



A ROUGH ROAD TO FORTUNE.

Grain, Real Estate, Live Stock, and Merchandise Are Greater Sources of Profit than a Paying Mine.

CITY'S THREE HUNDRED MILLIONAIRES.

success. He was a bookkeeper that had a phenomenal grasp upon the details of accounts and a wonderful appetite for long columns of five and six figures that he delighted to cast up in bulk, as it were, disdaining the slower methods of the ordinary accountant, who is satisfied if he but correctly foot a column one figure at a time.

He had just come back from the war when he entered the house as bookkeeper. The firm noted his energy and his business methods and made him a partner. He is there today, at the age of 60, worth over five millions.

But other millionaires have been made by the house. It is said that Mr. Field promotes his best men to partnerships and buys them out as soon as they get a million dollars, on the ground that a man with a million has so much to do to keep track of and manage his own million that he is no longer fitted to the accumulation of additional millions for Mr. Field. Be that as it may, Mr. Higginbotham is said to be the only exception to the rule and he seems to go on forever. There have been half a dozen men who have taken a million out of this firm.

All of this proves that the business houses of Chicago are the character that makes owners rich men. The great concern sets the pace and all the small fry following suit make their eternal fortunes.

And Palmer and Fitch and Leller, and Higginbotham, as we have seen, and Willing, another of the partners, all started in as poor as any young men in Chicago ever started in the race for wealth. Palmer, a Vermont, with nothing in the way of capital save a red schoolhouse education and a good constitution, came here while yet Chicago was a village, and started a dry goods store in a humble way. But not for long was the place a humble one, for Mr. Palmer at once inaugurated a great American business, and kept it up, until he awoke to the realization that he was rich and famous. He built the Palmer House, as everybody knows; was the real genius who made State street what it is, erected a lot of the handsomest buildings in the city, and then saw every building that he owned swept away by fire.

Nowhere else save in Chicago could this man and a hundred others have gone to work and created fortune anew out of the disaster. But Mr. Palmer and his associates have lived to recognize the fact that the fire was the very best thing that ever happened to Chicago. The advertisement was worth all that it cost, and the disappearance of the architecture of the earlier days made room for the better and more ornamental structures of today.

Mr. Field's career is too well known to admit of more than a passing reference by way of pointing the moral that is sought to be advanced. He also came from New England, practically penniless, and at the age of 21 entered a dry goods house as a clerk. The next step was a partnership in the corner, which was then known by the title of Coady, Farwell & Co.

Mr. Leller's career is but a repetition of that of his partner. Coming here at the age of 20, he secured a clerkship in the identical dry goods house where young Field was clerking. He was given a partnership interest at about the same time, and left the concern at the same time to buy into Potter Palmer's concern.

Of a vastly different nature is the business which P. D. Armour and his associates in the Stock Yards and grain pits carry on. Their business is no less legitimate, if more hazardous; and they, like the proprietors of the big dry goods stores, employ an army of help.

Big Men at "the Yards."

Armour, Swift, Fairbank, Morris, the Cudahy Bros., and a number of other men of their class, as well as bluff Sam Allerton, have developed an industry that has done more than any other single interest to promote the prosperity of the city.

And they have incidentally promoted their own interests until nearly all of these Stock Yards men are millionaires. At the top stand Armour, Nelson, Morris, Swift, and the Cudahy Bros., John and Michael, in about the order named.

All started in life poor. All were farmers' sons, and all knew what the pinch of poverty meant. The Cudahy boys were given their first lift by Philip Armour, but they deserved it as much as did Mr. Armour his first lift.

Philip Armour was a farmer's son. Many is the day that the boy put in behind the plow in the stony fields on the old Madison County farm in New York State. But he tired of the humdrum of country life, and at 20 the young man who was destined to become the greatest provision merchant that the world has ever seen left the old home for California in search of gold.

But the hard-headed youth soon saw that gold was not to be had for the seeking, and that luck was too great a factor in the pursuit. He consequently worked his way back to this State, and recognizing that the road to fortune lay in the direction of developing the farm resources of the West he opened a commission house in Milwaukee in a small way, almost immediately making it a success, and soon reaching out to this city, where before long the entire business was removed.

Of course the reader is familiar with the main particulars of Mr. Armour's career. He saw the opportunities presented to Chicago for the development of the grain and provision trades, and has done more than any other man to develop them.

Working harder than any of his employees and always a glutton for work, this remarkable man has made all of his brothers and all of his relatives millionaires. He has given great fortunes to his two sons, and has established them in his business. He controls the elevator business of the West and handles more wheat than any other single concern in the world. And he made all of his millions through application of industry and sagacity to the opportunities that Chicago offered to him. Philip Armour would have been a rich man anywhere he might have located, but no other spot in the world would have offered him the same opportunities as Chicago.

"Sam" Allerton's Early Start.

Another of these sturdy men who have helped make Chicago what it is, Sam Allerton has in turn made, as Samuel W. Allerton, who prefers to be called "Farmer" Allerton, a man who united untiring industry and business sagacity. He also saw that the stock dealing industry of Chicago and the section was bound to be paramount, and today he is, at the age of 60, one of the richest men in the city and full of vigor. Chicago was "Sam" Allerton's Klondike. He was raised on a farm in New York State. He has always preserved his identity as a farmer, and today he owns great bunches of stock farms, as well as lots of choice city real estate, a big block of First National Bank stock, other blocks of gilt-edge city railroad stocks, and the most profitable gold mine in the world.

And there is Charles Counsellman, who lit-

terally wrested his huge fortune from Chicago. In many respects the story of Mr. Counsellman's success is the most wonderful in the catalogue of Chicago millionaires. For, coming to this city a poor young man in 1860, at the age of 20, with a father, mother, and family to support, he had no appreciative employer to take him by the hand and push his fortunes for him. He also came here too late to profit by the early rise in land.

He "clerked" in Johnson & Co.'s for several years at a small salary and was unable to save a penny. Then he secured a place on commission selling oil for the firm of Chase, Hanford & Co. His energy and push stood him in hand here, and he was able to make a few dollars above his expenses. But more valuable still, he was enabled to make certain business acquaintances that later proved valuable.

In 1871 he branched out in the commission business for himself, in a small way, and joined the Board of Trade. Almost immediately he began to grow in financial stature. He had invoked the Magical Genius of Chicago, who at once came to his aid.

Within a couple of years he had branch houses established in New York, Cleveland, Boston, Philadelphia, Washington, Baltimore, Richmond, and Norfolk, Va., and in other cities.

His wealth grew and he invaded the packing-house district and erected a huge provision warehouse. He also entered into competition with the elevator men and erected a two-million-bushel elevator in the Rock Island yards in this city, thus controlling to a great extent the wheat fields along the line of the road.

Next he invested surplus funds in real estate and built the big Counsellman Building, which he owns alone. And the Baltimore boy who arrived here penniless in the fall of 1860 is today one of the great capitalists of the city. Chicago and hard work did it.

Sidney A. Kent's Start.

Untiring energy and indomitable pluck made for Sidney A. Kent the princely fortune that places him among the richest men in Chicago. He arrived in the city at the age of 20, in 1854, without a dollar. He also obtained a clerkship in a dry goods house. Later he invested his savings in the Stock Yards, and the money that he made there he judiciously invested in business property. He is today a big holder of Corn Exchange stock, a power in the grain and provision business, a heavy dealer in lumber, and a citizen with a dozen interests, all bearing fruit.

Another instance of what pluck and integrity can do for a man when exerted in the congenial atmosphere of Chicago is afforded by the life history of Samuel M. Nickerson, for a quarter of a century President of the First National Bank and its founder.

Mr. Nickerson, a Massachusetts boy, went to Florida to make his fortune, and was succeeding in that mild manner when he was in the East when a fire swept away every dollar that belonged to him from the face of the earth. He was utterly discouraged, for he saw the fruits of ten years' hard work disappear.

But he turned his face toward the setting sun and arrived in the bustling City of Chicago in 1858, at the age of 28, a shade older than most of the young men who dug wealth out of Chicago's pay streaks. When he came here he had \$500, borrowed from his brother and friends. With that slender capital and many more hundreds of debt left by the fire, he faced the world again and embarked in the distillation of alcohol and highwines. Within six years he had paid his debt and was reckoned one of Chicago's richest and most representative citizens.

His fortune was so ample that he retired from business at the age of 34 and devoted his entire time to the care of the securities that he had amassed. He was later induced to accept the Presidency of the Chicago City horse railway, which he retained until 1871, when his banking interests had become so vast as to require his undivided attention. He was already President of the First National Bank. From that day to the date of his retirement from the active management of the institution, seven years ago, when he was succeeded by his friend and protégé, Cyrus M. McCormick, Jr., he has been recognized as the richest banker in Chicago. He returned to his post when Mr. Gage became Secretary of the Treasury.

This is what Chicago did for the debt-laden, discouraged young man who cast his fortunes here forty years ago.

Millions for the McCormicks.

The fame of the McCormick millions has reached the far corners of the world, and no Chicagoan or any other well informed man need be reminded how the fortune was piled up. The world at large, however, does not know that Cyrus H. McCormick's younger brother, Leander J., is still living here, a very wealthy man, richer than any other single McCormick, although seldom heard of on account of the fact that his nephew, Cyrus H. McCormick Jr., conducts the reaper factory business. The struggle of the McCormick brothers to introduce their invention covered years of the hardest kind of effort, until they came to Chicago, in '47, after ten years of misadventure, discouraging experiences elsewhere. Cyrus McCormick was then 38 and his brother Leander was two or three years his junior. The first year of their residence here, they manufactured and sold 700 machines, more than they had made all told in all the years that they had striven to introduce the machines.

From that time the prestige of the Chicago concern grew until the brothers saw themselves many times millionaires, the elder brother regarded as among the great inventors and benefactors of his race, and the recipient of honors and decorations at the hands of European governments.

Now these McCormick boys had a good thing, and Cyrus was an inventor and Leander a financier, but they were never able to get their heads above water until they tried all over again in the hustling metropolis of the West. Indeed they met with several disastrous failures in other places, failures that had loaded them with debts that took years to pay—voluntary payments that

the laws could not exact—connected with their failures in New York State.

Here we see an instance of the same business energy and inventive genius failing in the East and bearing wondrous fruits when transplanted to the soil of Chicago.

You throw your chip into a stagnant pool and it will stay where you throw it until waterlogged, when it will sink. But throw it into the water of a rapidly running stream and it will move with the current. Chicago is and has ever been a rapidly flowing stream. Things move here.

These instances might be multiplied a hundredfold. Each and every one of these millionaires had for a start in life an empty pocket, a store of health, belief in his luck, and the happy chance of trying his fortune in the city that has done so much for its citizens and so much for the nation.

Romance with the Riches.

Many a romance is woven around these millions that have been amassed here. Much that is human could be written if the facts were but known. Colonel William F. Rens came here at the end of the war with an empty pocket in search of employment that would enable him to marry a young woman he had met at a ball. He had heard of Chicago, and upon becoming engaged promised to win a home in the West within one year and return to marry the girl of his heart. And he kept his word.

The house that he later furnished is among the most luxurious in the city. His first work was dragging a chain with a railroad surveying gang, his next as foreman of the freight handlers in the Northwestern Depot. The opportunity came, the man was equal to it, and within five years Colonel Rens was one of the coal kings of the West.

Geography has had much to do with the success of these men and the success of Chicago. Here was the one spot on the continent that could no more help growing than could the grass on the earth or the trees. It stood, as it stands today, at the intersection of all the national roads of commerce. Whatever a man did here, and did well, was bound to be a huge success.

The fact that a concern was located in Chicago was sufficient to stamp it as full of enterprise and "go." The millions of the East were quick to appreciate the possibilities of Chicago, and this city has always had the handling of vast sums that the Eastern capitalists have been glad to invest here.

This faith in Chicago and Chicago men was the salvation of the city when the fiery ordeal came, for men like Potter Palmer, who had only the bare ground remaining where formerly stood some of the proudest buildings in the country, had no difficulty in inducing Eastern capital to loan sums sufficient to rehabilitate the city. And these loans were cleared off within five or six years, making a world's record that will probably stand for all time, for such a disaster as swept Chicago from the face of the earth cannot occur again anywhere. A convulsion of nature can alone work the ruin and havoc of the days of '31.

A city which built 5,220 buildings for shelter and business within one month could not be balked in its efforts at rehabilitation. And the men who had made their riches found little difficulty in securing the help which put them on their feet. It is incredible, but it is said that no large permanent losses accrued from the great fire.

Chances Now as Good as Then.

Indeed, a good many big fortunes date from the fire, for the lumber dealers were right in line, as were the dealers in every sort of building material. So, whether trial or in prosperity, Chicago has rolled out fortunes for all those who deserved it, hands and had the capacity and the time to take advantage of the opportunities offered. There has never been a time when it was not much worse elsewhere. Whatever trade has been moving has been moving here, and the leading industries that have been operated have kept right on making money for their gritty owners. There never has been a time when the big dry-goods stores and the large factories have not made money. There have been boom times here in Chicago, but there have never been hard times here, save during the immediate period covered by the great fire and the days of reconstruction.

Chicagoans are accustomed to so thriving conditions that they are apt to regard any thing but booming as slow. But just take off that coat, young man, and unpeel the grip. You don't want to go to the Klondike. If you have the capital to take you to the land of eternal snow and chimerical gold you have a princely capital in comparison with that with which these old Chicago millionaires started. Think of Silas Cobb and his three days in limbo for a lack of \$3 for passage money; of Charles Counsellman working hopelessly for years for the support of his parents; and of Sam Nickerson and his worse than no-capital start.

Remember Cyrus H. McCormick and years of uphill fight before the fruits of his labors began to grow, coincident with the arrival in Chicago. Just remember that the million in Klondike will not do you so much good as \$10 a week here in Chicago. Have first got to find it, then get it out of the ground, and then get it and yourself back to God's country.

The chances are a million to one that you don't get the million, and a good deal more than even that you don't get out with it. Stop right here and make this your Klondike, and probably, twenty-five or thirty years hence, you will be written up in THE TRIBUNE as one of the millionaires who have helped make late-day Chicago and whom later-day Chicago has made possible.

Stick to Chicago!



MILLIONAIRES WHOSE WEALTH AGGREGATES MORE THAN \$600,000,000.

Ch. L. Sears.....	5,000,000	Munger, Albert L.....	1,000,000	Phelps, E. M.....	1,000,000	Spry, Mrs. Joha.....	1,000,000
W. Robert.....	1,000,000	McCormick, Leander J.....	20,000,000	Palmer, Potter.....	15,000,000	Schwab, Charles H.....	1,000,000
W. John Mason.....	1,000,000	McCormick, R. Hall.....	1,000,000	Guan, W. J.....	1,000,000	Severns, George A.....	1,000,000
Man, Ernest J.....	10,000,000	McCormick, L. Hamilton.....	1,000,000	Rosenberg, Jacob.....	1,000,000	Sexton, Patrick J.....	1,000,000
A. T.....	1,000,000	McCormick, Cyrus H.....	10,000,000	Zyerson, Martin A.....	2,000,000	Shipman, D. B.....	1,000,000
Ch. Henry D.....	1,000,000	McCormick, Harold.....	3,000,000	Ream, Norman B.....	1,000,000	Tree, Lambert.....	1,000,000
Ch. Charles P.....	2,000,000	McCormick, Mrs. H.....	1,000,000	Reid, William F.....	1,000,000	Turner, Valentine C.....	1,000,000
Ch. Bryan.....	1,000,000	McCormick, Mrs. C. H.....	10,000,000	Rehm, Jacob.....	3,000,000	Wahl, John R.....	5,000,000
Ch. T. J.....	2,000,000	Murdock, Thomas.....	1,000,000	Rosenfeld, Henry.....	1,000,000	Wentworth, M. J.....	1,000,000
Ch. Frank O.....	10,000,000	McNally, Andrew.....	3,000,000	Rosenfeld, Mrs. Levi.....	2,000,000	Wells, M. D.....	1,000,000
Ch. M. C.....	1,000,000	MacVeagh, Franklin.....	1,000,000	Scipp, William C.....	1,000,000	Winstan, E. H.....	1,000,000
Ch. Emanuel.....	1,000,000	Nickerson, Samuel M.....	15,000,000	Scott, Robert.....	1,000,000	Warner, Ezra T.....	1,000,000
Ch. Simon.....	1,000,000	Nickerson, Roland.....	1,000,000	Selz, Morris.....	1,000,000	Watkins, E. T.....	1,000,000
Ch. Leon.....	1,000,000	Otis, Lucius B.....	2,000,000	Shufeldt, Henry H.....	1,000,000	Willing, Henry J.....	1,000,000
Ch. Eschick.....	1,000,000	Otis, Philo R.....	1,000,000	Swift, Gustavus F.....	10,000,000	Wacker, Charles H.....	1,500,000
Ch. Williams, J. G.....	1,000,000	Otis, J. E.....	1,000,000	Spaulding, Jesse.....	5,000,000	Wheeler, George H.....	1,000,000
Ch. A. E.....	1,000,000	Porter, Henry H.....	1,000,000	Sprague, O. S. A.....	1,500,000	Wheeler, Charles W.....	1,000,000
Ch. E. A.....	1,000,000	Pike, Eugene.....	5,000,000	Sprague, A. A.....	1,000,000	Wheeler, Samuel.....	1,000,000
Ch. E. A.....	1,000,000	Pullman, Mrs. Geo. M.....	10,000,000	Smith, Byron L.....	1,000,000	Young, Otto.....	3,000,000
Ch. Nelson.....	25,000,000	Pearsons, D. K.....	2,000,000	Soper, Albert.....	1,000,000	Yerkes, Charles T.....	15,000,000
Ch. Edward.....	1,000,000						
Ch. John J.....	2,000,000						
Ch. W. H.....	1,000,000						