THE DESERET EVENING NEWS. W1024 TRUTH AND LIBERTY.

SATURDAY, AUGUST 17, 1901, SALT LAKE CITY, UTAH.

NUMBER 231

IFTY-SECOND YEAR.

YOUTHFUL CAREER WORLD'S GREATEST ANDREW CARNEGIE.

SDREW CARNEGIE is the one the looms, and Mr. Carnegie can vividconspicious American millionents toiled until late at night in the aire at born in this country. hopeless struggle against new methods It is torthy of note, despite and new conditions. In those years Dunfermline was far from being an attractive place of resi-

century ago.

the giormous immigration which has been in progress dence. The streets were dirty, and we have Mr. Carnegie's word for the statethe pe birth of the Repubthe few men of foreign ment that the same was true of most of the inhabitants. When wealth came to the former Dunfermline lad he reis attaned positions of commanchi advantage. Of those visited his native town and, desiring to contribute some memorial which should ommel fame who can count tions in ens and hundreds Anbe useful as well as ornamental, decided on a bathing house. Dunfermline gie is he only one born in a its now proud of its clean streets and its clean people, and only the old inhab-itants remember its squalor of half a Goulds, Rockefel-

Havemeyer, Field, Schwab and scores names will suggest tive born Americans. yard the centralization increasing permannd holdings renders it Aidrew Carnegie will ime be unique distinction exception, and a startling seens a general rule.

jung has done more to industry through the perney it is interesting to ndrew Carnegie was forced country and became by adoption through the of labor saving machinery, otch lad when the present y had its birth. Had and of inventive genius defather of employment it is Andrew Carnegie would toand fairly prosnergetic is an chergeou at or manufactur-south merchant or manufactur-isin, he might be a lawyer, cler-er writer. been the American iron and

ORN LUCKY IF NOT RICH.

ig Mr. Carriegie as his own conclusion is inevitable luck was in a the goddess of little was in a most when she dealt the hands critical periods of his career, the hold to the theory that it to be born lucky than rich omfort in a study of Anautobiographical Carnegie's

men thus far sketched in this three were born wealthy--Mor-beew and Roosevelt. The par-t John D. Rockefeller were in circumstances. Russell as best lay claim to a start made stances, and in don of the writer is the only one considered not specially fathe considered not specially in-the fickle god-effortune. Depew and Roosevelt entry advantage of pirth, environ-er and education. Morgan was ten a millionaire when of age. Rocke-er mempted as his het itage one of

ated as his here. gifts of nature. Carnegle and -Sage started hands, but at F ined to fin-tness by far difference of the same here are an are

Mr. Carnegie the One Great American Millionaire Who Was Not Born in America-His Father's Ill Luck Proved His Good Luck-His Consistent Faith in the Goddess of Fortune-His Mother Suggested Coming to America-Earned His First Money as a "Bobbin Boy" in Alleghany City-His First Investment and His Sleeping Car and Oil Land Ventures by Frederick Upham Adams.

MR. CARNEGIE'S BIRTHPLACE. The house where Andrew Carnegle was born was on Moodle street, back of

the gas works. It was a single story structure, with an attic, surmounted by a tiled roof. Mr. Carnegle has no recol-lection of this house. When he was five or six years old the family moved to Pattiemuir, three miles from Dunferm-line. Here the boy was sent to school. It was a miserable excuse for a school. and the mother, realizing this fact, took upon herself the added burden of educating Andrew and his brother Thom-

Both of his parents were persons of more than ordinary education and reading. The effer Carnegie was an aggressive partisan, a radical of the most radical type. He was an orator of no mean ability, and young Andrew or no mean ability, and young Andrew has listened many times to the speeches of his father at town meetings or dur-ing election times. His first ambition was to become a great orator like his father. The applause which greeted the well rounded periods of the Scotch weaver were music in the ears of his wave the demand of the day when

son and he dreamed of the day when his eloquence should charm and thrill assembled thousands. Like most men who attain to great things, Andrew Carnegie had a remarkable mother. His love for her amounted to adoration. She was his teacher, his guide and his inspiration. He had absolute faith in her judgment. "I have never known my mother to

be wrong in anything,' Mr. Carnegie once said. "So long as she lived I nev-er hesitated to obtain her opinion on any question and to follow it absolute-So great was Mr. Carnegie's respect

and love for his mother that he pledged himself never to worry so long as his mother was alive. Mrs. Carnegie lived to a ripe old age, dying in 1886, but her son kept his word. She lived to see him one of the greatest manufacturers in the world.

EMIGRATION PROPOSED.

When the fortunes of the family began to wane it was Mrs. Carnegie who urged a departure for America. She believed that the boys would have a better chance in the United States. It was a great sacrific, but she persuaded ber husbana to make the venture. The sale of the locans did not provide the necessary funds. In this emergency an appeal was made, and not in vain, to an uncle, a famous character in that part of Scot-land. This broads shouldered, sandy haired Scot was known far and wide as "Candy Rock and Whitenin' Ger-die Lauder." He wheeled a barrow and sold rock and stick candy to chil-dren and whitening for stove cleaning to housewives. "Candy Rock and Whit-enin' Geordie" was a canny merchant, and could drive a bargain as well as he could play the bagpipes, and no man in Fifeshire could equal him with the pipes. He was a brother of Mrs. Carnegle, and when that good woman announced her intention of going to America, Geordie Lauder promptly advanced her a loan of £10, or about \$50. With this added capital the family started for Allegheny City in the year 1846. An-drew Carnegie never had a chance to re pay the favor extended by his uncle. Long before riches came to young Carnegie Geordie Lauder was one of the greatest manufacturers in Eng-land. He sold the barrow and went to London. There he went into the business of manufacturing artificial flowers and achieved a great success. He then branched out on other lines and met with unvarying good fortune.

strain hundreds of thousands of men | cepting it. He accepted it first and and women lived the lives of slaves, released only by untimely deaths. Fourteen, sixteen, and even eighteen hours were not considered too much for a day's work. Such was the folly, stu-pidity and inhumanity of an era which happily has passed, and passed for-At the end of a year Andrew left the

cotton factory and went to work for a indly oid Soutchman, John Hay, who was a distant relative. For a while young Carnegie did about the same work as in the cotton factory, but ne was promoted and given charge of a boiler in the cellar. Here he had not only to fire the boiler, but to run the small engine which drove the machinery. The boy knew nothing about boilers and engines, but he did not hesitate to take the chance.

to take the chance. "The firing of the boiler was all right," says Mr. Carnegle, "for for-tunately we did not use coal, but re-fuse wooden chips, and I always liked to work in wood. But the responsibili-ty of keeping the water right, and of running the engine, and the danger of making a misticke and blowing the making a mistake and blowing the whole factory to pieces, caused too great a strain and I often awoke and found myself sitting up in bed through the night, trying the steam gauges. But I never told them at home that I was having a hard tussile. My kind was having a hard tussle. My kind employer, John Hay, peace to his ashes' soon relieved me of the undue strain, for he needed some one to make out bills and keep accounts, and finding that I could cipher, I became his only clerk. But still I had to work hard up-stairs in the factory, for the clerking took up but little time."

ALWAYS WILLING TO "CHANCE IT." The above incident, related by Mr.

Carnegie's own words, is a typical one in his career from the age of twelve to able to do this with the business streets twenty-five. He never hesitated to take a chance when promotion was in sight. He did not wait until he had mastered genera task is fully entitled to be considered 'business.' The other revenue, you see, Mr. Brooks had an old telegraph instrument in his office, and he showed an occupation or a situation before ac-SKY PILOT COMING.

then mastered it. He was an engineer before he knew anything about boilers, to say nothing of engines. The same is true of the successive duties which he assumed. If that boiler in the little dark basement had not been "built on honor," had a single seam or rivet ialleu in its duty, many an American city would today be without a public library building.

As an instance of the effect of obscure triffes in determining one's future career, Mr. Carnegie has often said that he is greatly indebted for his advancement to his father'sskill in check-ers. The elder Carnegie had left the cotton factory and was then a moulder n pottery. He was in the habit of vis-In pottery. He was in the habit of vis-iting a certain house in Pittsburg where checker players were wont to as-semble. Here he met a Mr. Brooks, and had many a bout with him. He brought Andrew with him sometimes, and one day he said to Brooks: "I don't know what to do with my boy." Mr. Brooks was one of the managers of the Pittsburg telegraph office.

of the Pittsburg telegraph office. "Send the boy to my office and I will make a messenger of him," said Mr. Brooks. The boy was glad to accept the chance.

TELEGRAPH MESSENGER.

"My only dread," says Mr. Carnegie, "was that I should some day be dis-missed because I did not know the city, for it is necessary that a messen-ger boy should know all the firms and ger boy should know an din the habit addresses of men who are in the habit of receiving telegrams, and I was a stranger in Pittsburg. However, I made up my mind that I would learn to repeat successively each business house in the principal streets, and was soon able to shut my eyes and begin at one side of Wood street and call every firm successively to the top, and then pass to the other side and call every firm to the bottom. Before long I was

young Carnegie how to tick out on it the Morse alphabet. His ambition was then to become an operator. In the early morning hours, before the operators arrived, he and other boys would practice on the instruments.

He was soon able to (alk with other, boys along the line, and became quite proficient. One morning he heard Philadelphia calling Pittsburg, and giv-ing the signal, "Death message." Great attention was then paid to death mess attention was then paid to death mes-sages, and he thought he ought to try to take this one. He answered and did so, and delivered it before the operator came. After that the operators somelimes used to ask Andrew to work for them

Having a sensitive car for sound, he Having a sensitive car loss sound ar, soon learned to take messages by ear, which was then a very uncommon ac-complishment. This brought him into notice, and he was made an operator at

what ther Leemed the enormous salary of \$25 a month-\$300 a year.

FIRST OUTSIDE ENTERPRISE.

This was a fortune-the very sum he had fixed upon when a factory worker as the income he wished to possess. His father was dead, and Andrew was the main support of the family. But he was soon in receipt of extra compensation for extra work. The six newspapers of Pittsburg received telegraphic news in common. Six copies of each despatch were made out by a man who received \$6 a week for them. He offered Andrew a gold dollar a week if he would do the work, and the boy was glad of the chance, because, as he says, "I always liked to work with news and scribble for newspapers."

"The reporters came to a room everyevening for the news which I had pre pared," says Mr. Carnegie, "and this brought me into most pleasant intercourse with these clever fellows, and besides, I got a dollar a week for pock-et money, for this I did not consider as family revenue. I think this last step of doing something beyond one's

was just salary obtained for regular work; but here was a little business operation on my own account, and I was very proud indeed of my gold dolvas very proud indeed of my gold dol-ar each week."

When the Pennsylvania Rallroad was completed to Pittsburg, Thomas A. Scott became superintendent of that division of the road. The young telegraph operator became acquainted with the future railroad magnate through the cir-cumstances that he frequently handled his messages. When the railroad put up a wire of its own, Mr. Scott asked Andrew Catregie if he would like to become his clerk and operator. He gladly accepted the offer, which was accompanied by a tremendous increase in salary, which jumped from \$25 to \$35 a month. Mr. Scott received \$125 a month, and young Carnegie used to wonder "what on earth he could do with so much money."

WOULDN'T WORK TODAY.

Those who aim to duplicate Mr. Carnegie's career should pause and consider that the present relations be-tween railroad superintendents and 'clerkz and operators" are not the same today as they were a generation or more ago. It is more than likely that the clerk or operator who should imi-tate the following incident in Andrew Carnegie's railroad career would have to look for another position. Here is what happened, as Mr. Carnegie re-

lates it "One morning Mr. Scott was a little late getting to the office and there had been an accident on the eastern divi-sion. To the best of my recollection a bridge had been burned or washed away, and the through express was be-bind the Three was only one book

hind time. There was only one track and the freight trains were on the sidings all along our western division waiting for the express. "I gleaned the situation from the

telegrams I found, and set down at once to do what I knew Mr. Scott would do if he were there. I wired the conductor of the express that I was going to give the freight trains three hours and forty minutes of his time, and told him to answer me so that might know that he understood the situation. He answered me that he did. I then wired to the conducto, of each freight train, and started the whole string of them. Every telegram was signed 'Thomas A. Scott.' Presently Mr. Scott, who had heard about the trains all being late and an accident on the road, came hurriedly in and sat down to the pile of telegrams.

down to the pile of telegrams. "'Here it is one o'clock,' he said, 'and the express not in and the freights hung up and the devil to pay. Wire'--"'Excuse me, Mr. Scott,' said I. 'I have wired the orders I thought you would send. Here are the telegrams and I think you'll find the through freight already in the yards.' "He looked hard at me" continued Mr. Carnegie "atl never said a word. A few days passed. One morning J. Ed-gar Thomson, the president, came into our office at Pittsburg. I felt a hand on our office at Pittsburg. I felt a hand on

night about what that little Scotch dev-li of his had been doing.' And with that he laughed, and I feit I had a friend in him as well as in Mr. Scott.'

FIRST INVESTMENT,

Mr. Scout took a great interest in the young Scotchman, and one day asked him if he had or could find five hundred dollars to invest. The boy promptly replied that he thought he could obtain it. Mr. Scott informed him that a man had just died who owned ien shares in the Adams Express company. The stock would cost \$60 a share, and Mr. Scott promised to help with a little balance in ase his cierk could not raise the entire unount.

The available assets of the Carnegie familyl were less than five hundred dollars, but Abarew had full confidence in the ability, plack and resource of his mother. He isid the proposition before wer. They had managed to purchase a small house, which the good mother at once decided to morrare "in ander to once decided to mortgage, "in order to

give our bag a start." She took a steamer and went to Ohio, where she secured the money from a brother, executing a mortgage as se-curity for the loan. The money was paul over, and Andrew Carnegie owned his first stock, ten shares in the Adams Express company. It was then paying monthly dividends of one per cent, and soon the first check for ten dollars arrived.

I can see it now," said Mr. Carnegle. recalling the incident. "I well remem-ber the signature of 'J. C. Babcock. cashier,' who wrote a big 'John Han-cock' hand. The next day being Sunday, we boys-myself and my ever consignt contanions-took our usual Sun-day stroll in the country, and, sitting down in the woods, I showed them the check, saying, 'Eureka! We have found it.' Here was something new to all of us, for none of us had ever re-ceived anything but from toil. A return from capital was something new and strange

"How money could make money, how without any attention from me this mysterious golden visitor should come, led to much speculation upon the part of the young fellows, and I was for the first time hailed as a capitalist." MORE GOOD LUCK.

Soon after this investment a man who looked like a gentleman farmer ap-proached young Carnegic, saying that the conductor had told him he was connected with the railroad company and that he would like to show him some-Udag. He pulled from a small green bag the model of the first sleeping car. This was Mr. Woodruff, the inventor. The value of this invention struck Mr. Carnegie like a flash. He asked Mr. Woodruff to come to Altoona the folowing week, and he did so. Mr. Scott, with his usual quickness, grasped the dea, and a contract was made with Mr. Woodruff to put two trial cars on the nnsylvania Railroad. What fol is so thoroughly characteristic of the Carnegie of those years that it is best told in his own words: "Before peaving Altoona Mr. Wood-ruff offered me an interest in the ven-ture, which I promptly accepted. But how I was to make the payments rather troubled me, for the cars were to be paid for in monthly instalments after delivery, and my first monthly payment was to be \$217.50. I had not the money, and I did not see any way of getting it. But I finally decided to visit the local bank and ask him for a loan, pledging myself to repay at the rece of \$15 a month. He promptly granted it. Never shall I forget his putting his hand on my shoulder and saying, 'Oh, yes, Andy, you are all right.' I then and there signed my first note. My subse-quent payments were made by receipts from the sleeping cars, and I really nfails my first considerable sum from this investment in the Woodruff Sleeping Car company, which was afterward absorbed by Mr. Pullman." abserbed by Mr. Fullman. Without detracting in the least from Mr. Carnegie's youthful sagacity and good judgment, it must be conceded this was a risky investment, with a re-markably lucky result. Few young men of today can find bankers ready to back inventive enterprises without ademaic securities back of the joan. It adequate securities back of the loan. It adequate securities back of the loan. It is idla to speculate on what would have happened if the young investor had been called on to pay the monthly in-stalment for an indennite period, at the end of which the venture had resulted in a failure. It is but fair to record this as one of Mr. Carnegie's nervy and lucky strokes.

th his early career Sage hi to luck. He saved at oluck. He saved an ested in certainties. 1 hoarded Nothing ing disasousual and overwhelh

wild ruin his investmen by a with Andrew Carr wfar from being the H egie. roverbial but Aman-cautious, slow, On the contrary, he had the dash. reand recklessness of the herian. He would not a wait Western the slow dictates. to luck, th that as which Scotch thrift inh and again he appealed minigrammint perhaps, but culative Mon without which spe tes is impossible.

NEVER BROKE AN EGO.

carried all his eggs in one basket ever dropped the basket of T. He staked all on a sin broke die ace, but many times, never the scale turn against him There Scotch blood in his but which air in his lungs, and which served as a balance he for against pressiveness akin to rec RHORS in well aware that this is ot the ional analysis of Andr Car. but these are not conv itional The boy Carnegie is not sidding, scrimping, savi cauis lad so often pictured by th who a nd im-a re the that youthful docility abedience to traditions wochstones to success.

li vas born with onergy, jud gment as application, dash and lu, ek. He spired all of them in the building of one of the greatest forth danes in basid. He will apply the same which its distribution, and n hay good whited benefactor and recupients. Mark Carnegie was born in Dun-tices, Sociland. Look at your map fielded, and locate the city of Edin-ing on the eastern shores of Scot-ef For seventy miles the Firth of the bores its stormy way into the in fastnesses of the islan d. Edin-th is on its southern s hore and He in faitnesses of the islan d. Edin-in is on its southern s hore and infamilie lies back from t he north-a nore about thirteen millips to the infast of the metropolis of Scoi-ia Mear at hand are such i famous lies as Leith, Clackmannan, Linlith-isk kirkealdy, Kinross, Invert, ceithing, is in the north stretch ti he Ochfi fa, the legendary home of tip he war-a Ochlitrees.

"emline is a market town n, and the prilamentary burgh of Fill feshire. Is a manufacturing town, any if when the Carnegie was born wa's fam-"Is weaving. Here is the great the long the place of sepulture is long and beneath its pupplit the remains of Robert Bruce. In issich town Andrew Carneg, le was Stotch town Andrew Carneg; le was November 25, 1825.

SOWED TO THE STEAM KIN IG.

a father was a fairly well tago do we. He was what was then kiorlown a master weaver, and owned no less a four damask looms, and employid yed and apprentices. This was behaviore a fars of steam factories for mine and ture of linen. The large mt F^{er}-an took orders and employed sued h a st he elder Carnegie to weavit^e soch the merchants furnishing that^e

a father and a long line of grand he ars before him had been weavers.y in semid sure that young Andrew 1 M success his father as the owner the form descent sure that you have the success of the father as the owner the four damask looms and the masto future apprentices. He seemed smast to marry some Scotch lass, al perhaps become an alderman. And he might go to Edinburgh and some a Prest marry. Such ware the

and a great man. As frams of his parents. But steam had usurped the throne as monot him king of industry at rowned him king of industry. Gear factories, with slapping belts and infing pulleys, rose in Manchester. Beningham, Edinburg and Glasgow. In master weavers, with their feeble and homs, were masters only in Sing, were masters only in

an size were masters only in the size was king, and money and here beind the swift moving looms. It was a sad day in the Carnegie and the obsolete looms were sold for invite of the original cost. The size the great factories became se-in was all but exhausted. For sev-

HIS LIGHT PHYSIQUE.

Though active and healthy, the boy Carnegie was of too slight a physique to successfully compete in games of skill and endurance. The following phy-sical description of Mr. Carnegie as he is today will enable one to picture him as a boy fifty or lifty-five years ago: Height, five feet four and a half inches; weight, 160 pounds; describes himself as being "pony built;" hair gray; beard and mustache almost white; hands and feet unusually small -prides himself upon them; wears No. 4 shoe and No. 6 glove; eyes blue; has a Scotch face; speaks with Scotch de-liberation; nose small and rather thick; mouth determined; jaws square; fore-head broad; face pleasant; head round; wears N6, 7 hat. This is what Mr. Carnegle calls his "passport," and from it any one with

ordinary imagination can picture a sandy headed, blue eyed, good natured, aggressive and undersized boy as he embarked with confidence for America that August morning fifty-five years

It was nearly a month later when their vessel sailed into New York har-bor and the in migrants successfully bor and the in migrants successfully passed the examination at Castle Gar-den and were permitted to land on a American soil. Mr. Carnegie well re-members the first walk up Broadway, past the site where now are located the oulders of the billion and a half dollar United States Sieel corporation. His father and "Tom" walked ahead, and Andrew, holding his mother's hand, strolled on behind. The noise, con-fusion and turmoil of Broadway, the height of the buildings, the feverish activity of the inhabitants, the signs on every hand of energy and increas-ing wealth, made a lasting impression on every hand of energy and increas-ing wealth, made a lasting impression on the mind of the boy. And this was the city which half a century later was to be the grateful recipiont of a gift of \$5,000,000 for public libraries from the then immigrant lad! How feeble jare fables compared with facts! EARNS HIS FIRST MONEY.

an Arriving in Allegheny City, the entire farmily secured employment in a cotton farmily secured employment in the secure and was of his title "The Bobbin Boy." Frond's title "The Bobbin Boy." Frond's of his title "The Bobbin Boy." Frond's title "The Bobbin an Arriving in Allegheny City, the entire



the few imperfections of his devise. The whole world is absorbingly in-

terested in the attempts of this brave young man and many competitors are coming forward to clutch lau reis from his triumphant brow.

WOUNDED IN THE WAR.

Soon after this the War of the Rebel-Booh and this this that Andrew Carnegie was assigned to duty in and around Washington. He had laughingly de-clared that he was the third man wounded in the war. He had charge of wounded in the war, He had charge we the telegraph service. Carnegle was in-specting the wires from the plot of a locomotive running between Elbridge Junction and Washington. The Con-federates had pinned several wires to the ground. In attempting to release them one of the wires flew up and cut a cevere gash in his face, but Mr. Car-negle has not yet applied for a pen-sion. During the war Mr. Carnegle had charge of the telegraph office and helped make the war cipher system. For thirteen years he remained with the 'eansylvania Railroad company, finalsucceeding Mr. Scott as superintendent, the latter becoming vice presi-dent. As superintendent he helped make the first experiment with a cast iron bridge.

bridge. Becoming convinced that the from bridge was the bridge of the future, he resigned his position and organized a company to build them. He had no mency in any amount necessary for that purpose, and borrowed his share of the capital-\$1.20-from the bank. His company built the first great from bridge over the Ohlo river and made momey from the start. Here his career as a boy ends. MADE A MILLION IN OIL LANDS.

MADE & MILLION IN OIL LANDS. He was then a business man. When He was then a business man. When oil was discovered he borrowed a part of \$40,000 and invested it in oil lands en the Storey farm, on Oil Creek. The pre-fits for the first year were \$1,000,000. This money served as the capital with which he founded the iron and stall business with which his name is insep-arably connected.

The world hears more of fortunate than of unlucky investments and it is more than likely that Mr. Carnegie had his share of the lil-fatted ones before ho "struck oil." In fact, he came near selling all of his stock in the Storey farm lands at a noruinal profit. He had three hundred shares and be-coming discouraged sold one hun-dred of them for about \$3,000, and would have sold the others had he found a purchaser. He then went to England. When he returned his two hundred shares were worth hundreds England. When he returned his two England. When he returned his two hundred shares were worth hundreds of thousands and the Storey farm was finally capitalized for five million dol-lars. I relate this for the encourage-ment of those who imagine that an infailible judgment is a pre-requisite for inancial success.

Part and for and the state

1:10

