

PAGES from THE OLD FAMILY ALBUM.



JUDGE WILLIAM CANT.



W. S. MCCORMICK.



CHARLES D'AUTREMONT.



G. G. HARTLEY.



B. SILBERSTEIN.



W. C. AGNEW.



THE photographs of six men of Duluth, taken when they were many years younger than they are today, are reproduced above. The names of these men are undoubtedly familiar to every boy and girl in the city, but how much do you know about them? Did you ever stop to inquire how they got their start in life? Did you ever ask or was it ever told you what part these men played in the history making of Duluth? They have attained great prominence in civic, commercial and financial affairs in Duluth. They have acquired wealth and reputation. How did they gain these? By quietly and calmly waiting for fortune to seek them out and bestow her favors upon them?

No? Not one of these men's lives was cast along the easy road. As youths not one slept upon a bed of rose petals. Each mile-stone which they have passed along the road to fame is marked by heart-breaking disappointments, suffering and the record of hard work.

Were these men exceptional boys? Did they have talents and natural ability far in excess of their companions? It is safe to assume that they did not. But by persistent effort and systematic work they have outstripped the friends of their youth and have attained in a great measure the goal they set for themselves.

The road to success is stony and hard to travel but at the end is the contentment and happiness arising from the knowledge of work well done. Your goal may not be riches.

It may not be glory or fame. But whatever it is concentrate your mind upon that one thing to the exclusion of all else.

To succeed requires many things but the principle requisite is the oneness of purpose. We all know men who are brilliant and who possess great natural talent but who are forever following a will-o'-the-wisp and who change their careers and positions as the chameleon does its colors. Such men never succeed.

Just as success looms up large before them some new glittering prospect grasps their mind and they rush off to chase another alluring rainbow, positive that at the end of this pot they will find the proverbial pot of gold.

In Scandinavia they try to teach the children persistence by repeating an allegorical fable to them day after day. It is a beautiful little tale and illustrates the necessity of persistence, and might well be studied by grown-ups as well as the little ones.

Once upon a time, long, long, ago—so runs the story—there lived in the city of Odense a hard-working youth named Olaf. He was honest, upright and industrious. From early dawn to late at night he cheerfully worked for a few pennies a day. He was ambitious, however, and as the great nobles passed him by, he would doff his cap and declare to himself that some day he was going to do something which would make him worthy of being knighted.

The fairies had been watching Olaf for a long time and one day the best fairy of all came to him and told him that as a reward for his many virtues and his great oneness of purpose she

was going to aid him. Then leading him to the foot of a steep hill—so steep indeed, that unaided no man could climb it—she explained to him that at the top was a great heap of jewels and a crown which when worn by an honest man would make him famous. All of these he might have. Eagerly Olaf grasped the hem of the fairy's robe and she commenced the climb. But the way was long and tedious and when only half-way up Olaf spied a small basket of precious gems along the road-side. And then he thought, "Oh, pshaw, these will do me for a while. I'm tired. I'll go to the top some other time. Now I want to go down and spend the amount these will bring me. I want fun, lights, laughter, music and joy. I can't wait. So letting go of the fairy's robe he light-heartedly thanked her and slid to the bottom of the hill and ran to his home.

The jewels were sold for a large sum and Olaf, naturally bright and witty, became rich and happy and popular. For a year and a day he feasted and lived in the greatest luxury and then one day he awoke to find that his fortune was exhausted.

Then he cursed himself and bitterly repented of his mad act and his lack of persistence. He said to himself that it was criminal folly in him to have taken the few jewels when he might have gone to the top and had enough to make him rich for life. But his regrets were all in vain. He had to return to his hard dis- tasteful labor—a hundred fold more hard now than he had tasted the joys of luxury. And always he hoped and prayed that the fairy would

come to him again. But although the good fairy, whose name was "Opportunity" often passed by him and sorrowfully looked down upon the youth she never stopped at his door again.

How many men are there who cannot look back upon their own lives and see where they have followed in the footsteps of Olaf? There are but few. But the men whose names and photographs appear upon this page did not stop and feel that they were contented with little; they held firmly and steadfastly on the road which has not ended for them even yet. Their goal has not been attained in their own eyes to this day, yet they have accomplished much. Read the story of their lives. It will be an inspiration to you.

W. C. AGNEW.

William Chalmers Agnew was born in McConnellsburg, Pa., Sept. 16, 1849. His early education was received in Lancaster, and he later attended Mercersburg college for a few years. When only 17 years of age he went to work as a helper to a civil engineer who had a contract to survey and construct the Wilmington & Delaware railroad.

He was then offered a position as engineer under another contractor and engaged to build a narrow gauge railroad from Painsville to Youngstown, O. This work occupied four years—1870-1874—and at the end of that time he was appointed chief engineer when only 24 years old.

Railroad after railroad was projected and built by Mr. Agnew during the next twenty years and in 1893 he came to Duluth and engaged in the

development of the Mahoning mine. Since the day that he made Duluth his home he has gained each day a greater prominence as a citizen and an expert and adept in all affairs relating to mines.

W. S. MCCORMICK.

William S. McCormick is one of the few men who have attained prominence in the city who is really a native born son of Duluth. But Mr. McCormick is still a young man, having been born on Feb. 16, 1874.

He attended the local primary schools and the high school for three years being compelled at the expiration of that time on account of ill health to go to an academy in Winter Park, Florida. After a year in that section of the country, however, he returned to Duluth and in the following fall matriculated at Macalester college, St. Paul, where he was graduated.

A position was offered him in the First National bank of Duluth and he was rapidly promoted from desk to desk until at the time of the outbreak of the Spanish-American war he was the collection clerk.

Mr. McCormick was one of the first Duluth boys to enlist in the army and with his company was sent to one of the great mobilization camps at Chattanooga. Sanitary conditions were not any too good in the camp and fever claimed the Duluth boy as a victim. Despite his weakened condition he held to his resolve to go to the front but the war was short and his services were not needed by the army of occupation in Cuba and his company was ordered home.

He at once returned to his desk in the bank, but after a few months the city called him to the position of comptroller and since that day he has been an official of Duluth.

BERNARD SILBERSTEIN.

Born in Budapest in 1847, Bernard Silberstein attended school in Hungary for a few years and then removed to Vienna. In 1866 he came to America and went direct to Detroit, Mich., where he obtained employment in a wholesale dry-goods house.

He worked four years and saved a few dollars and hearing of the opportunities for a live young man in Duluth came here. He had no money but good credit. Wholesale merchants he had met while an employe trusted him and had confidence in his integrity and ability. He obtained a stock of goods and opened a store on Superior street almost opposite his present location.

From small to large. His store grew until today it ranks as an equal of any in Duluth. Mr. Silberstein says that his success is due to the fact that he attended strictly to business at all times.

CHARLES D'AUTREMONT.

Charles d'Autremont was born in Angelica, N. Y., June 2, 1851. His early school days were spent in the Angelica academy and upon being graduated he matriculated at Cornell university.

It was while attending the university that the first sign of being a leader of men, were displayed by Mr. d'Autremont. Tales of the English boat races appealed to him, and he could see no valid reason why Cor-

nell should not have a boat crew also. Calling a few kindred spirits to a meeting in this chambers one night he organized the Cornell crew and was elected secretary of the organization, which has never been changed even to the present day.

Leaving Cornell after three years of study he spent a year at the University of Switzerland. Returning to America, he began the study of law at Columbia university.

Upon receiving his degree as a bachelor of law, Mr. d'Autremont went to Elmira, a small city in the western part of New York state and entered a law firm. Several years afterward he took a pleasure trip through the western country. The conditions appealed to him and the city of Duluth charmed him. Hurrying home he packed and came to Duluth, which he has made his residence since that time.

GUILFORD G. HARTLEY.

Guilford G. Hartley was born in New Brunswick in 1872 and came to Minnesota forty years ago. Since that time, as boy and man, he has been closely identified with the building up of northern Minnesota. For a number of years he lived in Brainerd and moved to Duluth in 1894.

Since his residence here his activities have been directed along many lines, always toward the uplifting of the city's industries and the development of the surrounding country.

Among the many enterprises in which he has taken a prominent part may be mentioned the electrifying of the Duluth street railway, the build-

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ing of the Spalding hotel and the Duluth-Superior bridge, assisting in the establishing of several wholesale houses, the development of extensive iron mines, and carving productive farms out of the wilderness in northern Minnesota.

JUDGE WILLIAM CANT.

William Cant was born in Westfield, Wis., Dec. 23, 1863 and attended the primary schools in that city. Upon completing the high school he went to St. Cloud and studied at the normal school for several years. Then to the University of Michigan for a law course which he finished and received his sheepskin.

In April, 1886, he came to Duluth and commenced the practice of law. That he was successful is proven by the fact that in 1895 he was a member of the legislature and in 1896 he was appointed city attorney which position he resigned in January, 1897, to accept the district judgeship which he now holds.