

THEY BEGAN AT THE BOTTOM

Famous Rich Men Who Did Not Inherit Their Wealth.

FROM OFFICE BOYS TO MILLIONAIRES

Incidents in the Early Struggles of Wanamaker, Bonner, Carnegie and Sage—Beginnings of Other Great Fortunes.

"Boy! Where's that boy?"

This is an exclamation that is heard a thousand times a day in the great office buildings where the big financial operations of the world are conducted, and in the marts of trade and manufacture. And the little messenger thus summoned by call or bell appears at the office door, either willingly or reluctantly, and receives the order, for the execution of which he is paid anywhere from nothing at all to great riches—a whole lot.

But if these small men of trust could know a little of the histories of others of their kind who, like them, have been office boys, and have risen into millionairehood, they would, perhaps, step livelier at the familiar call of "Boy!" and would try harder to make themselves both liked and prized in order that they, too, might stand a chance of worldly distinction and be able to look upon their youthful slavery and poverty as things so different from their mature condition as to be more willingly endured.

John Wanamaker began as an office boy, but the recollection is too vivid with him now ever to become vague. He worked too hard, endured too much privation in order to save money, and went without too many hours of sleep, ever to be able to forget his early experience.

When he was only 14 years old he went to work for Hays & Zell, an old Philadelphia publishing house, and his weekly pay was \$1.50. Out of this sum he bought his lunch and saved money, until about the beginning of the war, when, having had small advances, he went into business for himself, choosing his present line of fortune making.

Before the period of being office boy, Mr. Wanamaker, then called "Little Johnnie," had an occupation. He "squatted" in the sand and turned bricks in the sun. His pay here was 2 cents per day, and his first week's earnings came to 7 cents, as there was too much competition in the business of turning bricks to give him the monopoly. And this money, saved, was the nucleus of the big Wanamaker fortune. But it was when on \$1.50 a week that he really coined money and saved most of the \$2,000 that afterward launched the dry goods house on the sea of trade.

Robert Bonner was an office boy, and of the type often held up to scorn. He was a printer's devil, off somewhere in New England. Young Robert got a very small sum, and he soon saw that he must learn more if he would earn more. One day one of the printers, who was, as Mr. Bonner says, "a dandy," asked the boy Bonner to "wash the roller," a process familiar to every printer of the old days.

WHERE BONNER GOT HIS START.

Young Robert said that he would wash the roller if the printer would show him how to "lock the press," which was agreed upon as a bargain. After that Robert, knowing more, became more the errand boy and earned a little in advance of his clothes. When he came to New York, after the war, he had \$62, which he deposited in the savings bank. Currency then was uncertain, and one of the dollars was not worth 100 cents in the eyes of the teller. "That was the bitterest day of my life when that dollar was thrown back to me," says Mr. Bonner, remembering even yet the pang of his first "shortage," although now he regards \$40,000 a small sum to pay for a trotter.

Addison Cammack, now one of the greatest men on Wall street, remembers when he was an errand boy. It was a long time ago, when he was 15, and the city of his young endeavors was New Orleans. Young Cammack's father had a tobacco plantation, but the boy was ambitious to see the world and to own money and property of his own. So he ran away to the city. He went into a shipping house, ran errands, did little jobs and came out "pay ahead somehow."

Andrew Carnegie has had a very strange career. He began upon a small beginning and in a slow business. He was office boy for the Atlantic City Ohio Express company in Pittsburgh. Between the time when he was running out with messages he listened to the "click" of the instruments, and planned how he would learn the telegraph code. After a time he was put in as a substitute operator, and one day there came an offer to be general manager of the Pittsburgh office of the Pennsylvania telegraph company.

But, remember that back of all the later successful operations was the determination which he made the instant he resolved to advance a little as soon as he could. James G. Fair, the California millionaire and ex-United States senator from Nevada, had a very hard time getting out of the hands of his father. "It was pretty hard work to rise," he is reported to have told an interviewer in a minute of confidence.

At 16 the age when so many millionaires were still afraid and looking for their first penny—Young Fair went to Chicago, and for a time worked at anything that would pay a nickel.

He was errand boy for almost every kind of a house, and served every kind of a business, so far as doing its chores was concerned. But oh, how hard and slow it was. At length, with the "old forty-niners," young Fair shouldered his bundle and started for the California. Here he struck gold after many seasons of luck, and he made his great fortune, always being, like his name, "fair" to those employed with him and under him.

Russell Sage. Can you look at the gray-haired man now and picture him the "boy" for a grocery establishment? Yet such he was. It might have been back in 1850, when Russell was a boy of about 14. The grocery belonged to his brother, and the boy was of great value, because he could be depended upon to carry the baskets safely and to hurry back for the next commission. That was in the city of Troy, and there are people in that town now who can remember the tall, lanky boy as he then looked.

SAGE'S STRONG CHARACTERISTICS.

"Great industry, strict honesty, a saving propensity, and a desire of the right sort were the things that made Sage," was what his friends say. Mrs. Sage was a graduate of the aristocratic Emma Willard seminary, and there is no doubt that she was those things, when she linked her lot with the fortunes of one of the ex-grocery clerk. Whatever may be the criticisms upon Russell Sage, there is no denying the admission that he is democratic, and never forgets how hard he had to work as a boy. His family was of the best old New York stock, which may in part account for his remarkable career.

U. W. Honeycutt, another California millionaire, was a working boy. And in those days he did not dread a street sweeper, nor of stretches of lead reaching across San Francisco. Mr. Honeycutt was not, strictly speaking, an errand boy. His first appearance in public was as a drummer for the Crutcher war. After he went to California he worked as a gardener's boy, and was employed by W. H. Boyce, a very rich real estate owner, to look after his plants and shoot gophers and noxious things.

Here "Bill," as he was called by his family, saved his money. His pay was \$40 a month, and he had \$100. This Mr. Boyce allowed for the boy, and it was invested so well that when young Honeycutt left the world of gardening he had \$70,000 in stocks and money.

"I'm afraid I shall have to leave you to look after my stocks and interests," he said to his employer.

In these days such a very sudden fortune would be hard to get.

Miss Virginia Honeycutt recently became the Viscountess Deerhurst, making one of the most brilliant foreign matches ever arranged for an American girl. And at the wedding it will be recalled that the bride wore a real lace veil, presented to her by the Princess Christian, with whom she is a great favorite.

While it cannot be stated that A. H. Hummel is one of the great millionaires of America, there is no doubt that his fortune is not far from the mark of millions. There are many "paper" millionaires whose fortunes seem great, because they cause rumors to be

N. B. FALCONER.

WE OPEN UP OUR TOY DEPARTMENT ON THIRD FLOOR.

We have decided to go out of the toy business entirely, as we want the space for a new department. We must close out our entire stock before Christmas, and in order to do so we have gone through the stock and have marked everything at half price, and many articles much less than half price. There never was an opportunity like this to buy Christmas toys at such prices. We are too busy today to quote prices; but come tomorrow. You will find the best assortment ever shown by any house in the country. **This sale will be for cash only.** Come yourself and bring the children with you. It will be a rare treat for all of you.

REMNANTS---An immense sale of wool Dress Goods Remnants, 10c yd

Hundreds of short lengths, 1½ to 8 yards. Plain and fancy dress goods will be closed out tomorrow at 10c yard. Not a single remnant will be found in the house by tomorrow night. Ladies desiring the choicest selection must come early.

CLOAK DEPARTMENT.

Another great day of bargains in this department. Golf Plush Capes that we have been selling at \$20.00 to \$25.00 will be closed out at \$15.00 each. We will offer tomorrow all our \$5.00 Mink Boa for \$2.50; \$6.00 Mink Boa for \$3.00.

A BLANKET BARGAIN

We have gone through our surplus stock of blankets. This is those we have the most of; altogether we have 100 pairs. Among them are \$5.00 blankets, \$6.00 blankets, \$7.00 blankets. We put them all in one lot tomorrow.

At \$3.98 a pair---See Them in Our Show Window.

500 patterns all wool and silk and wool Imported Novelties.

Styles and qualities equal to that we have been selling at \$5.00, \$6.00 and \$7.00.

Saturday Night's price, \$3.50 per pattern.
We consider this the greatest value we have ever offered in strictly up-to-date goods.

N. B. FALCONER.

circulated regarding them. But it is doubt-

ful many New Yorkers who began office boys can show greater library of living, more philanthropy and generosity and a bigger bank account than he. His collection of jewelry, seldom or never worn, his library, his pictures and bric-a-brac and his souvenirs and mementoes of famous persons are worth a fortune.

At the age of 12, about thirty years ago, "Able" Hummel went to work as errand boy for William H. Howe. And that he seized every avenue to advance is apparent to all who know the history of the courts of the city for the last two decades. Probably Mr. Hummel can be reckoned among the millionaires.

George M. Pullman was a carpenter's boy. His father was a carpenter, and little George worked for him and the other neighboring carpenters. At his leisure he learned cabinet making. At this he worked and saved money. He got his start at the time Chicago was "raised."

It will be remembered that the Windy City was in the mud once. The water continued to flood it, and the land could never become very valuable. Young Pullman, who lived in Chautauque county, heard from a lady visiting the place, that Chicago was to be "raised" and his ambition was fired. The older Pullman had patented a plan for lifting buildings without stopping traffic in the streets or making a lot of injury to the buildings, and his son had the idea perfectly.

PULLMAN'S FIRST BIG CONTRACT.

Young Pullman went to Chicago, got the contract for raising a whole block of buildings, including a hotel, and he set to work. He did it successfully and cleared \$20,000, with some of which he settled up his father's bankrupt business. Afterward he fancied the sleeping car business, and actually, in 1857, got possession of the whole concern, patents and all, for \$5,000. So much for the enterprise of a man whose early education consisted in watching the saw and plane, and mayhap, handling tools to workmen.

C. P. Huntington worked as "boy" at different things, but the thing of which he is proud is that he saved \$84 the first year of his errand-running, and that he put the money at interest. "It isn't what a man earns, it is what he saves," he has said many a time.

James W. Childs was very near being an office boy. Perhaps he really was one. He was born in England, and came to this country and went to California, where a lady, he thought to read law, and to do this he "clerked" in a law office, no doubt acting as errand lad many a time. After graduating in law, he began to write articles to himself, finding that profession very kind to him. He made friends, and soon got a case or two at law of his own. His after history is the great wheel of fortune, and the Goulds, his wonderful turf interests, and his delightful personality, with the social position of his family, all combine to make him as great a man as ever rose above obscurity.

George W. Childs was an office boy in Baltimore, and when he at length got control of a store he made his money. His fortune he had worked at almost every branch of every trade where a boy could be useful. He, too, saved his money. It was only later days, when he became very rich, that he allowed himself the luxury of giving.

GENEROUS MR. CHILDS.

One of Mr. Childs' proudest customs was the presentation to each lady who called upon him of a beautiful tea cup and saucer of costliest make. This little custom, it is said, occurred to Mr. Childs one day in telling some stories of his early struggles. "That dear lady gave me a cup of coffee out of her best cup," he said in winding up the story. And then, as he thought of the lady, he added, "And I declare that from this time forward I shall give a nice cup and saucer to every woman who steps into my office."

James Everard, now many times a millionaire, had a pitiful struggle. At the age of 8, with money sorely needed at home, he went to work for a stereotyper at the corner of Nassau and Fulton streets, and for a long time the child ran errands and assisted with the business, but he was not a small boy, but surely none can rise higher in the branch of business than this en-

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ble way—at 8. John D. Rockefeller and his brother William had early struggles. When John, now the wealthiest of the two, married, he was only a book-keeper, having risen to that degree by long, hard work. And S. V. White, while never an office boy, was a farmer's boy, running errands and "doing chores" until he was a man.

But the list might be greatly lengthened. These are but representatives. All are now living except George W. Childs, but if one were to go back to the departed millionaires, those who left fortunes behind for their sons and daughters—one might tell over again the story of the office boy who persevered, saved money and became a millionaire.

The secret of their great success lies in this, that, according to the judgment of the narrator, But all agree that two things must be present for permanent success—honesty and frugality. After that comes opportunity, personal favor—and luck!

A. E. Kilpatrick of Fillmore, Cal., had the misfortune to have his head caught in a cart and a stone and badly bruised. Ordinarily he would have been laid up for two or three weeks, but says: "After using one bottle of Chamberlain's Pain Balm I began to feel better, and in three days was entirely well. The peculiar soothing qualities which Chamberlain's Pain Balm possesses I have never noticed in any other liniment. I find pleasure in recommending it." This liniment is also of great value for rheumatism and lame back.

AN UNFORTUNATE COIN.

The Sorrowful History of the Souvenir Half Dollar.

The order of Secretary Carlisle to use the Columbian souvenir silver coins as cash in the closing chapter in the history of an unsuccessful venture, says the Washington Star. In spite of the efforts of the promoters of the exposition to sell these half dollars at double their face value, with the general cooperation of the banks, the newspapers and a number of leading stores in Chicago, New York, Boston, Philadelphia and elsewhere, about 3,000,000 remain unsold and in the hands of the treasury authorities.

At first the Chicago people pleaded with Secretary Carlisle to hold the coins till they could raise a fund to redeem them at their face value. This was done, but the attempt was fruitless, and a few days ago the projectors of the scheme notified the secretary that they could not do anything, and that they would not ask him any longer to carry the load of unavailable silver.

Mr. Carlisle shrewdly decided to do something which would make the coins pay for a part of the trouble and delay they had caused. So he ordered them paid out at par, but in exchange for gold coin. This would have the effect, he believed, of stimulating a few enterprising retail shopkeepers to buy up the lot and advertise that they would use them in making change for their customers. The treasury would, by this means, add a little gold to its balance, while at the same time the coins would probably be held as souvenirs by the customers attracted by the certificates, and thus would be prevented from passing into general circulation.

The collapse of the souvenir coin had recalled the fact that a syndicate was formed during the summer of 1893 for the taking and disposing of 100,000 of the half dollars. Some large jewelry houses were interested in the enterprise, and the syndicate was to larger proportions if any encouragement had been received.

It seems that a leading American jeweler, while on a journey abroad, saw some of the British souvenir coins struck in honor of Queen Victoria's jubilee beautifully decorated with enamel and mounted as watch chains, brooches, etc. He took a number of Columbian half dollars to London with him last year and had them treated in the same way.

One device was to cover all the body of the obverse of the coin with translucent enamel, leaving the head of Columbus and the inscription uncovered. In another the reverse side was treated, the enamel being covered on the field against which it was projected. No two designs were alike, and

the coins were eagerly snapped up at \$5, \$8

and many New Yorkers who began office boys can show greater library of living, more philanthropy and generosity and a bigger bank account than he. His collection of jewelry, seldom or never worn, his library, his pictures and bric-a-brac and his souvenirs and mementoes of famous persons are worth a fortune.

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For business reasons
We offer our entire stock of
\$15—\$18 and some \$20
Suits and Overcoats for \$5.00—



Your choice of all the single and double breasted kersey Overcoats—silk and Farmers' satin lined worth up to \$20, go at \$5 tomorrow.....



Your choice of any of the Cassimere or Cheviot suits in four patterns, single or double breasted, worth all the way from \$15 to \$20 for \$5.00.....

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LOOK AT THEM
IN THE WINDOW.

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Successors to Columbia Clothing Co.,

13th and Farnam Streets, Omaha.

Orchard & Wilhelm Carpet Co.

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Just at this season we offer many attractions in our Rug department. Wilton Rugs, in shades to match the new carpets or in the Turkish effects, are desirable for hard wear.

SCOTCH RUGS, in soft Oriental effects, are now made in small sizes as well as for carpets. If you are fond of old Turkish colors these will please you.

FUR RUGS; never so many, never so popular. Animal skins, with and without heads.

Sheepskin Carriage Mats, all colors. Smyrna Rugs, Moquette Rugs, Japanese Rugs, and Art Squares in all the new things.

Orchard & Wilhelm Carpet Co.

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Complete Drapery Dept. 2nd Floor.

trenches across the area to a depth of five

yards or more, and the rows of marble chairs, wheels of which were braced with oak grubs and body bound up with withes. He said his \$500 mare was stolen, and the others started at a cost of about \$200. However, he did not care. They had seen the country, and had at last safely reached the promised land.

A MARKED DIFFERENCE.

Crossing the Plains in the 'Fifties and the 'Nineties.

A day or two since a family of immigrants from southern Kansas who had traveled all the way across Oregon in their own wagon and were five months on the way camped at Judge Seneca Smith's farm, a few miles east of this city, says the Portland Oregonian. So seldom do immigrants "cross the plains" with teams nowadays that Mr. Smith inquired how they had come to make the trip.

The immigrant said there were many more families on the way, strung along, whom he had passed. He had become weary of the ups and downs of life in Kansas, and had started to make a home on Lewis river, where he had some friends. He was a man of some means, and had a wife and several half grown children. When he concluded to emigrate, he had nine horses, one of them a mare for which he had paid \$500. He could not sell them for anything, so concluded to drive to Oregon, save railroad fare, and have his horses after he got there. He bought a carriage and a cart for his family, and, loading his outfit in a farm wagon, hitched up his horses and struck out.

The man's account of the trip shows that while crossing the plains now is much the same as in the days of '49 and thereafter, in other respects it is a very different affair. For instance, instead of finding plenty of grass for his stock and game for his family, he found no game and had to buy feed for his horses all the way, the "plains" being now comparatively a settled country. As far as wear and tear to wagons and animals goes, the trip was all that could have been anticipated. He lost all his horses, his cart and carriage, and came through the

Barlow Gate with a pair of eastern Oregon

horses hitched to his farm wagon, the wheels of which were braced with oak grubs and body bound up with withes. He said his \$500 mare was stolen, and the others started at a cost of about \$200. However, he did not care. They had seen the country, and had at last safely reached the promised land.

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another place will denote a crabbed, close and had tempered owner, and future porters who get garters bearing that information will steer clear of the wearer. A "spotter"—one of the individuals who are employed by the Pullman company as spies on the conductors and porters—is known by a certain nick in the heel, and you can bet the employees mind their p's and q's when such a heel is found in the porter's aggregation of boots and shoes. The American railway porter is a pretty cute individual, I tell you, and when you see one of them particularly attentive to one passenger you can make a bet that his heels bear the proper cabalistic marks."

It Is Sometimes So.

Washington Star: "I 'pose yer husband 'll have more time ter tend ter the farm now," said the neighbor who had just dropped in. "That's one consolation, even if he is defeated."

"No," replied the candidate's wife. "I thort that way at first. But Hiram says that explainin' how he happened ter git licked 'll take a heap more of the time than the duties of the office would."

Oregon Kidney Tea cures all kidney troubles. Trial size, 25 cents. All druggists.