HOW CHARLES M. SCHWAB BECAME ----A MILLIONAIRE STEEL KING.

nuch as a matter of course.

the career of this young man of 39, who is it you really do want?" Il years ago was working for a wealth which, to use the well worn made him many times over a millionis wealth which, to wealth which the dreams of aire before he has reached the age of 40. It is very encouraging to the His career has been aprily called methe past half century and more.

moetent and conscientious men.'

Here, then, is the whole matter in ment and system that enabled Mr. general, if anything, and as such has Schwab to visit Pittsburg in the morninformation necessary for the consum- ness for command. mation of the most stupendous deal on

lar section and combined capital the disputies and combined capital the holds his present position. It that he holds his present position. It and here comes in the application of the disputies and combined capital the holds his present position. It and here comes in the application of the general rule which was specialized saily is now \$800,000. The surple however, is confined to those who sail that when he had pushed him self forward to occupy this enviable him my worth. I thought and dreamed of nothing but the steel works. In constant that he holds his present position. It and here comes in the application of the general rule which was specialized done. My object in life then was to show the pay roll. He acquired an interest in his case by his own efforts—"but a station—of being indispensable to his station—of being indispensable to his an aggregate of 10,000 ovens, 35 miles that the holds his present position. It work—of faster than I otherwise would have cation is necessary for a business man. This might not seem to accord with what has been already quoted, but he was at the head of all the interval and carried 11,000 men on the application of the pay roll. He acquired an interest in his case by his own efforts—"but a min who is not susceptible to encourable with the pay roll. He acquired an interest in his case by his own efforts—"but a man who is not susceptible to encourable with the pay roll. He acquired an interest in his case by his own efforts—"but a min who is not susceptible to encourable with the pay roll. He acquired an interest in his case by his own efforts—"but a min who is not susceptible to encourable with the pay roll. He acquired an interest of nothing the pay roll. He acquired an interest of nothing the pay roll. He acquired an interest of nothing the pay roll. He acquired an interest of nothing the pay roll. He acquired an interest of nothing the pay roll. He acquired an interest of n employers—an agent of an English conle fortunate individual and the sele fortunate individual and the sele cern asked him if he would take a sim-

of success over which he cern asked him if he would take a simlas had command for the few years liar position in England at a salary Those who were "inside" this gi- about as large as is now received by past. Those will the president of the United States. He the steps which have led up to his elethe steps which have been his promotion Mr. Carnegie, who, when he finally The interest of the people at large in tion to stand by him, but asked, "What

"I want to be a partner in your comonly if years ago in your com-We would like to be informed the exceedingly "level" head, and a partintense. We access necessary for ad-as to the processes necessary for adanoment from obscurity to worldvancement from relative poverty ings in stock that, combined, have

controlly of men to find that the rules teoric, and a glance at his brief biogravery simple and may be found phy warrants the bestowal of this term. wery simple and may be found play warrants the bestown of this term. and large not only schwab, but in phrase, of poor but honest parents at that of every "captain of industry" Williamsburg, Blair county, Pa., on the she has made his mark in America for 18th of February, 1862. When he was past nan century and contained Loretto, Pa., where he attended school it might have been which appeared until about 15, at which age we find is the daily papers when the vast ne- him driving a mail wagon between Lothe daily papers in their forma- retto and Cresson, the beautiful sumgonations were merely as to this effect: mer resort near the summit of the Al-Pittsburg.—Charles M. Schwab, presi- leghany mountains on the Pennsylva-Fittsburg. Charles company, arrived nia railroad. A year later he was clerk here this morning from New York and in a grocery store at Braddock, ten was in conference most of the day with miles from Pittsburg, where he not was in conterence most of the leads of the departments of the only worked hard all day for his \$10 the neads of the all is reported that per month and board, but slept in the Mr. Schwab secured from these officials store as night watchman. It happened statements giving the approximate val- that there were large steel works at untions, the capacity for production, Braddock, and all his spare hours were the number of employees and other deis about their departments. It was operations going on there, which had further learned that a summary of for him a great fascination. In 1880, at these statements was taken back to the age of 18, he obtained his first po-Mr. Carnegie by President Schwab, who sition in direct line of advancement—as Mr. Carnegie by Fresident spit, and will a stake driver in the engineer corps of be made the basis of the valuation at the Carnegie steel works at \$30 per which Mr. Carnegle is to part with his month. He showed a special aptitude for the work, and his rise, though not It does not need a mind of extraordi- rapid, was satisfactory, for seven years pary acuteness to read between the later he became chief engineer. In this lines of this transaction (whether ac- capacity he superintended the building tual or merely reputed) the secret of of the great Homestead steel plant, his success. If not perfectly apparent, with the details of which he showed then it may be found in one of his own such familiarity that he was made its statements recently made in an inter- manager for two years after its comew: "Very early I made up my mind pletion; then he performed the same to make myself indispensable to my service for the Edgar Thomson Steel employers instead of continually look- works, and in 1892 was manager of ing at the clock. Employers appreciate both. It was under his personal supermen who may be trusted to do their vision that the first armor plate was work as if they were working for them- turned out by the Carnegie company his ... Once a week-every Saturday for the United States navy, and the have the heads of the various de- plant became the largest of its kind in aments, upward of 40, take luncheon the country. At the age of 34 Mr. is me. During the meal not a word Schwab was president of the largest business is permitted, but after steel combination in the world, and at sheen we exchange ideas. On Mon- 39 he finds himself still marching at the ay these heads of departments call head of the procession, the recognized er men together and have similar commander of nearly 400,000 men (four meetings. . . An employer picks out his times as many as are in the army of assistants from the best informed, most | the United States), more or less dependent upon him for support-at all events for leadership. He can no lonnutshell-thorough equipment and ger be termed a "captain" of industry, knowledge of one's business right at for he has long since been promoted his fingers' ends. It was this equip- beyond that grade. He is a lieutenant

couragment of the hitherto unsuccess- years when he was an engineer, when your superiors if you are not."

found his grade not by political or per-

GREAT deal of supersessed over the rebeen expressed over been expressed over the expresse unknown individual— petent, pushing young men, and when clares, was he aided by mere circumits noblest form! welly unknown individual—with them." And he ought to know, for the great "billion dol-with them." And he ought to know, for the great "billion dol-with them." And he ought to know, for the manufacture of steel that I would coal land and 1,200 ovens. In 1890 his club was called the manufacture of steel that I would coal land and 1,200 ovens. In 1890 his club was called the manufacture of steel that I would coal land and 1,200 ovens. In 1890 his club was called the manufacture of steel that I would coal land and 1,200 ovens. In 1890 his club was called the manufacture of steel that I would coal land and 1,200 ovens. In 1890 his club was called the manufacture of steel that I would coal land and 1,200 ovens.

dency of the great billion it is owing to the fact that he made est in him, which he tried to foster, of hustling man, and I had to be at the not know." company controlled 25,000 acres of land, to the telesection and company controlled 25,000 acres of land, to the teletop notch to give satisfaction. I workThe largest aggregate of 10,000 ovens, 25 miles phone. "I left
top notch to give satisfaction. I workThe largest aggregate of 10,000 ovens, 25 miles phone. "I left
top notch to give satisfaction. I workthat he holds his present position. It and here comes in the application.

GREAT deal of surprise has before so many opportunities for the gle leap. And that is where came the statement: "I always relied upon my-knowledge. An employee should do not sell. On the contrary, he availed opportunity that led on to fortune and self. I am a great believe to the reof his employer to him. I made up my up from \$1 to \$5 per ton his chance had At 7 sharp the

year, in addition to a few hundred francs which he had borrowed. Exceedingly vex-

A TRAGEDY OF CLUB LIFE

IN THE FRENCH CAPITAL. A curious affair which was hushed

up at once and is only known by very few people happened recently in one of the smartest clubs of Paris where gambling in all its forms is ram-

pant. The young Viscount de Clost between lunckeon and dinner time

his allowance for the whole

self. What's to be done?" In a The vie bed still dressed

second the secretary had thrown himself in one of the coupes which are always in readiness

The room was dark, a single candle was burning on the mantelpiece, the viscount was on the bed, still dressed, white as a ghost; a revolver was on the carpet, just as it had fallen from his hand, "Mauvaise affaire, mauvaise affaire!" growled the secretary. "I rely on you, sir, to keep the secret. Nobody has heard the report of the pistol, I suppose, as all is quiet in the house. Let us go. It will be time enough if you call here tomorrow and discover the sad occurrence." So saying, he took out of his portfolio a bank note for 1,000 francs, and, with a shiver, he slipped it into the waistcoat pocket of the dead nobleman, who then could not have killed himself for want of money. At Il sharp on the same evening M. le Viscount, as fresh as a rose, entered the club, touched his hat politely as he passed the secretary, entered the cardroom and threw the bank note on the table as his first stake. With it he won more than he had lost the previous evening.

A GREAT SCHEME,

It has been remarked before now that everything might have been different if something else had happened. Napoleon I attributed his downfall to his fallure in securing a Russian grand duchess for a second wife. With the czar as a friend instead of a foe he could have saved his great army for another purpose than that terrible trip to Moscow.

At the present time rumor has it that one of the Bonaparte princes, Victor Napoleon or Louis Napoleon, the latter the likelier, seeks a high Russian alliance with a view to great possibilities ahead, it being pretty certain that any other match would be politically useless. A grand duchess' consent and the czar's approval might bring about a great change in France and make the pening years of the twentieth century as Napoleonic as were the corresponding years of the nineteenth century. The revival of the French empire would be halled with general satisfaction throughout Europe if it could be brought about peacefully, without the tumult and bloodshed of a coup d'etat. The czar's sister, the Grand Duchess Olga, now 18 years of age, might hardly be spared by her mother for such a venture; and it was a dowager empress of Russia who objected to give her daughter to Napoleon I and so influenced the fate of nations. The czar's cousin, the Grand Duchess Helen, also 18 years of age and credited with the same independent spirit as her mother, the Grand Duchess Vladimir, seems to be the heroine of the piece, without whom the play can hardly proceed.

A ROYAL GIFT.

A returned actress from London tells woman, craves or needs he or she will to require the combined capital and re- the Prince of Wales, now King Edward



hospital with the princess, visiting the sick and wounded soldlers from South Africa, the princess uttering words of sympathy at he various cots and the prince showing that he elt as she did if he did not express it in

One soldier had been shot through the lower jaw, and n response to a question from one of the royal party he said

others, but never in himself. If you he was getting on finely and missed "I've been used to a pipe," he said,

"but I can't stand it now. The party had gone ahead when a Without opening for discussion the thought struck the prince, who turned question as to the desirability of be- and went back to the sick soldier's cot. coming a millionaire, with vast respon- "My man," said he, "If you think you

financial success, beginning as a poor Then he pressed his cigarette case boy and rising through all the grades into the soldier's hand and rejoined to the top, he must be reliable, earnest, the princess.

TWO SENATORS.

Congressman Jones of Virginia tells ed to favor us with their opinions; but, this story of his father; Directly after last quoted: "The successful man is state senate. An old slave who had the failure who is willing to take time senate. The two drew adjoining seats. Senator Jones was very courteous, and in addressing his former slave always called him senator. The old negro stood it for some time and finally said: "Massa William, I don't like dis senator business. Kain't I come down to yo' house and visit that cook of your'n? I subtinly would like permission to visit yo' kitchen." The request was granted, and while Senator Jones was in his Ilbrary the other senator was down in

Forests cover one-tenth of the land of

the earth and one-quarter of Europe's

land surface.

At Schonbrunn, the Austrian emperor's palace, is the finest collection of tled to a salute of 19 guns, consuls to orchids in the world, numbering 18,000 plants.

According to recent statistics, there and the United States has 45 out of a are 472 colleges in the United States, having a total estimated property val-England's prison population is 90 per ue, including grounds, buildings and



Photo by The a Reproduced by courtesy of Success.

Schwab, who says: "There were never fessional and executive duties by a sin- Schwab's success may be found in this the line of my duty, it gave me greater

ng, assemble his assistants, gain the sonal favoritism, but through his fit- be wide awake and up to date if he As a corollary to this line of opera- what a college bred man learns he has gun poor but his nice of progression It goes without saying that such ex- has not come, never will come; but, all of aphorisms that have been delivered out by marrying at 21, founding a home

ones let us quote again from Mr. he spanned the gulf between the pro- Perhaps the mainspring of Mr. "While my laboratory work was not in

wants to forge to the front. His fuOf course, there are others just as ture mostly depends upon himself!"

wants to forge to the front. His futions. Mr. Schwab believes in early to unlearn; that he is not often pracwas different from that of either the following story, which, she says, is
ture mostly depends upon himself!"

wants to forge to the front. His futions. Mr. Schwab believes in early
to unlearn; that he is not often pracwas different from that of either the following story, which, she says, is
ture mostly depends upon himself!"

wants to forge to the front. His future mostly depends upon himself!" marriages as conducive to steadiness tical, but the contrary. But he is a Schwab or Carnegie, for he always re-positively true. She says further that secord and return to New York with it fit, just as well equipped, just as in- A man of few words, some of Mr. of purpose and affording the highest firm believer in self education. He be- mained his "own man" until he came she can give the names of witnesses dustrious, to whom the opportunity Schwab's sayings partake of the nature incentive for noble effort. He started lieves that what a boy or man, girl or into the control of interests so vast as who saw the occurrence: It was while reptional opportunities as have come in the same, there are no exceptions to the again and again during centuries past, of his own where he could spend his surely find after his or her own fash- sources of many men. the way of this new king of steel rarely happen in the course of an ordinary cessful one as to the course to be follike way of this new king of steel rarely happen in the course of an ordinary cessful one as to the course to be follike way of this new king of steel rarerules laid down by this eminently sucyet are as true today as they were in spare time in study and experimental ion. "After graduation from a high course for public school," he says, "a rules adopted by all three of the men time; but, all the same, the differ- lowed toward gaining the ultimate end master of what you undertake, and the and studied along the trend of his work, man to be successful, even as a special- mentioned here, for both Frick and mee between his career and the aver- in view. There may seem an apparent money will follow." "Always be sure though he made no direct application ist, should have a good general knowl- Carnegie attribute the greatest measage one is merely relative. For the en- hiatus in his progress during the seven of your facts. You lessen the esteem of of this acquired knowledge. He states edge, and therefore ought to read and ure of their success to having always another evident truth when he says: study much." In support of his theory employed young men of capacity as it may be stated that very few of those their lieutenants, in whose selection who hold responsible positions under they were careful to recognize only him have received even a technical ed- those who were ambitious, energetic ucation. When it was put to vote at a and had executive ability, large gathering of his superintendents, only three professed to have received

CHARLES M. SCHWAB.

schools, but he mastered chemistry and ful of men in another branch of induslaboratory work, which was of lasting try is Mr. H. H. Vreeland, who rose value to him, besides proving invigofrom the ranks to the presidency of the rating as a mental discipline. great Metropolitan Street Railway The interest of the world at large in company of New York. In a lecture to Mr. Schwab, as already stated, is main- young men not long ago he began by ly impersonal. It is because he himself saying, "There are no elevators in the is a personification of success that he house of success." And he continued: becomes fascinating as a subject for analysis. He is not the only instance, in oneself. Man can be too confiding in nor is he particularly unique, but he is the latest example of what a poor boy believe you have talent, you have it! nothing but a smoke now and then, Devote your whole time to the job; let can do when he starts out right, keeps right, looks ahead and forms the right other things go. No man can stay on sort of a business connection. If it had top because he was put there!" not been for Andrew Carnegie, he might not have become a figure of such colossal proportions in so short a time. But Mr. Carnegie himself was once a sibilities, the simple fact remains that can smoke at all try these. They're poor boy-poorer, in fact, at one time if one desires to attain to pre-eminent good, or at least I think so." han hundreds of the men he has assisted to rise in the world. He took an interest in them not because they were poor, or perhaps because they were indefatigable and, above all, dependaworthy, but on account of their person- ble. This is according to those among

risen from the ranks. He himself re-

ceived no technical training in the

al qualities, which he knew could be the successful ones who have consentturned to account. A notable instance of the great steel again, in the language of the gentleman, the war Jones senior was sent to the magnate proving a potential factor in forded by Mr. H. C. Frick, who in a This gentleman began at the foot of the ladder, but worked his way up under distinguished trio of which he is a was clerk in a distillery owned by a relative in Pennsylvania. Seeing, as he thought, an opportunity for making money, he and some other young men scraped together a little capital and bought 300 acres of wild land and 50 stream and there builds its nest and the kitchen visiting the cook. coke ovens, which they began to make lays its eggs like a bird rather than a profitable. That was in 1867. In 1870 fish. This animal—the antennarius they owned 100 ovens, and later 1,000. imitates in color the weed it lives in Three years after coke went down, and and, like the chameleon, constantly the others drew out, but Frick would changes its color.

the making of another's fortune is af- too busy to stop and give advice. It is belonged to him was also elected to the certain sense is a rival of Mr. Schwab. to tell others how to start!" This may be so, but in spite of their reticence the successful ones have now different conditions from either of the and then let drop some hints as to their methods, and the foregoing in a measmember. Born in Ohio in 1849, at 17 he ure sets them forth. There is a quaint little fish which haunts the weed tracts of the gulf

A MAPLE ORCHARD AT THE OPENING OF THE SUGAR SEASON.

About this time, as the old farmers' almanac is wont to say, look out for maple sugar weather, when the cold northwest winds are now and then tempered warm braces are now and then tempered warm braces. by warm breezes from the south, the sun shines brightly and the snow begins to melt away in spots large or small, according to the intensity of the winter.

On the farm On the farms which are blessed with a sugar orchard, or bush, as it is sometimes called, the first warm days of late winter or early spring are liable full of activities the first warm days of late winter or early spring are liable full of activities and the maple trees take on an appearance similar to those be full of activity, the farmers' boys rejoice at the arrival of the festive sugar making season and the maple trees take on an appearance similar to those elected in the one. The making of maple sugar has now assumed the proportions depicted in the illustration, their boles adorned with buckets for the collection of the sap. The making of maple sugar has now assumed the proportions of an important industry, and the sugar maple tree, the Acer saccharinum, is one of the most valuable from many points of view in the economy of nature. A sugar came in the sugar maple tree, the Acer saccharinum, is one of the holes in the trees, the hanging and watching of the buckets, emp-A sugar camp is one of the busiest spots on the farm, what with the boring of the holes in the trees, the hanging and watching of the buckets, empthe san into the san into th tying the sap into barrels and hogsheads, cutting wood for the furnace fires, boiling the sap in huge kettles and the clearing and storing of the resultant siror sugar. Of all the scenes associated with farm life in the northern states there are probably no others which are reckoned so fascinating to the farmtrs' boys as those connected with the making of maple sugar.

MANY THINGS IN A SMALL SPACE.

An oyster is not fit to eat till 4 years times as many and England four times range trees are usually planted 70 to as many. This is also the average numes on an acre of a verage numes on a verage numes er of trees on an acre of pine forest.

is has 900 newspapers, Germany The first regular factory for manu- glassful of port.

The first regular factory for manu- glassful of port.

The first regular factory for manu- glassful of port.

An ounce of cabbage will give the The prison population of Cape Colony 100,000 of her inhabitants, that of Ire- apparatus, of \$150,000,000.

by imported German glassmakers. The world's manufactures use 90 tons of gold and 515 tons of silver a year. Two hundred and forty-eight thou- net 25,000, the German Krupp 20,000,

Australia has \$,100 churches—210 for minute, with gas 2.8, with sun 2.10, with Five and one-half ounces of grapes are required to make a single wine-

Temple, N. H., in 1780 and was operated people live in towns against every 100 consumer 16 foot tons of energy, an is 15 per 10,000 of inhabitants. There land 66 per 100,000, of Scotland only 52 in the country. The Armstrong gun works employ

> There are 1,760,000 female servants in Great Britain to 141,000 menservants, Forty thousand people sleep at night fumes. in London's lodging houses, 10,500 in Paris and about 18,000 in New York,

24,000 men, the French Schneider-Ca-

vote at an election. Out of 4,200 plants used for commercial purposes 429 are used for their per-

ounce of butter 281 tons.

Great Britain has 134,000 insane, 31,000

are ten colored convicts to every white in the same number. In Norway vaccination is not compul-Embassadors extraordinary are entisory, but no unvaccinated person can

WILLIAM J. RUDOLPH.

A QUEER FISH.

Going a little farther afield for an li-

lustration of this trait of great bust-

dence afforded by many others, but one

"I am a great preacher of faith-faith

will suffice. One of the most success

such an education. All the rest had ness managers, we might cite the evi-

seven guns. England has 42 missionary societies, world's total of 249.