valuable data. While Mr. Mackay has written a great many poems he has never compiled them in book form. He has a theory that too many young writers throw themselves on the mercy of a public which do not know them and necessarily do not care for their callow wares. He therefore proposes to mature his work until he is satisfied that it has a fighting chance for public favor. Nevertheless he is by no means a stranger to the public. Those poems of his that have appeared in a number of periodicals have made him many friends. Mr. Mackay's verses are finely fibered. Technically correct, they are acceptable to those critics who place mechanism on the same plane with motive. But they are more than finished specimens of the verse-maker's art. With deft and tender fingers he plays upon the heart chords of humanity, and these ring responsive to his sympathetic touch. His themes are those that are as old as the race, and as imperishable. Mother love, wedded love, patriotism, the eternal yearning for the higher life, the eternal problem of the hereafter—such they are—and they are treated by him with a facile sincerity that marks him as a true poet—one who writes not for the sake of writing, but because of inner spiritual promptings that will not be denied.

Cincinnatus Heine Miller.

The personality of Cincinnatus Heine Miller, better known as "Joaquin" Miller, is as picturesque as has been his career. In turn a miner, lawyer, express rider, editor, poet and newspaper man, Mr. Miller has amassed a fund of experiences such as rarely falls to the lot of the ordinary individual. That his literary gifts enable him to reproduce in vivid fashion many of these same happenings is a matter for self-congratulation on the part of the reading public. What is yet more fortunate is that he preserves in his poems the breath of the prairie, the air of the mountains and the "tang" of that west that is rapidly passing into nothingness. The poet was born in the Wabash district of Indiana, November 10, 1841. In 1850 his parents removed to Oregon, and there is but little doubt that the wild and beautiful scenery amid which he spent his childhood had had much to do with fostering his then undeveloped poetical instincts. When the famous rush of gold seekers to the Pacific coast took place in 1859, young Miller was among the Argonauts. He does not appear to have been particularly successful in his hunt for gold, and returned to Oregon in 1860. Then he began to study law, supporting himself in the meantime by acting as express rider in Idaho. In 1863 he started the Eugene (Ore.) Democratic Register, which, however, had a brief existence. Later he opened a law office in Canon City, and in 1866 went to London, where he remained until 1870. It was in that city that he published his first book of poems. It received a most favorable reception, and established him as a poet of a unique type [700] and quality. Returning to this country, he did some years of newspaper work in Washington, D. C., but finally drifted back to the Pacific coast, and devoted himself entirely to literature. In 1897, acting as correspondent for the New York newspaper, he visited the Klondike to compare modern miners with those of '59. Some of his best known books of poems are Songs of the Sierras, Pacific Palms, The One Fair Woman, Songs of the Sunland, etc. He is also a playwright. One of the most important and successful of his dramas is The Danites. He lives in a picturesque home, known as the Heights, at Oakland, California.

Henry Van Dyke.

"Life is an arrow; therefore you must know
What mark to aim at and how to use the bow,
Then draw it to the head and let it go."

These words, as well as the career of the well-known author and clergyman, the Rev. Dr. Henry Van Dyke, emphasize the fact that he has successfully pursued his all-absorbing ideal. He was born at Germantown, Pennsylvania, November 10, 1852, his father being the Rev. Henry Jackson Van Dyke, who is of Dutch colonial blood. At the age of sixteen, and after graduating from the Brooklyn Polytechnic Institute, young Van Dyke entered Princeton college and received the degree of A.B., with highest honors, in 1873. While an undergraduate he was awarded the junior oration prize and senior prize in English literature. He was also reception orator on class day, and on commencement delivered the salutatory and belles lettres. Upon graduating in the theological course from Princeton seminary, in 1876, he delivered the master oration. Later he went to Germany to pursue his studies in divinity at the University of Berlin, and, in 1878, returned to the United States, becoming pastor of the United Congregational church, Newport, Rhode Island, and remained there for four years. In 1882 he accepted a call to the Old Brick Presbyterian church, Fifth avenue and Thirty-seventh street, New York, which was founded in 1767. At that time the church membership was small and its financial condition far from satisfactory. But, thanks to the untiring efforts of the new pastor, it became one of importance,

spiritually and in other ways. Since 1900 he has been professor in English literature at Princeton university. He is the author of numerous books of wide circulation.

CANADIANS.

Dr. William Osler.

The most eminent medical man of Canada, and perhaps of the world, is Dr. William Osler, who has recently been appointed by King Edward to the exalted position of Regis Professor of Medicine at Oxford University, England. This means that Dr. Osler will be the chairman of the faculty of this great university. He will be its head. No greater distinction than this could come to any medical man. Aside from the honor of his appointment and the salary of $10,000 per year, his position will bring Dr. Osler a private practice which will make him one of the most highly compensated physicians in the world.

Dr. Osler was born at Bondhead, Ontario, July 12, 1849. His father was a minister of the [701] Church of England. Dr. Osler went to school at Port Hope, Ont., and afterward entered Trinity University in Toronto, where he received his academic degree. The only distinction he attained at college was the reputation of being a hard student. He followed out then the injunction which he has since often made to students of his own, namely, “love to labor.”

After leaving the University, Dr. Osler entered the office of Dr. Bonell in Toronto as an assistant. Here he studied three years and then entered McGill University at Montreal, where he was graduated in 1872. He then went abroad, and returning to Canada in 1875 was elected to the chair of Institute of Medicine at McGill. Some remarks of his apropos of his first plunging into teaching are worth quoting. “My first appearance before the class filled me with tremulous uneasiness and an overwhelming sense of embarrassment. I soon forgot this, however, in my interest in the work. Whatever success I achieved then and throughout my subsequent career has been due to enthusiasm and constitutional energy.”

Four years after Dr. Osler became connected with McGill he was appointed a member of the visiting staff of the Montreal General Hospital. In 1883 he was elected a fellow of the Royal College of Physicians of London, England.

Dr. Osler became in 1884 professor of medicine at the University of Pennsylvania. He was invited in 1889 to create the chair of Professor of the Practice and Principles of Medicine at the Johns Hopkins Medical School at Baltimore. It was his work here that lifted him into world-wide prominence as a physician. In 1890 he was elected dean of the medical faculty of Johns Hopkins. Meanwhile he had built up a very large private practice, and was one of the doctors called upon to treat President McKinley after he had been shot in Buffalo.

In spite of the fact that Dr. Osler’s great powers of concentration have been one of the factors in his remarkable success in his profession, he is a strong believer in having a broad outlook, and avoiding too great an absorption in any one line of work. He has said in an address to students:

“Do not become so absorbed in your profession as to exclude all outside interests. Success in my profession depends as much upon the man as upon the physician. The more you see of life, outside the circle of your work, the better equipped you will be for the struggle. While medicine is to be your calling, see to it that you have also some intellectual task which will keep you in touch with the world of art and letters. When tired of anatomy refresh your mind with Oliver Wendell Holmes, Keats, Shelley and Shakespeare.

“I advise you to have no ambition higher than to join the noble band of general practitioners. These are generous hearted men, with well balanced, cool heads, who are not scientific always, but are learned in the wisdom of the sick room. No man can stand higher in the love and respect of the community, and wield a more potent influence, than the family doctor....

“As to your work, I have a single bit of advice which I give with the earnest conviction of its paramount influence in any success which may have attended my efforts in life: Take no thought of the morrow. Live neither in the past nor the future, but let each day’s work absorb your entire energy and satisfy your widest ambition.”

Sir George A. Drummond. [702]

A high and representative type of the Scotchmen who have done so much for Canada is Sir George Alexander Drummond, who for many years has been very actively identified with the best elements in Canadian commercial and social life. Sir George was born in Edinburgh in 1829, and in 1854, after graduation from Edinburgh University, came to Canada to assume the management of the extensive sugar refinery which had been established in Montreal by the late John Redpath. Though the refinery was for some years very successful under the direction of Sir George, it was closed in 1874 because of the appalling effects of a high tariff. It was reopened, however, in 1879, when Sir George founded the Canadian Sugar Refining Company, which has exerted a strong influence in the upbuilding of the prosperity of the Dominion. Sir George steadily grew in commercial power. He became a director of the Bank of Montreal in 1882 and vice-president of

the institution in 1887. For two years he was president of the Montreal Board of Trade. He also assumed the presidency of the company which owns very valuable coal and iron mining properties at Londonderry, Nova Scotia, and he has been connected with many other enterprises of importance.

His activities, however, have been by no means confined to commerce. He has been president of the Art Association of Montreal, and possesses one of the finest art collections on the continent. He is an enthusiastic golfer and has been president of the Canada Golf Association. He has busied himself with philanthropic projects and was made one of the trustees of Victoria Order of Nurses in 1897. He was called to the Senate of Canada by the Marquis of Lorne and was knighted by the Queen.

AUTHORS.

James Lane Allen.

Among the many literary lights which the south has given us is James Lane Allen. He was born in Lexington, Kentucky, in 1849, and comes of one of the old Virginia families. Shortly after the Civil war broke out Mr. Allen's father lost his fortune, and James in consequence had to work and attend school simultaneously. He graduated with honors from the Transylvania university, Lexington, in 1872. Then he began to teach for a livelihood. Subsequently he was called to a professorship in Transylvania university, and later was a professor of Latin and higher English at Bethany college, West Virginia. In 1884 he went to New York to make literature his profession. He was then unknown in that city, but soon gained recognition as one of the most poetic and dramatic of American novelists. Of his many books The Choir Invisible, A Summer in Arcady, and Aftermath, are perhaps the most in demand by the reading public.

George Washington Cable.

A novelist who works on original lines is George W. Cable. He was born in New Orleans, October 12, 1844. At the age of fourteen necessity compelled him to seek employment in a store. In 1863 he joined the Confederate army, serving until the close of the war. Returning to New Orleans, he became an employee of a mercantile house, and later studied civil engineering. It was at this time that he began to contribute to the New Orleans Picayune and was at length given [703] a position on its editorial staff. He returned to business life, writing in the meantime, however, for Scribner's and other magazines. His sketches of Creole life were so well received that he finally decided to devote himself to literature. He has produced a number of works whose chief characters are almost all of the Creole type, is a successful lecturer, and takes an active interest in religious affairs.

Winston Churchill.

Winston Churchill, the novelist, was born in St. Louis, Missouri, November 10, 1871. He received his early education at the Smith academy in that city, and when seventeen years of age was appointed a cadet of the United States naval academy at Annapolis. Graduating therefrom in 1891, he joined the cruiser San Francisco, but his tastes being more literary than naval he resigned and became a member of the staff of the Army and Navy Journal, of New York. In 1895 he was made editor of the Cosmopolitan magazine, but a few months later resolved to identify himself with independent work on original lines. His first book, The Celebrity, won recognition and a certain amount of popularity. Mr. Churchill's reputation as a novelist rests for the most part on Richard Carvel and its sequel, The Crisis, which is hardly less popular than was its predecessor.

Francis Marion Crawford.

A clever and popular writer is Francis M. Crawford, who was born at Bagni-di-Lucca, Italy, August 2, 1854. He is a son of Thomas Crawford, the sculptor, and comes of a long line of literary and artistic ancestors. Francis was educated in New York schools, subsequently entering Harvard, but did not complete his course there. He was also a student at Cambridge university, England, and at the universities of Karlsruhe and Heidelberg, Germany, and the university of Rome, where he gave special attention to Sanscrit. In 1873 Mr. Crawford was compelled by circumstances to adopt journalism as a means of livelihood. Some years later he turned his attention to literature proper, his first book, Mr. Isaacs, appearing in 1882. Among his other well-known works are A Cigarette Maker's Romance, The Three Fates, Zoroaster, etc. He is also an artist of considerable ability and has traveled extensively. He and his wife and children live near Sorrento, Italy.

Rudyard Kipling.

Rudyard Kipling, the poet and novelist who, perhaps more than any other writer of this generation, has voiced the militant spirit of the British empire, was born at Bombay, India,

December 30, 1865. His father was John Lockwood Kipling. Rudyard was educated at the United Services college, Devonshire, England. Returning to India at the end of his school days, he became the assistant editor of the Civil-Military Gazette, and subsequently was connected with the staff of the Pioneer, a prominent newspaper of the country. The well-known Soldiers Three series and those other of his works which have to do with army life in India were the outcome of his Pioneer experiences. In 1892 he married Caroline Balestier at Brattleboro, Vermont. Mr. Kipling has not only a marvelous faculty of describing things as they actually are, but he also has the prophetic instinct of the true poet. As a case in point may be cited his famous Recessional, written at the end of Queen Victoria's Jubilee. The full significance of the poem was only realized [704] by the British during the disastrous and humiliating periods of the Boer war. In prose and poetry he has been alike fruitful.

Thomas Nelson Page.

Thomas N. Page was born in Oakland, Hanover county, Virginia, April 23, 1853. The Civil war interfered with his education, and left the Page family in an impoverished condition. Nevertheless he, during this period, was gathering material which resulted in the production of those two delightful books of his, Marse Chan and Meh Lady. Later he managed to secure a course at Washington and Lee university. At the law school of the University of Virginia he secured his degree in a year, and, after being admitted to the bar, practiced in Richmond from 1875 to 1893. During his leisure hours he did work which placed him on a high eminence as lecturer and literary man. His books are many, and for the most part have to do with the war between north and south and the reconstruction period following its close.

Charles Major.

Charles Major, the novelist, was born at Indianapolis, Indiana, July 25, 1856. He was educated at the common schools at Shelbyville and Indianapolis, after which he studied law and engaged in practice at Shelbyville. But his literary tastes were stronger than his legal inclinations, and he began to contribute to magazines and to write novels. His most famous book, When Knighthood was in Flower, was issued in 1898, and reached an edition of several hundred thousand. In 1885 he was married to Alice Shaw.

NOVELISTS.

Gertrude Franklin Atherton.

One of the most vivid and entertaining interpreters of the complex characteristics of American womanhood is the versatile and entertaining writer, Gertrude Franklin Atherton. She was born on Rincon Hill, San Francisco, California, October 30, 1859, daughter of Thomas Lyman Horn, of German descent, and on her mother's side descended from a brother of Benjamin Franklin. She was educated at St. Mary's Hall, Benicia, California, also at Sayre Institute, Lexington, Kentucky, and by private tutors. In addition to this, she had obtained a good foundation in the classics, English especially, from the teachings of her grandfather. Before leaving school she was married to George Henry Bowen Atherton, a native of Valparaiso, Chili. After his death, in 1888, Mrs. Atherton went directly to New York city, beginning literary work in earnest. As she never received courteous treatment from the press of her own country, she settled in London in 1895, and there met with gratifying recognition. Some of her most important works are: "The Doomswoman," 1902; "Patience Sparhawk and Her Times," 1897; "His Fortunate Grace," 1897; "American Wives and English Husbands," 1898; "The Californians," 1898; "A Daughter of the Vine," 1899; "Senator North," 1900. The latter is the first attempt in American fiction at a purely national novel, disregarding section. The Leeds Mercury styled "The Californians" an oasis in fiction, while the British Weekly declared Mrs. Atherton to be the ablest writer of fiction now living. The brilliancy of her portraiture and the humor and freshness of her dialogues are [705] undeniable. A western writer says, "The early days of the missions and Spanish rule have given her a most congenial field, and she has successfully reproduced their atmosphere in her best novels; against the background of their romantic traditions she paints the world, old, strong of passion, vague, dreamy, idyllic, yet strong and elemental."

Amelia Edith Barr.

Amelia Edith Barr was born at Ulverton, Lancashire, England, March 29, 1831. She was the daughter of the Rev. William Huddleston. Her mother's family were among the followers of the noted evangelist, George Fox. She was educated in several good schools and colleges and was graduated, at the age of nineteen, from Glasgow high school. In 1850 she was married to Robert Barr, son of a minister of the Scottish Free Kirk. In 1854 Mr. and Mrs. Barr came to America, settling at Austin, and later at Galveston, Texas. Her husband and three sons died in 1857 of yellow fever and Mrs. Barr was obliged to support herself and three daughters with her pen. Two years after Mr. Barr's death she came to New York city and received immediate encouragement from Mr. Beecher, of the Christian Union, and Robert Bonner, of the New York Ledger. She taught school for two years, meanwhile writing various sketches and miscellaneous articles for

magazines and newspapers. The work which gave her the greatest fame, “A Bow of Orange Ribbon,” appeared in serial form in the Ledger. Since 1884 she has devoted her time almost entirely to the writing of novels and short stories.

Frances Hodgson Burnett.

There are very few who are not acquainted with “Little Lord Fauntleroy,” one of the sweetest children’s stories ever written, but not so many perhaps are acquainted with the interesting life story of its author, Frances Hodgson Burnett. She was born November 24, 1849, in Manchester, England, and while yet attending school she developed a talent for writing short stories and poems and even novels. When her father died her mother brought the family to America in 1865, settling at Newmarket, but a year later removing to Knoxville, Tennessee. She then completed a story which was planned in her thirteenth year, and succeeded in disposing of it to Godey’s Lady’s Book, in which it was published in 1867. Other interesting short stories followed in this and in Peterson’s Magazine, but the turning point of her literary success was “Surly Tim’s Trouble,” which appeared in Scribner’s Monthly in 1872, attracting a great deal of attention. At the invitation of the editor more of her publications were published in Scribner’s, one of the most popular being “That Lass o’ Lowries,” which appeared later in 1877 in book form. Mrs. Hodgson has been twice married, the first time, in 1873, to Dr. Swan M. Burnett, from whom she obtained a divorce in 1898, and the second time, in 1900, to Stephen Townsend, an English author. Mrs. Burnett, by winning a suit against the unauthorized dramatization of “Fauntleroy,” secured for authors of England the control of dramatic rights in their stories, for which Reade and Dickens had spent thousands of pounds in vain.

Pearl Mary Theresa Craigie.

The authoress, Pearl Mary Theresa Craigie, more familiarly known as John Oliver Hobbes, was born in Boston, Massachusetts, November 3, 1867, daughter of John Morgan and Laura Hortense [706]
(Arnold) Richards. She is descended from early settlers of New York. After being educated under private tutors, Miss Richards, in 1883, went to Europe, continuing her studies in Paris. In 1887 she was enrolled as a student at University College, London, where, under the tuition of Professor Goodwin, she obtained an adequate knowledge of the classics and philosophy. In early childhood she was fond of writing. One of her first stories, entitled “Lost, A Dog,” appeared in Dr. Joseph Parker’s paper, The Fountain. This story was signed Pearl Richards, aged nine. Another of her stories, entitled “How Mark Puddler Became an Innkeeper,” appeared in The Fountain of February 10, 1881. At the age of eighteen she decided to make literature her profession and immediately took up a special study of style, especially dramatic dialogues. Her first book, entitled “Some Emotions and a Moral,” 1891, is an excellent example of success under difficulties. This book was composed during months of weary illness and amid the strain of domestic anxiety, but its success was immediate, for over eighty thousand copies were sold in a short time. Since then she has written several other novels.

Mary Eleanor Wilkins-Freeman.

“Wonderful in concentrated intensity, tremendous in power,” this record of the heart tragedies of a dozen men and women is not surpassed in our literature for its beauty of style, the delicacy of its character delineations, and the enthralling interest of its narrative. It is the praise merited by “Pembroke,” the greatest work that has come from the pen of the author, Mary Eleanor Wilkins. She was born of Puritan ancestors January 7, 1862, in Randolph, Norfolk county, Massachusetts, and received her early education in Randolph, later removing to Brattleboro, Vermont. She afterward attended Mount Holyoke seminary, South Hadley, Massachusetts, but previous to this she had already begun her literary work, writing poems and then prose for Youth’s Companion, St. Nicholas, Harper’s Bazar and finally for Harper’s Magazine. “A Humble Romance and Other Stories,” 1887, placed Miss Wilkins in the class with Mrs. Stowe, Miss Jewett and other conspicuous authors as a delineator of New England character. The simplicity and the astonishing reality of her story brought a new revelation to New England itself. Her literary style displays a fearlessness of the critic and the dominating thought to be true to her ideal. “The Pot of Gold and Other Stories,” 1891, and “Young Lucretia,” 1892, are among her popular juveniles. “The New England Nun and Other Stories,” called forth the most lavish praise. Her next work of importance, as well as her first novel, was “Jane Field,” 1892. When “Pembroke” appeared, in 1894, it was praised almost indiscriminately in England, some critics even venturing to say that George Eliot had never produced anything finer.

Anna Katherine Greene.

The simple stories and poems, written in her childhood, were the beginning of the career of the authoress, Anna Katherine Greene, who was born in Brooklyn, New York, November 11, 1846, daughter of James Wilson and Anna Katherine Greene. Her early education was obtained in the public schools of New York city and Buffalo, and she completed her course of study in Ripley Female College, Poultney, Vermont, graduating in 1867. Returning to her native city, she [707]
engaged in literary work, and, in 1878, produced her first important novel, “The Leavenworth Case.” She attracted immediate attention in literary circles. It had been carefully prepared and was given to the public only after repeated revisions. It had a phenomenal sale—already, in 1894, exceeding seven hundred and fifty thousand copies. From that time on there was a great demand

from the publishers for books from her pen, and during the next seventeen years she wrote and published fifteen novels. The story of “The Leavenworth Case” was dramatized and produced during the season of 1891 and 1892, her husband, Charles Rohlfs, to whom she had been married in 1884, sustaining the leading part, Harwell. The book is also used as a text-book in Yale university to demonstrate the fallacy of circumstantial evidence.

Sarah Orne Jewett.

A writer paid a just tribute to the subject of this sketch when she wrote: “The secret of Sarah Jewett’s great success outside of its artistic perfection, is the spirit of loving kindness and tender mercy that pervades it.” She was born at South Berwick, Maine, September 3, 1849, daughter of Theodore Herman Jewett. Her parents were both descendants of early English emigrants to Massachusetts. Sarah, owing to delicate health in childhood, spent much of her time communing with nature, where she received material and the inspiration that eventually made her such a popular writer. She was educated at Berwick academy, in her native city. When a mere girl she began her career as an author by contributing to Riverside Magazine and Our Young Folks. At nineteen she sent a story to the Atlantic Monthly, and has been averaging nearly a book a year ever since. Miss Jewett adopted the pseudonym “Alice Elliott” in 1881, but after that she used her own name instead.

Constance Cary Harrison.

Constance Cary Harrison, who is better known to the reading public as Mrs. Burton Harrison, was born in Fairfax county, Virginia, April 25, 1846. She was educated by private governesses, and while under their tuition gave proofs of being the possessor of literary ability. During the Civil war she lived with her family in Richmond, Virginia. At the end of the conflict she went abroad with her mother to complete her studies in music and languages. Mrs. Harrison has traveled much and has lived in nearly all of the continental capitals. She married Burton Harrison, a well-known New York lawyer, and since her union to him has resided in the metropolis. Her works are many and range from children’s fairy stories to works on social questions, and again from small comedies to books on municipal problems.

Elizabeth Stuart Phelps Ward.

Heredity and environment conspired to make Elizabeth Stuart Phelps Ward a woman of letters. Her father, the Rev. Austin Phelps, was pastor of the Pine Street Congregational church of Boston at the time of her birth, August 31, 1844. In 1848 he became a professor in the theological seminary at Andover, Massachusetts, and thus his daughter Elizabeth grew up among a circle of thinkers and writers. She received most of her education from her father, but also attended the private school at Andover and the seminary of Mrs. Prof. Edwards, where she took a course of study equal to that of the men’s colleges of to-day. At the age of nineteen she left school [708] and engaged in mission work at Abbott Village and Factory Settlement, a short distance from her home. It was here she began an acquaintance with the lives and needs of working people, which resulted in books such as “Hedged In” and “Jack, the Fisherman.” Her first story was published in the Youth’s Companion when she was only thirteen years old. In 1864 she published “A Sacrifice Consumed,” in Harper’s Magazine, which earned her right to the title “author.” The book which has given her greatest fame, “The Gates Ajar,” was begun in 1862 and was published in 1868. Nearly one hundred thousand copies were sold in the United States, and more than that number in Great Britain. It was also translated into a number of foreign languages. Probably Mrs. Ward has written more books worth while than any other woman writer of her time. In 1888 Miss Phelps was married to Herbert D. Ward, and has co-operated with him in writing several romances.

REFORMERS.

George Thorndike Angell.

George Thorndike Angell was born at Southbridge, Massachusetts, June 5, 1823. He was educated in the public schools and graduated from Dartmouth College in 1846. After study at the Harvard law school he was admitted to the bar in 1851. For thirty-four years he has headed the work for the humane treatment of animals and helpless human beings. In 1868, when a young man of twenty-two, he founded the Massachusetts society for the prevention of cruelty to animals. He has served as its president since its inception, no one being better fitted to fill the position. He has propagated his ideas on humanity to animals by many organizations, and forty-four thousand “bands of mercy” speak for his efficient and zealous management. As an editor and publisher, his activity has been enormous, for in one year his societies sent out 117,000,000 pages of literature. His work for dumb brutes is so well known that it has overshadowed those other forms of philanthropy with which he has to do, and which in the case of an ordinary man would have made him a reputation. The work of the Social Science Association, of which Mr. Angell is a director, is of a varied nature, and ranges from the prevention of crime to the detection of food adulteration, or from the betterment of tenement houses to obtaining a higher

standard of citizenship.

Susan Brownell Anthony.

Susan Brownell Anthony was born at Adams, Massachusetts, February 15, 1820. Her father, a Quaker, was a cotton manufacturer and gave her a liberal education. When she was seventeen years old her father failed in business and she had to support herself by school teaching, which profession she followed for thirteen years. Aroused at the injustice of the inequality of wages paid to women teachers, she made a public speech on the subject at the New York Teachers' Association, which attracted wide attention. She continued to work in the teachers' association for equal recognition continuously and enthusiastically. In 1849 she began to speak for the temperance cause, but soon became convinced that women had no power to change the condition of things without being able to vote at the polls, and from that time on she identified herself with [709] the suffrage movement. She has written a great many tracts and was at one time the editor of a weekly paper called the Revolution. Her work, The History of Woman's Suffrage, which she prepared in conjunction with Elizabeth Cady Stanton and Matilda Joslyn Gage, attracted wide attention.

Frederick St. George de Lautour Booth-Tucker.

Frederick St. George de Lautour Booth-Tucker was born at Monghyr, India, March 21, 1853. He was educated at the Cheltenham college, England, and, after passing the Indian civil service examination, was appointed assistant commanding magistrate in the Punjab. He resigned in order to join the Salvation army in 1881, inaugurated the Salvation Army work in India in 1882, and had charge of the work of the army there until 1891, when he was made secretary for the international work of the organization in London. Since 1896 he has been in charge of the affairs of the army in the United States, in conjunction with his wife, Emma Moss Booth, whom he married, after which he adopted the name of Booth-Tucker. He is the author of a number of religious and other works and has considerable ability as an orator and organizer. Mr. Booth-Tucker has a magnetic personality, and with the practical side of his nature stands him in good stead in connection with his chosen walk in life.

Anthony Comstock.

Anthony Comstock, who has been described as the most honest and the best-hated man in New York city, was born in New Canaan, Connecticut, March 7, 1844. He received his education in district schools and academy and later at the High School at New Britain, Connecticut. Early in life he began to earn his own livelihood, and in order to do so followed several vocations in succession. His brother Samuel was killed fighting for the Union cause at Gettysburg, and Anthony, volunteering to fill his place in the regiment, enlisted in the Seventeenth Volunteer Connecticut Infantry and saw much service during the war. He was mustered out in July, 1865. On January 25, 1871, he married Margaret Hamilton. In 1873 he was appointed postmaster inspector in New York, later became prominent in Young Men's Christian Association affairs, and finally identified himself with the New York society for the suppression of vice. Mr. Comstock's services in connection with what is his life work are too well known to be recapitulated. Possessing courage, moral and physical, of the highest order and a keen sense of his duties to the community in his official capacity, Mr. Comstock has for years been a terror to evil-doers, especially those who pander to vicious instincts. He has brought nearly 3,000 criminals to justice and has destroyed over 80 tons of obscene literature, pictures, etc. Altogether he is a notable figure in the complex life of New York, and the making of bitter enemies has necessarily followed on Mr. Comstock's career. But these, many and influential as they are, have never successfully attacked his motives or his integrity.

Wilbur Fiske Crafts.

The Rev. Wilbur Fiske Crafts was born at Fryeburg, Maine, January 12, 1850. His father was the Rev. A. C. Crafts. In 1869 the future author, lecturer and clergyman graduated from Wesleyan University, Connecticut, subsequently taking the post-graduate course in Boston University. On leaving college he became a minister of the Methodist Episcopal Church, holding [710] charges for several years therein and laying the foundation for the reputation which now attaches to him. Later, however, Mr. Crafts decided that the tenets of the Congregational denomination were more to his liking, and accordingly accepted a call to a Congregational church in Brooklyn. Still later he became a Presbyterian pastor in New York. Resigning from the ministry, he was made superintendent of the International Reform Bureau, the object of which is to secure moral legislation in the United States and Canada with the assistance of lectures, literature and personal example and influence. He is the author of many works, the majority of which are of a religious nature, or deal with social questions.

Elbridge Thomas Gerry.

Elbridge Thomas Gerry, born in New York city, December 25, 1837, was named after his grandfather, who was one of the vice-presidents of the United States and a signer of the Declaration of Independence. Mr. Gerry was educated in the New York public schools, and graduated from Columbia college in 1858. He was admitted to the bar in 1860. He acted as vice-

president, until 1899, of the American society for the prevention of cruelty to animals. He was chairman of the New York state commission on capital punishment from 1886 to 1888. Since 1891 he has been president of the annual convention of the New York societies for prevention of cruelty. He is trustee of the general theological seminary of the Presbyterian-Episcopal church and also trustee of the American museum of natural history, and of the New York Mutual Life Insurance company. Besides that, he is a member and director of various corporations and societies. Since 1876 he has been president of the New York society for the prevention of cruelty to children, which society is generally known as the Gerry Society. He has one of the largest private law libraries in the United States. Mr. Gerry is one of those conscientious citizens whose work for the public good has been as continuous as it has been successful.

William Reuben George.

William R. George was born at West Dryden, New York, June 4, 1866. He was educated in the common schools. His parents came to New York city in 1880, where he later engaged in business. Becoming interested in poor boys and girls, he, during the seasons of 1890 to 1894, took two hundred of them to the country for from two weeks to a month to spend a portion of their school vacations with him. Impressed with the large number of children endeavoring to live by charity, he conceived, in 1894, the plan of requiring payment in labor for every favor the youngsters received, and, in addition, instituted a system of self-government. This was the beginning of a junior republic, which was put into practical operation in 1895 and has continued successfully ever since. He was married November 14, 1896, to Esther B. George, of New York. To Mr. George belongs the credit of inaugurating a novel and praiseworthy method of fostering good citizenship.

Charles Henry Parkhurst.

The Rev. Dr. Charles Henry Parkhurst was born in Framingham, Massachusetts, April 17, 1842. His father worked on a farm in summer and taught school in winter. Until sixteen years of age Charles was a pupil of the Clinton (Mass.) grammar school. The two years following he acted [711] as clerk in a dry goods store. At the age of eighteen he began to prepare for college at Lancaster academy. At the end of the course there, he went to Amherst, from whence he graduated in 1866. The following year he became principal of the Amherst high school, remaining there until 1870, when he visited Germany. On his return he became professor of Greek and Latin in Williston seminary, holding that position for two years, during which period he married a Miss Bodman, a pupil of his while a teacher at Amherst. Accompanied by his wife, he next made a trip to Europe to study at Halle, Leipzig, and Bonn. Again in this country he received a call to the pastorate of the First Congregational church in Lenox, Massachusetts, where he soon gained a reputation as an original and forceful pulpit orator. On March 9, 1880, he became pastor of the Madison Square Presbyterian church, New York city, the call being the outcome of his work at Lenox. He immediately began to take a lively interest in city and national politics, and one of his sermons attracted the attention of Dr. Howard Crosby, president of the society for the prevention of crime, in which society Dr. Parkhurst was invited to become a director. A few months later Dr. Crosby died and Dr. Parkhurst was chosen as his successor. Dr. Parkhurst has done more for reform in New York city than any other single individual. His courageous course in connection with the Lexow investigation of certain phases of life in New York will not be readily forgotten.

Elizabeth Cady Stanton.

That which is popularly, if somewhat vaguely, characterized as the “Cause of women” in this country, is closely identified with the name of Elizabeth Cady Stanton. Many years of her life were spent in promoting the cause of her sex politically and legally, and that her work has not been fruitless is proven by the fact that as long ago as 1840 she advocated the passage of the Married Woman’s Property bill, which became a law in 1848. That measure alone is sufficient to obtain for Mrs. Stanton the gratitude of her sex. She was born in Johnstown, New York, November 12, 1815, being the daughter of Daniel C. Cady, judge of the New York State Supreme Court. She obtained her education at the Johnstown academy and the Emma Willard seminary, Troy, New York, graduating from the latter institution in 1832. Eight years later she married Henry Brewster Stanton, a state senator, anti-slavery orator and lawyer. From the first Mrs. Stanton identified herself with “Woman’s Rights,” and she it was who called the first woman’s rights convention, the meeting taking place at Seneca Falls, New York, in July, 1848. Continually working on the lines indicated, she has for the last quarter of a century annually addressed congress in favor of embodying woman suffrage in the constitution of the United States. In 1861 she was president of the Woman’s Loyal League, and through the medium of her personality made it a power in the land. From 1865 to 1893 she held the office of president of the Woman Suffrage Association. In 1868 she was a candidate for congress. Her eightieth birthday, which took place in 1895, was celebrated under the auspices of the National Council of Women, three hundred delegates attending the convention.

PHILANTHROPISTS. [712]

Mrs. Phoebe Appersin Hearst.

Mrs. Phoebe Appersin Hearst was born in 1840. After an education in the public schools she became a teacher in them until 1861, when she married the late United States Senator George F. Hearst from California, who died, in 1891, leaving her and her son, William Randolph Hearst, a fortune of many millions. W. R. Hearst is the well-known newspaper owner and publisher. Mrs. Hearst has established kindergarten classes and the manual training school in San Francisco, kindergartens and the kindergarten training school in Washington, District of Columbia; has made donations to the American university at Washington, gave $200,000 to build a national cathedral school for girls, has established working girls' clubs in San Francisco, is the patron of a school for mining engineers at the University of California, and, as a memorial to her husband, has built and endowed libraries in a number of mining towns in the west. In connection with the plans for the projected University of California, she has also agreed to erect two buildings to cost between three and four million of dollars.

Daniel Kimball Pearsons.

Daniel K. Pearsons was born at Bedford, Vermont, April 14, 1820, and was educated in the public schools. Entered college at Woodstock, Vermont, and was graduated as a physician, practicing in Chicopee, Massachusetts, until 1857. He removed to Ogle county, Illinois, and became a farmer, 1857 to 1860, and in the latter year began the real estate business in Chicago, which he continued until 1887, when he retired from business but remained a director of the Chicago City Railway Company and other corporations. He has made handsome donations to various colleges and charities there, including $280,000 to the Chicago theological seminary and $200,000 to Beloit college. He has also contributed to the treasuries of several other educational establishments. Mr. Pearsons seems to be a pupil of Mr. Andrew Carnegie in some respects, inasmuch as he has a profound belief in the wisdom of distributing his money for praiseworthy purposes during his lifetime.

Mrs. Henry Codman Potter.

The dominant quality of the character of the wife of Bishop Henry Codman Potter, of the diocese of New York, is undoubtedly charity. Her maiden name was Elizabeth L. Scriven, and she was born in 1849 in New York, coming of good American stock. She has been married twice, her first husband being Alfred Corning Clark, who in his lifetime controlled the Singer sewing machine interests and who also had extensive real estate holdings in the metropolis. When Mr. Clark died he left an estate of an estimated value of about $30,000,000, the bulk of which, after a liberal allowance made to his four children, went to his widow. All her life Mrs. Potter has given largely to charity and philanthropic enterprises. She has done excellent work in New York in connection with improvements in tenement houses, those that she owns being ideal dwellings in regard to construction, light, ventilation and sanitary arrangements. At Cooperstown, New York, which is her home, Mrs. Potter has spent large sums of money in beautifying the village. She gives annually a dinner to a thousand poor persons, and has a long list of private pensioners. Her [713] marriage to Bishop Potter took place on October 1, 1902, at Cooperstown.

Mrs. Theodore Roosevelt.

The maiden name of the wife of President Roosevelt was Edith Kermit Carow, and she, like her husband, comes of one of the most distinguished of the older families of New York. Born in the metropolis in the old Carow mansion, Fourteenth street and Union square, her father was Charles Carow, and her grandfather General Tyler Carow, of Norwich, Connecticut. She was educated at a school kept by a Miss Comstock on West Fortieth street. She was married to the President on December 2, 1886, at St. George's church, Hanover square, London, the ceremony being performed by Canon Cammadge, who is a cousin of Mrs. Roosevelt. Fortune has never been more kind to Mr. Roosevelt than when she gave him the amiable and beautiful woman who bears his name. The Roosevelt children seem to have inherited many of the attractive qualities of their mother.

Mrs. Russell Sage.

Mrs. Russell Sage was born at Syracuse, New York, in 1828. She was the daughter of the Hon. Joseph Slocum. Educated at first in private schools of Syracuse, it had been intended that she should go to college later, but financial disaster altered the plans of the family. After working at home to help her mother for some time, she started for Mount Holyoke college, intending to do housework in that institution in order to pay for her board. On her way thither she was taken sick in Troy, and when she recovered she, at the request of her uncle, entered the Troy female seminary. In 1869 she became the second wife of Russell Sage, the financier. Mrs. Sage's charities are large; she has built a dormitory costing $120,000 in the Emma Willard seminary and gives annually large sums of money to various hospitals and other praiseworthy institutions.

Mrs. Leland Stanford.

Mrs. Jane Lathrop Stanford was born at Albany, New York, August 25, 1825. Was educated in

the public schools there, and in 1848 married Leland Stanford. In 1855 she went with her husband to California. Mr. Stanford took a prominent part in the public affairs of the state, and in 1861 was elected its governor. A son was born, who died when sixteen years of age in Florence, Italy. Mr. Stanford founded the university which bears his name, in memory of his boy. Since her husband's demise Mrs. Stanford has given further endowments to the institution, the total amount of which is said to be several million dollars. She has also given liberally to other educational institutions.

Anson Phelps Stokes, Sr.

Anson Phelps Stokes, Sr., financier and public-spirited citizen, was born in New York, February 22, 1838, being the son of James and Caroline (Phelps) Stokes. He was educated in private schools and in 1855 married Helen Louise, daughter of Isaac Newton Phelps. Becoming connected with the firm of Phelps, Dodge & Co., merchants, he afterward became a partner in the banking firm of Phelps, Stokes & Co., of New York. He is director and trustee of a number of philanthropic institutions and hospitals, owns interests in varied corporations and is a prominent member of several clubs whose objects it is to promote municipal and legislative reform. Mr. Stokes has written two books on financial questions.

DIVINES. [714]

Lyman Abbott.

Dr. Lyman Abbott is an illustration of the fact that a young man who is gifted with more than ordinary intellect and even genius need not be discouraged, even if his first intentions regarding his life work come to naught by force of circumstances or unlooked-for developments within himself. He was born December 18, 1835, in Roxbury, Massachusetts, being the son of Jacob and Harriet Abbott. Graduating from the College of the City of New York in 1853, he took a course at Harvard, after which, and in accordance with his prearranged plans, he took a law course, was admitted to the bar and began to practice. But his literary instincts and religious convictions resulted in his finally abandoning the law. After a good deal of writing for a number of publications and more theological studies, he was finally ordained a Congregational minister in 1860, being made pastor of a church at Terre Haute, Indiana, in the same year. Leaving Indiana, he came to New York and took charge of the New England Congregational Church in that city. In 1869 he resigned the pastorate in order to devote himself to literature. He edited the Literary Record Department of Harper's Magazine and was associate editor with Henry Ward Beecher on the Christian Union. He succeeded Mr. Beecher as pastor of Plymouth Church, Brooklyn, in May, 1888, but resigned in 1898 and is once more prominent in religious literary circles. On October 14, 1857, he married Abby F. Hamlin, daughter of Hannibal Hamlin, of Boston. He is the author of a great many works of a religious nature and of others which deal with social problems. At present he is editor of The Outlook, of New York city.

Theodore Ledyard Cuyler.

Theodore Ledyard Cuyler, the clergyman whose striking sermons have made him famous the world over, was born at Aurora, New York, January 10, 1822. He was educated at Manheim, New Jersey, and Princeton college, from which he graduated in 1841. After spending a brief period in traveling in Europe, he entered the theological seminary at Princeton, from which he graduated in 1846, and was ordained by the presbytery in 1848. His first charge was at a small church near Wilkesbarre, Pennsylvania, where he remained for six months. He was then called to the Presbyterian church of Burlington, New Jersey. In 1849 he became pastor of the Third Presbyterian church of Trenton, New Jersey, and in 1853 he was invited to the Market Street Dutch Reformed Church, New York city. He was one of the leaders in the great revival of 1858, and in 1860 he was called to the Lafayette Avenue Presbyterian church, Brooklyn. This was a young church and was not in a very prosperous condition, but the new pastor infused life into it from the first, and, in 1861, his congregation commenced the building of a new church at the corner of Lafayette avenue and South Oxford street. This building was completed in March, 1862, and cost $60,000. In 1893 Dr. Cuyler withdrew from active charge of the church and determined to devote the remainder of his years to the ministry at large. Dr. Cuyler was married, in 1853, to Annie E. Mathist, of Newark, Ohio, and has two children. His writings and printed sermons have been widely circulated. Among them are: Thought Hives, Stray Arrows, The Empty Crib, The [715] Cedar Christian. One of his most famous tracts, Somebody's Son, had a circulation of over one hundred thousand copies. Many of his articles and tracts have been translated into several languages, and his contributions to the religious press have been more numerous than those of any living writer.

Edward Everett Hale.

Edward Everett Hale was born in Boston, April 3, 1822, and after passing through the public schools entered the Boston Latin school. He was graduated from Harvard in 1839, and for two years acted as usher in the Latin school, studying theology in the meantime. On October 13,

1852, he married, at Hartford, Connecticut, Emily Baldwin Perkins. He has been a prominent promoter of Chautauqua circles and was the founder of the "Lend-a-Hand" clubs. He has probably traveled as much and delivered more lectures than any other man in this country. The fact that the catalogue of Harvard university lists more than one hundred and thirty titles of books and pamphlets on varied subjects of which he is the author shows how prolific has been his pen. Fiction, drama, narrative, poetry, theology, philosophy, politics—all are treated by him in a masterly way. He is never dull or common-place, but invariably suggestive and practical. One of his masterpieces is A Man Without a Country, which was written in war time. This story alone would have given him lasting fame. Yet it is not as an author, a great scholar, a great teacher, a great orator, or a great statesman that Dr. Hale will be remembered, but, as William Dean Howells has said, his name will go down in history as "a great American citizen."

Benjamin Fay Mills.

Benjamin Fay Mills was born at Rahway, New Jersey, June 4, 1857. His father was a clergyman. Educated in the public schools and at Phillips academy, Andover, he graduated from Lake Forest university, Illinois, in 1879. In the same year he married Mary Russell, and in the year following he was ordained pastor of the Congregational church at Rutland, Vermont. From 1886 to 1897 he acted in an evangelistic capacity and conducted meetings throughout the country. In 1897 he withdrew from the orthodox church and inaugurated independent religious movements in the Boston music hall and Hollis street theatre. Since 1889 he has been the pastor of the First Unitarian church, Oakland, California. He is eloquent, magnetic and convincing and has the gift of playing on the emotions of an audience in a manner possessed by few speakers within or without the church.

Henry Codman Potter.

There have been a great many clergymen in the Potter family, and doubtless the Right Reverend Henry Codman Potter, bishop of the diocese of New York, had an inclination for the pulpit which was an ancestral inheritance. He is the son of Bishop Alonzo Potter, of Pennsylvania, and was born at Schenectady, New York, May 25, 1835. He was educated at the Philadelphia Academy of the Protestant Episcopal church, and later at the theological seminary in Virginia. Graduating therefrom in 1857, he was at once made a deacon and one year later was ordained to the priesthood. Until 1859 he had charge of Christ P. E. church, Greensburg, Pennsylvania, when he was transferred to St. John's, P. E. church, Troy, New York; for seven years he was rector of [716] that parish. He then became an assistant of Trinity P. E. church, Boston, and in May, 1868, was made rector of Grace P. E. church, New York. For sixteen years he was identified with the affairs of that famous church. In 1883 he was elected an assistant to his uncle, Bishop Horatio Potter, who presided over the diocese of New York. A short time after entering on his duties as such, his uncle withdrew from active work and the care of the diocese fell upon the younger man. On January 2, 1887, Bishop Horatio Potter died and was succeeded by his nephew. His diocese is the largest in point of population in the United States. Eloquent, earnest and devoted to his life work, Bishop Potter commands the love and respect of all of those with whom he comes in contact.

William Taylor.

William Taylor was born in Virginia May 2, 1821. Reared on a farm, he learned the tanning business. He entered the Methodist ministry in 1842. Going to California with the "Forty-niners" as a missionary, he remained there until 1856. He next spent a number of years traveling in Canada, New England and Europe. After conducting missionary services in Australia, New Zealand and Tasmania, he visited South Africa and converted many Kaffirs to Christianity. From 1872 to 1876 he organized a number of churches in India and in South America. He also established mission stations on the Congo and elsewhere in Africa. He has written a number of books, the most interesting of which is, without doubt, The Story of My Life. In 1884 he was made missionary bishop for Africa.

John Heyl Vincent.

John Heyl Vincent, bishop of the Methodist Episcopal Church and chancellor of the Chautauqua system, was born in Tuscaloosa, Alabama, February 23, 1832. He was educated at Lewisburg and Milton, Pennsylvania, and as a mere boy gave evidence of the religious trend of his nature. When only eighteen years of age he was a preacher, and many of his then sermons are said to have been both eloquent and convincing. After studying in the Wesleyan Institute of Newark, New Jersey, he joined the New Jersey Conference in 1853, was ordained deacon and four years later was made pastor. He had several charges in Illinois between 1857 and 1865, and during the next fourteen years brought into being a number of Sunday school publications. He was one of the founders of the Chautauqua Assembly and was the organizer of the Chautauqua Literary and Scientific Circle, of which he has held office of chancellor since its inception. In 1900 he was made resident bishop in charge of the European work of the church with which he was associated. He is preacher to Harvard, Yale, Cornell, Wellesley and other colleges. As an author of helpful and interesting religious works, Dr. Vincent is well known to all students of American literature.

CANADIANS.

William Peterson.

One of the influential educators in Canada is Dr. William Peterson, President of that powerful and progressive educational institution, McGill University. Dr. Peterson's policy in the conduct of the university is to maintain a harmonious relationship between classical education and the [717] scientific training which is now so greatly in demand. That the university is kept well abreast of the times in scientific teaching and equipment is indicated by the fact that a recent addition to the institution has been a school for instruction in all branches of railroading. Dr. Peterson keenly realizes that the future development of Canada will depend in a very considerable measure upon the extension of the Dominion's railway system—that in the railroad business there will, perhaps, be more and greater opportunities for young Canadians than in any other one branch of industry. Another proof of the scientific thoroughness at McGill is the high standing held by the University's medical and engineering schools, but Dr. Peterson holds fast to the belief that no education is complete without a familiarity with the classics. He is himself an accomplished classical scholar.

After spending his boyhood in the city of Edinburgh, Scotland, where he was born in 1856, he became a student at the Edinburgh University, and there distinguished himself. He won the Greek travelling fellowship, and continued his classical study at the University of Göttingen. Returning to Scotland, he was elected to the Mackenzie scholarship in the University of Edinburgh and went to Oxford University, where he added to his scholastic laurels. He became assistant Professor of Humanity in Edinburgh University, and in 1882 was appointed Professor of Classical and Ancient History and head of the faculty in University College, Dundee. Here he remained until 1885, when he was chosen to succeed Sir J. W. Dawson as Principal of McGill University, Montreal. He has received honorary degrees from St. Andrews and Princeton universities, and is regarded not only as a scholar of unusual attainments, but as a man possessing in marked degree the executive ability necessary to successfully conduct the affairs of a great university.

George A. Cox.

Perhaps the most important financier in Canada is Senator George A. Cox of Toronto, who is regarded as the Dominion's closest parallel, in financial activity, to J. Pierpont Morgan of New York. His interests are extensive and widely varied. He is the president of the Canadian Life Assurance Company, president of two fire insurance companies, president of the Central Canadian Loan and Savings Company, and is one of the ruling spirits in the great project to build the Grand Trunk Pacific Railway across the continent to the Pacific Ocean. He has a very considerable amount of capital invested in the United States.

Senator Cox was born sixty-four years ago in the village of Colborne. His father was a shoemaker in humble circumstances. The ability of Senator Cox, as a boy, attracted the attention of a neighbor, who educated him. When he became a young man he went to the town of Peterboro and embarked in the photographic business. He afterwards became an express agent, and also occupied himself with soliciting insurance for the Canadian Life Assurance Company. He engaged in politics, and for seven years was mayor of Peterboro. When the Midland Railway became involved in financial difficulties, he was one of the Canadians asked to reorganize the road. He at once became the dominating factor in this work and in 1878 was made president of the Midland line. The vigor and ability which he brought to his task soon put the decrepit railway company on its feet again. It afterward became the Midland Division of the Grand Trunk Railway. [718] Besides his insurance and railway affiliations Senator Cox is largely interested in Canadian banks and lands.

Senator Cox attributes much of his success to the fact that he is a good judge of human nature. He has long made a point of surrounding himself with clever young men who are able to develop and zealously put into operation the hints which he freely gives them. Senator Cox's personality is of a kind which inspires enthusiasm on the part of those who are working with and for him. He is genial and never stands on formality in his contact with the young men whom he has around him. In this respect he more closely resembles Andrew Carnegie than any other captain of industry. Senator Cox lives in modest style in Toronto. He is quiet in his tastes, and greatly dislikes anything suggestive of display or self-aggrandizement. He is a close personal friend of most of the political leaders in the Canadian Liberal Party, and of many of the financial powers in the United States. The Earl of Aberdeen appointed him to the Senate of Canada in 1896. He is a prominent member of the Methodist Church, and has long interested himself in the welfare of Victoria University in Toronto.

Timothy Eaton.

The most important retail merchant in Canada is Timothy Eaton. He began his career as an apprentice in a small shop in a village in Ireland, and now has an establishment which employs the services of six thousand persons, and which is by far the largest and best equipped retail store in the Dominion.

It was in a shop in the town of Port Gleone, in the north of Ireland, that Mr. Eaton obtained his

first experience as a storekeeper. Here he served an apprenticeship of five years, receiving no pay until the end of his term of service, when he was given the sum of one hundred pounds. To convey an idea of the long hours that he used to devote to the services of his employer in Ireland, Mr. Eaton likes to tell about how he used to watch the donkey carts passing through the village streets to the market-town of Ballymena at five o'clock every morning, when he was taking down the shutters. While he had very little time in those days to devote to anything but his regular work, he was fond of books, and read *Chambers's Journal*, an unusual literary selection for a lad of his education and position. In this publication he read one day an article on the then almost unknown process of manufacturing artificial gas. This so interested him that with the help of a companion he made with his own hands a small gas plant, and by means of it succeeded in lighting the store. Before that there had been no gas light in that section of Ireland. The innovation of the young apprentice aroused great interest and curiosity on the part of the people of the countryside. They flocked to the shop to view the miracle of the new light. This proved to be a valuable advertisement for the establishment, and it lifted young Eaton into a position of prominence in the community.

He felt, however, that there were no chances in Ireland for the degree of success of which he dreamed. The potato famine and other misfortunes had laid the country prostrate. Everybody was talking about the golden prospects in America, and great numbers were emigrating to the promised land. One of Timothy Eaton's elder brothers decided to join the exodus, and Timothy himself lost no time in making up his mind to go with him. [719]

After crossing the Atlantic they made their way to the town of St. Marys, in Ontario, and there started a very small store, being glad to accept produce in payment for their goods. Another brother came to St. Marys. One of these remained there permanently, while Timothy Eaton, not satisfied with the possibilities in St. Marys of the mercantile expansion which he had in mind, went to Toronto, and started a modest store on one of the lower streets. This was in 1869. In 1883 he had a larger establishment. In 1887 he had added to his general store equipment a small factory for the purpose of eliminating the charges of middlemen and thus conserving the interests of his customers by reduced prices. The factory was an unqualified success. By means of it, and through Mr. Eaton's general methods, the establishment steadily grew until, at the present time, he has a store which from a comparative point of view may be regarded, perhaps, as the most successful in the world. Mr. Eaton's pay roll includes nearly six thousand names, while the largest retail store on earth, which is located in Chicago, where the population is many times greater than that which can be reached by Mr. Eaton, employs only about twenty-five hundred more persons. It will be seen that this Chicago establishment is only one-half larger than the Eaton store. Indeed, the factories of the latter are larger than those of any establishment which deals directly with retail buyers.

The two leading elements in Mr. Eaton's remarkable success have been his store-system, regarded by leading retail merchants as a model, and his constant endeavor to save money for his customers. It is to this end that he conducts his business on a cash basis, and that he has established his factories. He is a very firm believer in bringing goods direct from the maker to the consumer. In a single department in his manufacturing section, for instance, there are over a thousand sewing machines which produce nearly seven thousand garments a day for sale exclusively in the store. The money which Mr. Eaton has been able to save by this policy of producing his own goods is directly applied to the reduction of prices. The fact that his patrons feel that they are obtaining maximum value at minimum cost is the chief reason of the store's great and constantly growing trade.

Another very prominent factor in his success has been his strict rule of allowing absolutely no misrepresentation. He very strongly feels that truth is a most important element in any permanent success in storekeeping and in life in general. In addition to Mr. Eaton's constant vigilance in the interest of his patrons, he has always in mind the well-being of his employees. He was one of the pioneers in the movement for shorter hours, believing that opportunities for legitimate rest and recreation give those who are in his service an added zeal and energy which materially increase the satisfaction of buyers and has a direct beneficial effect upon the profits and progress of the store.

While Mr. Eaton is proud of his success, he by no means takes all the credit to himself. It is his idea that the quality which has chiefly enabled him to build up this great commercial unit lies in his ability to pick out the right man for the right place. Each employee is held to a personal responsibility, and is given to understand that he or she is considered a possibility for the higher positions in the establishment. Every clerk understands that promotion is to be obtained not by [720] favoritism, but on the strength alone of conscientious and intelligent effort.

A celebrated department store proprietor in New York City not long ago remarked to a Canadian merchant who informed him that he had come to the New York establishment to obtain hints on the best system of store management, "Why, it is not at all necessary for you to come down here for this information. You have a man in Canada, Timothy Eaton, who can tell you a good deal more about this than most of us can. In fact, we always keep our eyes on him with a view of obtaining fresh suggestions as to methods."

Sir Thomas G. Shaughnessy.

One of the most successful railroad men of this continent is Sir Thomas G. Shaughnessy, president of the Canadian Pacific Railroad. By means of a particularly virile personality and a

remarkable capacity for hard work, Sir Thomas has raised himself to his present high position from the bottom of the ladder. He owes absolutely nothing to the extraneous circumstances of birth or fortune. His education has been chiefly obtained in the school of experience; yet Sir Thomas adds to his conspicuous knowledge of man and affairs a culture that would do credit to a university graduate.

Though Sir Thomas is always associated in the public mind with Canada for the reason that his most important work has been done in the Dominion, he was born in 1853 in Milwaukee. His school days ended at the age of sixteen, when he obtained a place in the office of the Milwaukee & St. Paul Railway as a clerk in the purchasing department. During a period of ten years the young man slowly rose in this department until, on the strength of his ability and alertness, he was promoted to the place of a general storekeeper for the railroad. Mr. Shaughnessy took hold with an acceleration of the powers which had brought him his steady promotion. Work in the office began to move more swiftly than ever before. Each man was held to a very strict accountability in the performance of all his duties, and yet with a new spirit of contentment and zeal for the reason that Mr. Shaughnessy was very considerate to those under his direction. He was quick to criticise, but was equally quick to praise. No man who had ever held a position of authority in the company was more popular with his subordinates.

But Mr. Shaughnessy's abilities were too great for his position. William C. Van Horne, who had recently become general manager of the young Canadian Pacific Railway, had known Mr. Shaughnessy in Milwaukee, and asked him to take a place of purchasing agent in the new company. This was in 1882. He became assistant to the general manager in 1884, and the next year was promoted to the office of assistant to the president. He became a full-fledged vice-president in 1891. Mr. Shaughnessy was the right-hand man of the president of the road, Sir William C. Van Horne, and when the latter resigned the presidency in 1899 it was obvious that the man in all respects best equipped to succeed him in the very important position of executive head of the longest railroad in the world was Mr. Shaughnessy. The latter was knighted by the Prince of Wales, then Duke of York, in Ottawa, Canada, 1901.

The work of Sir Thomas as president has been notable. He has had a careful regard not only for the interest of the line, but also of Canada. During his incumbency of the presidency the Canadian Pacific system has been greatly extended. It now employs over thirty-five thousand [721] persons and buys products of the labor of fifty thousand more. Within the last two years it has paid Canadians over one hundred millions. The progressive management of the line under the direction of Sir Thomas Shaughnessy has greatly stimulated the prosperity of the Dominion, and on this account the Canadians feel that Sir Thomas has been one of the Dominion's most valuable citizens.

William S. Fielding.

The Hon. William Stevens Fielding, considered one of Canada's ablest men, stands high in the administration of Sir Wilfrid Laurier, holding the important place of Minister of Finance. He attained distinction by the path of newspaper work. Mr. Fielding was born in Halifax of English parentage in 1848, and at the age of sixteen entered the business office of the *Morning Chronicle*. This was perhaps the most influential newspaper of the Maritime Provinces, and counted among its contributors numerous men of intellect and influence. It was from them that young Fielding imbibed his political views and became imbued with the spirit of broad patriotism which has since distinguished him.

Soon after he formed his connection with the *Chronicle* he was promoted to a place as reporter, and was most zealous and thorough in this sphere. Before he was twenty he had commenced to write editorials. For two decades Mr. Fielding remained with the *Chronicle*, rising by degrees to the place of editor, and at the same time taking an active part in the political campaigns in Halifax. He was elected in the elections of 1882 to a seat in the Nova Scotia Legislature, and rose so rapidly that within a few months he was offered the premiership of the Province. He declined the honor on this occasion, but soon afterward organized a government at the request of some of the other leaders, and took upon himself the duties of provincial secretary, which also involved the work of financial administrator. His government was so effective that for years it controlled the affairs of the Province. When Sir Wilfrid Laurier became premier of the Dominion in 1896 he appointed Mr. Fielding Minister of Finance, and the latter was returned by the constituency of Shelbourne and Queens to the Dominion House of Commons. It was Mr. Fielding who introduced the measure for the preferential tariff which has been so conspicuous a feature of the Laurier administration. Mr. Fielding is regarded as one of the strongest members of the cabinet.

Charles Fitzpatrick.

The Hon. Charles Fitzpatrick, Minister of Justice in the Canadian Government, and one of the ablest of the Dominion's lawyers and political leaders, was born of Irish parentage in the Province of Quebec in 1851. His father was a lumber merchant. He was graduated from Laval University in Quebec, studied law and began practice in the city of Quebec, where he rapidly rose to prominence. He had acquired such a reputation at the bar when he was thirty-four years old, that the half-breeds and others who rallied to the support of Louis Riel when the latter was imprisoned and about to be tried for his life, retained Mr. Fitzpatrick as the man best fitted to defend their leader. In this case he opposed a number of the ablest lawyers in Canada, and while

his client, Riel, was condemned to death, Mr. Fitzpatrick's eloquence and command of legal principles attracted wide attention. He has since appeared in many of the most important cases [722] that have been tried within the Dominion.

Mr. Fitzpatrick's entry into public life was made in 1891, when he was elected a member of the House of Commons of the Province of Quebec, representing his native county. He held this seat until 1896, when he was a successful candidate for the Dominion House of Commons. His general ability and his attainments as a lawyer had by this time become so conspicuous that when in the same year Sir Wilfrid Laurier organized his government he appointed Mr. Fitzpatrick to the position of Solicitor General. In 1900 he was re-elected, by a large majority, a Liberal member from Quebec, in a constituency that was largely Conservative. In 1902, on the elevation of the Hon. David Mills to the Supreme Court bench, Mr. Fitzpatrick was called to his present post of Minister of Justice.

The political success of Mr. Fitzpatrick is made the more notable by the fact that ninety per cent. of the voters of Quebec are French Canadians, while he himself is an Irishman.

In addition to his powers as an orator, his grasp of legal principles and his strong personal magnetism, one of his predominant traits is energy. It has been said of him that in the days of his youth he was in the habit of rising so early in the morning that he had his cases carefully analyzed and his plan of action formulated before other lawyers were out of bed. At present his most absorbing interest is the project for the Grand Trunk Pacific Railway line across the continent. It was he who drew up the contract for the undertaking, and he has been its chief defender, in its legal aspects, against the many attacks to which it has been subjected by the opponents of the government of Sir Wilfrid Laurier.

Mr. Fitzpatrick attributes his zest for work to the fact that he has always been an outdoor man. During his early years his reputation as an athlete was as great in Quebec as was his fame as a lawyer. He married a daughter of the late Lieutenant Carors, and thus became intimately identified with one of the oldest of the French-Canadian families, which dates back to the early days in Canadian history.

There is no more enthusiastic believer in the future of Canada than Mr. Fitzpatrick. In 1903 he made a tour of the Northwest, and has expressed himself as astonished at its marvelous resources. It is his opinion that the projected Grand Trunk Pacific line, adding another railway to the transportation facilities of this territory, will develop it into one of the richest and most productive regions, not only in grain, but in minerals, the world has ever known.

George William Ross.

The Hon. George William Ross, Premier of the Province of Ontario, was born near London, Ontario, in 1841. His father was a Scotchman, who, after migrating to Canada, became a prosperous farmer. Mr. Ross began his active life as a country school teacher. The government of the Province of Ontario established in 1871 a system of school inspectors, and he was appointed to one of these places. In the general election of the following year, Mr. Ross was chosen to represent the Conservative party in the western division of his native county, and was elected to the Dominion House of Commons. It was particularly his ability as an orator that brought him this honor. He was a member at the time of the Sons of Temperance, and it was at the meetings of [723] this society that he seized his first opportunities to develop and display his gifts as a public speaker. He has said since that this experience in talking on his feet was invaluable to him, and he advises all young men who desire to acquire the gift of public speaking to join a debating society or other organization whose members are willing to listen to budding eloquence.

Mr. Ross was made Minister of Education for the Province of Ontario in 1883, and in 1887 succeeded in having passed a law for the federation of the denominational colleges of Toronto into a single unit, The University of Toronto. He inaugurated other educational reforms, and materially raised the standard of public education in the Province. Mr. Ross relinquished his work in this special field in 1900 to become Premier of Ontario. He has been prominently identified with movements in the cause of temperance, and holds honorary degrees in five Canadian universities. One of his distinguishing qualities is versatility. He is interested in astronomy, and has a marked literary bent, having written biographical sketches and some poetry.

Lord Mount Stephen.

In spite of the fact that Lord Mount Stephen has not resided in Canada for a number of years, he must be included in any group of important workers in the Dominion. He played a leading part in the upbuilding of the Canadian commonwealth. The vital importance of his work for the Canadian Pacific Railway cannot be overlooked. Lord Mount Stephen and Lord Strathcona were the two great personalities which carried the project of the transcontinental line through a dark period of financial storm and stress. Lord Mount Stephen reorganized or built several other railroads in Canada, and was very closely identified with many of the Dominion's most important commercial movements.

Like so many other men who have achieved remarkable success in Canada, Lord Mount Stephen is a Scotchman, having been born in that country in 1829. In his childhood he was a herdboy on the Highlands, and served as an apprentice in Aberdeen. He afterward obtained employment in London, and in 1850 migrated to Canada, where his uncle, William Stephen, was

engaged in the woolen business. The young man was taken into partnership, and upon his uncle's death bought his interest in the firm, which steadily grew in importance in the manufacture of woolen goods. Lord Mount Stephen's financial standing at this time is indicated by the fact that he became a director in Canada's leading banking institution, the Bank of Montreal, of which he was afterward vice-president. It was owing to this financial eminence, as well as to his great ability, that he was able to build a magnificent structure of success out of what appeared at that time to be the wreck of the project for the Canadian Pacific Railroad. In recognition of his services for her domain across the ocean, Queen Victoria knighted him in 1886, and a few years afterwards raised him to the peerage with the title of Lord Mount Stephen, a title suggested by the peak in the Rockies called Mount Stephen, which itself had been named after the able Scotchman. Lord Mount Stephen retired from the presidency of the Canadian Pacific Railroad in 1888, and has spent most of his time since then in England. He has, however, retained some of his interests in Canada, and has remembered numerous hospitals and other institutions with generous contributions.

BIOGRAPHICAL INDEX.[A]

FOOTNOTE:

[A] For Topical Index see page 727.

TOPICAL INDEX.

[727]

Introductory Note.

"Little Visits" is not merely a story-book or a collection of biographies and autobiographies. The life stories which it contains are intensely interesting, many of them even dramatic. The *autobiographies*—that is, the life stories of eminent men and women told by themselves—are unique; no such collection is elsewhere in existence. It is not, however, merely a book to be read once for the stories and cast aside.

"Little Visits" is a collection of Ideas, each stamped with the mint mark of a great personality. It contains *symposiums* by fifty-six men and women—who by common consent are considered to have achieved success—on the elements and methods of a successful career. To make this wealth of ideas easily and quickly available as an aid to those of all ages who aspire to achieve something beyond the ordinary in life, we have prepared this Topical Index. It constitutes a *syllabus* for study of the great problems of human life and destiny.

Early advantages, luck, friends, influence, environment and heredity—defects in which are adduced so often to justify failure—receive little attention. The fact that opportunity exists within the man himself; the possibility of self-culture by reading and home study; the importance of choosing the right career; the methods and the qualities which should be practised and cultivated; and the ideals which should be sought for—these are the perennial seed thoughts which should be planted in the minds and hearts of our own and coming generations, and they constitute the contents of the present volumes.

The teachings of "Little Visits" are many-sided. Light is thrown upon each problem from every angle. Many points of view are represented by the various speakers. The words of each, weighted by the vast achievements and well-known reputation of all, cannot fail to sink deeply into the mind of every reader. Like begets like. The ideas of great men are essentially great ideas, and in turn they will beget greatness in the lives of all who adopt and follow them.

The attention of parents and teachers, and of the ambitious youth of both sexes, is directed to the usefulness of this Topical Index (and also of the Biographical Index which precedes it) in preparation for the solemn responsibilities of guiding aright the lives which are entrusted to their keeping and for self-guidance. The material here indexed for convenient reference is absolutely invaluable for the preparation of homilies, sermons, addresses and informal talks to the young, or indeed to any audience. The spicy and pithy anecdotes and incidents in the lives of eminent persons, each authenticated by the fact that they are given in the speaker's own language, are exceedingly valuable for purposes of illustration. The book is especially recommended as a source of material in the preparation of compositions, themes and essays, and also for its cultural value, as *supplementary reading* for pupils in our common and high schools.

The Publishers.

TOPICAL INDEX.[B]

[728]

Success Qualities:

FOOTNOTE:

[B] For Biographical Index see page 724.

Transcriber's Notes:

Obvious punctuation errors were corrected.

Varied hyphenation was retained.

Many minor variations in capitalization, punctuation, etc., were noted between the table of Contents and the Chapter Headings themselves. These were retained as printed.

Page 449, "opinons" changed to "opinions" (opinions of right)

Page 465, "adminstrator" changed to "administrator" (as a public administrator)

Page 504, "busines" changed to "business" (As our business increased)

Page 507, "faithfuly" changed to "faithfully" (faithfully serve the)

Page 574, as this error is on a plate, the correction will only appear in the text version. "MacCracken" changed to "McCracken" (H. M. McCracken)

Page 579, as this error is on a plate, the correction will only appear in the text version. "Calve" changed to "Calvé" (Emma Calvé.)

Page 583, as this error is on a plate, the correction will only appear in the text version. "Menté" changed to "Mente" (Charles Mente)

Page 617, article on William Boyd Allison states that he served in Dubuque, Ohio. Actually he was in Dubuque, Iowa. The text has been preserved as printed but the error is noted here.

Page 623, "1862" changed to "1882" (in 1882 he graduated at the)

Page 643, "Brownville" changed to "Brownsville" (town of Brownsville, Tenn.)

Page 644, "Rene" changed to "René" (Frederick René Coudert.)

Page 650, "Winfied" changed to "Winfield" (Winfield Scott Schley.)

Page 660, typeface smudged, word "as" assumed (called as the chair of)

Page 671, "Brussels" changed to "Brünn" (born in Brünn, Austria)

Page 674, "Calve" changed to "Calvé" (Emma Calvé.)

Page 685, "emeritns" changed to "emeritus" (emeritus professor and)

Page 719, "establismhent" changed to "establishment" (establishment. In 1887 he had)

Page 723, "unversities" changed to "universities" (five Canadian universities)

Page 724, "Romanzo" changed to "Romanza" (Chaffee, Adna Romanza)

Page 724, "DeKoven" changed to "De Koven" (De Koven, Henry L.)

Page 724, "DeLessan" changed to "De Lessan" (De Lussan, Zelie)

Page 724, twice, "Reszké" changed to "Reszke" to match text usage (De Reszke, Edouard) (De Reszke, Jean)

Page 724, "DeL." changed to "de L." (St. George de L.)

Page 725, "LeGallienne" changed to "Le Gallienne" (Le Gallienne, Richard)

Page 725, “De Lancey” changed to “De Lancy” (Melvin De Lancy)

Page 725, “Menté” changed to “Mente” (Mente, Charles)

Page 727, “contain” changed to “contains” (which it contains)

Page 732, twice, “Kellar” changed to “Keller” (Effects of, *Keller*) (blind and deaf, *Keller*)

Page 739, “Stick-to-a-tive-ness” changed to “Stick-to-a-tiveness”

Page 741, “Qaulities” changed to “Qualities” (Thoroughness, *see Success Qualities*)

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