

JONAS LONG'S SONS. JONAS LONG'S SONS.

Never Before Has a Store Been so Crowded as Here Yesterday. At Nine O'clock a Great Army of Buyers Took Possession of Every Floor and Enthusiastic Purchasing Has Characterized Every Moment of the

# First Day of "The Leader" Bankrupt Sale

To History, Every Day Now, Will Be Added New Records for Big Sales. There Will Be No Let-up Until Every Dollar's Worth of the Gigantic \$75,000.00 Stock Has Been Disposed Of. This Is the Opportunity of a Lifetime to

## Buy Good Goods at Less Than Half Cost.

WE CANNOT advertise prices as yet and do justice to you—lots are so quickly disposed of. Some things hardly reach the counters before they are claimed by eager buyers. Something is always ready, however, to take the place of any item sold out.

### As to Deliveries.

Whenever convenient, we advise that you take small parcels with you. It will facilitate our service, which, though greatly augmented, is taxed to its utmost. Special delivery service between Scranton, Carbondale, Wilkes-Barre and intermediate points, every day.

NOT ONE single dollar's worth of this vast stock is to be held in reserve. As soon as one lot of goods is sold out, another takes its place. In fact, you see one vast, continuous procession of bargains—like a passing show. The thousands who are here to day tell us that we have kept our word at every turn; that we are virtually giving away "The Leader" stock. In some instances, it seems a pity to sacrifice prices, when qualities are so good, even though we did buy it for next to nothing.

### Old Residents Say It Is the Greatest Sale Scranton Has Ever Seen.

They compliment us on the magnificent arrangement of the stocks for public accommodation, the polite and careful attention of the hundreds of employes, and the lightning-like change service in vogue.

# JONAS LONG'S SONS.

## ANDREW CARNEGIE AND HENRY FRICK

### CAREERS OF TWO RIVAL IRON KINGS.

Both Born Poor but Lucky—How Carnegie Rose with the Help of Wealthy Friends and How Frick Profited by His Opportunities and Natural Shrewdness—A Page of Biography That Is Instructive.

From the Chicago Times-Herald.

The life story of Andrew Carnegie and Henry Clay Frick is one of two men suddenly brought into juxtaposition with vast natural resources, yet uncontrolled by capital, and aided through legislation and the encouragement of wealthy friends to secure a practical monopoly of the steel and coke business in a nation of 80,000,000 people. There does not appear to have been a moment in the life of either man when a friend was lacked, and that friend always had money. In his "Triumph and Demerit" and all else that he has written about success in life Mr. Carnegie presents no rules of conduct for the poor young man to become wealthy and successful who is not located at the outset next to a coal man, a rolling mill or a coke oven. His trend of argument always presupposes that opportunity exists. Mr. Carnegie was born in Dunfermline, Scotland, thirteen miles from Edinburgh, in 1835, and Mr. Frick was born in West Overton, Pa., in 1848. Neither was surrounded in youth by opulent and want, and the practice of ordinary economics brought to each considerable sums of money long before they reached their majority. The self-sacrifices necessary in a life such as Lincoln's were not present in their own. In fact, their careers in the years of youth are quite similar to those thirty ones of the elder Vanderbilt or John Jacob Astor.

#### CARNEGIE'S FATHER.

William Carnegie, father of the steel king, was a successful master weaver. The mother was always close to the home, and found time to instruct her children in reading, writing and ciphering. Andrew's first ambition was to be a master weaver, afterward he wished to be an editor, and later he was content with the more occupation of accumulating wealth.

He was between ten and twelve years old when his family removed to America and settled in Pittsburgh, which already gave promise of becoming a manufacturing center. But steam looms were coming into use and made it difficult for his father to maintain his posi-

tion as an independent weaver. The boy had to find work in order to provide support for himself. The local telegraph company needed messenger boys, and Andrew was engaged as one at \$2.50 per week, wages neither small nor large as compared with what an untrained boy of his age may earn today.

Of this work he wrote himself long afterward: "Now that I'd got my job I was on thorns for fear I couldn't keep it. I knew nothing about the streets of Pittsburgh and the business houses to which I had to deliver messages. So I started in and learned all of the addresses by heart, up one side of Wood street and down the other. Then I learned the other business streets in the same way. Then I felt safe."

#### BECAME A TELEGRAPHER.

Spending all of his time around telegraph instruments, young Carnegie sought to learn the mysteries of telegraphy. He was soon able to read messages by ear and later to send them. He became a "sub" operator and then a regular one at a salary of \$25 per month. He and his brother supported the family after the death of his father in 1853 and managed to save money at the same time.

Thomas A. Scott was building the Pennsylvania railroad at this time into Pittsburgh and held a position as superintendent of that end of the road. He used the local telegraph office a great deal, and by chance most of his messages were sent through young Carnegie's hands. This led to a friendship between the two which did not terminate until the death of Mr. Scott. At the outset he made the young man, then 19, his private operator with a salary of \$25 per month. From Mr. Scott's private telegraph operator he became his private secretary and worked with him and under him and J. Edgar Thomson for thirteen years, from 1854 to 1867.

#### FRICK'S START.

During the first fourteen years of Mr. Carnegie's life Mr. Frick was not in existence, but was born about the time the former started as a telegraph messenger boy. His father was a Swiss and his mother an Oberlinster of the Palatinate. On his mother's side for four generations his people have been Pennsylvanians. The most conspicuous branch of the family until young Frick forged to the front was the Overholt wing, which commenced the distilling of whiskey in 1810. Later it took to making flour, stock raising and the buying of land, and was wealthy when Mr. Frick made his appearance.

He resided during his youth with relatives who were bankers, was given clerical employment by other relatives, attended Westmoreland college and Otterbein university. He did not work for money nor for opportunity to work. He was frugal and acquisitive

and keen for the main chance. His family had intermarried with the McCormicks, of Bradford, and these McCormicks were the pioneers in the coke industry of western Pennsylvania. When the junior Frick came to work in their midst he possessed some money and a deep faith that his fortune was to be found in coke production. As a result he purchased fifty ovens, formed partnerships, and was successful from the start. He was worth a great deal more money at 21 than Mr. Carnegie had been, and was fast becoming the master of the famous coke region of Connellsville.

#### A NAPOLEON IN BUSINESS.

His speed of advancement was accelerated by the misfortunes of two other men who were competitors with him in the coke fields. They were Pittsman and Sherrick. They over-speculated, dreamed of a world of coke, and awoke to find a world of due bills pressing upon them. Their creditors and the sheriff fell upon them and forced sales of their property followed. Mr. Frick was the principal purchaser. He secured thousands upon thousands of acres of valuable coal lands for nominal figures. At 29 he owned at Morewood the finest and most elaborately constructed coke plant in the world. When he could not buy a coke plant he leased it. If he could not buy or lease he introduced a kind of competition that drove his rivals to despair and out of the business.

Because others had failed it was freely predicted that he would. But he did not. He kept adding and adding to his properties. He organized the H. C. Frick & Company Coke company and later the H. C. Frick Coke company. He was then master of the coke regions of Pennsylvania and a man whom steel and iron manufacturers needed to cultivate. He was known to be cold, shrewd, hard-headed, unyielding—an ideal commercial financier, a perfect manager.

Mr. Carnegie knew of him. Mr. Carnegie needed him. The two came together, and they have remained together ever since, until Dec. 5, 1899.

#### CARNEGIE AND TOM SCOTT.

Mr. Carnegie was not idle after the friendship of "Tom" Scott came to him. Let him tell one of his exploits himself: "One morning Mr. Scott was a little late getting to the office and there had been an accident on the eastern division. To the best of my recollection a bridge had been burned or washed away, and the through express was away behind time. There was only one track and the freight trains were on all the sidings along our western division waiting for the express, which had the right of way. I gleaned the situation from the telegrams I found and sat 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 I might know he understood the situation. He answered me that he did. I then wired to the conductor 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 being late and an accident on the road, came hurriedly in and sat down to the pile of telegrams.

"Here it is 1 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 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 and never said a word. A few days passed. One morning J. Edgar Thomson, the president, came into our office in Pittsburgh. I felt a hand on my shoulder and looked up.

"Is this Andy?" he asked.

"Yes, sir," said I.

"Well," said he, "I've been hearing about you. Scott told us the other night about what that little Scotch devil of his had been doing."

#### LUCKY INVESTMENTS.

President Thomson was Carnegie's friend from that time on, and Mr. Scott liked him better than ever. It was the latter who gave him an opportunity to buy ten shares of Adams Express company stock, then worth \$60 a share and paying 1 per cent a month. He secured the money by mortgaging his mother's home, and this laid the foundation of his present fortune. He rose to be superintendent of the western division of the Pennsylvania, aided in the movement of troops at the outbreak of the rebellion, rebuilt the railroad from Annapolis to Washington, and returned to Pennsylvania to continue his active railroad work.

T. T. Woodruff, the first inventor of the sleeping car, met him there and interested him in his patents. Mr. Scott organized a sleeping car company, took in Carnegie as a stockholder, the latter borrowed money from a banker friend to pay for his share of the stock and from that time to this has always been able to live upon the interest of his investments. He was worth after the formation of the sleeping car company about \$10,000, but his associates were men of much greater wealth and they were always willing to loan him money or back him in enterprises he favored.

The Pennsylvania oil craze came. Mr. Carnegie was impressed with the importance of owning an oil well. He joined in with several men, and between them they raised \$40,000 and purchased the Storey well, on Oil Creek. This investment paid them in one year \$1,000,000 in cash and dividends, and the Storey farm, on which the well was

#### THE TWO MEN COMBINED.

For years prior to 1882 the Carnegie interests had been heavy buyers of Connellsville coke. It was their policy then, since developed into the gigantic proportions of today, to own every supply of raw material contributing to their finished product. They began by acquiring furnace properties to supply their upper and lower Union mills with pig iron. Later, when the H. C. Frick Coke company was organized, they purchased heavily of its stock, but not heavily enough to have control unless H. C. Frick was taken into their interests. Thus the community of interest was established between Carnegie and Frick. Alone, each was an obstacle to the other. United, their interests became stronger.

The union was quietly effected, and the Carnegie interests passed on from the coke fields to acquire lake steamers, ore beds, railroads, waterworks and everything else needed to make their position impregnable. They even extended their operations into local and national politics, and became one of the strongest advocates in the country of the doctrine of protection.

Thomas M. Carnegie, a brother of Andrew, and junior member of the Carnegie firm, died in 1886, and Andrew looked for a successor. Mr. Frick answered all of his requirements, and he gave him closer control of the firm. In 1889 he made him chairman of the Carnegie company, and he has held that position ever since. Since that time the growth of the Carnegie business interests, from the ore mines on the shore lines of Lake Superior to the steel-ribbed sky-scraper on Broadway, New York; from the crash of giant engines at Homestead and Duquesne to the impact of shrieking shells against Carnegie armor plate at Santiago and Manila, has been largely due to the tireless efforts of Mr. Frick, the man who has now bearded Mr. Carnegie in his den.

#### FRICK THE GENIUS.

While for ten years Mr. Carnegie has been coaching in Scotland, dining in

London, writing books on free democracy and discussing how he would expend his vast wealth, Frick has been the master hand in the mills where the dollars were being ground out faster than the seconds passed. It was Frick who convinced the Navy department that Carnegie armor was needed for American war vessels. It was Frick who developed the Harveyizing of that armor. It was Frick who organized the congressional investigating committees when the charge was made that Carnegie armor was unsafe.

It was Frick who fought labor at Homestead in 1892, and with Pinkertons and the state guard conquered the angry subordinates. It was Frick who faced the bullet and dagger of Bergman the same year and recovered. Frick twisted, turned, shifted, bent, stiffened, as occasion required, for the Carnegie millions, held them intact, rode over every obstacle, and won. Perhaps \$6,000,000 is sufficient reward for such service, and perhaps it is not. If Mr. Frick should receive no more he would still remain an exceedingly wealthy man, and Mr. Carnegie paid him more the Carnegie fortune would not be impaired in the least.

He is a peculiar type of a man—one of the new commercial types to which Cecil Rhodes belongs, and of which there are many duplicates now in this country. He is cold, self-contained, impassive. His emotions are reserved for use only in his home circle. The men he employs are numbers, and so are the rest of the individuals in the world. He enjoys sarcasm and uses it frequently.

#### CARNEGIE'S AMUSEMENTS.

Mr. Carnegie's enjoyment of late years has been coaching, the writing of books and the establishment of free public libraries. He has gone through England and Scotland with a four-inch hand and written an account of the trip in the volume "Our Coaching Trip." His "Triumph and Demerit" is a tribute to the growth of the American citizen. His latest book, intended for private circulation, is entitled "Forty Million Pounds Sterling. What Shall I Do With It?" This places the estimate of his wealth at \$200,000,000 and indicates his desire to dispose of it rightfully before he dies.

When he stated last spring that he intended to sell out all of his business interests he said: "I sold in pursuance of a policy determined upon long since, not to spend my old age in business, struggling after more dollars. I believe in developing a dignified and unselfish life after 60."

But Mr. Carnegie was not able to sell out at that time, and probably will not be able to now for some time to come. Since his active business life begun he has given away to public enterprises, principally for free libraries, nearly \$12,000,000. He is willing to give now wherever an enterprise is considered worthy by him of that kind of encouragement. He has learned golf, is

enjoying travel, and, by his own declaration, is maturing plans for the final disposition of all the wealth he now claims to find cumbersome and not necessary to his happiness.

His share in the profits of the Carnegie company for 1899 was \$12,255,000, or a little more than he has given away in twenty-five years. His share for 1900, if the profits are \$40,000,000, will be \$24,867,500. Those profits are from a total capitalization of \$10,000,000 in 1899 (the Carnegie Brothers and the Carnegie-Phippis companies, each capitalized for \$5,000,000), and which was, when the Carnegie Limited company was created, increased to \$25,000,000.

#### HIGH SCHOOL NOTES.

Nearly every student in the school sympathize with those who took part in the contest last Friday and who after making such a magnificent effort were not awarded a prize. The ability of those who took part is known to almost every person connected with the school and they believe that had Miss Morris taken as her competitive recitation some humorous selection the result would have been far different. As it was almost everybody was surprised that she was not awarded the prize. Nevertheless the decision of those who were selected to recite, and those who took part in the blessing, although many were not members of the school, deserve the recognition that was given by the principal on Monday morning.

The report cards which from now on are to be given to the pupils at the close of every school month, were distributed Monday. This does away with the monthly notices which were formerly sent home to the parents if the pupil made a mark below seventy per cent. This mode of marking the result of the month's work is greatly preferred by the students because they are able to know of a certainty what percentage they have made during the month.

The division flags which have been prepared for the exercises to take place on the coming Friday have been distributed to the several classes and yesterday were borne to the auditorium. The marching in of the students is a very pretty sight. The flags are made of very fine silk, and, when unfurled, are about eight feet long by seven feet wide.

A. J. Colburn, who was prevented on account of illness from delivering his lecture before the school on George Washington, will deliver it Friday of this week. This treat is looked forward to by the students with a great deal of expectation.

The school paper, Impressions, was on sale yesterday, and after the request made by Professor Grant that the paper should be supported not only with literary contributions but also with the pocketbook a godly number of copies were sold among the students. Edwin Prichard who some months ago sustained a fracture of his leg while coming down the locker room stairs, was able to attend school yesterday and beyond a slightly perceptible limp in his walk and a little backwardness in his studies he is as good as ever.