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DISTINGUISHED JEWS of AMERICA

A Collection of Biographical Sketches of Jews who have made their mark in Business, the Professions, Politics, Science, Etc.

Edited by
J. PFEFFER

With an Introduction by
ALBERT M. FRIEDENBERG

Volume One

1917

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NOTICE

Owing to the fact that the large majority of our biographies are of men living in New York, we have not deemed it advisable to name this city whenever the story of a New Yorker was written. In every case where the name of the city is omitted, it refers to New York, while all other cities have been plainly marked as such.

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PREFACE.

THIS book does not belong to that type of historic work that fills the shelves of libraries. The usual conception of history is that it records the deeds of the very great only. That the biographies of apparently ordinary men should be compiled in book form is unusual, particularly so in the field of Jewish Literature, and we think that a few words are necessary to explain the importance of this book.

The discovery of America infused new vigor and vitality into the nations of Europe and its influence on human thought and development is immeasurable. What the discovery of America meant to humanity at large, the Jewish immigration to America meant to Jewry at large.

Jewish immigration to this country came at a time when the condition of the Jew in the old world was almost unbearable. America always had been a harbor for Jews who had to escape persecution in Europe, but the great tide of Jewish immigration did not start until the eighties when the persecution of the Jews in Russia had reached its height. This immigration not only saved millions of Jews from certain destruction, but it also improved the general condition of the Jews all over the world who received material aid from their more fortunate brethren in America. There is no doubt that this immigration to America was a turning point in the history of the Jewish nation.

Only thirty-five years have passed since this immigration to America began, and when we consider what the Jews of the Slavic countries have accomplished in this short time it looks as though the days of miracles had returned.

The few million Jews that came over here were often compelled to pawn or sell their bedding and clothes to raise funds for traveling expenses. Without a dollar in their

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pockets they emigrated to a country the language and manners of which they did not understand, and in this short time they built for themselves, industries, institutions, political power, and reputations in the sciences. They have erected congregations and schools. They implanted a new Jewry in America.

The purpose of this work is to point out to posterity the leaders of the first Jewish generation in America, the men who made Jewish history in America.

The editor of this work has been reproached for including in these biographies the life stories of so-called ordinary men, men who have perhaps done nothing more than to make money for themselves. But this objection is not justified if one studies the subject deeply enough.

American Jewry is a wonderful achievement. But if it were not for the men who struggled and bled to make fortunes under the most trying circumstances, there would have been no one to build institutions, schools, and synagogues which are the symbols of the Jewish religious ideal. There would have been no one to give the education and financial aid to hundreds of thousands of Jewish young men who now fill the universities and sow the seed for the future American Jewry.

Every Jew who in this first generation of pioneers has made a mark in any field of endeavor is worthy of being included in these pages. After all it is difficult to determine whether the leader who puts himself at the head of a Jewish movement is really of much greater importance than the man who with his good will and financial aid helps to create the institution or congregation that the leader has in mind.

It is, however, certain that the life story of every one of these men will afterwards be of great importance to the coming generations. The Jewish immigrant to America has suddenly been cut off from all family connections in Europe. In the old world every Jew knew about his ancestors. With immigration the Jew has left behind his family history together with the graves of his fathers. In this country all had to pass through the same deep valley of despair and suffering, and in their struggle for existence their family pride and history was lost.

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This work will state as far as possible the family history of every important Jew in this country and will once more bring together the European and American part of Jewry so that the future American Jews will know where their ancestors were, and whom they are descended from. At the same time they will have the opportunity to learn of the experiences of their parents and to know how their unfortunate fathers, pioneers of American Jewry, bled to prepare for them the good fortune that they will enjoy.

The subjects for these biographies have been obtained by recommendation. A man whose story was taken was asked to suggest another individual whom he thought worthy of being included in these volumes. This was the best possible way for keeping up the standard of personalities included, for no man would care to have another included whose record was not clean and whose moral character was not of the highest

To avoid all discussion as to the relative importance of the personalities included, we have arranged the book alphabetically as is the case with all encyclopædias.



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INTRODUCTION

SOME PHASES OF JEWISH IMMIGRATION INTO THE UNITED STATES.

By Albert M. Friedenberg,

Corresponding Secretary, American Jewish Historical Society; Corresponding Member, The Jewish Historical Society of England; Contributing Editor, The Hebrew Standard; Author of "A History of the Jews in America," etc., etc., etc.

THE immigration of Jews into the United States of America falls into three great divisions. The earliest, comprising the coming to this country of the Spanish and Portuguese Jews, or *Sephardim*, extended from the period when Jews first began to settle in the Western hemisphere, in other words, shortly after its discovery by Christopher Columbus, to about the middle of the eighteenth century. The second, representing the migration of Jews from England and Germany and the German-speaking lands of Europe, took its rise around the middle of that century but reached its greatest development in the years stretching from the third decade to the commencement of the last in the nineteenth century. The third, covering the movement of Jews from Russia, Poland, Galicia, Roumania, and the neighboring countries of Eastern Europe and the Hither Orient, started to take on the proportions of a great shifting of peoples with the early 'eighties of the last century, although its beginnings may be traced back to the late eighteenth or the early nineteenth century. The end of this wandering is not yet in sight; the steady character of this influx, however, accustomed as we were thereto for upwards of thirty years, has been arrested by the incidence of the great war. It may well be that this marvelous and notably cruel manifestation of human frailties will work a material change in the fortunes of the Jews in Eastern Europe and Asia Minor and thus put an end for the time being to their desire to establish new homes for themselves across the seas.

But these remarks are not concerned with the future of Jewish immigration into this country; they deal exclusively

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with its past. In this respect, then, it must be noted at the outset that the foregoing divisions of this migration should not be set up as hard and fast limitations. For, along with the later immigration into this country of the *Sephardim*, especially around the middle of the eighteenth century, a number of German or English Jews, *Ashkenazim*, came hither. And there were Polish Jews in this country, like the famous Haym Salomon, the stalwart aid and mainstay of Robert Morris in financing the American Revolution, a couple of years before that struggle actually began. The Russian Jews commenced to come here in scant numbers around the middle of the nineteenth century, as is proved by their then establishing religious congregations, and even in recent years, amid the thousands of Jewish immigrants from Eastern Europe, an occasional German Jew or a *Sephardi* from the Levant and the isles of Greece may be discovered. Hence the note of warning as to the imperceptible dovetailing of these various phases of Jewish immigration into each other is properly sounded; the great divisions just enumerated are adopted as much for convenience of the treatment of our subject in an orderly manner as for the added reason that each characterizes markedly the preponderant majority of the Jewish immigrants in the respective movements of members of this race.

Why do Jews wander up and down the face of the habitable earth? This question may well be put concerning any people: but in the case of our own it has a practical applicability: an added force derived from the sad annals of our history. Jews move about, go from one land to another, seek to improve their situation and condition, because since their national existence ended with the destruction of the Second Temple no country may rightly be looked upon as their national home. Hence, their shifting about is strictly conditioned upon their treatment and happiness in the different lands of their residence. Palestine, of necessity, represents a place apart and makes a different appeal to the Jew, but for the purposes of the present discussion the Holy Land does not require consideration. As a matter of fact in recent times the United States has more strikingly influenced Palestine and the migration thither and settlement of Jews there, than Palestine has exerted any pressure upon the Jews of the United States save in an eleemosynary sense.

Appended logically to the previous question is this one, subsidiary to it: Why have the Jews come to America? The answer may be variously formed. It depends upon the way Jewish history is interpreted by the person making reply. If he regard Jewish history, including the history of the Jews in America, as capable of being interpreted economically, if, in other words, the facts of Jewish life here and elsewhere throughout the world are conditioned by the economic life, then the migration of Jews to this country, he will say, was due to

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economic causes. If, on the other hand, the theological conception of history is accepted as the correct one, a great moral force, if not the finger of the Almighty Himself, drove the Jews across the ocean to this blessed land of freedom where they could develop their innate love of liberty amid the appropriate surroundings and practice the rites of their undying faith unimpeded by the cruel edicts of bigoted potentates. As a matter of fact it is highly probable that the correct answer lies somewhere between these two extremes. Some of the Jews came to America to escape persecution, be this in the shape of an instrument like the Inquisition of Spain and Portugal or the *pogroms* of the Black Hundreds of Russia in recent, but happily, past days. Other Jews journeyed hither to improve their material position, favored as they were after their arrival and settlement here by free institutions, and, after the successful establishment of the Republic, by a liberal government guaranteeing religious and political equality to every inhabitant of the land. As a consequence, their material happiness was assured and their interest in the maintenance of Judaism awakened and deepened. When this broad motive for Jewish migration is considered, it should be remembered that it takes its rise from a number of manifestations of human wretchedness, often quite unrelated. Among these stand repressive and inhuman laws, especially such as control compulsory military service in times of piping peace, famines and bad crops, pestilence and the visitation of epidemics, and, frequently and unfortunately continuously, positive economic oppression of the Jews as weak elements in a population.

Particularly in the case of the Bavarian and other South German Jews of the early years of the nineteenth century may the diverse and complex nature of the factors compelling emigration be observed. There the laws governing marriage and controlling rigorously the number of Jewish marriages in a certain year aggravated Jewish economic misery. There, too, the number of Jews who might be admitted to the privileges of residence in a particular locality or community, which brought economic independence, perhaps, and spiritual happiness in their train, was strictly limited. Under such severe, drastic laws and in such an untoward economic environment the Jews of those days could not possibly properly develop in any degree, and to them, then, a voyage to America and the establishment of homes and fortunes here meant religious and economic freedom and was the logical outcome of their situation in Southern Germany.

The earliest Jewish immigrants in point of time into this country were those of Spanish and Portuguese origin or such as had become inextricably identified with the *Sephardim* through religious or marital affiliation. They came from the Iberian peninsula itself, or from the lands—Holland, Italy,

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England, the Canaries and elsewhere—whither Jews from Spain and Portugal had fled to escape the terrors of the Inquisition and in obedience to the decrees of expulsion pronounced against them by their rulers. The route by which they arrived here lay by way of the West Indian islands and South America. They were impelled to journey Westward as much from motives of commercial advantage as from any other cause, for many of them remained at home under the degrading and cowardly and more or less perilous guise of *Marranos* or New Christians. Nor ought it be forgotten that these *Sephardim* were important forces in forwarding the mercantile importance of their abiding-places, East as well as West. Their mercantile activity was stupendous; they built up the sugar trade besides advancing the scientific cultivation of the cane and its reduction to the product of commerce, notably in Brazil. This occurred in the sixteenth, but especially in the seventeenth century, the industry being brought to its highest pitch of prosperity during the Dutch occupation of Pernambuco and the surrounding territory. This ended in 1654.

About the middle of the seventeenth century when the first of these *Sephardic* immigrants came to what is now the United States of America, one saw them arriving here poor in worldly goods. The first Jewish settlers of New Amsterdam, who fled from Brazil when the Portuguese succeeded in repossessing themselves of all of that country, were so abjectly impoverished as to be unable to pay for their passage hither and compelled to lose their slight wherewithal to cover this outlay. Asser Levy, perhaps the most noted Jewish burgher in the New York of that epoch, who, it may be noted parenthetically, was of German origin, was a poor man for the first ten or fifteen years of his residence in this locality and engaged in the humble occupation of a butcher. Of course, such of the *Sephardim* as had been *Marranos* until they took up residence in a land where they could with safety doff their humiliating mask of Christianity and openly and proudly avow their Judaism, controlled a measure of financial strength. In time, by reason of the monetary resources they controlled, they enrolled themselves among the important, affluent colonial merchants of the day, becoming active, not only for the weal of their own community but contributing to worthy causes furthered by non-Jews as well. For a long period, however, it was with some degree of difficulty that they could establish their unrestricted right to trade, and, at first, their communal happiness and development were irritatingly impeded.

Late in the eighteenth century, after the Republic had been permanently set up with safety, the Jewish immigrants to these shores began markedly to increase in numbers. At this date, too, when all repressions on their communal and commercial activity had been swept aside, the vast majority of the Jews

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came here with the deliberate intention of pursuing life, liberty and happiness vouchsafed to all mankind by the draftsman of the immortal Declaration of Independence, in other words, with the logical desire of building their fortunes here. This has been the underlying motive and condition of Jewish immigration to the present day. The Jews came here without any money, or with very little of this useful and important commodity; by their persistent application to their tasks, their forceful exertions to obtain a competence, and their unremitting industry in their chosen vocations and endeavors, they raised themselves in due course of time to positions of respect in their own and the general community.

The great waves of Jewish immigration into the United States began with the early years of the nineteenth century. First was that of the German Jews who were impelled to leave their native homes in Central Europe because of the untoward conditions prevailing there, which have been described in outline heretofore. At home in Europe the Jews were subject to the caprices of the officials of the petty princelings into whose dominions they had been born. Their cultural and commercial development was quite restricted, if not altogether impeded, by cruel and repressive laws breathing a medieval intolerance, the purpose and the condign enforcement of which made it impossible for them to fill their place in the economy of human existence. In these respects the conditions prevailing in Russia and other Eastern European lands toward the end of the same century duplicated the situation just described. Liberal views were suspect in the Germany and Austria of the 'twenties and 'thirties of the nineteenth century, as they were in the late nineteenth and early twentieth centuries in Russia and Roumania, and the more cultivated members of the various Jewish communities, notably the rabbis, the religious leaders and teachers, and the scholars, found as little scope for the exercise of their talents as the castaway on a desert island. Hence, the representatives of every section in the different communities gathered their meagre physical belongings together and wandered to the Westward, America being, to quote the apt language of Ralph Waldo Emerson, our mid-nineteenth century seer, in their case in truth but another name for opportunity.

For, at every stage in the history of Jewish immigration to the United States, these newcomers represented all sorts and conditions of Jews. Rabbis and scholars stand at one end of the scale; artisans, traders and husbandmen at the other. In very recent times when Jewish culture has appropriately developed under the free sky of America and the fostering nurture of the representatives here of the great Jewries of Russia, the number of men, scholars in different fields, who lived by the exercise of a gainful occupation based upon their intellectual capacities, not by means of the work of their hands alone, has been consid-

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erable. In the case of the Jews of America this condition obtains as far back as almost the beginnings of their settlement in this country. Even where the first generation of Jewish immigrants has had no opportunity properly to develop its inherent intellectual equipment,—for we have the right thus to characterize this expression of Jewish pluck and persistency in the face of obstacles, remembering the facts of Jewish history in this and all other countries at the present and all earlier epochs of our development,—the second generation of American Jews, who are the first to have been born on this soil, has contributed its due, occasionally above its proportionate, share of so-called professional men, of representatives of the various learned professions, to our life. The present work exhibits on the length and breadth of its numerous pages the force of the statement just made; these brief remarks thus epitomize the truth of the burden of the present work.

We return, however, to the immigrant Jews of the middle and later nineteenth century. They were all moved to come here, then, by the natural wish to improve their position in all its aspects; out of this ambition they decided on the journey across the waters, an undertaking which was attended by great hardships and privations in the days of the sailing-vessels and which was not without its dangers and difficulties even at a time when sail had been replaced by steam and the slow-going boats of a past age by the swift ocean greyhounds of our own. In Europe they did not possess the elementary rights of residence, movement, education and trade. They could not marry whom, when and where they pleased. While the Almighty snapped their life-threads quite independent of the wishes of their earthly rulers, these were not above ordaining in what manner and under what circumstances the lifeless remains of their Jewish subjects might be consigned to Mother Earth. The countries of their residence in Europe had been Providentially scourged; famine was followed by pestilence and both by the cruel enactments, if not the positive incitement to riot and murder, of their unspeakably tyrannical rulers. What wonder, then, that to them America was Eldorado? What wonder, then, that arriving here without worldly wealth they, by the aid of natural talents, unremitting industry and faithfulness to the trust reposed in them, were able in a comparatively brief interval to achieve success? The equal opportunities afforded all men under the laws obtaining here at all times from the foundation of the Republic to the present day rendered this result possible. All who came here as Jewish immigrants were pioneers, seeking to establish their homes and fortunes here, desirous at the same instant of developing themselves as loyal Jews in hearty accord with the traditions of Jewry and the spirit of American institutions. The pages of this work evidence in detail the facts of which these brief remarks are a summary in outline.

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Whether Jews came here because around the middle of the last century gold was discovered on the Pacific extremity of our country, or from the 'eighties by reason of the promulgation of the hated May laws by Alexander III with their dire consequences for Russian Jewry, in the United States the Jews were able to pursue life, liberty and happiness, without regard to their origin or previous worldly condition. Here, then, they successfully established themselves. Here, then, they became ornaments of the communities, both Jewish and general, among whom they resided. Here, then, they entered upon mercantile, later professional and of recent times even agricultural pursuits; they advanced Jewish cultural life in all its phases; they fertilized the soil from which sprang a new academy of scholars, rabbis, teachers and educators, writers, poets and playwrights, merchants and manufacturers, lawyers, doctors of medicine and dentists, public officials, leaders and social workers, philanthropists and upbuilders of eleemosynary causes, in short, a new Jewry. This has grown to vast proportions in our own days, and because of this very fact it maintains a vital connection with all the Jewries of the past and of the present in other countries, if, indeed, because of very recent conditions and the latest turn of world-affairs, it has not assumed a position of leadership among them.

Names need not be mentioned to illustrate these thoughts. Yet men like the founders of the international banking house of Seligman, the father, Lazarus Straus, of the three brothers, Isidor, Nathan and Oscar Solomon Straus, who have adorned so many different fields touched by them in their multifarious activities, Henry Morgenthau, Kasriel H. Sarasohn, and a host of others, not to forget Jacob H. Schiff, who in some respects may worthily stand as the leader of American Jewry, must be listed here, for they were all pioneers, all came here without worldly wealth and by dint of their own purposeful striving acquired competences, built up many different forms of social and economic activity, and augmented the spiritual and charitable powers of this American Jewry. They came here under the early conditions and environments prevailing in Europe, just described. Their cases are duplicated by the men and women who have come here in much more recent days.

These form the final wave of Jewish immigrants to this country. They were impelled to come hither from the same motives of self-improvement and self-advancement. They had, diabolically enough, as the best supporters of their wandering Westward the Romanoffs on the throne of Russia. From this they have since been happily removed. They thus were the live means to make American Jewry rich and powerful intensively as well as extensively, and thereby repeated the performance of the rulers of Spain in ejecting the best elements from their country and condemning it to gradual and persistent decay.

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Famine and anti-Jewish riots harried Russia in the late 'sixties of the nineteenth century; in consequence, numbers of Russian Jews emigrated. They were welcomed here, although they were poor and bereft of means on their arrival. Famine and anti-Jewish riots on a slightly larger scale again harried Russia in the 'seventies; again the Russian Jew in considerable force left that country and came to America. In the last two decades of the nineteenth and the first decade of the present century, the anti-Jewish excesses in Russia outdistanced all previous possibilities. As a result the Russian Jews came here *en masse*, and enriched Jewish life here.

Nor should Roumania be forgotten as a place from which Jews have emigrated in large numbers. The inducing cause of their wandering was the circumstance that they were hampered in Roumania by cruel and repressive legislation, in flagrant violation of treaty rights, whereby the Jews of Roumania were in theory placed upon a position of equality with all the other residents of that country before the law. Moreover, the economic situation of the Jews in Roumania left much to be desired, so that in their case, too, they came here as pioneers, as men who could not dispose over worldly wealth and who enriched American Jewry by the force of their personalities. One has but to recall the form and figure, and the life-work as well, of the late Solomon Schechter, who accomplished so much for the scholarly upbuilding of historical Judaism in this country, to understand how great a part of American Jewry is made up out of these Roumanian pioneers, of whom he was one.

It is thus apparent that a work like the present has a value and an importance entirely apart from the considerable biographical information it contains. For one thing its purpose is not merely to supply sketches of the life-work of the persons represented on the following pages. Its purpose is to set forth the growth in influence and worthiness of American Jewry as represented by many of its members who came here as immigrant pioneers, and to exhibit the details of their and its rise.

For the first time, perhaps, in the history of any Jewish community in this country or abroad a work of the nature of this one finds publication. In what respect, then, does this work offer a point of departure from previous books of the same general scope? In this: here we have brought together for the first time upon an adequate scale biographical sketches of Jews who have made their mark in various fields, in commerce, the different professions, and in scholarship. And the distinguishing feature of this enterprise, and the factor which has controlled in the point of view of this introduction, is that it is mainly, if not exclusively, devoted to that Jewish immigrant whose history was summarily set forth in the foregoing

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pages, who came here a pioneer, without the adventitious aids of material resources and influential supporters, and by dint of his own intrepid energy raised himself in due course of time to a position of respect in his own eyes, of regard in those of his relatives, friends and acquaintances, and of influence in those of the members of the general community in whose midst he dwelt and whose fortunes had the inestimable advantage of his devoted co-operation. As a consequence, this immigrant Jew grew into a vital force for good in American Jewry and an important asset for loyal citizenship in his adopted country.

It may be considered by some that the Jewish immigrant differed in no whit from other immigrants, that all were pioneers who came here minus the outward trappings of fortune. This objection will be seen on reflection to be entirely without merit. The Jewish immigrant, certainly since the great waves of the migration of those of his race and faith to this country started their rolling from the other side of the deep, on his arrival here was not only without financial capacity but also without that familiarity with the language and the customs of his new-found home which facilitates the ready assimilation of the newcomer. He was, then, in every sense of the word, a pioneer, of a different quality, perhaps, from the Spanish *conquistadores* of the trackless Southwest or the hardy woodsmen of the wild fastnesses of the Middle West, although he is even not without his representatives among these builders of empire, for he began with nothing and achieved something by steady and purposeful exertion.

In the countries of the Old World the accidents of birth are altogether controlling in the shaping of men's careers. There ancestry and descent outweigh every other consideration. In the New World, in America a better and fairer criterion of worth obtains. Here every man, be he rich or poor, be he advanced or sunken in the social scale, starts life with the same chances for success and eminence; all of us here are like the soldiers of Napoleon, each of whom was said to have carried the *baton* of a marshal of France in his knapsack. We, too, bear within us the key that will unlock for each of us the cabinet of the prizes of life's existence.

A democratic country like our own, where the people rule undisputedly over their own household, must in course of time inevitably produce an aristocracy. Not an aristocracy in the European sense of this much misused word, but an aristocracy of leadership, of intellect, of worthiness. America, which as a Republic has now gloriously existed for over one hundred forty years, has evoked such leaders from among the best and wisest of its citizens, some of whom, be it noted, may be found in the following pages. But American Jewry has done likewise, in this respect duplicating the experiences of the older Jewries on the other side of the Atlantic.

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Now, Jewry is essentially democratic in principle and practice. Yet Jewry has called forth within its own economy those who are entitled by the qualities of their heads and hearts, by their outstanding service to their co-religionists, if not to the world at large, to stand forth as its leaders. For many decades the other Jewries were fortunate to possess such men to whom the eyes of all Jews everywhere turned with reverence for guidance and direction. American Jewry as a product of brief fruition was for a long time without *many* such leaders; but now, our Jewry having grown numerically to a respectable proportion, we have the good fortune to count among us many who are rightfully to be regarded as belonging to the class just described.

With them, necessarily, a work like the present must largely deal, since it concerns itself with the leaders among the Jews of America in the different branches of their activities. Since the leaders of American Jewry are those who stand at the head of their particular fields of industry, of scholarship, of professional work and the like, and since these are the men who form the new aristocracy of Israel in the Western world, it follows necessarily that they, the former pioneers who built their fortunes through their own unaided exertions, are worthy to stand by the side of the older Jewish leaders in Europe. A bridge has thus been erected to connect the Jewries of the West, where all is pulsating with young, purposeful energy, where the hegemony of world-Jewry is bound to rest, if, indeed, under the circumstances produced by the great war, it has not already found its shelter here, with those of the East, in which life has assumed the ordered form produced by generations of workers of intensive and well-directed forcefulness.

It should be apparent, therefore, that the present work affords an adequate, graphic presentation of this *nexus*. It shows how well-fitted American Jewry is to take its place worthily by the side of old-world Jewry. More than this, it shows how much the new leaders owe to the old-world Jewries whence they emanated, in which they first drew the breath of life, and in which they first seized the inspiration to transplant themselves across the seas, there to build up their own families and fortunes, to preserve their undying traditions for the benefit of our remotest posterity and to round out the communities of Israel through this universe in a harmonious accord.

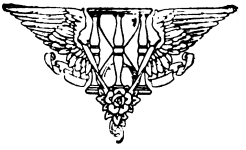
Hence, if we would speak of our right to be honored by the non-Jewish world for the men of light and leading we have produced, we must be in a position to point out upon what grounds we base our claim. Of necessity this resides in the experiences and careers of many individuals, who go to make up a multitude, and whose total, or it may be whose average, experiences and careers afford the best and most satisfactory

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proof that we may adduce. In short, this work presents this proof in convenient and easily comprehensible form.

So, the pioneer Jewish immigrant, whose origin and first difficulties on reaching these shores have been set forth in outline at the outset of these remarks, has achievements of no mean measure to his credit. These cover the different avenues of human endeavor, whether of commerce, communal work, science and industry, politics and public life, or of scholarship and education in its multitudinous forms. These interests are so diversified and touch life at so many different points of contact that a mere summary thereof, while it could not pretend to be exhaustive, would weary the reader and rob the sketches presented on the following pages, and in other, similar volumes to be published in the future, of that zest which resides in the presentation of life without theory. For this is the signal merit of biography as opposed to history, by the testimony of a great Jew, Benjamin Disraeli.

September, 1917.



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Some people are born spiritual locomotives, to lead humanity on its upward road. Very frequently such people are misunderstood, ill-rewarded and even despised. But in the end they always win out. These men are driven by an inner force. "Ambition," which spurs them on to mighty deeds and makes their lives a success from whatever angle taken.

IVAN ABRAMSON

Mr. Ivan Abramson is unquestionably a man of this type and character. There is scarcely a person living in this country who should not either know him or have heard of him. Volumes could be written about his activity, but we are compelled to limit our story within the narrow confines of these pages and present only the most striking facts of Mr. Abramson's career.



Born in Vilna, Russia, September 3, 1870, a son of Samuel and Esther Abramson, who was one of the most prominent merchants of his native place, he came to America at the age of seventeen on a visit to one of his sisters. When his relatives returned to Russia the boy decided to stay in the country where opportunities looked so much brighter. It seemed to agree with his character, and he took a position with the Singer Sewing Machine Company as an agent. In this way he came into contact with the shirt makers of the time, who used to work from 6 o'clock in the morning until 9 o'clock in the evening, for $6 per week and who were obliged, in addition, to buy their own machines. Pitying the condition of those poor workers, Mr. Abramson saw the need of a union to ameliorate their conditions, and through his efforts he succeeded in organizing the shirt makers' union. But his work for the workmen was not all; he saw that the Jewish immigrants who came to New York from small country towns in Russia could not find congenial life in the humming metropolis of New York, and he decided to lay down streets in the suburbs of the city and sell lots to the immigrant Jews. In this way came the organization of the New York and Brooklyn Suburban Improvement Company, with Mr. Abramson as general manager. Close to 60,000 lots have been sold within a single year in Bellport, L. I., and the undertaking had all the possibilities of success, if not for a desire to build a railroad to Bellport, which brought the company into collision with the Long Island Railroad. Even so, Mr. Abramson made in these transactions a goodly sum of money, which he later lost in speculations in Wall Street.

Just at that time, Nahum Meier Sheikewitch, known under the pen-name of "Schomer," one of the most prolific Yiddish writers, came to America. Abramson and Schomer started the publication of a comic weekly, *The Jewish Puck*, but the undertaking was not a success. Mr. Abramson invented a fan which would revolve while one rocks in a rocking chair. The Edison Company came with its competition and drove him out of business. He then organized a corporation and intended to publish *The Jewish Daily Press*. But then the Spanish-American War came and his prospective stockholders would not add the needed 25 per cent. of the stock, so that the publication had to be given up.

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Not being able to make a success in the field of Jewish journalism, Mr. Abramson turned to real estate again. He first became a broker, then organized a company to sell lots in all the boroughs of the city, and in these transactions he made plenty of money. This, however, would not satisfy the ambition of a man who was looking for the higher things of life. He was a great student and lover of music from the earliest days of his life, and so he decided to popularize grand opera in America. With a number of friends he organized the Ivan Abramson Italian Grand Opera Company, which gave performances all over the country, in the greatest theatres, at popular prices. It was a real revolution in musical art, but its life was shortened by the great crisis in 1907, which swept away Mr. Abramson's real estate speculations and brought to an end the great plans of his opera company. He then created a company which organized the productions of the great Jewish actor, Jacob P. Adler. He rented the Thalia and the Dewey Theatre to give the performances of some of the most remarkable plays of the world-literature. He created a sensation later by presenting Jacob P. Adler in the part of Shylock, with a company that played in English, while Mr. Adler acted in Yiddish.

Meanwhile, there came from Russia two young men who had in their possession one hundred and sixty scenes taken of the life of Jewish colonists in Palestine. Mr. Abramson bought these scenes and rented some of the largest theatres throughout the country to show the life of Jews in Palestine. He declined from the start an offer of $25,000 profit—although, in the end, the spectacle did not prove a success. But this presentation of pictures of Jewish life in Palestine showed Mr. Abramson the great importance of motion picture productions and he turned his attention to that field.

He noticed that the magnates of the motion picture industry made their money by producing silly stories, telling impossible things, and ending with the lovers marrying one another, as though human life always went that way. He decided to break away from this nonsense and show on the screen real men and women, of flesh and blood, and pictures that were realistic in every detail.

He wrote a play entitled "The Sins of the Parents." He attempted to sell it, but no producer would take it, explaining that the story was too serious for the general public. He therefore organized the Ivan Film Productions and began to write new ideas, plays of realistic life problems, stories that tell the truth, dealing with facts in life as they are, and in the guise of an entertaining story teaching a powerful moral lesson. Mr. Abramson is the only one in the field of the New Art, writing his own stories, dramatizing the scenario, writing his own poetic titles and also directing and producing himself. In the beginning he did not have the means to advertise extensively, but the play made a tremendous success, enabling Mr. Abramson to enter the film business as one of the most successful in the line. But not only did he make money, but he revolutionized the whole industry. He made and produced such films as "The Sins of the Parents," "Should a Woman Obtain a Divorce?" "The Unwelcome Wife," "A Mother's Confession," "The Concealed Truth," "The Forbidden Fruit," "The Immortal Flame," "Her Husband's Wife," "The Faded Flower," "Her Surrender," "Sex Law," "The Power of Ambition," "Enlighten Thy Daughter," "One Law for Both" and a good many other pictures of like character. It is self-evident that since Mr. Abramson's productions became a success imitations are galore, and nearly every producer is trying to model plays after Mr. Abramson's example. It was

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after years of groping in the darkness that Mr. Abramson finally found the field of activity to satisfy his mind and ambition.

Mr. Abramson was married in 1900 to Miss Lizzie Einhorn, who is the prima donna that created Shulamutha in the Abraham Goldfaden's famous Jewish operetta. She also appeared as one of Mr. Abramson's operatic stars.

He is a member of the New York Press Club and a good many other organizations, and he has hundreds of friends, due to his sweet and charming personality.

His advice to all is: "Be ambitious in a right way and contented, for contentment is natural wealth. Envy no one: be glad of others' joy and you will be happy yourself. Righteous ambition is the magic key which unlocks the door to human progress; it elevates mankind, and is the mainspring of earthly happiness. But once ambition passes the proper bounds, its false power breaks the ties of blood, turns men into demons, blots out all sense of right, and in its leap vainly attempts to storm the gates of Heaven.

"Beware of unrighteous ambition, the iron wheel on which hearts are broken, the stony roads on which men's souls are crushed."

JOSEPH ABRAMSON—NATHAN COHEN

Content to grow through thrift and honesty, slowly and surely, rather than with a splurge which might mean ultimate disaster, has been characteristic of the steady progress of Joseph Abramson and Nathan Cohen, who comprise the firm of Abramson, Cohen & Co., manufacturers of cloaks and suits at No. 55 West Thirty-sixth street. Both of these partners were born in Russia—Mr. Abramson in Georgenburg, Province of Kovna, in 1870, and Mr. Cohen in Elia, Province of Wilna, six years later. They have practically been brought up in the cloak and suit business, and successively were operators, contractors, designers, etc., until they formed their present partnership venture on a total capital of $5,000. How they have progressed, and the esteem in which they are held by the trade, may be gleaned from consulting one of our mercantile agencies.

Both of these gentlemen are charitably inclined, and contributors to many causes. Mr. Abramson is a member of the Congregation Nachlas Zwei and of Benjamin Harrison Lodge, O. B. A. Mr. Cohen is a valued member of the Poel Zedek Anshei Elie Congregation, on Forsythe street, and treasurer of the Hutner Benevolent Society for the War Sufferers.

Mr. Abramson is the father of five children, one of his daughters being married. Mr. Cohen has three children.

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JOSEPH ADELSON

On account of having heard so many praiseworthy things about Mr. Joseph Adelson, head of the firm of Adelson & Sons, manufacturers of muslin underwear, at No. 59 West Nineteenth street, the scribe was rather anxious for the interview, and after its conclusion, was in thorough accord with all that was told him, for he found the subject of this sketch to be a man of highest ideals and well meriting the good words that had been said about him.

Like so many other successful men, the writer found Mr. Adelson to be extremely modest and reluctant to be classified under the general heading that graces this series, but his politeness nevertheless prevailed, and he graciously granted the writer quite a bit of his time.

Mr. Adelson makes a striking first impression upon one. While his hair is white and has been so for a good many years, having turned in his early youth, Mr. Adelson is still a young man, as attested by his elasticity of body, the smoothness and color of his face and his general carriage and manner. In reply to my question as to how he preserved his youth, he remarked that it was the result of leading a simple, normal life, which he considered advisable to all young men, and in which I heartily concurred.

Joseph Adelson was born Friday, December 10, 1852, in Suwalk, Province of Suwalk, where his grandfather was famed for knowledge of languages, and, owing to his linguistic accomplishments, was the official government translator in that city. Mr. Adelson went to Scotland in 1868, and six years later came to America—long before the big influx of Russian Jewish immigration. When he came here he knew English to perfection and was not handicapped through lack of a knowledge of the language, as were many of his less fortunate brethren. The first few years here found him peddling, and he drifted from one thing to another until he started manufacturing muslin underwear in 1888. His large business of today was built up without the breath of suspicion of any sharp business dealing on his part. He considers ambition and honesty as the two essentials towards success and believes that every young man possessing these virtues will succeed.

In 1875 Mr. Adelson married his cousin, Miss Fanny Adelson, and they have six accomplished children, three daughters and three sons —the latter associated with their father in business. One of the daughters is married to Mr. Harry Schlang, son of Charles Schlang, and one of the daughters to Mr. I. Shapiro, of the firm of Louis Horwitz & Co. Mr. Adelson is a strict adherent to the traditions of orthodoxy, and is proud of the fact that his children and his son-in-law are all real observant Jews.

A list of our Jewish causes will find Mr. Adelson's name on almost all of them. He is one of the founders and still a director of the Uptown Talmud Torah, and before his removal from the East Side, was for over a quarter of a century an active member of the Congregation Shaaray Torah. Mr. Adelson is a man of marked intelligence and devours much English literature. He is also fond of German works, his knowledge of the language having been derived under the tutelage of his father.

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Though studious, erudite and given to scholarly researches of a civilization mouldering thousands of years in its grave, Dr. Cyrus Adler managed to be in the very thick of American Jewish affairs and to become the leader of a very important faction in American Jewish life. Born of an aristocratic scholarly German-Jewish family in Van Buren, Arkansas, in September 13, 1863, educated at a Philadelphia High School, at the University of Pennsylvania, and at Johns Hopkins University, Cyrus Adler was destined for a scholarly career. He took his B. A. degree in 1883, his M. A. in 1886 and his Ph.D. in 1893. He specialized at the University in Semitic languages and from 1885 to 1887 he acted as assistant professor of Semitic languages at the Johns Hopkins University at Baltimore, Md. Such was his interest in Semitic languages, especially in Arabic, and such were his abilities as a teacher, that in 1887, he was appointed professor of Semitic languages at Johns Hopkins University. However, Cyrus Adler's genius felt ill at ease in the classroom where it could be of use to a few students interested in antiquities. He reached out for wider activities and in 1887, while still officially connected with Johns Hopkins University, he became an assistant procurator in the Department of Oriental Antiquities in the United States Museum at Washington. In 1887, before Cyrus Adler's arrival, the Oriental Department of the United States National Museum consisted only of a few articles unnamed and unlabelled. But Cyrus Adler gave it life and it was due to his genius that the Oriental Department of the United States National Museum in Washington is now one of the foremost in the world. In 1889 Cyrus Adler became custodian of the section of historic religious ceremonies, a section comprising hundreds of objects of ceremonial value showing how the peoples of the ancient world went about their religious ceremonies. Cyrus Adler, himself an observant Jew, devoted heart and soul to Jewish ceremonies, took a mighty interest in those ancient rites of ancient peoples. It soon became evident that qualities like those of Cyrus Adler could not fail to attract the attention of public officials at Washington. He was sent by the government as a special commissioner for the World's Columbian Exhibition at Chicago and participated in the organization of the United States government expositions in Cincinnati in 1881 and 1882, and in Chicago in 1888 and at Atlanta in 1885. Already in his general scholarly work Cyrus Adler had evinced a strong inclination towards Jewish scholarly subjects. He has devoted a good deal of his attention to biblical antiquities, and he has published a catalogue of biblical antiquities on the occasion of the Atlanta exposition, which has remained the standard work on the subject.

CYRUS ADLER



His chief work, however, along Jewish lines was in connection with the American Jewish Historical Society. In 1892 Cyrus Adler issued an appeal to the learned Jews of America, urging them to organize an association, with the purpose of furthering the knowledge of American Jewish history. The result of this stirring appeal was the formation of the American Jewish Historical Society, the most important Jewish learned society in America. From 1892 to 1898 Adler acted as its secre-

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tary, and since then he has remained the president of the society. It was through the American Jewish Historical Society, in existence for the last 25 years, that the chief contributions to our knowledge of Jewish development in this country were made. Hundreds of papers of historical value were read at the annual meetings of this society, whose membership is recruited from the best Jewish scholars of the country.

As president of Dropsie College for Hebrew and Cognate Learning, an institution of higher learning in Philadelphia, Dr. Adler contributed much towards the creation of Jewish scholarship in this country. As the editor of the Jewish Quarterly Review, the great Jewish scientific journal in English, he has himself written many valuable papers on Jewish subjects and has trained hundreds of budding Jewish scientists in the art of Jewish science. As a trustee of the American Jewish Publication Society and of Graetz College in Philadelphia, as a ranking member and for some time president of the American Jewish Committee, as a director of the Jewish Theological Seminary of America, Dr. Cyrus Adler played an important part in the direction of Jewish communal affairs in this country. Since the death of Prof. Schechter, president of the Jewish Theological Seminary of America, Dr. Cyrus Adler is serving as the active president of the Seminary. Under his administration, the Jewish Theological Seminary has become an efficient institution for the training of American rabbis. As the head of the United Synagogue of America, an organization of conservative congregations throughout the country, Cyrus Adler stood for the preservation of conservative Judaism in America. He had consistently opposed the idea of an American Jewish Congress, remaining in the opposition until the end. The open letter which he published in the press against the American Jewish Congress created an uproar in Jewish circles and attracted the attention of the American public as well.

In Philadelphia, where Dr. Cyrus Adler resides, he is called the uncrowned Jewish king. Be it as it may, always adroit, kindly, determined, polite, with a genius for organization, Dr. Adler is the born leader of Conservative Judaism in America.



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The firm of Alexander Brothers, the well-known furniture dealers, Nos. 107-109 Bowery, is known to every one in New York, but not every one knows enough about the personalities who constitute this firm, especially Mr. Joseph Alexander, the subject of this sketch.

JOSEPH ALEXANDER

The writer of this article, before he had the opportunity of making Mr. Alexander's acquaintance, had heard much of him in business and in Jewish circles. There is an old saying that man is just the contrary of a mountain—the nearer you get to the person the smaller he seems, whereas the mountain appears larger the nearer you approach it. But the rule did not hold in this particular case. The writer, of late, has had a few occasions to meet Mr. Alexander, and has carefully observed him, and, after all this, the verdict is very favorable and the conviction of the writer is that Mr. Joseph Alexander is one of the most important and interesting figures among the earlier generation of Jewish immigrants to America.



Although Mr. Alexander appears to be a man of forty, he was born on October 29, 1859. He keeps himself so young and flexible because he has always led a normal life. Mr. Alexander comes from Balbirishok, Poland, and is the son of Reb. Aaron Leib, a famous Lamdan of the locality.

Mr. Alexander does not belong to that class of men whose most important side of life is their business success. He is much more interested as a man of many redeeming virtues, but I will also by the way, narrate his business career.

Joseph Alexander came to America in May, 1876. His two older brothers had preceded him. He started by peddling shirts, and in the course of a year, he worked up a good installment route, and already as a peddler he acquired an excellent credit with the largest mercantile houses of New York, because his attractive personality commanded the respect of all. During this time he was very prosperous and liberally supported his parents in Europe. After five years he had a capital of $10,000, and possessing more business ability than his older brothers, he took them in partnership, and on October 9, 1882, founded the firm of Alexander Brothers, which today is so well known. This partnership has since then been maintained with the best of harmony, the brothers never having had a quarrel, and when the oldest brother, Abraham, died, in 1908, the firm paid out his full share to his heirs.

Mr. Alexander's family life is pointed out as exemplary. His wife, who, before their marriage in 1883, was Miss Hattie Levin, is the daughter of Reb. Yankev Eliezer Levin, a well-known scholar and orthodox Jew of the East Side. Their marriage was blessed with three accomplished children, two daughters and one son. One of the daughters is the wife of Dr. A. Rosenblum, a well-known practitioner of No. 214 West Ninety-second street. Their only son, Lester J. Alexander, is the pride of his parents, and it is no wonder. His life is an example of virtue, and all those who mingle in his circle point to him as an example of an American born and bred young man, who has none of the bad and all of the good qualities of "Americanism." He is an extremely fine young man, following on the road his father hewed before him. He is a very

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able business man, and is a prosperous manufacturer of shirts. The father considers this son the pride of his life.

Mr. Joseph Alexander is a very attractive and interesting personality. In spite of the fact that he came here so young, he is still attached to Jewish knowledge, and devotes some of his time to Jewish learning and to reading Talmudical literature. He is by disposition a very quiet, virtuous man, and the writer has in all circles been unsuccessful in finding a person who has any but a good word to say of him.

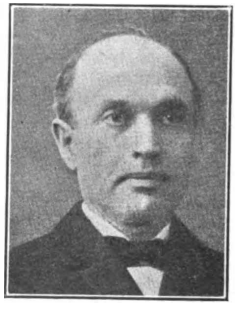
He gives with a free hand to every noble enterprise. It is particularly known in his circles that he is a helper and supporter of many of his indigent relatives, and that he has practised this since he began his climb on the ladder of success. He gives to every good institution, and he is particularly interested in the Agudath Achim Chesed Shel Emeth, for which he brought about a saving of $1.200 per annum, which the organization formerly paid as ferriage over the Staten Island Municipal Ferry. Through his influence the city has given the privilege of free ferriage, which saves the society that amount per annum.

In general, writing the history of Jewish personalities of the first generation in America, one must point to Mr. Joseph Alexander as one of the best and most attractive examples.

MOSES ALEXANDER

Suited by natural talent and aptitude for every vocation of high order and every profession under the sun, the Jews the world over have attained marvelous success in administrative positions. It is not so long ago since there was a Jewish member of the Cabinet under Roosevelt, or since Oscar S. Straus established for himself a world-wide reputation for diplomacy and shrewd skill as ambassador to Turkey. And in fact in every country of Europe, Jews have held high diplomatic situations.

Yet in spite of his competence and capacity, the Jew has very rarely graced an elective position. The fundamental cause of this state of affairs has been—despite the sanguine assurance of optimistic journalists—racial prejudice. And the campaign committees, realizing fully the tremendous importance which an antagonizing element, however small, may assume during an election, consider seriously the liability of nominating a Jew. Consequently, there have hitherto been Jews who have here and there been elected as mayors of small communities; but very seldom has a Jew exercised authority in an elective position of greater significance. When in 1912 Oscar S. Straus ran for governor of New York State on the Progressive platform, his defeat was due at least to some extent, to the fact that he was a Jew.



In another State of the Union, however, we have had more pleasant an experience. In Idaho, Mr. Moses Alexander, who because recognized integrity in his private occupation, had obtained for him the confidence of the people, was chosen to undertake the business administration of Idaho.

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Moses Alexander was born in Bavaria, on November 13, 1853. With his parents he immigrated to America at the age of fifteen and like many others landed at New York. Apalled at the vast horde of the unemployed, and at the mad, embittered race for bread in the poorer section of the metropolis, discouraged by his failure to secure any occupation, however, difficult and ill-paying, young Alexander went to Chillicothe, Missouri. Here he commenced work in a clothing store for the munificent wage of $10 per month and board. It does not require very much imagination or insight into actual conditions to realize the magnificent opportunities for education and recreation that were thus opened up to Moses Alexander. Nor do we wander far from the truth when we picture him burning the midnight oil in a resolute and self-reliant attempt at self-education. To be sure there were periods of depression and pessimism, but strong will-power and conscientious industry overcame all obstacles and he attained the first rung on the ladder of achievement and success when he was admitted as member of the firm in the year 1873. In this capacity his indomitable strength of purpose, his integrity and perseverence, went a long way in maintaining his industrial success and in combating competitions. In 1887, he was elected to the Common Council of Chillicothe and the esteem which he acquired for his value in this body coupled with his established reputation for integrity and keen business judgment caused his election as mayor of Chillicothe in 1888. When in 1890, the firm of which he was member was dissolved, Mr. Alexander moved to Boise, Idaho, where he has resided since. Here his record is one of business success and fine commercial service. In 1899, he was elected mayor of Boise, Idaho, and after private life of two years was re-elected. He now enjoys the record of having given that city a model administration based on sound business efficiency and system. It is inevitable that true worth should be sought in public life and in 1915, Moses Alexander was elected governor of Idaho, the only Democrat elected on the State ticket. Nor can it be said that the result in Idaho was due to clannishness on the part of the Jews, because it is doubtful if there are three hundred voters of this faith in the State. In 1916, Mr. Alexander was re-elected governor of Idaho, which second term he is now serving, and at the end of which he expects to re-enter private life in the ranks of the common citizens of Idaho.

Mr. Alexander has shown great interest in philanthropic endeavor, being an esteemed and prominent member of all charitable organizations in Boise. He is a member of the B'nai Brith, the Jewish national organization, and is very much interested in his people. Mr. Alexander, because of his unusual combination of reliability, rectitude, ambition and determined perseverance, has achieved remarkable distinction in both public and private life, and is a credit to his race.

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ISAAC ALPERN

It is not a usual occurrence for a Hebrew teacher to become a wealthy man, particularly at a young age. When such a thing does happen it generally happens to men of rare abilities. And such a man is Isaac Alpern, one of the richest and most prominent Jews in Perth Amboy, N. J.

Before the writer came to interview Mr. Alpern he had heard a great deal about his personality and career. In some instances the men who are spoken of in good terms turn out to be a disappointment because, on closer acquaintance, one does not find them to be what one has expected. But in this particular instance the reverse is true.

Mr. Alpern is an impressive personality, his bearing by itself commands respect. His intelligence is higher than what one is wont to find among successful business men. He is an ex-pupil of the Yeshivah Reb Isaac Elchanon. He is a thorough Hebrew scholar, and even at present, when abilities and fortunate circumstances have taken him from the book to the business world, he has not given up his love for literature and is still a diligent reader of Hebrew, Yiddish and of everything else pertaining to Jewish interests in other languages.



Mr. Isaac Alpern was born at Palestine on the 5th of June, 1883, as the son of Abraham and Sarah Alpern. His father was the Rabbi of Dalhimov, Province of Vilna.

To these shores Mr. Alpern arrived in 1904. For a short time he was a teacher at Stone Avenue Talmud Torah, in Brownsville. He subsequently accepted a position as Hebrew instructor in the Zion Hebrew School at Perth Amboy. He filled his office to the utmost satisfaction of all concerned, but in him were latent greater abilities that sought self-expression and when the opportunity afforded itself he quietly took advantage of it.

A friend who noticed Mr. Alpern's business ability advised him to enter the insurance field. Mr. Alpern took the advice of his friend, started out in the insurance business and made a wonderful success. He subsequently drifted into the real estate field and made a success in that also. Today he is one of the foremost men in the line in his city and is vice-president of the Perth Amboy Trust Co.

He is, however, despite his big business enterprises, greatly interested in communal work. He was president of the congregation Shaari Tephiloh. He is active in the Sons of Zion and the interviewer learned from other sources that Mr. Alpern will be a delegate to the first Jewish Congress in America, to be held in Washington next November. Mr. Alpern also takes an active interest in the Hebrew School of Perth Amboy. It was through his efforts that the school was built, the site upon which it stands having formerly been occupied by a church.

On the 30th of December, 1910, Mr. Alpern married Miss Lena Kobele. They are the happy parents of two children, Ruth and Francis.

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The writer is in a quandary as to whether to dwell upon Morris Amdur's commercial or communal activities, for he has achieved equal prominence in both fields. He was born in Mohilev, Russia, on December 10, 1866, and is a self-made man in all that term applies. He received most of his training in Moscow and came to America twenty-nine years ago. He found employment as a clothing cutter and a year later opened a small shop for himself. He moved to larger quarters and formed the firm of Amdur Brothers, which prospered until 1910 when misfortune overtook them, and Mr. Amdur lost his entire fortune. Undaunted, he began all over again, and Mr. Amdur's progress has been rapid ever since, until today he has a large plant at Nos. 21-23 West Fourth street, where from 400 to 500 people are constantly employed. So much for Mr. Amdur's business career.

MORRIS AMDUR



As to his communal career, it is closely linked with the growth of the Bronx, in which borough he located fourteen years ago. He has been a member of the Montefiore Congregation for years and has served as treasurer, vice-president and for eight years he served as president, and his co-workers are ready to concede that much of the prosperity of this well known congregation is due to his untiring efforts. At the laying of the cornerstone of the handsome edifice which they now occupy Mr. Amdur officiated, and a recent presentation of a silver dish (the second presentation by the way) showed in what esteem his fellow worshippers regard him. He is vice-president of the Bronx Young Men's Hebrew Association, is a Mason, member of the Sheriff's jury and a member of many social, charitable and fraternal organizations.

On August 8, 1891, Mr. Amdur married Miss Jennie Rubin, and they have three daughters and a son. The latter, Jacob M. Amdur, is twenty years old and general manager of his father's business and shows business ability equaling that of his parent. He is a remarkably successful salesman and is known in the territory he travels through as the youngest salesman in the line.

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MORRIS ARNOFF

Mr. Arnoff is an extremely young man, of the idealistic type. He was born in Mogilev, Russia, on July 17, 1890, as the son of Abraham and Selma Arnoff, who both live with him now, in Cleveland, O. He came to America in 1907, and for some time was in business with his brothers. At the age of twenty-one he went into business for himself in real estate and building, and has been at it ever since. He plunged into this business with all his might and energy, and denying himself all the pleasures and luxuries of youth, he managed to accumulate within an incredibly brief period of time a considerable fortune. He decided to allot a large share of it to his poor co-religionists, and Mr. Arnoff's name is to be seen everywhere wherever Jewish charity or organization comes into play. But he never attempted to hold any office, and in fact was so busy with his private affairs that he had no time to devote to anything else.

Mr. Arnoff received a Jewish education, and also did everything to gain a secular education, attending night school, which was all he could do under the conditions. He has will and courage, and this brought about the splendid success of his undertaking. He tackled propositions amounting to $175,000. He is familiar enough with the law so as not to let any technicalities stand in his way. Mr. Arnoff is one of Cleveland's leaders in the building line and his office at 2210 E. 74th street attest to the success of his calling.

Mr. Arnoff is a religious Jew and a strict Sabbath observer.

MAX ARONSON

Mr. Max Aronson, of the firm of Aronson Brothers, cloak and suit manufacturers, 6 East 32nd street, New York City, was born in Volkowisk, Government of Grodno, Russia, on the 12th day of April, 1876, and came to America in 1888. Without money or friends he turned to work as an operator on caps, turning later to work of a similar kind on cloaks, and finally learning the art of designing.

It all took place at a time when Mr. Aronson was not yet seventeen years of age and extremely boyish looking. It was very hard for him to obtain a position anywhere in his chosen trade, but he was strong and determined to succeed; he therefore started business with his brother, since deceased, and the manufacturing concern of Aronson Brothers came to be known in due time as a very reliable business house and enjoying a reputation for utmost honesty and fairness.

The business takes all of Mr. Aronson's time and energy, so that he is unable to become actively associated with any charitable organization. He is a liberal contributor to every important cause, but holds office in none. He managed, however, to join the Congregation Bnai Jeshurun, where he attends religious services and has his children brought up in conformity with the teachings of Judaism.

Mr. Aronson was married on Thanksgiving Day, 1901, to Miss Dora Siegel of New York, and there are two children, Ruth and Bernard.

Asked what he considered made for success in life, Mr. Aronson declared that he believed principally in hard work. When seventeen years of age he would be working from 6 a. m. to 12 p. m., and he

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remained a hard worker all of his life, and owed his success to this one quality. Further, he believes in honesty and truthfulness. Since his business career has started, he carried the highest reputation, always being of first-class rating. He knows that success must come to the one who makes an earnest effort to make one.

WILLIAM ASINOF

All men have good or bad qualifications with which they distinguish themselves. Mr. William Asinof, whose life story we are going to narrate, distinguishes himself particularly through his good and noble character. When you make his acquaintance, when you study his good heart, his nobleness of character, and when you find out how willing and how liberal he is in helping every one who deserves assistance, you irresistibly feel a liking and get a particular respect for him, because it is after all the man with a noble character who is the most useful man to the community.



Rabbi Nuchim, the Rosh Yeshibah. When William Asinof was seven years old his mother died. His father married again and his stepmother made the house so unbearable for him that he had to leave. Up to the age of eleven he went to school, and for two years studied in the Yeshibah. When he was thirteen years old he was apprenticed to a ladies' tailor. He worked in various towns and villages and so struggled through his entire youth, at the age when other children play and warm themselves under the rays of parental affection.

When William was yet a boy, he went through a very interesting experience. He was on the verge of abandoning Judaism and bringing disgrace and suffering upon himself and his entire family. At that time he worked for a tailor in a village which belonged to a famous count—a great anti-Semite whose ambition was to convert the Jews to Christianity. He assured young Asinof that if he would become a convert he would give him lots of money and make him independent. As William was very poor and lonesome in the world and as the count treated him royally, he agreed to the proposition. In the village there lived a very pious Jewish innkeeper, who happened to learn what was transpiring. One Friday night he got William to his house, explained to him what it meant to abandon Judaism and advised him not to take this radical step. William was willing to give up the idea, but was afraid of the count. The innkeeper hitched up his two horses to his wagon, gave William 25 roubles and in the darkness of the night sent him away. For six months he had to hide in the vicinity so as not to be discovered by the count's agents who searched for him.

When William was eighteen years old, despite his protests, "friends" married him off to a girl he did not like. Shortly after he succeeded in divorcing her. Then he served in the Russian army for five years, and in 1886 came to America.

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Here he started to work making cloaks at $1 per week. Knowing the trade from home, he gradually worked up to a high salary. Later he opened a "dressmakers'" store at 1 Market street and in Henry street, Eldridge street, 107th, and then 108th street, and in 1910 he opened a shop for dresses, which business he still maintains at 825 Sixth avenue. Now he is a successful business man and shares his success in the world with all, in so far that he assists every good cause. He possesses a wonderful character, a virtue which is recognized by all who know him.

In 1886 he married Miss Rosa Rashi. They have six children, five daughters and one son, namely, Morris, Gussie, Anna, Ida, Mamie and Lisa. Two of the daughters are married.

Mr. Asinof, in spite of his advanced age, looks like a man of forty, as a result of the normal life he has always led. He is a diligent reader of Yiddish literature.

DAVID ATLAS

The life story of Mr. David Atlas is a worthy example for the young men of the present generation who desire to make their way in the commercial world. Mr. Atlas had no wealthy parents to whom he might look for aid; no fortune was left to him, but by persistent application he has carved for himself a successful career. And the secret of it all is, as Mr. Atlas himself put it, "I have mastered my work." As a boy he learned the jewelry trade. He put his heart and soul into his work, and before he had reached his eighteenth year he was a master artisan, and with this as a foundation he has won an enviable place in the jewelry trade in Philadelphia, Pa.

David Atlas was born October 1, 1877, in Schepetovsky, Wolin, Russia. His father Yehudah, was a very pious Jew and was recognized as one of the finest Hebrew scholars of the town. David was given private instruction in Hebrew, but at an early age was apprenticed to a jeweler where he learned every branch of the jeweler's craft. At nineteen, he left for England but he could not withstand the lure of America and even though he originally intended to remain in England he left for this country in 1897. Twenty-five cents in worldly goods was all he possessed when he arrived, but he immediately found employment and within a few weeks was earning more than he had anticipated. After working at the trade four years he had saved enough money to invest in diamonds. He made his first trip to Europe fifteen years ago when he made his initial investment as a diamond merchant. His enterprise was more successful than he hoped for. Each year saw the young diamond importer in better financial status than the previous year. Today Mr. Atlas is an expert diamond appraiser and one of the most prominent importers and jobbers of diamonds in Philadelphia.

Although Mr. Atlas was set to work at an early age he had imbibed enough of the Hebrew to make him a lover of Hebrew literature and history. He is a firm believer in the movement for the furtherance of Talmud Torah work and he believes that only through these institutions will Judaism find means of fostering its ideals.

Mr. Atlas is treasurer of the Congregation Ohel Jacob, member of Meridian Sun 158, F. and A. M., Oriental Chapter 183, and con-

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tributor of the Eaglesville Sanitarium, Mt. Sinai Hospital, Hebrew Orphan Home, Federation of Charities, and others. For a period of three or four years Mr. Atlas was also on the board of directors of the Hebrew Sheltering Home and Day Nursery.

By nature Mr. Atlas is of a retiring disposition and much of his charitable work is confined to private donations. He is big-hearted and liberal and is ever ready to co-operate in any deserving cause.

On November 5, 1902, Mr. Atlas was married to Miss Bessie Spiegelman and they are the parents of two daughters, Cecelia and Martha, and one son, Jerome.

"The young man who, with honesty as a basic principle, will put his mind to one certain business is bound to succeed in the long run," Mr. Atlas said in discussing the question of success and methods of obtaining it.

ABRAHAM BAKST

The interviewer had the pleasure of visiting Bakst Brothers, wholesale druggists, of No. 101 Bowery, in order to get their life history for "Distinguished Jews of America." The interview was given by the younger brother, Mr. Abraham Bakst, whom the writer found to be very interesting and with whom he spent a pleasant half hour.

Mr. Bakst is descended from one of the famous Jewish families of Russia, the family bearing the name because they originally came from the town of Bakst, in the Province of Wilna. In the Jewish Encyclopedia the reader will find the biographies of Isaac Moses, Nicolai Ignatyevitch and Ossip Isaakovich Bakst, who are the pride of the family. Mr. Bakst's father was a very intimate friend of the famous Gaon, Rabbi Isaac Elchanon, and the Gaon, with many of his pupils, frequently assembled in the Bakst home, which was the "House where the learned congregate." Rabbi Moses Mordecai Epstein, the famous head of the Slobodka Rabbinical College, and his brother, Rabbi Ephraim Epstein, the well-known rabbi now in Chicago, are cousins of Mr. Bakst.

Abraham Bakst was born February 22, 1880, in Minsk, and came to America in 1890. He went to work in the drug store of his brother, a well-known physician in the Bronx, and visiting physician of the Jewish Maternity Hospital. He learned the drug business, later graduating as a druggist, and in 1900 he went into his present business together with his brother Max. They started by retailing drugs and developed the present firm of Bakst Brothers.

Abraham Bakst is a man with whom the most intellectual person can enjoy a useful and interesting conversation. He is the Hebrew Free Loan Association's delegate to the Federation of Jewish Philanthropies and for twelve years has served as secretary of this society. He was vice-president and is at present a director of the Jewish Maternity Hospital and is a prominent member of Temple Beth Elohim (Keap street), Brooklyn.

He believes that honesty and hard labor will bring success to every young man, and those who know him are agreed that it is these two qualities which have brought him his success.

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HARRY BANKER.

Asbury Park, New Jersey, may well be proud of Mr. Harry Banker. If you consider the man from any angle, as a philanthropist or social worker or friend of the friendless, or the "Big Brother," you undoubtedly conclude that he is a superior person in every respect. Mr. Banker is a successful business-man who likes to help, indiscriminately and whenever asked to: such, in brief, is his character and true position in the communal life of Asbury Park.

Mr. Banker is a New Yorker by birth, having been born in 1878. At the age of eleven, he left school and went to work for the Photo-Engraving Company. He stayed in the work for twelve years, learning the business in all its particulars and all the while dreaming of a chance to go into business for himself. He was the first to prepare a plate of William McKinley when the latter was a candidate for the Presidency to flash it over the country. This happened in the last year of Mr. Banker's stay in the city of New York. He soon exchanged photo-engraving for furniture, working for others for a business of his own and the city of New York for Asbury Park. All that happened in 1901 when the young man opened his present store which, almost from its inception, prospered marvelously, and his store, at No. 617 Cookman Avenue, is one of the most beautifully and attractively furnished in the country.

The congregation Sons of Israel of Asbury Park counts Mr. Banker as one of its ablest members and honored him repeatedly with office and committee-appointments. Mr. Banker is a member of the Independent Order of Heptasophs and other fraternal organizations. As to his charity and philanthropy, there isn't a cause to which he should not contribute and he is known all over the town as the man whose big heart never gives out.

On November 4, 1902, Mr. Harry Banker was married to Miss Fanny Scharfstein, a daughter of Meyer Scharfstein, a great Hebrew scholar who still enjoys the reputation of a thorough man of learning and is respected and admired by all with whom he comes into contact. Four children have blessed this marriage: Edward, Samuel, Nathan and Anna.

Mr. Banker is a lover of education and thinks that education is a mighty force in life, raising a man to a high level and making him respected and well-liked by his neighbors. But education alone will hardly do any good if not coupled with honesty and sincerity of purpose, and, above all, with a kind heart helping those who are in need. Mr. Banker's own life is the best proof of the truth of his theory.

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BERNARD BARUCH

During the present great war struggle, in which practically every important nation of the world is involved, it is the aim of each country to combine all her available means for a decisive defeat of the common foe. Not content with husbanding her resources, she conscripts the lives and wealth of her citizens. But most of all she feels a strong necessity for talent and for fine administrative minds to control the serious situation. Thus when America entered the war the conscription of life and wealth was accompanied by conscription of talent. For the administration of the required routine, a stupendous task which is of the utmost importance and significance, the Council of National Defense was organized by the government, a body which consists of the best organized talent of the country. And at the head of this organization has been placed Bernard Baruch, a man who, endowed with ingenuity and skilful ability, has been so successful and enterprising in his own business, that when the emergency for efficiency arose, he was the first to be summoned.



Bernard Baruch, who was born in Camden, S. C., in 1870, comes of a distinguished family. His father, a naturalized citizen, who settled in Georgetown and later in Camden, S. C., has achieved great prominence in the medical profession. It is only recently, a few months ago, that the Rivington St. Public Baths were named for Dr. Baruch. When the Civil War broke out, Dr. Simon Baruch served in General Lee's army, where he made a reputable career and won a number of medals in recognition of his valor. After the war he again settled in the South, and was so successful that the Baruch family gained renowned social connections with the South.

When Bernard was eleven years old the family removed to New York, where the young boy received his education. He attended a public school on West 154th street, and later the College of the City of New York. From the first he was a very diligent and clever student, and began to show a passionate interest in the study of finance and railroad enterprise, much to the astonishment of his family and friends, none of whom was inclined in that direction. When young Baruch was graduated from college, he found himself, like many another, at the crossroad, uncertain as to what path to choose. Preparatory to deciding on a career, he accepted a job with a drug firm, at a meagre salary of three dollars per week. Not only did his employers fail to discern any special ability in the young fellow, but his evident lack of interest and aptitude aroused their ire and he was discharged after four months. His ambitious mother, confident in the latent ability of her son, secured for him an opening in the brokerage firm of A. A. Hausman & Co. In the office of this firm he immediately began to show such ingenuity and reliability that within a month he had impressed successful customers—the Guggenheims for example—to such an extent that he obtained a sudden increase to fifteen dollars per week in salary. From that moment his rise was very rapid. He handled the greatest speculations and transactions with marvelous skill. In addition, he was a most reliable member of the firm and could be entrusted implicitly.

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In 1899 he went into business on his own account. He bought a seat on the Stock Exchange and in a short time amassed millions. Very spectacular and interesting is the story of the rise of the young man who was not considered worthy of three dollars a week in salary to the prominent broker who but a short while ago sold his seat in the Stock Exchange for $58,000. His unusual ability was soon recognized by the men who figure so importantly on the money market. That time presented the most fortunate opportunities for building up large business. The huge trusts were just becoming incorporated. It merely required the ingenuity of a man like Bernard Baruch to aggregate a fortune. The Guggenheims, with whom he had already acquired a splendid reputation for reliability and ingenuity, entrusted him with the delicate mission to go West and buy up copper mines. The traction magnate, Ryan, availed himself of his services to buy out tobacco companies, and the railroad magnates used him to boost the sale of their stocks. It is, therefore, hardly an exaggeration to say that Mr. Baruch was a tremendous power in the development of trusts in America. After accumulating enormous wealth, he retired in 1912 from active daily speculation on the Street. But occasionally when he realizes a great opportunity for making money, he still avails himself of it. Such a condition occurred in December of last year, when in connection with the President's peace proposal, he profited so handsomely from the leak in Wall street. Investigation occasioned by the tremendous gains and losses in Wall street exonerated Mr. Baruch, one of the chief profiteers, and proved that his acquisitions were due wholly to intimate and sagacious knowledge of Stock Exchange conditions, not, as had at first been feared, to illicit knowledge. Rumor had it in Wall street on that occasion that Mr. Baruch had cleared up about six million dollars in one day.

Bernard Baruch is a life-long intimate friend of President Wilson. It was he who, when Wilson was but an obscure instructor, saw the great power that lay in him and was instrumental in obtaining for him the presidency of Princeton, and later helpful in bringing about his election to the Governorship of New Jersey. When Wilson was candidate for the Presidency in 1912, Baruch was the first contributor to the campaign fund, presenting $50,000. Very often during his administration, especially when confronted with financial problems, Mr. Wilson has consulted with Mr. Baruch. And when a man of enormous business experience was needed, a man of efficiency and ingenuity, it is small wonder that Mr. Baruch was chosen to direct the Council of National Defense—Mr. Baruch, who by his own efforts had acquired millions and is recognized as probably the keenest business man in the country. Very recently, however, Mr. Baruch, with two other men, has been selected by the nations allied in the war with the United States to compose a commission to handle purchases in this country for the allied governments. This will result in the organization in Washington of the biggest single agency in the history of the world, and it is expected that through the co-ordination of buying for the various governments the stabilization of prices and large economies will be effected. There is every likelihood moreover that Mr. Baruch, who is chairman of the purchasing committee of the War Industries Board, will be made chairman of the new body.



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ALEX. E. BASS

There are very few Jewish young men who have succeeded in gaining the high reputation that Mr. Alex. E. Bass now enjoys in the commercial world. Although Mr. Bass is still a comparatively young man, he has accomplished much in the fifteen years of his business career. However, it is for his personal traits that Mr. Bass must be commended. He is a man of modest, retiring disposition, who makes no attempt to come before the public eye. He has often been asked to hold office in various industrial communal organizations in Philadelphia, Pa., but he has repeatedly declined.

Alex. E. Bass was born June 14, 1880, in Kruck, province of Kovno, Russia. Before he was eighteen he left his native town and sailed to South Africa with a company of young men intent upon gaining fame and fortune. Mr. Bass, however, soon found that hard work was the only means whereby he might obtain the wealth he dreamed of. He apprenticed himself to a manufacturer and learned a trade. Success did not come so soon, and Mr. Bass, somewhat disappointed, came to America. With the little capital he had brought with him Mr. Bass opened a dry goods store, and within a few years did a flourishing business. His real success, however, came when in 1907 he started in the dress manufacturing industry in partnership with Mr. Harry Linsk. The firm prospered, and when a year ago the firm dissolved, Mr. Bass entered into business himself. The good fortune that Mr. Bass has entertained during the last ten years is still with him, and Mr. Bass has himself succeeded in building up a large business of his own.

Mr. Bass is keenly interested in all matters pertaining to Judaism, although he takes no active part. Mr. Bass is a director of the Hebrew Orphans' Home, member of Temple Beth Israel, Congregation B'nai Jeshurun, Malta Lodge, Knights of Pythias, and is a Mason.

Mr. Bass was married to Miss Jennie Jacobson on September 10, 1901. Four children have been born to them. Raymond, the oldest, attends high school. The names of their three children are Esther, Philip and Sylvia.

"Stick-to-it-iveness and watchfulness are prerequisites for business success. But, above all, honesty, not only in fact but also in thought, is essential for business growth." This statement was made by Mr. Bass when asked what in his opinion makes for business success.

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SOLOMON BASHWITZ

The business world is often characterized as the "School of hard knocks": a school where one undergoes a rigid system of self-hardening and emerges encased in an armor of greed and self-indulgence. Many even suppose that to advance through the many grades of success it is necessary that the individual discard the finer and higher qualities within him and replace them entirely by selfish motives. Unfortunately in the vast majority of cases this seems true, but yet the man of higher ideals is not so easily drawn into this whirlpool of materialism and unspirituality. Mr. Solomon Bashwitz of Bashwitz Bros., manufacturers of clothing at 43 East Eleventh street, belongs to the last-named category. The career of Mr. Bashwitz is outlined in this series of prominent Jews not only because he has made wonderful progress in the industrial world, but because he has shown that a man can reach the highest rung in the ladder of success and yet retain every quality of refinement and love that was in him originally. Mr. Bashwitz has worked his way from the very bottom to the very top, and in his varied experience he undoubtedly met with many instances of ungenerosity and petty ill-will, but he has withstood the ultimate test of real character; he has not lost an iota of the finer qualities that have been implanted within him. Today he is still optimistic and cheerful; he still has faith in human nature and is ever ready to help any cause where his moral and financial support will be of service. His life story should be an inspiration to our youth, for Mr. Bashwitz made his way to success as a result of his own hard work and aggressive nature.



Solomon Bashwitz was born August 2, 1873, in Nackel, Germany. He is the son of Abraham and Natalie Bashwitz. He received a normal school education and later attended gymnasium. Army service was not in harmony with his temperament, and at the age of sixteen he left his native country, and embarked for London. In his heart he cherished the hope that he would some day return to his native town and family, with fame and fortune. This he would place at the disposal of his parents for whom he always showed the highest regard and love. It was undoubtedly this motive that urged him on and gave him the energy and desire for accomplishment that he manifested from the very moment he left his parents' roof. London, however, proved to be the wrong place for the imaginative lad who was fired with thought of acquiring wealth and name. After four months he embarked for America, alone, with hope and courage, and youth as his only assets. For some time he worked as errand boy at $3 per week. In his desire to save he earned many a nickel given to him for fare, but yet this means of accumulating a fortune proved extremely slow, and young Solomon decided to learn a trade. He found employment in a clothing house and not only did he learn the trade, but he mastered every branch of it. Through persistent hard work, day and night, the young man succeeded in saving four or five thousand dollars within five years. He had made his first "fortune," and true to the promise he had made to himself when he

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left home, he returned to his parents and presented them with the debt he felt he owed them. A debt of thanks and respect. But the young man soon returned and after a few years saved enough to start in business for himself. He received no financial aid of any one at any time, but through perseverance and hard work Mr. Bashwitz has developed a business that he may well be proud of. He is recognized today among the leaders in the clothing trade; he utilizes the labor of over two thousand hands for his complete output, and sells to the trade all over the country.

And it might here be added that now after having amassed a real fortune, Mr. Bashwitz has not yet forgotten his little native town. Each year finds him back home among his sisters and old mother—always making her feel that what belongs to him will ever belong to her.

Mr. Bashwitz is a man of refinement and higher intelligence and manifests keen interest in Jewish topics. He is much interested in the success of the Federation of Jewish Charities, for which institution he worked heart and soul when he realized the significance of its scope. Mr. Bashwitz regrets, however, that there are a goodly number of wealthy Jews in this city who do not do their share in helping to solve the problem of the destitute. He hopes, however, that through the Federation many will naturally fall into the habit of contributing to charity more liberally.

In addition to working up his business, Mr. Bashwitz takes keen interest in developing the younger lads in his employ, and he sometimes regrets that conditions in the modern shops do not permit of advancement as rapidly as in former years. However, he has always taken every opportunity to encourage and aid the young men in his business who show any aptitude. He feels that it is his duty to do for the present generation what the past generation has done for him. The sight of an ambitious boy recalls his own early experiences, and Mr. Bashwitz is happy to be instrumental in creating another successful man.

For many years Mr. Bashwitz has been known for his charitable inclinations and there is no worthy cause in the city to which he does not contribute. He is a member of the Eighty-sixth Street Temple, and holds a high degree in the Masonic order.

On March 28, 1897, Mr. Bashwitz was married to Miss Henrietta Samuels and they are the parents of two children, Hattie, aged nineteen, and Lillian, aged fourteen.

When asked to give his advice to the young, Mr. Bashwitz smiled and said there is but one way to become successful and that is by having your future plans continually in mind. The young man who works hard, and is energetic and progressive will find more opportunities now-a-days than in former years, Mr. Bashwitz thinks.



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ELIAS BAYER

An example of a prosperous career achieved in a few years is gleaned from an outline of the history of Mr. Elias Bayer, who was born forty-one years ago in Rumsishka, Russia. He came to America on April 1, 1903, and was assisted by his brother who had preceded him, and three weeks after his arrival started in business. Mr. Bayer was the famous Rabbi Elijah, for forty-two years the Rav of Rumsishka. His father was a famous scholar. Today he is a leading factor in the Brighton Woolen Company, 40 West Twentieth street, which he owns together with his brother.

Mr. Bayer is an orthodox Jew in the fullest sense of that term and observes the traditions of his ancestral faith to the letter, bringing up his children likewise. He is a member of the Congregation Jubdah Halevi and of Centennial Lodge, Order Brith Abraham. Twenty years ago, in the old country, he married Miss Ethel Romm, and the six children which have blessed the union are a source of joy to him. His beautiful eighteen-year-old daughter and a seventeen-year-old son are valuable assistants to their father in his business.

SAMUEL BAYER

Bayer Brothers, cotton converters at No. 53 Fifth avenue, are recognized as one of the wealthiest firms whose members are composed of Russian Jewish immigrants. But apart from the firm's wealth, Mr. Samuel Bayer, one of the partners, has a most interesting personality, as the writer gleaned when interviewing him among the "Distinguished Jews in America." He was born fifty-five years ago in Usishka, near Kovno. His grandfather was famed as Rabbi Elijah, for forty-two years the *Rav* of Rumsishka; and his father, though a wealthy owner of a flour mill, was one of the famous scholars of the vicinity.

Samuel Bayer came to America in 1893, and like most of his countrymen, when he first came here, he took to peddling. He met with success from the start and after being in the country only one year, opened a little trimming store in Eldridge street, eventually drifting into the cotton converting business, where today he stands as one of the leaders in his line.

Mr. Bayer is a strict adherent to orthodox Judaism, and is interested in all Jewish movements. He is the president of the Uptown Talmud Torah, vice-president of the Congregation Dereeh Emunoh, of Arverne; a director of the Chesed Shel Emeth and is a contributor to almost every Jewish cause extant.

Mr. Bayer was married in Russia when he was twenty-two years of age, and to him and his wife, Sarah, six children have come. Two of them are married—one a son-in-law of William Fischman, the well-known philanthropist.

Mr. Bayer was asked what he considered the most necessary element for a young man in order to succeed in life. His reply was "in giving my answer, I have in mind only Jewish young men, and it is my opinion that one in order to succeed, must possess some knowledge, must be a good American and most important of all, must be a Jew and know Jewish history, in order to know how to remain a Jew."

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SIMON BEAR

The Lucky Furniture Company is a well-chosen name for a firm and Mr. Simon Bear, the founder of this company, located at 917 East Market street, Akron, O., in choosing such a name, must have had full confidence in his own ability to make a success of his venture. But even more interesting than his business success is the personality of Mr. Bear. The writer of these lines spent many hours with Mr. Bear in a long conversation on many questions, and found in him a very intelligent man, good-natured, kind-hearted and willing at all times to help every Jewish cause and every Jewish organization.

Mr. Simon Bear was born in the month of May, 1877, in Ponemunak, Kovno Government, Russia. He is the son of Joseph and Belle Bear. His father is still living while his mother died only a few months ago. Mr. Bear came to America in 1896, settling in Akron, at the home of his brother-in-law. He worked as a cigarmaker for about six years. He then went into business for himself, as a grocer, and after seven and a half years went into the furniture business. While he made a tremendous success, he also went into real estate and was singularly successful there.

Mr. Bear is interested and active in every good Jewish undertaking in his community. He was one of the founders and is a director in the Congregation Anshe Emeth, and he belongs to every charity organization in the city.

Mr. Bear was married, in 1900, to Miss Rose Bramson, who is the descendant of a very prominent Russian-Jewish family. Mr. and Mrs. Bear are the parents of three accomplished children, Sidney, a high school student; Aaron, although only eleven years of age, will soon enter high school, which proves his remarkable ability; and William, a child of four.

Asked, what, in his opinion, brings success, Mr. Baer answered that thrift and hard work are the chief factors.

Many a thing Mr. Bear owes to his good Jewish education, which helped him so much in making a success of life. He was a Talmudic scholar in business career.

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SOLOMON BECHER

An interview with Mr. Solomon Becher is a pleasant affair, for Mr. Becher is one of that type of men, a conversation with whom leaves a pleasant sensation in the mind and heart, just as there is a pleasant taste in one's mouth after satisfying the palate with attractive food, and after my interview I felt that I had added another portrait to the gallery of those worthy of being pointed out.

Mr. Becher was born at Stryj, Galicia, on September 21, 1865, and comes from a family which takes particular pride in their famous relative, Dr. Becher, one of the important heroes of the Austrian revolution of 1848 and whose monument occupies an important site in Karlsbad. At the age of 16 Mr. Becher went to Russia and for several years traveled through that country representing the Singer Sewing Machine Company. Later he came to America, where he began by peddling. Then he worked in the cloak industry and in 1892 he started for himself, manufacturing ladies' dresses, and today heads the Progressive Dress Company, Nos. 110-12 West Thirtieth street.



Mr. Becher was one of the founders of the great Strier Society and one of the first and leading members of the New Sandetzer Society. He is also a member of the Federation of Jewish Philanthropies. He married in the old country and has seven children, five daughters and two sons. One of the sons, Mr. J. Carl Becher, is a practicing attorney at No. 299 Broadway.

Mr. Becher possesses a very fine character, and is one of those men not anxious to amass all the world's wealth, but contented with his lot, friendly and benignly inclined to all mankind.

HENRY H. BECKERMAN

Mr. Henry H. Beckerman is a prominent personality in Cleveland. Not only is he one of the most successful lawyers in the city, but also one of the most distinguished in politics and he became justly famous in that field since he received, in 1914, his appointment as a member of the Board of Elections or Deputy State Supervisor and Inspector of Elections. Mr. Beckerman has been for a long time associated with the Republican party of the State of Ohio. For many years he was a member of the party's executive committee and he was chairman of the speakers' bureau, and while he himself does not put forth any claims to oratorical distinction, it was universally conceded that he managed the bureau in a very able and businesslike manner. The appointment to membership in the State Board of Elections placed Mr. Beckerman high in the field of State politics and a great future is prophesied him.

Henry H. Beckerman was born on the 3d of March, 1881, in Bischofserder, Germany. He was the son of Salomon and Theresa Beckerman, both dead in Cleveland. His father, who was a rabbi's son, acted as preacher at the famous Bohemian Temple of Cleveland and was also for a long time superintendent of the Hebrew Relief

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Society. Henry was brought to America by his parents at the age of three; in Cleveland he received his elementary and high school education and then entered the law dpartment of Baldwin University.

At the time of his law study, the boy supported himself by giving music lessons. He has inborn musical talent and had occasion to develop it to a very large extent, so that it was universally foretold that young Beckerman would in time become famous in that field. However, little opportunity was left to Mr. Beckerman to make a progress in this line, and since his admission to the bar in 1902 he was too much of a successful practitioner to have time left for anything else. Mr. Beckerman's wife, who was Miss Tillie E. Klein, was very prominent in the social life of Cleveland as a school teacher and a prominent worker in Rabbi Wolsey's Sisterhood. They have three children, Stanley M., Robert J. and Edith T.

The writer of these lines, who has interviewed Mr. Beckerman for his life history for the "Distinguished Jews of America," had a delightful chat with him on various questions of life, about which he always had something to say. Concerning the education of future Jewish generations, Mr. Beckerman said: "Should the younger generation be brought up properly the Jews will be a strong power in the future. Professional life does not pay, as every able man can perceive; the mind of an able man cannot be satisfied with the narrow paths of a professional life. It is therefore advisable for every Jewish parent to make his son an able businessman."

Though the writer is of the opinion that it is not his province to sing anybody's praises, yet he owes it to Mr. Beckerman to state that he is a gentleman in the full sense of the word, and that to his pleasing personality he owes not only his success in his profession but also in politics.

ISIDORE BEILEY

The opinion is current that a man can be successful only if he is possessed of much egotism, forgets all about his fellowman and constantly has in mind his own interests only. If one gets acquainted with Mr. Isidore Beiley, head of the I. Beiley Company, manufacturers of petticoats, at No. 133 West Twenty-first street, he at once sees the falsity of this theory.

At the outset, let me state that Mr. Beiley is a successful business man, but when you talk with him, and when you inquire about him and become acquainted with him and his mode of life, you come to the conclusion that it is not his business success which is the most interesting thing about him, but he is more interesting as a man of idealistic inclinations and one ready to perform real uplift work. He firmly believes that one has to live in the interests of mankind, and this belief he carries through in his practical life. True, he is not one of those who hold office or play an active role in public institutions, although he gladly subscribes to many charitable causes. But he is a man who does good, and he does it for his relatives, his friends and for all those who require his aid or assistance. His friends point to a few families that are actually supported by him.

Isidore Beiley was born in Wallika, Province of Wilna, on May 15, 1879, where his father (a man of remarkable intelligence, who died not long ago in this city), was very active in communal circles. He came

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to this country in 1894, and it is almost superfluous to add that he came here without a cent and began his career by peddling. Later he left for the South, and after peddling in Georgia for two years, he came back to New York and started in business with a capital of $250, taking his brother with him. Later he dissolved the association with his brother and started for himself. How successful he has since been is a matter of record. Mr. Beiley also was the organizer of the Tip Top Waist Company.

Mr. Beiley is a very intelligent man. He attended night school, studied a lot, and has also been an apt pupil in that great school of democracy—the school of life. He believes that honesty, hard work and a determination not to get discouraged through early failure, will eventually bring a man face to face with success.

It frequently happens that a man and wife have different views regarding the problems of life and unhappiness is often the result. But Mrs. Beiley (who before her marriage in 1906 was Miss Fannie Weston), like her husband, is very charitable and humanely inclined. She is not all interested in luxuries and style, as are so many others in her financial station, but she is particularly active in charity work and finds much happiness in aiding others.

DR. MARCUS Y. BELBER

The status of the Roumanian Jew is still an unsettled one, and just what it will be in years to come is hard to foretell, but the oppression of the Jews in Roumania has aroused their compatriots in this country to the need of united action, and through their sincere and persistent efforts the Roumanian Jew may yet find himself a citizen of his native land. One of the most ardent workers for the improvement of the condition of the Jews of Roumania is Dr. Marcus Y. Belber. When the Roumanian problem first arose it was through the perseverence of Dr. Belber that mass meetings were formed and contributions taken. It was with his aid that a central body was brought into existence in Philadelphia. The scope of the work was assuming national proportions when the war broke out, but Dr. Belber has been instrumental in starting a movement that has received Congressional notice, and his name will long be associated with the American Union of Roumanian Jews, which owes its existence to a great extent to his sincere work and endless effort.

Dr. Marcus Y. Belber was born September 11, 1871, in Jassy, Roumania. His father, Moses, who was a prominent manufacturer and merchant of Philadelphia, left his native town in 1873 and settled with his family in Constantinople, where he remained about two years. When Marcus was about thirteen years old the family removed to Philadelphia, and Dr. Belber has practically lived his life in that city. He attended public school in Philadelphia, and after graduation entered the Central High School, from which institution he was graduated in 1890. For three years he was apprenticed to Dr. Ryder, where he learned the practical elements of dentistry. In 1893 he entered the Pennsylvania Dental College, and received his D. D. S. degree in 1896.

Dr. Belber is a pioneer charitable worker. He was one of the first directors of the Mt. Sinai Hospital, and he has done much for the improvement of this institution. He is president of the Society of Roumanian Jews in Philadelphia, and is chairman of the Executive Committee of the American Union of Roumanian Jews. He is a member

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of the Kehillah, National Dental Association, State Dental Society, Keystone Chapter, F. and A. M.; Pannonia Society, of which he was one of the organizers, the Society of Friendship, and Har Sinai Lodge, I. O. B. B.

Dr. Belber, who was married to Miss Julia Kabat, July 7, 1901, is a man of strong and impressive personality. He is slow to enter upon anything new, but once he permits his name to be associated with any undertaking he will use every means within his power to bring it to a fruitful culmination.

ALFRED A. BENESCH

Alfred A. Benesch, attorney at law, was born in Cleveland in 1870. He received his education in Outhwaite school, Central High school, and Harvard University, where he received the A. B. degree in 1900, A. M. degree in 1901, and the Harvard Law School, where he received the LL.B. degree in 1903. He began the practice of law in 1903. In 1905 he formed the partnership with S. J. Kornhauser and continued until 1912, when Mr. Kornhauser was appointed assistant county treasurer. He was acting police judge by appointment of Mayor Tom L. Johnson, 1908-9; a member of the City Council at Large, 1912-13, and Director of Public Safety under Mayor Newton D. Baker, 1914-15. He is a trustee of the Jewish Orphan Asylum, Hebrew Relief Association, Welfare Council and Council Education Alliance; a member of the Phi Beta Kappa Society, Obiter Club (law club), Knights of Joseph, Knights of Pythias, and the City Club; Past president of the B'nai B'rith and vice-president of the Independent Aid Society. On January 1 he associated himself with the law firm of Herrick, Hopkins, Stockwell & Benesch, in the Society for Savings building. He was married in 1906 to Miss Helen Newman, Chicago. He resides at 1106 East 99th street.

Although still a young man, Mr. Benesch holds many positions of trust and is considered one of Cleveland's leading attorneys.



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One who had the good fortune to have accumulated a store of experience in the course of his life, and is intelligent enough to be able to translate these experiences into real life, making them his guiding power and utilizing this treasure for the guidance of others so as to make their lives happier and easier, will naturally utilize every opportunity at his command to communicate his experiences to the world, so as to effect such change of conditions in the lives of others as had befitted him in the course of his activities.

JOSEPH BENNETT

This is the reason why Mr. Joseph Bennett, of the firm of Bennett, Hollander & Lewis, 1316-1322 Forbes street, Pittsburgh, Pennsylvania, consented to grant an interview to the writer of these lines, telling him important details of a highly interesting life-history.



"For a work of this kind," Mr. Bennett declared, "a book which will transmit to future generations of life-histories of Jews who have left their mark in life, I am willing and ready to answer every question which you may ask of me. A book of this character will serve as a lesson for our young, particularly those who enjoy wealth and a good education without ever giving a thought to the sufferings of their parents and elders who have gone through so much in life in order to create for their children the comforts they now enjoy. It will also serve as a document to prove to America that the Jewish immigrant has reached a high position due to his own efforts and an indomitable will to succeed."

Mr. Bennett was friendly enough to answer some questions put to him, and his answers, together with information I received outside, will be utilized in a presentation of his life-history, in so far as the writer's ability and the limited space will allow it.

Joseph Bennett was born on the 23d of April, 1866, in Simno, Government of Suwalk, Russian-Poland. His family counted among their number very prominent merchants. When Joseph reached the age of fourteen, he decided to seek his fortune in the great world. He went to America where his father had already been for some time. Arriving in Pittsburgh, he was sent to public school, but after two weeks of this experience, he came to the conclusion that a boy whose father is poor and has ten children to feed, ought to go out to make a living.

Having reached this conclusion, he came home and asked his father to return to him the 75 cents which the boy had brought with him from Europe. "What do you need so much money for?" his father asked. Joseph had a ready answer: "America is a country of business, and I, too, want to go into business."

He went to a Jewish storekeeper and invested his whole capital in matches. A half an hour later, on the corner on which now stands the large manufacturing plant of Mr. Joseph Bennett, stood a little boy exclaiming in a bad accent: "Matches, ten cents a box." The storekeeper of whom he bought his "stock" taught him to say: "Matches, ten cents a pack, three for a quarter," but that was too much for him to retain in memory. This, however, was to the boy's benefit, for he was able to sell "straight" his complete outfit, without

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any cut in the price—and to his great satisfaction the new American businessman at the end of the day found that instead of 75 cents he now had $1.50 in his possession.

The day was the happiest of his life: all of a sudden he began to see the great possibilities of this country, where a boy of fourteen could earn in a day more than he could in Poland in a month. He, therefore, decided with great enthusiasm to continue his business. For eight months he kept on selling matches, and all that while he was saving every cent until he accumulated a capital of $250.

"What do you think I did with it?" he asked the writer. And with a charming smile he answered his rhetorical question: "I made with that sum the best investment of my life. I gave it to my father, who, as the supporter of ten children, could never save enough to go into business. With this, my money, he went into business and was successful, and now he has already retired from business. Was it not the best investment that I could make?" And I was forced to admit that it really was.

Joseph went out peddling matches again. He was successful and within a short time he added notions to the store of his articles. For seven years in succession he peddled through Washington county, Pennsylvania, and when he had more money he bought a little blind horse to carry his stock. Later on he bought a horse that could see. Then he bought two horses, and loaded his little wagon with more commodities for sale. He would sell house furnishings of all kinds including silks and stoves.

Having raised a capital of three thousand dollars, together with his father he invested it in the jobbing business. But within two years he lost every cent of the money it took him so long and so hard to save. One thing remained—his experience—which he could utilize now and transform into earning capital.

He took a position as traveling salesman for W. B. Klee & Co., of Pittsburgh. He proved one of the most successful salesmen the firm ever possessed, and for seven years he was engaged in the work to the great satisfaction of all with whom he came into contact, and the admiration of the firm with whose heads he established the friendliest connections. But then, having earned enough, his desire to go into business for himself overcame all scruples, and he started the firm of Bennett, Hollender & Lewis, manufacturers of trousers.

The rise of this new concern was steady and gradually it came to reach its present high rating and position in the business-world. At the present time this firm is among the most successful in its line throughout the United States, employing over four hundred people, and known the country over from Portland, Maine, to Portland, Oregon, as the makers of "Stag Trousers," a trade-mark that has caught the country by storm and is concededly one standing for the highest and the best.

Every one connected with the firm, whether man or woman, is a union member and the firm never had a strike—and they have practiced the art of getting along with people to its highest form.

On Mr. Bennett's desk there stands a beautiful silver monument of his kindness. A gigantic loving cup which his workmen had presented to him in 1913, before he went on a trip for his health to Europe, is an eloquent testimonial of the high regard with which he is held by them. And such is the opinion of not only his workmen, but all of his many friends and people he deals with—all agree that in

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Mr. Bennett they find that ideal blending of businessman and gentleman which endears him to all and makes all flock to him and love him.

What is the cause of Mr. Bennett's success? An answer to this question can be found in his answer to the writer's question: "What is that a young man needs most to succeed in life?" This is his answer: "Be absolutely honest, be thrifty, work hard, and lead a simple life—then success will surely come."

Mr. Bennett divides his fortune with society, contributing liberally to every good cause. He was president of the Congregation Tree of Life, and a director of the Pittsburgh Federation of Jewish Philanthropies; he is a director of the Montefiore Hospital, of the Home for the Aged, of the Jewish Free Loan Association, and of the Hebrew Institute. He is also a national director of the Jewish Consumptive Relief Society of Denver, and belongs to every good Jewish cause.

On August 2, 1887, Mr. Bennett was married to Miss Henrietta Hirsch, who came from Alsace-Lorraine. They have two highly accomplished children. The oldest son, 26 years old, Alfred H. Bennett, is married to Ann Rosenbloom and associated in business with his father; the daughter, Leora, is married to Mr. Abraham Arnold Wolk.

Mr. Bennett makes a very favorable impression. He is a kind-hearted man who, though he spent almost all his life in business, is not stingy, and had always practiced the philosophy of "The one is happy who is satisfied with what he has." He is a man of a large heart and is very popular among all classes of Jews in Pittsburgh.

JOSEPH BERG

Mr. Joseph Berg, manufacturer of check books, at 30 Ferry street, belongs to the younger generation of the successful business men of the city. He was but three years old when he came to this country, having been born at Libau, Kurland, on March 15, 1887. After his graduation from public school, Mr. Berg went to work as an errand boy at a small salary. Through thrift and industrious work he managed to save up a few dollars and embark in the business he is engaged in at this moment.

Mr. Berg believes in modern business methods, card indexes and modern office devices. His plant is up-to-date in every particular and it is a pleasure to watch the clockwork of his factory. Everything runs as smoothly there, with machine-like precision as human ingenuity could devise, and all workers show happy faces and satisfaction with their situation. Mr. Berg knows how to treat his help, and he appreciates good work. It is as though in Mr. Berg's personality there were that dual character of an inborn European native-born intelligence coupled with a practical American education. His keen perception of things and the thoroughly practical manner in which he sets about doing things make it an extremely happy combination.

Mr. Berg is an active member of the Curlander Young Men's Mutual Aid Society, he is a Mason, a member of Courland Lodge and a Shriner; he is also a member of the Knights of Pythias, Odd Fellows, Royal Arcanum, and in addition he belongs to the Progress Club and the Rutgers Club. He is single and lives with his mother at 103 West 118th street.

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Mr. Berg has traveled widely through the United States and Europe. His journeys took him to Hawaii and Paris and he made a thorough study there of modern business methods and conditions. His industrial plant, worth about $50,000, is a result of this study. In the course of the eleven years Mr. Berg has been in business, was extraordinarily successful wherever he turned his steps.

Mr. Berg's advice to the young man is: "Be ambitious, but whatever you do, put your entire energy into your work, and by constant hard work you will reach the sure road to success."

HARRY BERGER

Luck played no important part in the successful career of Mr. Harry Berger, manufacturing furrier at 48-54 West 38th Street. His parents left him no money, but yet through steady and continual application Mr. Berger has won for himself a high place in the fur trade. He learned this trade in his early youth and has continued in it ever since. He is a master artisan and this fact to a great extent explains his wonderful success. Mr. Berger has not received any aid from any one; he has made his way to success as a result of his untiring efforts, and when one considers the fact that Mr. Berger set himself up in business at the age of seventeen, it must be conceded that much credit is due to him.

Harry Berger was born December 26, 1880, in the town of Tisminiza, Galicia. His father, Mandel, and mother, Baba, were extremely orthodox and Harry was reared in an atmosphere of real Judaism. He was early taught the fur trade, at which he worked for some years in his native province. At the age of nineteen he left for America and, although he knew his trade thoroughly, he could not obtain work and he was compelled to take a job as a grocer's clerk, where he earned five dollars per month. After a while, however, he found employment in the fur trade at a low salary at first, but within six month's time he was earning $30 per week. He saved a goodly share of his earnings and a few years later went into business. He had a number of partners at various times, but at present he is alone. Mr. Berger's success has been a gradual growth. He started with practically no capital, yet he has, through his shrewdness, built up one of the largest fur manufacturing plants in the city, employing over eighty hands, which is considered a goodly number in this industry.

One could hardly judge Mr. Berger by mere sight—for his true self asserts it—only after closer contact. Mr. Berger is of quiet temperament and prefers action to words. He is always at work when at his place of business and by his own thrift sets a good example to his workmen.

On December 3, 1906, Mr. Berger was married to Miss Mollie Vogel and they are the parents of three daughters, Elsie, Yetta and Beatrice.

"Don't live above your means, but be conservative," is Mr. Berger's advice to young who start life. "Be ambitious, always attend to business and luck will always follow you," Mr. Berger concludes.

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The Roumanian Jewish colony in New York has many very interesting and important personalities, one of them being Morris Bergman, the well-known wholesale crockery dealer.

MORRIS BERGMAN

Mr. Bergman was born March 8, 1876, in Jassy. His grandfather, who emigrated to Roumania from Russia, was a famous scholar, and his father, Reb Wolf Bergman, was a wealthy merchant. In the year 1892 Mr. Bergman came to America, and as usually the case, he came poor, but determined to succeed. He worked in different places, he peddled, he dealt in cheap jewelry, he worked in a law office and tried various things in order to work his way up, until finally an opportunity presented itself for him to learn the crockery business, and here he achieved success. Since 1902 he has been in business for himself and is one of the largest in the line. He recently bought the six-story building at 80 Bowery, where his establishment is located.

Mr. Bergman is a communal worker and is very charitable. He is a director in the Machzicke Talmud Torah and of the Home of the Daughters of Jacob, to which he also subscribes a "day." He is the treasurer of the Roumanian League recently organized and is a very prominent member of the Congregation Anshe Sfard and Temple Emanuel, both of Borough Park, where he is one of the most prominent residents.

Mr. Bergman is orthodox and a Sabbath observer. Mr. Bergman is a very intelligent man, having received a good education at home, and his carriage, conversation and fine manners manifest the better kind of a man. On March 8, 1899 (which is also his birthday), he married Miss Anna Cooper.

Education broadly viewed might be defined as such drawing out of the powers of a human being as shall bring him in harmony with his environment. To realize oneself in relation to the world, both within and without, that is education stripped of all its frills and furbelows. Anything that reveals one's potentialities and then teaches one to use those powers with a clear perception of what life is, is educative in the deepest sense. A systematic college education Mr. Berkowitz had not, but six or seven years of Talmudical study in early life has helped him to formulate an estimate of his own abilities and shortcomings, and, as a consequence, he achieved success. True, he met with reverses, but his clear perception of what life is, sobered him, steadied him and helped him to accept adversity with almost stoical indifference. What is is inevitable. That is his philosophy. He has always tried to bring himself in harmony with his environment.

SAMUEL BERKOWITZ

Samuel Berkowitz, the son of Berdet Bernard and Ida Berkowitz, was born at Svir, Russia, forty-seven years ago. His father was a schochet, a lamdan, an exceedingly kind-hearted man, and for half a century he occupied a position of trust and respect in the town. Naturally Samuel was given a rigorous Hebraic training, the father cherishing an unexpressed wish that his son might become a Rav some day. So at the age of twelve we find young Berkowitz in the Yeshivoh at Smargon pursuing his Talmudical studies. There he remained

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about six years. Finally, having come to the realization that the opportunities in Russia were scant for Jewish young men, he turned his hopes to America.

He reached New York on November 19, 1888, and he immediately started to earn his living, first in a grocery store at a wage of $3 a month and board, later in a hardware store at $4 a week and still later as an operator on shirts. To be sure his new mode of life was quite different from what he was accustomed to. It was hard, very hard, but he acclimatized himself to conditions and endeavored to adopt himself to his environment. After a few years, having saved a bit of money, he started with his two brothers, Isaac and Michael, as shirt contractors. The first venture proving entirely disastrous, Mr. Berkowitz took to the cutting trade. Again he managed to scrape together a little and ventured once again into business. Little by little, with steady grind, close application and indefatigable energy, success came to him. In fact, he accumulated an enviable fortune. The panic of 1907, however, found him involved in several real estate operations and swept him off his feet. Once more he faced the world, true, a more experienced man, but penniless none the less. Fortunately, during his variegated business career he gained the confidence of men and his credit remained good. Again he ventured into business and today the firm of Berkowitz Bros. is securely founded and enjoys the trust of the business world. Mr. Berkowitz paid one hundred cents on every dollar he owed after the wreck.

On June 3, 1893, Mr. Berkowitz married Dora Gilman. Four children have been born to Mr. and Mrs. Berkowitz, three sons and a daughter. Samuel, Jr., aged twenty-two, is with his father in business; Alex, aged twenty, is at college; Lily, aged sixteen, is at high school and Fred, thirteen, is being privately instructed.

Mrs. Berkowitz has been a true helpmate to her husband during his long and stormy business career. She brought sunshine and joy into the home, even at times when the sword of Damocles was hanging by a thread over the household.

SAMUEL BERMAN.

The young folks of the present day in America—those who enjoy our great prosperity and even the working men of today, who work eight hours a day, five and one-half days a week and come to shops dressed better than the nobility of a century ago—those people would do themselves a good turn if from time to time they would listen to the stories of the struggles and experiences of the older generation.

Mr. Samuel Berman, of the firm of Berman Brothers, manufacturers of dresses, at No. 42 East Thirty-second street, is one of the gentlemen who can furnish the young folks of today much practical advice if they would listen to his experiences, for the struggles which he had to endure were indeed bitter. Mr. Berman had no wealthy parents to give him comfort and education, and when he was but eight years of age, and attending public school, he was compelled to earn his own livelihood. He used to go around selling small wares, and at this age when a child still is in need of a mother's caresses, when the parents usually watch the child, studying its appetite, temperature and behavior while at play, at the age when a child in order to grow

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and develop must still warm itself under the rays of love and tenderness, at this age Mr. Berman was already battling his way against adversity.

As a little Jew he had to stand all sorts of persecution from the riff-raff of the East Side, who at that time infested the neighborhood and used to attack every Jew, and once when little Samuel was on a ferryboat trying to approach people to buy his merchandise, a few of those loafers, despising the little Jew, threw him overboard, and Samuel never having learned how to swim suddenly felt nature's call to fight for life, and he managed to keep afloat until saved.

When Samuel was 12 years old he started to work for a Division street dry goods firm. For six weeks he worked without wages, then he received two dollars a week, his "regular" working hours being from 6 a. m. until 11 p. m., but he was loyal and devoted to his employer, and he kept the position for ten years, gradually working up. That was the only position he ever held in his life, for in 1890, with a partner, he went into the dry goods business on Division street for himself. In 1901 the partnership was dissolved, and he started together with his brother, J. G. Berman, manufacturing dresses, and the firm of which Samuel Berman is the junior partner is now a very successful one.

Mr. Berman had no educational opportunities, but he studied in the book of real bitter experience, and he came out an intelligent man with a polished character, and he is the best of proof that it is not wealth or comfort that makes a man, but, on the contrary, adversity and struggle are the factors in building real character.

Mr. Berman was born on June 7, 1868, in Suwalk, Russia. When he was five years old, in the year 1873, he was brought over here by his father, the late Hyman Berman, a great Lamdan, who devoted his entire life to Jewish learning and charity, and who died here on May 11, 1914. Mr. Samuel Berman is one of ten children—six brothers and four sisters—who had to struggle for their existence, but all have been eminently successful.

On January 19, 1896, Mr. Berman married Miss Dora Farber, and they are the parents of two daughters, Gertrude, who is now Mrs. Sol Wolf, and Helen, a young lady of seventeen.

How is one to succeed in life? Mr. Berman has a positive answer to this question. He received it by swimming in the ocean of real life, and his reply to that query is: "Real hard labor and honest methods in business."

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While a musical and poetic soul usually result in a dreamer and one in whom the ordinary business instincts are utterly lacking, yet the story I am about to record is totally at variance with tradition, for, while Alexander A. Bernstein is a musician of ability and originally began his career as one, yet he has turned into business channels and with more than marked success.

ALEXANDER A. BERNSTEIN

Mr. Bernstein was born on February 22, 1880, in Zuramin, Province of Plotzk, and as a youngster was an efficient cantor, and when he came here was probably the first boy to officiate at services with the assistance of a choir. An admirer who attended the Congregation Shaari Zedek in Henry street, where young Alexander officiated, took a fancy to him, introduced him to some gentlemen connected with the fur industry, and he drifted into that line, and now is a manufacturer, importer and jobber in furs, maintaining large establishments at No. 290 Fifth avenue and No. 51 East Broadway. Mr. Bernstein also is interested in the manufacture of oils used in the textile industry and also has interests in the promotion of some automatic machinery.



Mr. Bernstein is a young man who displays marked intelligence and is a conversationalist who grows on one, and his advice and philosophy are well worthy of consideration. He has given many young men a chance to work up and is happy in their success. He has confidence in human nature. He doesn't believe in condemning a man for seemingly bad actions, for, according to his theory, people usually act according to circumstances. He is a firm believer in the Biblical maxim of "Judge not a man unless you be in his place."

Mr. Bernstein also thinks that too many of our successful men on achieving their financial mark, take on a false coat of dignity, get hardened and become unfriendly. He thinks this attitude to be entirely wrong, and believes in being friendly at all times. He is an optimist who just radiates sunshine and surrounds himself with smiling people. He is associated with many charitable institutions. His wife, formerly Miss Sarah Ross, daughter of Joseph H. Ross, a well-known scholar, has helped him raise four children—two sons and two daughters—and in the rearing of his family Mr. Bernstein believes in reasoning with them rather than punishing them. The results of his theory are proven by a contemplation of his family. Mr. Bernstein is a great reader of both English and Yiddish literature, and also writes sketches to give expression to his thoughts and poetical feelings, although he has never sought their publication. He is a home-loving man and his love for music still remains steadfast, and his children are all receiving a thorough education in this sublimest of the arts.

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ISIDORE BERNSTEIN

About twelve years ago Amelia Bingham appeared at the old Bijou Theatre in a play by Clyde Fitch called "The Climbers." As the title readily suggests the play was about a family of parvenues who tried to climb the social ladder by means of a newly-acquired fortune. This is a common occurrence in America. One meets that sort of people at every turn. They are repellent. It is, therefore, most gratifying to come across a man, who, despite his acquired wealth, does not pretend to be what he is not. Mr. Bernstein is today inwardly the same man he was thirty odd years ago, when he slung his pack of merchandise across his shoulder and went out into the world to earn his livelihood.

Isidore Bernstein was born in Podstrava, Russia, on September 10, 1869. His ancestors were weavers and went by the name of Weber. His father, however, being one of seven sons, changed his name to Bernstein in order to evade military service.

Isidore landed in America on June 26, 1885, on the steamer Polonisia. His relatives immediately supplied him with a variety stock of merchandise, and in the early part of July, ere he had warmed his feet in the new land, went out into the world to eke his existence. The following October he got tired of his job and went into a factory to learn cigar making. He paid $5 of his hard-earned money as a matriculation fee into the factory. In 1888 he resumed peddling, but after an unsuccessful year he abandoned it for the second time and took up the cutting trade. He worked as a cutter for four years, saved a few hundred dollars and then decided to try his fortune elsewhere. In 1892 he set out for South Africa but on reaching London he changed his mind, returned and embarked in business on his own hook.

The years of '92 and '94 were probably the most critical in the annals of American business. Mr. Bernstein, therefore, had no easy sailing to keep a straight course. Again and again he was on the verge of being shipwrecked, but by clever handling of the wheel he managed to keep afloat and braved the storm. Mr. Bernstein is now the head of the firm of the Gotham Novelty Company and Rosebud Manufacturing Company, located at 37 West Twenty-sixth street. The business occupies three floors, a total space of 30,000 square feet.

Mr. Bernstein is a donor to every worthy cause. He is an enrolled member of nearly every charitable organization in the city. He is a contributor to the Mount Sinai, Beth Israel and Lebanon hospitals, ex-director and treasurer of the Y. M. H. A. of Bath Beach, member Hebrew Free Loan Association, Educational Alliance, Hebrew Orphan Asylum, Hebrew Immigrant Sheltering Society, Beth David Hospital, a member of the True Craftman's Lodge No. 651, F. & A. M., and of Knights of Pythias.

Mr. Bernstein married Henrietta Federman in 1894. They have three sons, David M., Jerome A. and Theodore L., and one daughter, Dorothy Ethel. David who is twenty-one years of age, is a graduate of Stuyvesant High and Columbia School of Mines. Jerome is a graduate of Bay Ridge High and took a one-year course at Textile School, Philadelphia. He is now with M. Lowenstein & Sons. Theodore is still attending high school.

Although practically forced to earn a livelihood from childhood, Mr. Bernstein is well informed. He can speak authoritatively on many topics of the day and is a quiet, well-mannered, intelligent man.

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Communal workers may be roughly divided into two classes; those whose names are household words, who do their work in the full glare of publicity, and those who quietly and modestly render whole-hearted, disinterested service. Mr. John L. Bernstein belongs to the second group. He is not as well known to American Jewry as other communal workers; yet there are hundreds of Jews throughout the country who owe him a debt they can never repay.

JOHN L. BERNSTEIN

John L. Bernstein was born May 10, 1872, in Niesen, Russia. His parents were Loeb Baer and Dinah Bernstein. He came to America in 1890, and his first experiences were similar to those of all Jewish immigrants who come to America penniless. Starting as a brusher in a hat factory at $3 a week, he did not long remain a manual laborer. Having saved a little money, we find him at the age of 20 opening a news store at 145 Park avenue, Brooklyn. He sold newspapers during the day and attended Pratt's Institute at night, making himself an efficient stenographer. In that capacity he entered the office of Holcomb, Martin & Weil, attorneys, and while in their employ, studied law at the Law School of the University of New York and was admitted to the bar in 1899.



The service upon which Mr. Bernstein particularly and justly prides himself is that which he has rendered to countless immigrant Jews. Mr. Bernstein has been the secretary of the Hebrew Sheltering and Immigrant Aid Society for the last fifteen years. No man could have filled that office with greater zeal and devotion. During the long period of his incumbency, he has appealed hundreds of cases of immigrant Jews threatened with deportation. Fully 80 per cent of his appeals were sustained by the Department of Labor at Washington. He has also taken up many cases of habeas corpus proceedings on the behalf of immigrants in which he has been uniformly successful. No one save he who has been through the experience can picture the soul agony of the man who, fleeing from dire persecution, comes to what he fondly believes a haven of refuge, only to find the door of promise shut in his face. To such a man deportation spells ruin, to which even death is to be preferred. And it is from such a living death that John L. Bernstein has saved legions of his co-religionists. It was a hard task, imposing upon him great burdens, without any fanfare of applause, but in the discharge of a nobler service, his simple loyal nature found its reward.

Mr. Bernstein is a member of Temple Tiferes Israel of Kensington and from the first day of his affiliation with that body he fought valiantly for the establishment of a religious school. And when a school was finally organized it was inevitable that he should be placed at its head. Under his leadership it has grown and prospered. Mr. Bernstein is whole-heartedly devoted to the cause of Jewish nationalism and beside being a member of the Executive Committee of the Order of Sons of Zion is also the chairman of its Organization Committee. He is a liberal supporter of many charitable organizations in the community.

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On December 14, 1905, Mr. Bernstein was married to Miss Celene J. Richter, and they are the parents of two children, Mortimer Edward, age 10, and Florence Esther, age 9. Mrs. Bernstein is an ardent Zionist and active member of the Order Sons of Zion.

MORRIS J. BERNSTEIN

Although the writer went to interview Mr. Morris J. Bernstein, cotton converter, of 458 Broadway, because he is a successful business man, yet the longer the interview lasted the more strongly the writer felt Mr. Bernstein must be included in these pages not only for his material success, but because he is a man of noble character and high intelligence.

The interview lasted a much longer period than the writer usually allows himself, but the time passed very quickly and pleasantly. It is not the business of the writer to praise, only to record, but he feels that in this particular instance it would be unjust merely to state facts coldly. Mr. Bernstein is of the finer type of American Jewish young men, and demonstrates a higher intelligence than is usually found among the average young man of business.



He is not a man who seeks glory, nor is he anxious to have people know about him and praise him. He does his duty to his immediate family and friends and finds his reward in the joy that comes with giving. He contributes to various institutions, and is interested in the Christie Street Settlement, a nonsectarian society, organized for the purpose of reforming bad boys and young men. Whenever the society is successful in bringing back a young man to the road of virtue, Mr. Bernstein feels happy over the fact that he is a supporter of this institution, and admires any one connected with this kind of work. This is his present life work, the work that satisfies the inclination of his soul.

During the conversation the writer also had occasion to ask Mr. Bernstein as to what he considered the necessary elements for success in life. Mr. Bernstein is rather young himself, but yet his advice to young men sounds very practical. He says, "Be perfect in details, and concentrate on everything you do, no matter how small it may seem. Economy may not always be the most important factor, but economy in business will surely be a great help to success."

Mr. Morris J. Bernstein was born in a suburb of Minsk, Russia, on February 18, 1883. He is a descendant of a very prominent family. His father, Solomon, is a scholar and strictly orthodox, and his mother, Rachel, are residents of New York.

Morris J. came to this country a child of four years. He attended public school in New York and at the age of 16 started to work as errand boy. In 1907, he began his business career with a capital of $400. Today he is a great success in his line, and in addition is president and one of the organizers of a growing corporation.

He is married to Miss Mollie Cohen, who was born in New York. They were married December 15, 1907, and they are the parents of one boy, Albion, who was born in 1912.

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SAMUEL BERNSTEIN

The writer had an opportunity to interview Mr. Samuel Bernstein, of the firm of Bernstein & Co., manufacturers of cloaks and suits, of No. 38 West Thirty-second street. He did not go to Mr. Bernstein as one of the wealthy members of the community, although Mr. Bernstein is fast making his mark in the commercial field, nor did he have cause to interview him as a philanthropist and communal worker, for Mr. Bernstein thinks he is still at that stage where he must devote his attention to his business. But the writer had heard that Mr. Bernstein was the possessor of good-heartedness, that highest qualification of a man.



The immigrant Jews who have been successful in America, like every other class, consist of many different elements. Some are interesting for their *Yichas,* others for their ability, others for their philanthropy, and others for their wealth. Mr. Bernstein belongs to that class whom the writer would term as "heart-aristocrats," which is, indeed, a most expressive term.

Born in Kalvarie, Suwalk, in 1874, Mr. Bernstein came to America in 1892, and as is usual, came here very poor and had to struggle in the beginning. He worked at different trades and many were the disappointments with which he met in his first years in America. But fired with an indomitable determination eventually to better himself, he was able to leave the class where thousands of Jewish immigrants still find themselves, namely, poor, struggling workmen, and today he heads a very large firm.

His personal character during all these years has been spotless, and his business career has been in keeping. He is not personally active with many charitable organizations, because he is rather modest, and as he expressed it, "I don't like to mingle in politics"; but Mr. Bernstein is a man of good heart, noble intentions and with a free hand gives to every cause to which he is asked to contribute.

When the writer propounded the question as to what he considered the most essential element to success, Mr. Bernstein at first declined to reply. He is very retiring and could see no reason why his advice should be considered of importance. He shrinks from the limelight and publicity, but when the interviewer explained to him the importance of this series of stories and their possible influence upon the rising generation, he readily consented. "As far as my experience goes," he said, "one must have two qualifications in order to succeed, and they are honesty and diligence. I attribute my success to these two practices and I believe that they will help every one who applies them constantly."

Mr. Bernstein was married in 1899, and two children afford him much pleasure in a happy domestic life and completing a happy domestic circle.

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Aaron Bers is one of nature's noblemen. Brilliant and of a lovable disposition, he is engaging in his demeanor, of a dignified bearing, respecting education and learning and taking delight in his fellow-man. Such is the character of one of the most interesting men in the Jewish community of New York.

AARON BERS

He was born in Courland, Russia, in 1875, as the son of Joshua and Tamar Bers. His father was a well known Hebraist in his day, a great philanthropist and a prominent merchant in town. Mr. Bers arrived in this country in 1891, joining his older brothers, Edward and Abraham, who preceded him, who were in the scrap rubber business at DuBois, Pennsylvania. They had been in the business for a number of years when Aaron became a member of the firm, and in 1896 the two brothers went to Philadelphia, where they are still located at No. 303 South Delaware Avenue, while Aaron remained in DuBois.



While engaged in his business, Aaron attended business-college afternoons and evenings. He was well-grounded in Hebrew, as the son of a prominent scholar, and he was one of the best pupils in the college, graduating in record time and with the highest honors. In 1900 he came to New York where the brothers established their present concern under the firm of E. Bers & Co., 10 Desbrosses street.

Mr. Bers is a member of the United Hebrew Charities, the Hebrew Orphan Asylum, the Montefiore Home, the Young Men's Hebrew Association, the Federation of Charities and the Mount Sinai Hospital. He is the president and treasurer of the Rubber and Metal Supply Company, of 157 South street, New York, and enjoys a wonderful reputation in business circles on account of his unflinching integrity and fairness.

The Bers brothers are pioneers in the scrap rubber line and do an international business.

Mr. Aaron Bers was married in October, 1910, to Theresa Blumenthal, who is of a very respectable New York family, the daughter of Mark and Clara Blumenthal. They have two young sons, Julian Emanuel and Harold Theodore. Mrs. Bers is a sweet, charming and intelligent woman and the couple is ideally happy.

In religion, Mr. Bers is conservative in tendency; having received, as has been stated, a thorough Hebrew training, it is his greatest delight to quote a text from the Bible or Talmud. He will bring up his children in a modern Jewish-American spirit.

Asked what he considered made for success in life, Mr. Bers declared to the writer of these lines, that honesty, energy, perseverance, good judgment, and familiarity with one's own business are the sure road to any man's success in his chosen line of work.

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An indomitable will and untiring energy have served to place Mr. Joseph Biberman in the position he now occupies in the business and commercial life of Philadelphia. Taking into account his age, and the comparatively short length of time he has been in this country, Mr. Biberman's rise may well nigh be termed meteoric. He is only forty-two years old, having been born July 9, 1875, and he has come to America as recently as July, 1893.

JOSEPH BIBERMAN

The place of Mr. Biberman's birth was Granoff, Padol, Russia. His parents, Moses and Miriam Biberman, who are both alive enjoying the happy fortune of their children, were in fairly good circumstances in the earlier part of their life, his father being a prosperous merchant. He was honored and respected by the Jews of his native town for he was a man of learning, a Hebrew scholar, and Talmudist. Joseph too was given an Hebraical training, and although his father had a secret hope that his son would continue in the study of his Talmud, the lad drifted into business; but he soon understood that his fortune would never be made in Europe. At eighteen he was in America together with his father and younger brother Lewis. For one year he earned a livelihood by peddling but this means of support did not appeal to him and he turned to tailoring. For two years he worked at the machines—and during this time had managed to save a little money. With his brother Lewis, he began to manufacture on a very small scale. Year by year their capital increased and year by year their business ability professed itself more strongly. The concern of Biberman Bros. at Twenty-third and Chestnut streets, today is one of the largest manufacturers of ladies' robes and dresses in the country. The firm operates three large plants and employs nearly a thousand hands. Mr. Biberman's rise in the business world is a striking example of the opportunities this land offers to those who want to make their way and who have the persistance to fulfill their desires.

Mr. Biberman's life interests do not stop with his business. He takes a very active part in charitable and social work, and is a liberal donor towards every good cause. He is a director of the Hebrew Orphans' Home, member of Equity Lodge, F. and A. M., member of Mikveh Israel Congregation, and contributor to almost every institution of Philadelphia.

By nature, Mr. Joseph Biberman is of the cool, calculating type. He is rather conservative, but when his mind is made up he enters upon an undertaking with heart and soul. He is a home-loving man and his happiest hours are spent in the company of his wife and children.

Mr. Biberman was married to Miss Eva Goldich, May 30, 1899. Her father was a well-known merchant downtown. Mr. and Mrs. Biberman are the proud parents of three children. Their oldest son, Herbert, was graduated from Central High School and now attends Wharton Preparatory School and hopes to pursue a course in law. Their daughter, Rebecca, attends high school and their son, Edward, who is only thirteen, is considered one of the brightest pupils of the Germantown High School.

"To succeed in life, it is essential to get all the education one can," Mr. Biberman said, "and in business itself it is necessary to adopt an attitude of sympathy and righteousness, particularly toward the help whose good will every successful business man must have."

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A visit to the plant of Biberman Bros. on Twenty-third street, bears proof to the sincerity of this last remark. Their factory is well-lighted and sanitary and an atmosphere of contentment pervades throughout. All employes are given full holidays both Saturday and Sunday during the months of July and August, with no loss of pay. Mr. Biberman feels that contented employes are a source of a manufacturer's success.

LEWIS BIBERMAN

The life story of Mr. Lewis Biberman has been so closely knitted with that of his brother Joseph that one might almost say that their entire careers, their struggles from the poverty to a position of affluence and wealth have been identical. And yet in the many enterprises upon which they had jointly brought their energies to bear, they combined the driving force of two different temperaments, a fact which to a great extent explains their phenomenal growth in the business world. To the reserve, and conservatism, of the older brother, Lewis has added a warmth of temperament, a sympathetic heart and a glow of imagination. There is no doubt that in addition to the keen business judgment that these men display, the welding of their varied temperaments into one business force has been the power that raised them to the eminent position they now hold in the commercial life of Philadelphia.



Lewis Biberman was born September 1, 1879, in Granoff, Padol, Russia. Until his fourteenth year he was a Yeshivah Bochur, and at that age he left off his studies to come to America with his father and older brother. Being younger than Joseph the burden of suffering naturally devolved upon him, as he had never before experienced the many hardships that fall to the lot of those who must support themselves in early boyhood. His first week's salary was a dollar and a half and a goodly part of this went toward the support of the family. His experiences in the main were similar to those of his brother; for a while he peddled and later learned tailoring which he left off when he went into business.

To spend an hour with Mr. Biberman is really worth while. His openheartedness and affability attract one to him. No wonder that his friends and associates and even his employees make him their confidants. It is his readiness to see the other man's point of view that has gained for him the love and respect of all who know him.

Mr. Biberman is director of the Eaglesville Sanitarium, director of the Beth Israel Temple, member of the Equity Lodge, F. and A. M., Keystone Chapter and Joppa Council. He contributes not only to practically every institution, but does a goodly amount of private charity. Needy cases brought to his attention are always investigated and looked after.

Mr. Biberman is a man of intelligence, a Hebrew scholar and interested in general topics as well as in questions relating to Judaism.

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In every respect Mr. Biberman exemplifies the Jewish heart and mind developed in the soil of democracy and Americanism. If our American Jewry is to be judged by the type Lewis Biberman represents, then there need be no fear about the future of Judaism in this country. Such a type is devoutly to be hoped for. Honest, straightforward, he believes in everything that is right and just. Can there be a higher form of Judaism? It is the sum total of all religion.

Mr. Biberman was married to Miss Eva Kerns, of Milwaukee, on August 2, 1904. Mrs. Biberman is descended from one of the finest families in Padol, Russia. She is actively engaged in many charitable and communal organizations particularly so in the Hebrew Orphan Home and the Ladies' Auxiliary of Beth Israel.

Mr. and Mrs. Biberman are the parents of three daughters, Gladys, Geraldine and Bernice.

"Hard work and honest dealing will bring their reward to every man," Mr. Biberman said. "A man reaps as he sows," Mr. Biberman added.

ISIDORE BLAUNER

The ancient proverb, "From a small acorn sturdy oaks shall grow," has been more than exemplified in the biography of Mr. Isidore Blauner, of the firm of Blauner Bros.

Born in the City of Tarnov, Austria, May 25, 1876, Mr. Blauner arrived in the United States when but a school boy, eight years of age.

Though living in humble surroundings in the great East Side of New York, he early took advantage of the opportunities offered by the business and technical schools of the district. With a natural talent for business, the young man worked early and late, determined to master all of the details appertaining to the buying and selling of the cloak and suit business. In 1897, Julius and Isidore Blauner originated the firm of Blauner Bros., which was then located in a small building at 21 Broome street. The house of Blauner Bros., at present located at Thirty-seventh street and Broadway, is recognized as one of the leading suit and coat houses of the country, their selling organization extending from Maine to California, with resident agents in many of the larger cities.

Mr. Isidore Blauner is a natural organizer, making every employe a cog in the great wheel of system which he has installed; his intuition has led him to avoid many of the business cares with which other concerns are hampered, securing the maximum of efficiency with the minimum of effort.

Mr. Blauner says that it is not only honesty and integrity of purpose which characterize the methods of serving, but the same high standard is maintained in buying and selling of merchandise. Mr. Blauner is unpretentious and unassuming, but yet one requires but a few moments of personal intercourse with him to appreciate the many finer qualities that have secured for him both the eminent position that he now holds in the business world and the love that is shown him by the Jewish population at large. The interviewer was impressed by his unusual intelligence, his remarkable business acumen, his openhearted, frank, sympathetic nature, and above all his sincerity. One

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instinctively feels that Mr. Isidore Blauner means what he says, and never says anything that he does not mean.

This story would be incomplete if we omitted to mention the beautiful deeds of charity which Mr. Blauner is constantly performing. While his name can be found on nearly all of the reports of standard institutions, this phase of his benevolence is but a mite compared with his individual personal service which extend not only to his native Galician home, to his persecuted co-religionists in Europe, but to the relief funds of all the belligerents.

Mr. Isidore Blauner retains directorships in the Har-Moriah Hospital, Downtown Talmud Torah, and is actively engaged in the work of the Galician societies and New York Federation of Charities.

In 1903, Mr. Blauner married Martha Jacobs of New York. They have six children, two daughters and four sons.

SAMUEL BLICK

The New York Butter and Egg Exchange, consisting of over four hundred members, is one of the largest organizations of its kind in the country, if not in the world. This association was organized by Mr. Samuel Blick in 1916, and the benefits derived from the formation of this organization have been many, both to the consumer and producer.

The story of Mr. Blick's life is another example of persistence and hopefulness. Although Mr. Blick is now a wealthy man, yet he can recall the days when he was practically penniless. But what carried him over his years of trouble was the fact that he never lost heart; no matter what pranks fortune played him, he was always up and ready, willing to meet the next difficulty and overcome it.

Men of less spirit would long have given up. The reverses that Mr. Blick often encountered only developed the finer qualities within him, until he finally made his success. Today Mr. Blick is one of the largest butter and egg dealers in the market.

Samuel Blick was born August 16, 1872, in Wolochesk, Russia. His father, Israel, was a pious Jew and well liked in the community. Samuel remained at home until his seventeenth year, when he came to America. Here he found employment candling eggs. But within a year he went into business himself. He opened a retail butter and egg store, and later sold on a larger scale to grocers and bakers. During the next few years he continued in the same line, selling both wholesale and retail. He saved considerable capital and with nine other butter and egg dealers formed a corporation under the firm name of The Consolidated Butter and Egg Company. Here Mr. Blick met with business reverses—and after all creditors were paid off he was left with no funds. Mr. Blick was not discouraged; he started over and built the foundations of another fortune. Today he is again in the wholesale butter and egg business and conducts one of the largest places in this part of the country. At a cost of over $20,000 Mr. Blick has introduced a large egg breaking plant and over $40,000 of eggs are broken and separated each week at his place of business on Greenwich Street.

Mr. Blick has been connected as contributor or member with every charitable organization in Brooklyn. He is a member of the

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Brooklyn Federation of Charities and was one of the organizers of the Temple Shaari Zedek of Brooklyn. He is also a Mason, Shriner, and member of the Independent Order Brith Abraham.

In 1895 Mr. Blick was married to Miss Rose Lieberman and they are the parents of three sons. Lewis is connected with his father's business in the capacity of secretary and manager. William is manager of the egg-breaking plant, and the youngest son, Herman, who just finished his high school course, is also learning the business.

"Stick to one line, and never give up. Work hard till you make a success. Don't try a new line that you know nothing about; stick to your own and you must come out on top," is Mr. Blick's advice to young men entering business careers.

M. D. BLOCH

There are mighty few Jews on this side of the Atlantic who have not heard of Dr. Joseph S. Bloch, the renowned Jewish representative in the Austrian Reichstag. Those who have been born and brought up in Austria know what a conspicuous figure he had been there for several decades. They will recall his *Austrian Weekly*, which has for years been the leading organ and mouthpiece of the Austrian Jews to offset anti-Semitism. They will recall his political activities and the important role he has played in the Parliament. Not only natives of Austria, but every one who is acquainted with German-Jewish literature has heard of Dr. Bloch as author of many German works pertaining to different periods of Jewish History and of his commentaries on the Bible and the Talmud.

In New York city there lives Moses David Bloch, a prominent Jew and brother of the illustrious Dr. Bloch. Although both brothers have approximately been brought up under similar conditions and circumstances, being the sons of Israel L. and Neche Bloch, of Dukle, Galicia, still both brothers have parted their ways early, seeking and following diverse occupations.

Dr. Bloch studied for the ministry, became a profound scholar and later, after holding down several rabbinical posts in Austria and Germany, he turned to politics. M. D. Bloch, however, steered his way to America. His ambition was to become a successful merchant, and he knew that the United States held out unlimited opportunities to every man who is not afraid of hard work, and he has made an unusual success.

At first he earned his living by peddling, later he learned the trade of cloak making, and then took to contracting. For ten years he remained in the retail trade, contending with severe hardships, but his native ability and his honest business methods overcame all obstacles, and he has become a very successful manufacturer of dresses. He occupies spacious quarters at 152 West Twenty-fifth street.

During the time Mr. Bloch devoted his energies to business he has also managed to attain for himself a good name and give his children a proper rearing. In the business world he stands high. And both he and his wife, nee Dollie Siedwertz, had been most fortunate with their children. They are parents of six daughters, all of whom are married to successful and well-known New York business men. The oldest daughter is now Mrs.

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Julia Gross; the second, Rose Goodman; the others in order, Janet Goldstein, Rebecca Brill, Fannie Sterngold and Lillian Schwartz.

Mr. Bloch was born at Dukla, Galicia, on August 23, 1855. He married in 1878. He is known to be an honest, interesting and benevolent man.

JULIUS BLOOMFIELD

Were the requisite space at my disposal I could write pages about the remarkable ability of Mr. Julius Bloomfield, the well-known wholesale milliner of No. 663 Broadway, but as I am necessarily limited I will only attempt to bring out a few of the chief characteristics of this well-known mercantile genius.

Mr. Bloomfield was born in Cracow, Austria, on November 18, 1878, and came to America twenty years later. His first employment was in a factory at $3 per week. Later he learned the millinery business, and in 1907 embarked for himself. At that time the wholesale millinery business was undeveloped, and none could foretell the great future before him, but Mr. Bloomfield demonstrated what one can accomplish in this world by means of energy, work and honesty. He not only developed for himself a business which is estimated to be thrice that of any other wholesale millinery establishment in the world, but competitors began to pursue his methods, and by imitating him, many have worked up a successful business in the field in which he was virtually the pathfinder.

Mr. Bloomfield's answer to the question as to how he was able to achieve such success, was that hard work will bring success to anyone. He emphatically refuted the assumption that one is oft compelled to tell untruths in business and insists that if a man will tell the truth at all times, and under all circumstances—even when he faces an apparent loss—he will eventually be rewarded.

On May 12, 1904, Mr. Bloomfield led Miss Minnie Siegel to the altar, and they are now the proud possessors of two daughters, Myrtle, aged twelve, and Sadel, aged seven. Mr. Bloomfield is a member of the Federation, of Temple Beth-El and of Congregation Zichron Ephraim, and does his full share for the community in general.

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Among the successful Jewish physicians of Pittsburgh. we must mention the name of Dr. Solomon Blumberg, of 1712 Carson street, whom the writer had the pleasure to visit and interview.

DR. SOLOMON BLUMBERG

Dr. Blumberg was born on January 15, 1872, in Wilkovisk, Government of Suwalk, Russia, as the son of Leib and Yetta Blumberg. His father, a Talmudic scholar, gave him a good Jewish education, but young Blumberg turned his attention to secular education, and with his sharp, well-trained mind, he made a great success of his study. He became a student of the gymnasium, and was always exempt from the payment of tuition fees, as he always passed his examinations with the highest marks, which entitled him to study without charge. While in school, he supported himself by giving lessons, and among others, he gave instruction to the son of the chief of the local "gendarmerie." It was through the interest taken in him by the director of the gymnasium that he obtained this position, and it was again through the influence of this director that he was later admitted to the University of Warsaw.



He became a student of medicine, distinguishing himself by a medal and a prize of 250 roubles in cash and a year's exemption from tuition fees. Having obtained his doctor's degree in 1897, Professor Jastrow chose him as his first assistant, but since his father had been in America for the last six years, having come here after he was expelled from Moscow, he gave up the offer and went to seek his fortune in the New World.

Before going to America, he stopped in Germany, where in the course of nine months he took post-graduate courses at various universities, deepening and grounding his knowledge of medicine, so that he was a real master on his arrival in America.

He came to Pittsburgh where he became associated with his uncle, Dr. Albert Blumberg, a prominent physician, who later lost his life in a terrible accident. After some time spent in this manner, Dr. Solomon Blumberg opened an office for himself, and his great knowledge of medicine helped to make it a wonderful success.

At the present moment Dr. Blumberg is a member of the staff of the Montefiore Hospital. He belongs to almost every important Jewish organization in Pittsburgh, and has traveled through Europe and America in 1905 and 1911, to learn the exact status of the medical knowledge.

Before the death of his father, Dr. Blumberg promised him not to take a wife until he had provided for his mother and two sisters. He therefore remained single until the age of forty. But it seems that it was worth while to wait so long to get a wife, such as he was fortunate in finding. The writer of these lines spent some time in the company of Dr. and Mrs. Blumberg, and he found Mrs. Blumberg, who before her marriage was Miss Anna Stein, to be one of those rare personalities who gain one's sympathy and respect the moment you make their acquaintance. Mrs. Blumberg is a finely educated young woman; born in Bialystok, Russia, she was brought up in this country,

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and is remarkably versatile and interested in all of her husband's activities. Dr. Blumberg has known her since her childhood, and they were married on March 26, 1912. A child was born to this couple and they named it Leon David.

Mrs. Blumberg is very active in Jewish organizations, especially the Council of Jewish Women and the Montefiore Hospital, and she is a directress of the Ladies' Auxiliary.

ABRAHAM ELIHU BOOTH

There are very few Jewish young men who have succeeded in gaining the high reputation that Mr. Abraham E. Booth, of the firm of Julius D. Booth, now enjoys in the commercial world. Although Mr. Booth is still a comparatively young man, he has accomplished much in the fifteen years of his business career. The business of the firm has grown steadily, and today he is one of the recognized leaders of the dress manufacturing industry in the city. However, it is for his personal traits that Mr. Booth must be commended. He is a man of modest, retiring disposition who makes no attempt to come before the public eye. He has often been asked to hold office in various industrial and communal organizations, but he has repeatedly declined.

Abraham E. Booth was born April 20, 1885, in New York city. He attended public school, and after graduation was admitted to the De Witt Clinton High School, from which institution he was graduated in 1902. This was all the academic training he received, for he then entered the business that his father was engaged in. He started from the bottom and worked his way up. He has always been identified with the business and its growth, and for quite a few years before succeeding to the head of the concern, he assisted in the management of the firm's affairs.

From his father's side Mr. Booth is descended from a prominent family of rabbis and Talmudists. His father, Julius David Booth, who was himself a Talmudist of no little repute, is a lineal descendant of the Rabbi Isaac Avigdor of Kovno, who was noted throughout the province as a Talmudist and Maskel.

True to the traditions of his family, Mr. Abraham E. Booth is keenly interested in all matters pertaining to Judaism, although he takes no active part. He supports almost every worthy Jewish undertaking and contributes to many Jewish charities. He is a member of the Jewish Federation of Charities of both Brooklyn and New York. Among the institutions toward which Mr. Booth contributes are the Home for the Aged, Stockton Street Talmud Torah, and Beth Israel Hospital. He is also a member of the Congregation Glory of Israel and a member of the Centennial Lodge I. O. B. A. and Shakespeare Lodge No. 750, F. and A. M.

On June 2, 1908, Mr. Booth was married to Miss Ray Lauterstein, and they are the parents of three children, Pearl, aged six; Victor Arthur, aged three, and Herbert, aged two.

"Personal efficiency and absolute honesty not only in fact, but also in thought, are prerequisite for success," Mr. Booth said when asked to give his advice for success in business. Economy, while important, is not the prime factor.

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The writer considered it a great pleasure to interview Mr. N. H. Bornstein, who is so popular among all classes of Jews and is known everywhere for his active participation in everything to the advantage of our Jewry. Mr. Bornstein, who heads an enormous wholesale millinery establishment at No. 610 Broadway, is one of the most prominent and leading business men in the trade. His firm stands high, with never a blemish on its history, but Mr. Bornstein's popularity and importance goes much further than his prominence in business, because he is one of the most efficient communal workers we have.

NEWMAN H. BORNSTEIN

Newman H. Bornstein was born on March 14, 1866, in Sokolov, Poland. His grandfather, after whom he is named, was a *Guter Yid*, known as Rev. Nochim Hirsch, of Wengrow. To America Mr. Bornstein came on July 3, 1889. The first three years he worked for his brother-in-law making caps. Then he returned to Europe, coming back after nine months, and again worked for a year at the same trade. Later he started for himself, with a capital of $46 and a strong determination to succeed in life. Many a time his hopes were dashed, but he never lost courage and eventually he won out. At the outset he was in the cap business, but for the past fourteen years has been a manufacturer of millinery, making and selling all varieties of ladies' hats.

He married Ethel Marcusfeld in Europe in 1885. Their marriage has been blessed with five sons and two daughters, and all the children—four of whom are already married—are very capable. All who know Mr. Bornstein envy him for his accomplished children, who idolize him, and, in general, are an example of beauty and virtue.

Mr. Bornstein is a director of the Beth Israel Hospital and Uptown Talmud Torah. He is the vice-president of the Ohab Zedek Congregation, and for four times was the president of the Mezeritzer Congregation, of which he was one of the founders and builders. Mr. Bornstein gives a "day" to the Home of the Daughters of Jacob, where he is a prominent member. He is a member of all the local Talmud Torahs, helping every good Jewish cause. He is a strict adherent to traditional Judaism and a Sabbath observer. He is also a member of the Federation of Jewish Charities, for which movement he has high hopes.



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When Albert H. Bramson was a youngster he displayed business genius, which today, although he is but twenty-six years old, has brought him to the top of the ladder of success. When a boy he was the most prominent newsboy in Cleveland. Not being satisfied with simply selling Cleveland newspapers, he originated the plan of selling out-of-town papers at a stand which he placed in a prominent place on the square. This plan proved so successful that today numerous stands are located in various parts of the city. Mr. Bramson was born in 1891, in Wilna, Russia, the son of Moses and Pearl Bramson. In 1895 the family came to Cleveland and have lived here ever since. He attended the public schools and high schools and later took a two-year law course at the Cleveland Law School.

ALBERT H. BRAMSON



At the age of eighteen, when most young men are attending college or leading a life of leisure, Albert entered into the real estate business. His rise was remarkable. It was not long before he made himself felt in the community and although just a youth, had a large suite of offices with several people under him. Several successful allotments were opened by him.

Having attained success in the real estate business he branched out into the building business. Today he is the head of two prosperous and well known concerns, the Bramson Realty Company, and the Bramson Construction Company, with offices at 1030 Schofield building. About three years ago this ambitious young man was one of the organizers of the Superior Building and Loan Association, one of Cleveland's leading loan and building companies, capitalized at $2,500,000. He succeeded so well in its organization that he started another company, the Big Five Savings and Loan Company, located at the corner of Denison and West Ninety-fifth streets, of which he is president and active manager. Every enterprise that Mr. Bramson goes into turns out successful, for he has exceptional business ability and a reputation for honesty.

He married Miss Annette A. Wheye, of Cleveland, on September 10, 1913. They live in a magnificent home on Riverside road, West Park, O. Although a very busy man, Mr. Bramson finds time for the various organizations he belongs to. He was president of the Herzl Zion Society and a prominent member of the Independent Order B'nai B'rith and other organizations.

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EDWARD I. BRAMSON

An interview with Edward I. Bramson, who is the head of Bramson & Co., silk merchants at No. 15 East Twenty-sixth street, is one that afforded the writer an unusual measure of satisfaction, for Mr. Bramson is a splendid and striking example of what the new Judaism and the new world will produce and what the younger generation may prove if accorded the proper bringing up.

Mr. Bramson is practically a product of the Metropolitan district, having been born in 1879 in West Hoboken, N. J., where he spent his earlier years. There is great *Yichas* attached to his family, the most famous personality being his mother's cousin, Dr. Zaminoff, who is known throughout the world as the creator of Esperento, the universal language which is enlisting so many additional disciples each year. His father is a lineal descendant of a famous family of rabbis and is a *Lamdan* of note, but did not elect to follow the Rabbinical calling, and while still residing in the old country entered into the manufacturing of silk shawls in the city of Bialystok. Later on when he came to America he continued in this business, and this was probably a factor in deciding the son to enter the silk business. In later years the senior Bramson moved to New York, retiring from active business, dabbling occasionally in real estate, and devoting himself to Jewish learning. In West Hoboken he engineered the building of the Temple of Israel of which he was the president for many years. He is a wonderful *Sofer* and wrote the tablets now in the Henry street synagogue, this city, and his work is admired by many professionals.

But to return to the subject of this sketch. When Edward left public school his father took him to Wall street (where he had quite some dealings) in order to acquaint him with finance and to learn the value of money as a commodity. Mr. Bramson declares that this tutelage showed him how to regulate his finances, and was a material aid in his attaining success. He took charge of an office for a large manufacturing house and threw himself into the whirlpool of business with all the fire and energy characteristic of youth. He soon started to deal in silks and his activities caused a commotion in that line. He knew how to buy and how to sell, and he was a contributing factor in making Paterson the wonderful silk center it now is. He bought such large quantities at such high prices that other dealers wondered how he could afford it, but his methods proved correct and he was the means of causing at least 50 people to enter into silk manufacturing, they knowing that Mr. Bramson could use their entire output. Today he is owner of silk mills in Paterson, N. J., and in New Bedford, Mass., and employs hundreds of people.

While, necessarily, Mr. Bramson is a very busy man, conducting such large enterprises, at the same time he does not allow his business to absorb him altogether, but manages to keep his head above the waters of materialism, giving much of his time and money for the benefit of the community. He is a member of many charitable institutions, and was an active co-worker in the organization of the Federation of Jewish Philanthropies, having had the organization of those identified with the silk industry as his especial charge and he discharged his duties in a remarkably successful manner.

In business circles he is regarded as a leader in his line and his competitors watch his every move, generally following his leadership, because they know it eventually spells success.

In private life Mr. Bramson is extremely kind and sympathetic, and outside of his work for the community in general his ambition

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is to work to help the various members of his family achieve success, considering this his bounden duty.

I asked Mr. Bramson what he considered most essential for a young man who wishes to attain success. His reply was, "the first thing a young man has to learn is to be a financier in a small way. It matters not how little money he has, if he will learn how to finance on small amounts, he will know how to deal with larger problems when the time arrives. I also consider a prime requisite to success the making of a friend of every person with whom you come in contact, for friends are an aid to ultimate success."

On the 21st of April, 1909, Mr. Bramson was joined in wedlock to Florence, daughter of Herman Markowitz, a prominent Jewish business man. Mr. and Mrs. Bramson are the proud parents of two children.

LOUIS DEMBITZ BRANDEIS

"To the Honorable Louis Dembitz Brandeis on his sixtieth birthday, November 13, 1916, Associate Justice of the Supreme Court of the United States, President of the Provisional Executive Committee for General Zionists affairs, imbued to the heart with American and Jewish ideals, an indefatigable worker in translating them into action—a testimonial of gratitude for his services to the Jewish People and a tribute of love and loyalty to our leader."

This unique and eloquent testimonial which was tendered Justice Brandeis on the occasion of his sixtieth birthday by the Provisional Zionist Committee would of itself quickly awaken eager interest in its recipient were he not already so prominent a figure in current American affairs and so distinguished an example of reliability and integrity in public life.



Louis Dembitz Brandeis was born in Louisville, Kentucky on November 13, 1856, and was educated at the Louisville elementary and high schools. While still a young fellow, he accompanied his parents to Germany, where he attended the Annen Realschule at Dresden, 1873-5. He made the most of this opportunity for a thorough scientific training, and when on his return to America, he entered Harvard, he continued his studies with his habitual diligence and earnestness, receiving in 1877 his degree of LL.B., together with many distinctions and honors. He did not enter upon the practice of his profession immediately upon being admitted to the bar in 1878, but preferred to wait one year, perfecting himself in all the details and intricacies of the law. In 1891 he received an honorary A.M. degree from Harvard, and in the same year married Alice Goldmark of New York, one of the three distinguished sisters who were so prominent in social work of the wisest and most admirable order.

Justice Brandeis is universally recognized as a radical reformer of social conditions, a broad-minded arbitrator between capital and labor, and an ardent champion of the masses. When, in 1910, there was a

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tremendous protracted strike in the tailoring industry in which over 700,000 Jewish cloak makers were involved, a final outburst which resulted from the continual wrangling between capital and labor. Justise Brandeis, with keen penetration and insight into existing conditions, originated the now famous practice of the industrial protocol. The protocol is a unique agreement entered into at New York by the International Ladies' Garments Workers Union and the Manufacturers' Protective Association for the adjustment by arbitration of the differences arising between the labor organizations and the employers without recourse to strike or lockouts. The industrial protocol provides for boards on which the unions and manufacturers are equally represented, and its general effect has been to substitute law for war in the clothing industry. Through it the garment workers have secured higher wages, shorter hours, and more sanitary conditions; the manufacturers better and more dependable help, and the public exemption from wasteful and often violent strikes and lockouts that periodically paralyzed not only the tailoring industry of New York but many dependent industries as well.

In 1910 Justice Brandeis appeared for the shippers in the hearing held before the Interstate Commerce Commission relative to an increase in the freight rates asked for by the railroads. And in 1914 he was again counsel for the people in proceedings involving the constitutionality of the Oregon and Illinois women's ten-hour law, the Ohio nine-hour law, the California eight-hour law and the Oregon minimum wage law. In connection with the proceedings for the restriction of the hours of labor in these State, Justice Brandeis, with the aid of Miss Goldmark, drew up an excellent brief which is considered a classic, so useful is its detailed and certain knowledge for similar controversies. He has been instrumental in preserving the Boston municipal subways system and in establishing the Boston sliding-scale gas system and the Massachusetts savings bank insurance.

The various inquiries and investigations in regard to the New York, New Haven and Hartford Railroad in 1912 and 1913 elicited from him in his opposition to the New Haven monopoly of transportation in New England a vigorous denunciation of the road's administration. With his usual keen and discerning penetration, with his sharp and acute apprehension, he succeeded by a quick study of railroad conditions to point out to railroad efficiency experts of long years standing a method whereby a million dollars could be saved daily by more skilful administration.

Of the many legal government cases in which Justice Brandeis was prominent, as for instance, the Riggs National Case, 1915, by far the most famous was the Ballinger-Pinchot investigation. In connection with this investigation, Justice Brandeis was one of the earliest advocates of the adoption of a radical policy of conservation of public resources, acting as counsel for Luther B. Glavis and supporting Gifford Pinchot in the latter's bitter attack on R. A. Ballinger.

When in 1916 Louis Brandeis was brought up before the Senate as appointee for the bench of the Supreme Court, a great storm of bitter opposition was raised. This antagonism was actuated not so much by racial prejudice, although there was considerable of that, as by his political sentiments. Mr. Brandeis, as a confirmed radical reformer of social conditions, as a defier of exploiting trusts and profiteers, was a bitter pill for the Senators to swallow. But Mr. Brandeis had a staunch advocate in President Wilson, and was duly appointed. It is putting it very mildly to say that Justice Brandeis has justified the

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confidence that was placed in him. He has established a reputation for justice, integrity and broad-mindedness in this important and delicate position which cannot be outrivalled. And as if in further proof of his value to his country in this capacity, Chief Justice White of the Supreme Court refused to confirm Judge Brandeis' nomination for membership in the Mexican Commission on the ground that his services in the highest court of Justice in the land were of the utmost utility and significance and could not be dispensed with. For troublous times like these call for just, unprejudiced, penetrating, clear-thinking and far-sighted minds.

Justice Brandeis has achieved great distinction among the Jews in spite of the fact that it is only a few years since he has awakened to the needs and demands of his race. For fifty-six years of his life Mr. Brandeis had no connection, however remote, with the Jews as a people. Brought up amidst luxury, dwelling and carrying on his business among the intellectual aristocrats of this country, Mr. Brandeis made no effort to enter into any contact materially or intellectually with the Jews. However, it needed but the arrival of a few Russian intellectuals, among whom was the renowned Schmarya Levin and an accidental encounter between the two parties to convince Mr. Brandeis of the needs and demands, the hopes and ideals of his race. And with customary insight and penetration he was able to acquire within a couple of years a knowledge of the intricate and minutest details of the Zionist movement as could not be equalled by men who had spent their lives for the cause. From the moment he realized the service he could render his people, he was not content to give mere passive sympathy and the value of his prestige but became an ardent and militant exponent of the cause. The Zionist rank and file, on the other hand, quick to realize the manifold advantages of the co-operation of so prominent a figure in current affairs, immediately appointed him chairman of the Provisional Committee of Zionist Affairs, a position which gave him the command of the Zionistic activities and greater power than men who had spent all their lives for the cause. In the recent controversy between the American Jewish Committee and the Congress Committee over the issue of an American Jewish Congress, Mr. Brandeis was an outstanding figure in the Congress Committee, for he realized that that committee represented the will of the masses

In spite of the fact that it is against tradition for members of the Supreme Court to indulge in political or social movements, Louis Brandeis was so much interested in the Zionist cause that in 1915 he started negotiations with Balfour, who was then on a visit to the United States, regarding the Allies' aid in securing Palestine for the Jews at the council of nations following the war. Justice Brandeis, with his versatility of mind, with his keen perception of facts, and conditions, with his well-deserved reputation for reliability, integrity, honor, with the love that the masses bear him for his ever-ready championship of the downtrodden, is a most valuable asset to the cause of Zionism in America —American Zionism which is the hope of so many Jews in the world. Mr. Brandeis is the author of valuable articles on public franchises in Massachusetts, of articles pertaining to life insurance, wage-earners' life insurance, scientific management of labor problems, the trusts, and on Zionism and Jewish problems. He is also a prolific contributor to *The Legal Review*.

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VICTOR DAVID BRENNER

For thousands of years, the Jews had nothing to do with art. The plastic arts especially had the least opportunity for development. Sculpture in stone hardly existed at all among the Jews because of their revulsion from and abhorrence for idolatry. They possessed neither clay idols nor sarcophage, which latter, in Phoenicia and Egypt afforded opportunity for art display, nor are any sculptured decorations of their stone houses known. In the Ghetto, this prohibitive injunction, together with the general misery and squalor, were instrumental in curbing all artistic instinct and ability, with the result that the world had given up all hope of ever finding artists among Jews.

In the nineteenth century, when direct contact with European culture and enlightenment dispelled all clouds of superstition and awoke the Jews to a true appreciation of art and beauty, there arose an astounding number of Jewish artists. Joseph Israels of Holland, Max Lieberman of Germany, Ephraim Lilien of Austria, and Moses Ezekiel of America, are only a few of that distinguished galaxy of Jewish artists that have blasted the superstition that Jews have no inclination towards creative art.

One who deserves to be ranked with these as obtaining much recognition here in America for Jews in Art is Victor David Brenner. Mr. Brenner was born at Shavly, Russia, on June 12, 1871. When he was nineteen years old he emigrated to America, and started business as die cutter. But his creative genius did not allow him to become reconciled to so prosaic a vocation, and every available spare moment was devoted to the work he loved, especially to portraiture and bas-relief. In a very short while he realized the impossibility of stifling his talent, and his pent up impatience and heart burning discontent burst through his apparent resignation. And resolving to brave all obstacles and ignore all sacrifices he gave way to his cherished dream of studying at Paris. There, in 1898, he became the pupil of the eminent Louis Oscar Roty. Very soon his unusual talent, and the evident though subtle Jewish note of his productions, caused a great stir in the Latin Quarter of that famous city of art and budding artists. He acquired great renown and was finally persuaded by his friends in 1901 to display his art at the Paris Exposition and Salon. This exhibition made a great sensation, and flushed with the victory of renown and success, Brenner returned to America. Here his exhibition at Buffalo in 1901 and at St. Louis in 1904 were honored with many awards and trophies.

Mr. Brenner won laurels in portraiture and in etching, and his portrait of Washington won international fame. On the occasion of the fiftieth anniversary of the liberation of the Negroes, the United States Mint desired the issue of a new penny on which was to appear the portrait of Lincoln. The contest was announced, and of 500 models submitted to a board of eminent American artists under the auspices of the Treasury Department, Mr. Brenner's model was accepted. A few weeks later his exquisite portraiture, displaying all the grace of humility and kindness that are always associated with the character of Lincoln, was passing on bright copper coins through the hands of millions. Although it is allowable for artists to sign with their initials any designs for coins, the strong, undercurrent of anti-Semitism caused those initials, V. D. B., to be removed. Protest was raised on the superficial ground that the presence of the initials on the coins was merely a mode of self-

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advertisement, and in the next issue of the coins the initials were omitted.

Many of Mr. Brenner's works, etchings, portraits and bas-relief are displayed in the Paris Mint, the Munich Glyptothak, the Vienna Numismatic Society, the Metropolitan Museum of Art, New York, the Numismatic Society of New York, the Luxembourg Museum, and the Museum of Fine Arts, Boston.

Mr. Brenner shows unique and original talent in the Jewish tendency of his works, and has shown great interest in Jewish national affairs. He is very prominent in art circles and is a distinguished member of the American Numismatic and Archaeological Society, the National Sculpture Society, and the Architectural League and Arts Club, New York.

BERNARD BRINDZE

The career of Bernard Brindze, his rise to a position of affluence and influence in the Jewish community and in the commercial world proves that success is due not merely to a lucky turn of events in one's life, but to a constant steady grind and to an unquenchable desire to get ahead. At the age of eleven Mr. Brindze landed on these shores alone with practically no hope of assistance from any one, but his persistent, "never-give-up" spirit carried him through many difficulties and made it possible for him to hold out where other men of less courage would have failed. Today Mr. Brindze is recognized as the foremost painting contractor in the city and both the city and private corporations turn to him when they have large contracts on hand. Some of the contracts completed by Mr. Brindze include the Municipal Building, United States Express Building, Hudson Terminal Building, Hewitt-Bryce Building and others.

Bernard Brindze was born April 15, 1874, in Krakow. His father, Solomon, died when Bernard was an infant, and from his early boyhood the lad was filled with the desire to make his own fortune. He attended grammar school and in spite of the protestations of his mother, who wanted him to enter college, the lad left for America, trailing after some friends who were coming to this country. At first he found employment as stripper in a cigar factory where he received three bright silver dollars as his first week's salary. Two weeks later his envelope contained five dollars. He was surprised, and suspected that some error had been made. After inquiry this proved to be the case, but he was rewarded for his honesty, his salary continued at five dollars thereafter. Indoor work did not agree with him and he apprenticed himself to a painting contractor. He remained with one firm more than six years, and mastered every detail of the business. At the age of eighteen he opened a shop of his own, but eventually lost all that he had invested. This did not discourage him. He started over again canvassing for trade from house to house until he finally built up the wonderful reputation that the Bernard Brindze firm now enjoys.

But it is not only in business that Mr. Brindze has shown remarkable activity; he is also a prominent figure in the charitable work of the Jewish community. He has been one of the most active directors of the United Krakauer Aid Society and he contributes to almost every worthy charitable institution in the city. He is a member of Temple Israel of Harlem and a contributor to the Denver Consumptive Home, Mt. Sinai Hospital, Montifiore Home, United Hebrew

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Charities, Home for Hebrew Infirm and others. Mr. Brindze is also a member of Empire City Lodge F. & A. M., a Shriner and an Elk.

On December 18, 1892, Mr. Brindze was married to Miss Anna Kollender and they are the parents of four daughters. Harriet and Frances are graduates of private colleges, and spend much of their time in social work on the East Side; Ruth, who is only thirteen, attends Wadleigh High School, and Dorothy Naomi is at school.

"Never give up, never be discouraged by financial difficulties and face the music like a man" is Mr. Brindze's advice to young men. But above all he advises young men to be straight and always make their promises good.

BERNARD BRODSKY

Among the Jews in America there are many that display genius in business and industry. Yet had they remained in their native towns and hamlets they would probably have been unheard of, and would in many cases have ended their lives in poverty. But this country opened a world of opportunities to them and afforded ample means for developing their inborn powers.

Among these may be included the person of Bernard Brodsky. He is in this country only twenty years, having arrived in 1898 from Spola-Kieff, Russia. In his native town he worked in a dry goods store, where he earned a little more than the bare necessities of life required. At seventeen the desire to come to America took hold of him. He fancied he could much more easily make his way here and he has proved to himself and friends that his hopes were well-founded. In the few years that he has been in this country, Mr. Brodsky has accomplished much. Today he is one of the most successful men in the wool-pulling and tanning business.

In his native town, Mr. Brodsky showed unusual business abilities. When he realized that the opportunities in his home town were limited, he came to America. His first job was at the machine where he worked as operator on cloaks at first and on wrappers later. However, Mr. Brodsky saved what he could and bided his time until the proper moment arrived. In 1907, with a capital of one hundred dollars, he ventured into the tanning and wool-pulling business with his brother Hyman, and considering the short time in which they have been in business, their success is almost phenomenal.

Mr. Brodsky is good-natured and liberal and during the last few years he has done much toward the support of various Jewish charitable institutions in Philadelphia. He is a director of the Hebrew Orphan Home and is a member of practically every organization that helps the Jewish community. Mr. Brodsky is vice-president of the congregation Shaareh Zedek, member of Equity Lodge F. and A. M., president of the Merchants' Building and Loan Association, and director of the Perpetual Building and Loan Association.

On June 20, 1906, Mr. Brodsky was married to Miss Ida Rogoff and they are the proud parents of three sons, Isidore, Milton and Harold.

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Persistence, honest effort and sincerity of purpose have been rewarded in the case of Mr. Jacob Brodsky. A short sketch of his life serves as an excellent illustration of the principle that to the one who persists and hopes fortune eventually opens her fast-held doors. Mr. Brodsky's path to success was not paved with roses; he had his ups and downs, but whenever fortune turned against him he did not accept the decree as final. In fact at the age of forty he has lost almost everything he possessed, but he refused to be held down. His past experiences and difficulties became an asset and his setbacks only stirred him to greater efforts. He fought against great odds and won out.

JACOB BRODSKY

Jacob Brodsky, son of Hirsch and Ethel Brodsky was born November 15, 1867, in Spola Kiev, Gerebodna, Poland. His father was in the wheat business and was held in high esteem by the little Jewish community in which he lived for he was a man of pietv, integrity and learning. Young Jacob was brought up in an atmosphere of orthodoxy and until his fourteenth year received instructions both in Hebrew and in the vernacular. His mind, however, was set upon business rather than studies and in his fifteenth year he started in the dry goods line at which he remained almost ten years. As he grew older he realized the limitations of his native town and that together with a fuller realization of the strong racial prejudice that was growing against the Jews decided his course. Like thousands of other ambitious young men he wended his way to America. He landed in New York twenty-six years ago with fifteen cents in his pockets. He found employment in a tannery at $6 per week. Within the next few years Mr. Brodsky learned every part of the tanning business. He worked hard and his services were in demand. His salary was proportionately increased and within a few years he had saved enough to go into business. In 1902 he formed a co-partnership with a friend but after two years he dissolved partnership and went into business alone. Within a short time he lost everything he had with the exception of his good name. It was this fact together with his thorough knowledge of the tanning business that made possible his last venture in business some two years ago. Although he had little capital he was made co-partner in a concern that in 1916 was capitalized at about $10,000. The firm has grown so rapidly since that its assets today are estimated at over a million. The firm has headquarters in Philadelphia and operates three large plants in Philadelphia and Newark and is considered one of the largest in this part of the country.

Since Mr. Brodsky's business affairs have taken a turn for the better he has devoted much of his time and money for charitable purposes. He has become a liberal giver and is ready to lend his financial support to any good cause. He is a director of the Eaglesville Sanitarium, and chairman of the board of directors of the Congregation Shaareh Zedek, member of the B. F. Miller Lodge I. O. B. S., member of the Equity Lodge, F. and A. M., and contributor to the Mt. Sinai Hospital, Hebrew Orphans' Home, Denver Sanitarium and Federation of Jewish Charities.

Mr. Brodsky is a man of quiet retiring disposition. He makes no effort to place himself before the public eye; he does all the good when and where he can and everywhere acts according to the dictates of his heart. He is big-hearted and good-natured and is happiest when he serves his friends.

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On July 4, 1893, Mr. Brodsky was married to Miss Dora Goldberg and they are the parents of four children. Their oldest son Israel attended the Central High School and later completed a course in the Pennsylvania Military Academy. When the war broke out he was called to service and is now serving as first lieutenant in the army. Anna was graduated from high school and attended Drexel Institute; May attends high school and the youngest daughter Clara was just graduated from public school.

Mr. Brodsky believes that parents, particularly the richer ones, should deal a bit more strictly with their sons. He feels that many of the failures of the younger men are due to the fact that they had been pampered and fondled too much. He believes that a young man should be given a thorough training in some particular industry and whether he is a college graduate or not he should start from the bottom and learn the industry he hopes to make his life work, from the bottom up. This is the course he followed with his own son and Mr. Brodsky thinks that if more men would pursue the same course they would have better and more efficient men in the younger generation.

PHILIP BROUS

Mr. Philip Brous, head of the Philip Brous Co., makers of cloaks and suits at No. 144 West Twenty-seventh street, is one of the oldest Jewish immigrants and one of those men who, starting from the bottom of the ladder, in climbing, had his ups and downs, but he never lost his grip on things, always kept his head above water and is now again successful.

Mr. Brous was born on April 19, 1860, in Chechenowce, Poland. When of age he came to America. At home he was a tailor, and here he began working at cloaks, then became a contractor, started for himself in Division street, and later on Fourteenth street. He was quite high in the business world, when the wind of a cruel destiny suddenly threw him down, but he didn't lose his balance. He was always honest, enjoying the respect of the business world, and is once again the head of a successful firm. He has four of his sons, namely, Herman D., Jacob, Louis A. and Harry, successfully established in business, and this makes him happy.

Mr. Brous is a former director of the Beth Israel Hospital and one of the founders of the Beth David Hospital, to which he has contributed liberally. He is strictly orthodox, and has educated his children according to the tenets of our ancestral faith.

When Mr. Brous was nineteen years of age he married Miss Fannie Wooster, and they have five sons and two daughters. One of the sons, Leonard, who is only 21 years of age, recently graduated from Columbia as a B. A. and is now associated with his father in business.

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The average man gives his time and his energy only to his own interests for the upbuilding of his own home, for his future and that of his children. But if all did that, who would build society? Who would create institutions for the poor and the sick? Who would bring about all other institutions for the moral and intellectual development of mankind?

HERMAN BRUNER

The mysterious power which governs the universe has also taken care of that. It has created some men with a love for society, with an inclination to help mankind, and in spite of the fact that those people are never rewarded for their activity, they cannot refrain from doing their duty to humanity. They do their noble work because they love mankind, just as a father works for his children because he loves them and never stops to figure out how they will repay him.



Such a man is Herman Bruner. He is only 38 years old, having been born on the 31st of January, 1879, and during this time he has not only managed to gain material success, but he has also acquired a good reputation as a communal worker.

He is the first vice-president of the Machzikah Talmud Torah, of Borough Park. He is a director and a member of the Building Committee of the Y. M. H. A. He is a trustee and a member of the School Board of Temple Emanuel, in the Borough Park section. He is a 32d degree Mason, a prominent member of the Zion Hospital, and several relief societies and many other organizations.

But all this did not interfere with his success in business. That is the best proof that the common assumption that one cannot attend to business if he devotes himself to communal work is not always true. A man of real energy finds time for everything. The only difference is that the ordinary man devotes his leisure hours to theatres and other pleasures, whereas the born communal worker finds his pleasure in doing work for society.

Mr. Bruner came here from Bendzion, Province of Pietrikov, on the 11th of August, 1903. He is a descendant of a very prominent family which counts among its members, Itzchak Kimmelman, Rabbi of Benzin; M. H. Fishel, one of the most prominent merchants of that town, and his father, Mr. Wolf Bruner, is one of the most distinguished business men of that section. Upon his arrival in America Mr. Bruner began work as a shipping clerk. Then he peddled woolen goods, and for the last ten years has been in the wholesale woolen business, with headquarters at No. 621 Broadway.

Mr. Bruner is a man of the finest type, good hearted, kind and pleasant. He is also a very practical man and his advice to young men is to devote their time to commerce.

On the 13th of October, 1900, Mr. Bruner married Rose Glicksman, who is the daughter of Dr. Glicksman, a practicing physician in Chantstochova. They are the happy parents of four children, Adolph, Minnie, Alice and Jerome Seymour.

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JACOB I. BURNSTINE

Among the orthodox Jews of Philadelphia, Mr. Jacob I. Burnstine occupies a place of honor. Although he was brought to this country in his infancy and received his training and education in our American institutions, he strictly adheres to the traditions of his forefathers. He observes the Sabbath and dietary laws and all matters pertaining to Judaism, just as his parents observed them.

In certain Jewish quarters it is feared that there is a tendency among American born Jews to drift away from their religion. Mr. Burnstine has no such fears. "Give your children the right bringing up," he observed, "and there will be no likelihood of their drifting away." He is convinced that his children will follow his footsteps just as he has followed the footsteps of his father and there is no doubt that this observation is correct. The atmosphere of the home leaves a lasting impression upon the child's mind.

Jacob I. Burnstine was born July 15, 1860, in Suwalk, Russia. Both his father and mother were strictly orthodox and when in 1863 they decided to leave for America it was the hope that their religious ideals would in no way be impaired by their new environment. And in this they have succeeded, for not only did they themselves adhere to their faith, but they implanted a love for Judaism in their children as well. For more than ten years the older Mr. Burnstine sought to establish himself in various cities and for more than ten years traveled from place to place having at times lived in New York, Chicago, Detroit and Rochester. However, it was not only an economic stress that urged him on from place to place, but also a desire to find a suitable Jewish environment. In fact he left Rochester because there was no synagogue in that city at that time. In 1873, the family settled in Philadelphia and it is in this city that Mr. Jacob I. Burnstine spent practically his entire life. He received a public school education and also attended Hebrew school. At the age of eighteen, Mr. Burnstine ventured into the jobbing business with a capital of $50 and ever since he has been conducting his business on sound principles with which he had started. In the days when few merchants closed their shops on the Sabbath, Mr. Burnstine conducted no business and he has adhered to this rule to the present day.

Mr. Burnstine has been keenly interested in Jewish philanthropic and social work, and there are few organizations with which his name has not at some time been connected. He has been president of the Ohel Jacob Congregation since 1910, was one of the directors of the Hebrew Orphan Home for more than fifteen years, and was president of the Hebrew Sheltering Home, of which institution he is now honorary director. Mr. Burnstine has also done much for the Central Talmud Torah, and the N. E. Talmud Torah. He is a contributor to the Federation of Charities, Mt. Sinai Hospital, Lebanan Hospital, Eaglesville Sanitarium and many non-Jewish institutions.

Mr. Burnstine is truly a happy man for he has lived according to the promptings of his heart. However, Mr. Burnstine is not only a good Jew, but also a good American and he has taught many of his non-Jewish friends the grander and more beautiful things that Judaism stands for.

On December 19, 1879, Mr. Burnstine married Miss Annie Germansky. Mr. and Mrs. Burnstine have eight children, six sons and two daughters. Their oldest son, Abraham, is in business in New York, and his sons, Aaron and Samuel, are associated in business with

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him. Their other children are Sadie (Mrs. Samuel Heine), Reba, Joseph, Isaiah and Daniel.

All of Mr. Burnstine's children have received a thorough Hebrew training and Mr. Burnstine feels that every father should give his children a similar training for it is only in that way that the ideals of Judaism will be fostered in years to come.

FRANK S. COHEN

Although Mr. Frank S. Cohen, of Bridgeport, Conn., is the son of comparatively well-to-do parents, and his father, Israel, was a manufacturer of bricks in Russia and in a position to live comfortably, still Mr. Cohen found life very narrow in his native town and he left it for good in 1901.

He was just thirty years old at the time, having been born in 1871. He was married to the daughter of a well-known merchant, Miss Annie Reznikoff, and when he arrived in this country, he took to installment work as a wagon-peddler, exchanging it after two years for peddling with rugs and curtains for a year and a half. He then opened a small furniture store at 691 East Main street, where by hard and continuous work, from 6 o'clock in the morning until 10 at night, he made his little store a success and a fortune for himself, increasing it rapidly until he was able to take over an entire corner of half of a block. He also opened a number of branch stores, putting in charge of each his faithful employes who helped him to make his success in business. His generosity became well known, so that people began to seek him for advice and assistance. He became interested in many business enterprises, and owns interests in a number of corporations. His furniture store at 463 to 489 East Main street, known as the New York Furniture Company, is among the best known and most successful in Bridgeport, Conn.



Mr. Cohen saw service in the Russian army. with the rank of a non-commissioned officer, which was something remarkable for a Jew and the highest ever held by a Jew, having charge of around 225 people. He is a member of the Order B'nai Brith and the Independent Order Brith Abraham, Odd Fellows, the Woodmen of America and many other fraternal organizations. He is the president of the Hebrew Institute of Bridgeport and belongs to all Jewish organizations. He was recently elected to represent the city of Bridgeport in the first American Jewish Congress.

Mr. and Mrs. Cohen are the parents of six children: Sarah Elizabeth, the oldest daughter, is married to Mr. Samuel N. Schnee, a well-known attorney of Bridgeport; Dorothy Annette is a recent high school graduate and will enter college shortly, as will a son, Morris K.; Mary attends high school; Esther has recently graduated from elementary school, and the youngest son, Armin Henry, is still in public school.

It is universally assumed that luck caused Mr. Cohen's success, but he is sure that hard and constant work made him what he is today.

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HYMAN COHEN

The average American is bred in an environment of ease and comfort, and he lives a smooth, uneventful existence. In fact, it is questionable whether he could ever endure the vicissitudes of life that some of the older foreigners have experienced. And then, too, it is a remarkable fact that in spite of all their sufferings and hardships these older Jews eventually become leaders of American industries. Mr. Hyman Cohen, of H. & S. Cohen, manufacturers of men's clothing, at No. 92 Bleecker street, is at present recognized among the large distributers of clothing in the country—yet at the age of twenty he had practically no experience in life—in fact, he supported himself from his sixteenth year to his twentieth year by teaching. Before he was thirty he was in business himself, and in those ten years he had experienced and endured much. He peddled in the city and in the country. His field of endeavor carried him as far as Texas. He came back to New York and learned the cutting trade—he was manager of a large clothing house—all these in the short period of ten years. And then, with a thorough knowledge of his line, he started in business for himself and has made a wonderful success.

Mr. Hyman Cohen was born November 26, 1868, in Minsk, Russia. He is the son of Joseph and Esther Cohen, who were farmers. At the age of sixteen Mr. Cohen left his native town and supported himself by teaching Hebrew, as he had received a thorough Hebrew education, his father being a Hebrew scholar and Talmudist himself. When twenty years old, having accumulated a little money, he came to America for a vacation. He wanted to see this wonderful land. He liked it. And as he could not continue his teaching here he learned the tailoring trade. He left this shortly and went to Texas, where he peddled. Within a year he returned and resumed the tailoring trade, but in the capacity of manager of a large factory, where he remained about eight years before starting in business himself.

Mr. Cohen is not of the type that enjoy speaking of their accomplishments, for he prefers to consider his success as a natural result of persistent effort. He is interested in Jewish questions and contributes to almost every worthy charity in the city.

On December 25, 1892, Mr. Cohen was married to Miss Mollie Lipshitz and they are the parents of Joseph, who is a member of the firm, and Jack, who attends high school.

Mr. Cohen believes that hardships make better men; he feels that American boys have it too easy and they spend their money a bit too easily. "Work hard and save" is Mr. Cohen's advice to young men.



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With some people charity work is done in a perfunctory way, and I fear, in many cases as a means of obtaining publicity and favorable mention for the donor. How refreshing, then, it is to come across an idealist, a man who does not measure his donations to charity, in dollars and cents, but who, as a sense of duty, devotes not alone all his spare time, but very often time he should legitimately give to his family or his business, to the uplift of his weaker and more needy fellow man. I have met this man, and his name graces the head of this article. With Joseph H. Cohen I found there is no such thing as charity. He believes it his unbounden duty to care for the needy, irrespective of time or cost, and how well he does it and in what manner I will enumerate. Very soon an immense brick structure will be reared in the city, and when completed, it will be a lasting and permanent monument to its prime spirit. I mean the new Beth Israel Hospital, in which Mr. Cohen's soul is wrapped up.

JOSEPH H. COHEN

First, a few concrete facts as to Mr. Cohen's life story. Born at Sapotkin (Suwalk), Russia, on February 8, 1865, he came here nine years later, and may, therefore, be classed as American-bred. He attended public school and after school hours sold neckwear; at an early age manifesting those business characteristics which stood him in such great stead in after years. He also found time to attend Talmud Torah, where the principles of orthodox Judaism were imbibed and to which he rigidly adheres today. Later on he secured employment as a clerk and eventually embarked into business for himself. Today his cloak and suit manufactory employs over 500 people the year round. A successful business career is this, briefly sketched, and now let us turn this diamond around and view another facet.

Joseph H. Cohen actually lives for one institution, and that is the Beth Israel Hospital, of which he has been the president for many years, and with which his name is indissolubly linked. He does not believe in the Biblical adage of giving a tithe to charity, but gives whatever he thinks is required of him, and he is able to give, and so we see his name listed in possibly every Jewish cause of the city. Yet he takes an active interest in the Beth Israel Hospital only, for he firmly believes that no one should hold office in more than one institution. One who holds a responsible communal position should give it his entire time, and to make good in other institutions let others hold office and do likewise. This is Mr. Cohen's theory and he has rigidly adhered to it, and that is why the Beth Israel Hospital has been the particular beneficiary of his time, his brain and his material aid. Mr. Cohen glows with pride as he speaks of his Beth Israel Hospital. "It is the ideal of my life, and in nothing else am I as interested as to see the realization of the new Beth Israel Hospital, which is soon to be erected," said Mr. Cohen.

Mr. Cohen told the interviewer that a few years ago when traveling through Europe in order to recuperate his shattered health, he met with some very intellectual Russian Jews. He found them to be well-posted on conditions prevailing in American Jewry, but they all expressed the opinion that Jews in America can play an important role only by relinquishing their orthodoxy and joining the Reform wing. Their argument was that all the important Jewish institutions in New York are erected and maintained by the Reform Jews. Mr. Cohen found that the Jews in Europe knew very little of the institutions

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erected and maintained by the orthodox wing and he considers it the culmination of his life's ambition to see the new Beth Israel Hospital standing as a perpetual monument marking the activity of Orthodox Jewry in America.

Outside of the Beth Israel Hospital Mr. Cohen is greatly interested in the Jewish Centre which is now being erected on West Eighty-sixth street, which will combine a beautiful synagogue where the traditions of Jewry will be rigidly adhered to, a modern club with all facilities for entertainment, etc., classrooms for educating the Jewish youth, etc., etc. This is the first attempt to build a centre of this kind in New York and it is the intention eventually to spread the movement throughout the various sections of the city.

"The Beth Israel Hospital as an institution to cure the body and the Centre as an institution to heal the soul are the aims of my life. When I have seen these two institutions formally dedicated I will feel that I have spent my life well."

In reply to a question as to what in his judgment was the prime requisite towards success in life Mr. Cohen made an unusual statement for a business man. "The most essential thing necessary," he said, "is to entertain friendly feelings toward all, to love every person. They now call it 'Christian Science' or 'New Thought,' but it is simply our old teaching and the person who constantly swims in the ocean of love has, in my judgment, solved all the problems of his life."

Mr. Cohen has two sons and a daughter. The sons are associated with him in business.

LOUIS COHEN

If the writer had the alloted space he probably could write pages concerning Mr. Louis Cohen, but owing to the limitations placed upon him, let it suffice to say that Mr. Louis Cohen is a brother of Mr. Joseph H. Cohen, and eminently fitted for that relationship. Those who reside in New York are well aware of what it means to say that a man is a fit brother of Joseph H. Cohen.

Mr. Louis Cohen was born on May 28, 1868, in Sapotkin, Suwalk, and was reared in the same manner as his brother. He came to America in 1872 and attended the Allen street and later the Norfolk street school. For years he worked at cigar making, then clerked for his older brother, and in 1902 started business for himself and now is one of the wealthiest and most successful in the cloak and suit line, having his factory and office at No. 36 East Thirty-first street.

Mr. Louis Cohen is not as active in public life as is his older brother, but he does his share for the community at large. He was a founder and treasurer of the Congregation Tifereth Israel, Willoughby and Throop avenues, Brooklyn, which congregation tendered him a banquet in appreciation of his services in their behalf. He contributes liberally to every good Jewish cause, is a strict *Shomar Shabbas* and is a generous man—a man of the type of which this community needs many more. Mr. Cohen at present resides at the corner of President street and Brooklyn avenue, Brooklyn, where he is the owner of one of the most beautiful homes in

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that borough. He is at present active in bringing about the institution of a Jewish Centre in his neighborhood, modeled after the Jewish Centre on West Eighty-sixth street, Manhattan, in which his brother is a prime mover.

Mr. Cohen and his wife (formerly Miss Sophia Lagusker) have a happy family of eight daughters and a five-year-old son. One of their daughters is married to Mr. Samuel Friedman. Mr. and Mrs. Cohen, as may be seen, are opposed to "race suicide," and Mr. Cohen has expressed the opinion to the writer that he considers his large family responsible for his success. He believes that if a man has a large family he has large responsibilities, and with responsibilities go ambition and success. In general, Mr. Cohen creates a very pleasant impression, and like his brother, is simple in his tastes, benevolent, and a gentleman of the highest type.

LOUIS A. COHEN

An example of the advantage of education is furnished in the career of the subject of this sketch, who, feeling that the professions were lacking opportunity, applied his knowledge to business in which he has been eminently successful. Louis A. Cohen was born in Kamenitz on June 7, 1893, and came to America as a boy of but four and one-half years. He successively went through public school, high school and dental college, but decided to abandon the latter and entered business with his father, and is now a partner and a leading factor in The I. Ariowitsch Co., Inc., importers and exporters of furs, at No. 104 West Twenty-seventh street.



Mr. Cohen, who is single, is a member of the Masonic and of a college fraternity, and of the Young Men's Hebrew Association. He is a contributor to many good causes, and is a believer in the doctrine "that success is work," and that every young man who works diligently and conscientiously will sooner or later be repaid. He is also a believer in thrift, which he has applied to his own career.

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In the professions and sciences the specialist, the man who has devoted all his time to one particular study, is recognized and sought for; his fame spreads and he commands large fees. He is a success.

MAX COHEN

The world ofttimes, however, attributes a business man's success to the fact that he grasped the opportunity when it arose, although very often here, too, the real cause of success is that the man is a specialist in his own particular line. Many a business man today has attained prominence because he devoted all his life to one particular thing and because he had sufficient judgment to utilize his knowledge properly. Mr. Max Cohen, of the firm of Stein & Blaine, furriers and tailors, is a typical example of the man who, with a thorough mastery of his trade and by the possession of keen business insight, has worked his way to the front rank in the business world. The firm of Stein & Blaine is recognized as the largest and most exclusive of its kind in the country. It is beyond a question the largest house that caters to private trade only. The finest artisans in the country are employed by this concern, some of them earning as much as $200 per week. The entire building practically at 8 West Thirty-sixth street is occupied for factories and show rooms and every fur piece or garment made in this building is designed and fitted for a special individual. Mr. Cohen is the man that looks after the fur trade. He superintends the factory, buys and sells the furs and manages everything connected with transactions in fur. He is the man who made this department, and the secret of it all is that he is a master of his line, his whole life having been spent in the study of furs. There are mighty few men in New York who know more about the qualities, values, manufactures of skins and furs than Mr. Cohen. He is a success because he is a specialist. His life story is interesting not only because he has made a wonderful success himself, but because he is a source of inspiration to the younger generation of boys about to enter the business world.



Mr. Max Cohen was born August 10, 1860, in the town of Litslavek, Poland. He is the son of the noted Loeb Cohen, who was a famous Rabbi and scholar, and who was honored the country wide for his piety, Talmudical learning and Hebrew scholarship. His mother's name was Esther. As was the custom of the time the young son was apprenticed at a very early age. At twelve he was already supporting himself in Germany. He traveled from place to place getting emploment in the fur trade which he was at that time learning; a trade that he eventually mastered, and which made his wonderful business success possible. In his entire life time he never earned a dollar in any other work, and at the age of twenty he understood every phase of the business, having worked in almost every large city in Germany. Although he knew his work, he realized that a great success was impossible in Europe. His imagination was fired with the great possibilities that this country afforded and he embarked for America. He arrived with 20 pfennig in his pockets, but his youth, energy and thorough knowledge of the trade were assets more valuable than money.

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Three days after his arrival he was employed in the trade and in this first job he stayed eight years. During the following four years he was employed by a big concern as designer, foreman and manager and when he left he started in business for himself on Sixth avenue. Although business was fairly successful he was compelled to shut down for a while because of ill-health, for the doctors prescribed a change of climate which necessitated three successive trips to Europe after as many attempts to start in business. In 1900 Mr. Cohen joined the partnership of Stein & Blaine when they were still on Thirty-third street. With the advent of Mr. Cohen the business thrived wonderfully, and they were compelled to move to larger quarters, having come to their present place about eight years ago. Although at present their plant is up-to-date in every respect, having particularly well-lighted and well-ventilated shops, and having most artistic display parlors, Mr. Cohen thinks that in the near future the firm will be compelled to look for finer quarters on Fifth avenue

During the past fifteen or twenty years, Mr. Cohen has given considerable time and thought to Jewish charitable and institutional work. He contributes to almost every philanthropic organization in the city, particularly the Lebanon and German hospitals. He is a member of the Kaiser Friedrich Lodge, I. O. B. A., Gothic Lodge F. and A. M., Congregation Judah Halevi, of which he was one of the organizers, and of the 169th Street Congregation, of which he was at one time second vice-president and trustee.

On February 22, 1890, Mr. Cohen was married to Miss Sarah Horowitz, who was born in Germany. Mrs. Cohen is prominently connected with charity work in the city, being an active social worker in many philanthropic societies of both Brooklyn and New York. For the last six years she has been president of the Sisterhood of Judah Halevi, of which institution she was one of the organizers. She is also very active in the Sisterhood of the 169th Street Temple and other auxiliaries, among which the Eastern Star and Treue Schwestern of Brooklyn are the more important ones.

The Cohens are the happy parents of five children, each of whom has inherited the thrifty and affable dispositions of their parents. The oldest son is Arthur A. Cohen, who is now in business for himself at 18 West Twenty-seventh street. Mr. Arthur A. Cohen attended the High School of Commerce and then learned the fur business in his father's establishment. On December 27, 1914, he was married to Miss Bella Greenberg, and they are the parents of one son, Merwin. Mr. Arthur A. Cohen is an active Mason and beloved by his friends and business associates. Their daughter, Bertha, who taught school for three years, is married to Mr. Simon Gulock, connected with the firm of Schiff Brothers on Broadway. Their second daughter, Ernestine, who received a high school education, is at home and she spends much of her time in charitable work with her mother. Their third daughter, Polly, is in business with Mr. Cohen. She is beautiful and accomplished and through her affability she has won the hearts of the patrons as well as her business associates. Her father feels that she is indeed a valuable asset to the business.

His youngest son is also in the business, assisting his father, and there is no doubt but that he, too, will some day follow in his footsteps, and become a prominent figure in the fur trade.

Although Mr. Cohen has made a great financial success, he has not, however, been drawn into the whirlpool of materialism. He is a warm-hearted, good-natured man who never takes advantage of his

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fellow beings, and who believes that honesty and uprightness are virtues that every man should learn to cultivate. By his friends he is known for his kindliness and generosity, as he is always ready to give his moral and financial aid to any good Jewish cause. His ideal is his family, for around his home and children all his hopes are centered and that explains the fact that he is the father of a genial, respectful family group.

Mr. Max Cohen has in his business career produced not only splendid garments, but also successful men as well. There are at present a goodly number of successful merchants in this city who received their training under the watchful care of Mr. Cohen and many of them attribute all their success to their association with him. Even now there are many young men in his employ who started with a wage of $7 or $8 who are now earning from $70 to $80 per week. Mr. Cohen's advice to young men is that they devote all their thought and energy to business while at work, and that they think a little less of dances and sports. A man that minds his own business and does what he is shown by his superiors, and in addition uses a little discrimination and judgment is bound to come out all right. Mr. Cohen's motto is, "Less play and more work."

MORRIS COHEN.

The philosophy of life of Mr. Morris Cohen, of the firm of Cohen & Safian, manufacturers of cotton goods, at No. 325 Canal Street, New York, can be summarized in the following adage: "There are always opportunities for the one who is trying to find them. There are greater opportunities today than ever before. One has only to work hard and be honest to achieve success." Mr. Cohen's business-career and the success he has made in his line fully confirm this attitude.

If ever there was a lad who started out into life with more energy, there hardly was anyone who could rival the young Morris Cohen in enterprise. He was twenty-four years of age when he came to this country in August, 1896. Born in the province of Kamentz Podolsky, Russia, on the 16th of September, 1871, he was the son of Meyer Hersh Cohen, a well-known manufacturer of cotton goods who was well liked in his community and whose business laid the foundation for the boy's thorough understanding of the trade as it exists today, a knowledge, which, as we shall soon see, came him in good stead when he found himself in a position where he was to struggle for a living in his own way.

When Mr. Cohen arrived in this country, he had not a cent in his pockets and he was detained at Ellis Island for three days until a friend of his father's appeared to release him. He took him to his house where he kept Mr. Cohen for just one day and then left the young man to shift for himself. Mr. Cohen was lucky enough to come across somebody who loaned him one dollar, for which he bought

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wooden seats for chairs, some tools, nails and a hammer. The enterprising young man went around peddling from house to house and his new trade earned him about fifty cents a day. When the third week came round, he discovered that mending broken chairs would not make him a millionaire and he came to the conclusion that it would be worth while to learn a trade that would afford him an honest and substantial living. He therefore took a job in a paper box factory, where he worked for ten hours a day earning three dollars a week, but gradually rising until he reached nine dollars per week in the space of six months.

While working in the paper-box business, he discovered that a certain amount of muslin was used in the manufacturing of this article. Muslin was so to speak in Mr. Cohen's blood: he was born into the trade, and with capital that had been advanced to him by his employer, he started buying and selling muslin, with a half-a-cent profit on the yard, engaged in the work evenings and on Sundays, as a side-line to his trade. He was able to accumulate in this way a little saved-up capital of some $50, enough to go into business for himself, buying jobs of cotton goods and selling it, making a little profit. The business grew, and he opened a place at 481 Broadway where he stayed one year and then moved to larger quarters at 450 Broadway, where he successfully enlarged his business, until in 1911 his present business was started.

Under the name of Cohen & Safian, 325 Canal Street, with the aid of five clerks and assistants, Mr. Cohen is conducting his business in a manner that brings him respect from everyone with whom he comes into contact. He contributes to all worthy causes, is a member of some Chevras and the Hebrew Loan Association, and there is scarcely a charity which should not get his aid and unqualified support.

Mr. Cohen was married in the city of New York on August 14, 1899, to Miss Jennie Rabinowitz, whose family is well known in Proskow, Russia. Of this marriage there are two children, Frederick, attending high school, and Diana. Both children are very bright and augur well for the future of the family.

SAMUEL S. COHEN

If we are to enumerate the different characteristics that make up for success, modesty, affability, a pleasant address and receptiveness should all be considered as important rungs in the ladder of achievement. Mr. Samuel S. Cohen, jeweler of 452 Broadway, Bayonne, N. J., is the living embodiment of these characteristics, and combined with his "stick-to-itiveness," we have the key to his success.

In Newark, N. J., on November 14, 39 years ago, Samuel S. Cohen was born to Edward and Bertha Cohen. After receiving a good education, he began his business career as a clerk in his brother's pawn shop in

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Elizabeth, N. J. After acquiring some experience there, he returned to Newark and opened a pawn-shop himself. But due to illness—scarlet fever, to be exact—he gave up business in a very short time. In 1909, he came to Bayonne, and with a very small capital, he opened a jewelry store. This business grew rapidly, and now it is considered one of the largest and finest stores in Bayonne.

Mr. Cohen is extremely charitable. He gives to all charities—Jewish and Christian, if the cause be worthy. He is a member of the Talmud Torah, Scottish Rite Masons, Elks, Red Men, and Knights of Pythias. Not only is he a member of different organizations, but also an office-holder in many of them. He is secretary of the Police Pension Fund for Widows and Orphans, Past Exalted Ruler of the Elks and is at present Chancellor Commander of his Knights of Pythias Lodge.

In 1909 on November 26, Mr. Cohen married Miss Carrie Jedel, also of Newark, N. J. Mr. and Mrs. Cohen are the proud parents of two children—one boy and one girl.

Mr. Cohen is an advocate of a good honest commercial training with straightforwardness and honesty as the foundation for that training.

SOL COHEN

Ordinarily it is the salesman who branches out for himself and makes a successful business career; it is very seldom that a man at the desk succeeds in building up a business of his own. Yet this is what Mr. Sol Cohen, cloak and suit manufacturer of 40 West Twenty-fifth street, has accomplished. After leaving school he was employed as office boy at $3 per week, and later as bookkeeper and shipping clerk. He worked at all hours of the day, but put himself into his work and mastered every detail of the business. At the age of twenty-three, after having been connected with the firm of Lefcourt & Co. for seven or eight years, he started a business of his own at 46 West Twenty-fifth street. Today Mr. Cohen is recognized as one of the leaders in his line in the city.

Mr. Sol Cohen was born in London, October 25, 1878. His father, Morris Cohen, who was a well-known scholar and Talmudist in Kunin, Russian Poland, immigrated to America in 1880, when Sol Cohen was only two years old. Mr. Cohen attended Public School 75, on Norfolk street, and after graduation went to work. Mr. Cohen is orthodox and believes that every Jewish boy ought to be given a religious training, and thus keep alive the traditions of Judaism.

Mr. Cohen married Miss Sara Krakower, March 3, 1903, and they are the parents of Paul H, 13; Fannie, 9, and Baby Robert.

The soundest advice that Mr. Cohen could give to the young was: "Work hard and conscientiously, and do not look at the clock." Mr. Cohen also believes that every youth should learn to economize and save his first dollar, for once a youth gets a start the rest is easy.

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DR. SOLOMON SOLIS COHEN

Among the distinguished Jewish personalities of Philadelphia, Dr. Solomon Solis Cohen holds an eminent position. During the past twenty-five years he has been prominently connected with every significant Jewish communal activity, and at every occasion his pleasing and inspiring personality has made itself felt. Descended from one of the oldest Jewish families in America, Dr. Cohen has inherited all that is grand and noble in Judaism, and in spite of his varied and manifold associations, both professionally and otherwise. Dr. Cohen has adhered strictly to the traditions of his forefathers. Dr. Cohen is a typical example of the orthodox spirit developing in an atmosphere of American liberalism.

Dr. Cohen was born in Philadelphia, September 1, 1857. He was educated in the public schools of this city, graduating as A. B. from the Central High School. He received his degree of Doctor of Medicine from the Jefferson Medical College in 1883, and was at once appointed demonstrator of pathologic microscopy in the Philadelphia Polyclinic, serving until 1885, when he became chief of the clinic in the out-patient medical department of the Jefferson Medical College Hospital. In 1887 he was made lecturer on special therapeutics in Jefferson Medical College, and in 1889 clinical lecturer on medicine in that institution. He has since held various positions on the medical boards and has performed most meritorious service.

Dr. Cohen has during his professional career manifested unusual abilities, and he is today recognized as one of the leading Jewish physicians in the country.

However, Dr. Cohen's activities are not limited to professional work. He is a scholar in the fullest sense of the term, and is widely read not only professionally, but in Jewish and secular literature as well. He is a well known verse writer, and has made a number of translations from the Hebrew poets of the Spanish period. His translations of the Hebrew classics have appeared in the leading literary magazines in the country.

Dr. Cohen has also published essays on scientific and sociologic topics, and, in addition to his numerous journal articles and addresses, he is joint author of "Essentials of Medical Diagnosis." He is also editor of a great work in eleven volumes entitled, "A System of Physiologic Therapeutics."

A man of influence and position in the professional world, and a very busy man, Dr. Cohen is never remiss in his obligation to the welfare of Judiasm and its institutions, and many of the city's shelters, hospitals and institutions for the aged, sick and ailing have been enabled to perform their noble tasks more thoroughly through the generous advice and attention of Dr. Cohen.

The common conception of a professor is an individual walled in, in some inaccessible sanctum. Dr. Cohen on the contrary is the most genial, most approachable of men. To possess such a rich heritage of glorious ancestry and high ideals and to combine with these qualities as Dr. Cohen does, a gracious heartening personality, is to symbolize everything in life worth while.

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Charity has in many instances become regretfully so, a means of obtaining publicity and favorable mention. To many people it serves merely as a stepping-stone to further social ambition. Few, however, are those who do charity from an inborn sense of duty, regardless of the guerdon that awaits them in this world or in the world to come. Mr. Harris J. Cohn is one of these rare few. His good deeds are prompted by no motive than to help others and to alleviate distress among the unfortunate. Like a great artist he derives his satisfaction from doing the work itself and not from the laudatory comments that it evokes from others. In fact there is nothing so distasteful to him as publicity. Never before has he consented to have his name appear in print. He acquiesced in this only after the interviewer had impressed him with the fact that in permitting to print his biography he was helping others—a stroke which at once characterizes the man

HARRIS J. COHN

Harris J. Cohn, son of Sholom Mayer and Malka Cohn, was born November 18, 1873, in Zarger, Province of Kovna, Russia.

His father was Orthodox in the strictest sense of the term and the young lad was naturally brought up in an environment of traditional Judaism. At five he was sent to Chedar and at eleven he was already delving into the Talmud. From his early boyhood Mr. Cohn displayed remarkable aptitude in the mastery of Hebrew and Hebraic literature, and his teachers and associates prophesized a great future for him. At the Yeshivah he was recognized as the best Bochur and at an early age the lad fostered the hope that he would follow a rabbinical career.

When Mr. Harris J. Cohn was fifteen years old his father came to America, and through an acquaintance the older Mr. Cohn was introduced to the late Dr. Morais, who was then prominently connected with the Jewish Theological Seminary. Dr. Morais was told of the precocious youth and before many months had passed Dr. Morais and young Harris were warm friends for through their correspondence Mr. Cohn recognized a superior mind in Dr. Morais while the latter admired the talent and learning of the fifteen-year-old Yeshivah Bochur. Dr. Morais suggested that the young man come to America and enter the seminary. And so it was arranged. But fate decreed otherwise. When the student realized the many sacrifices that his father and brother were making for him his conscience rebelled, and by a sudden unforeseen turn of the wheel of fate the young Yeshivah Bochur became an operator in a tailoring establishment. For three and a half years he toiled at the machine for the first time in his life earning his bread with the sweat of his brow. But he enjoyed his independence. He worked hard and saved, and after being in this country only four years, he began manufacturing in conjunction with two other partners. A year later he started in business alone and his success has been phenomenal. Today he is operating one of the largest cloak and suit houses in Philadelphia.

Mr. Cohn is president of the Hebrew Orphans' Home, of which institution he was treasurer several years previously. He is vice-president of the Philadelphia Kehilla and was chairman of the building committee of the Talmud Torah, where he was also one of the directors for some time. Mr. Cohn was also one of the first directors of the Mt. Sinai Hospital, having been a member of the Board of Directors for a number of years. He is a member of the Beth Israel Temple, the Congregation Kesher Israel where he was elected president even though he was the youngest member. Mr. Cohn is a member of the Equity Lodge, F. and

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A. M., Sholom Lodge, I. O. B. S., and a life member of the Manufacturers' Club. During the past fifteen years Mr. Cohn has devoted much of his time to the improvement of the Jewish poor, and there are few communal or charitable organizations to which he does not contribute in some form or other.

Mr. Cohn was married to Miss Hetty Cramer, and he is the happy father of four children. His oldest son, Samuel M., is in business with Mr. Cohn and Benjamin E. attends high school. The two younger children are Clarence and Myron.

Mr. Cohn is a man of refinement and learning. He is a Hebrew scholar and to this day enjoys his Hebraic studies.

It is men of the type of Mr. Cohn that make a Jewish community of any large city an exemplar of all that is beautiful and noble in life, giving as they do their unstinted energy to the bildinug up of Jewish institutions and to their promotion.

In speaking of success in life and how to attain it, Mr. Cohn lays great stress on honest, square dealing. "It may be hard at the beginning but it pays in the end," Mr. Cohn added.

JOSEPH CORN

In every man there is an inborn natural desire for freedom; an aspiration for liberality of thought and action. When this innate desire is crushed or even encroached upon, the spirit of the individual revolts, particularly so if he is a man who thinks. Mr. Joseph Corn was born in a little town in Russian Poland, but even in his early youth he realized the unfair treatment accorded to the people of the Jewish faith, and as he grew older the dream of his life was to come to America, the land of freedom and opportunity. In his twenty-first year, with practically no funds, he started out for this country with hope and ambition as his only assets. But these assets he utilized to his advantage, for within four years after his arrival he was already operating a factory of his own. Today Mr. Corn is one of the foremost manufacturers of petticoats in this city.

Joseph Corn was born May 15, 1871, in Opala, Lublin, Russian Poland. He is the son of Joshua and Sarah Corn. His father was a pious orthodox Jew and a practical business man. Joseph Corn received a grammar school education and also received a training in Hebrew. For some years he clerked in a store and in 1892 he came to this country. During the voyage he acted as interpreter to the ship's officers and had a most pleasant trip among the second cabin passengers. When he arrived he found a job as porter and packer, doing odds and ends for a manufacturing concern. However, he was alert and anxious to improve himself and he seized every opportunity to learn part of the business. When one of the cutters left, he surprised his employers by asking for the position. He proved he knew the work and was given the place. He worked hard day and night and saved his money, and within a few years he was manufacturing in his own accord.

Mr. Corn is a man of unusual intelligence. He is interested in the vital questions of life and devotes much of his time to thought. He is an optimist in the full sense of the word, and is always happy to lay aside part of his time to thought and reflection.

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Mr. Corn has taken an active interest in the communal work of the city and has in the past years contributed to many Jewish causes. He contributes to more than fifteen charitable organizations in the city, the more important ones being Mt. Sinai Hospital, Montifiore Home, Hebrew Orphan Asylum, Uptown Talmud Torah, and the Young Men's Hebrew Association.

On April 30, 1899, Mr. Corn was married to Miss Hannah Shoenfeld and they are the parents of three daughters, Harriet, Sylvia, and Lillian.

When asked to give his advice to young men, Mr. Corn answered: "Be straight in your dealings, and never take advantage of the other man. Create a feeling of confidence among your employes and all that you deal with."

NATHAN CRAMER

It is usually taken for granted that the man who has devoted the first twenty or thirty years of his life to study, particularly to the study of Hebraics and Talmud in a Yeshivah, will, during those years have lost all adaptability for business or business methods. Mr. Nathan Cramer is one of the exceptional individuals to whom this rule does not apply. Up to his twenty-first year Mr. Cramer was a noted Bochur and always ranked among the highest in the Yeshivah, but contrary to natural expectations, the aptitude that he has shown for study he has also shown in other fields of endeavor. A man of keen and alert mind, he has made a remarkable success in almost every undertaking he has set his mind upon and during his career has been bookbinder, watchmaker, capmaker, designer, and in every instance has shown extraordinary powers. Twenty years ago Mr. Cramer began the manufacture of cloaks and suits and during this time has succeeded in making himself one of the leading figures of this industry in Philadelphia.

Nathan Cramer was born April 15, 1863, in Pomplyn, Kovna, Russia. His parents, Simson and Basha Cramer gave their son a thorough training in Hebrew and until his twentieth year Mr. Cramer delved into the Talmud. It was the sudden and unexpected illness of his father that prevented him from continuing. But the erstwhile Yeshivah Bochur showed an unheard of versatility; whatever he turned to, he made capital of. He had a natural talent for mechanical work and with this quality he united a restlessness of spirit which did not permit him to stay at any one industry very long. From bookbinding he turned to watchmaking and after a short while he began cap making at which trade he remained almost three years.

In 1890 Mr. Cramer came to America and for a few weeks he continued in the trade that he had followed in Europe, but gave that up in turn to become an operator on cloaks. Within a few months he was recognized as one of the finest men in the industry. It did not take long before he was an experienced designer and cutter, and in fact, when a few years later, he started in business on his own accord, he had a thorough mastery of every detail of the cloak and suit industry. It is this thorough knowledge of the cloak trade that has won for Mr. Cramer the high regard with which he is held by the trade in Philadelphia.

Mr. Cramer is not only a thorough business man, but a scholar as well. What he has learned in his earlier days he has not forgotten, and

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much of his pleasure is derived from the continuation of his Hebraical studies. He is a man of refined tastes, a good heart and noble spirit.

Thirty-four years ago Mr. Cramer was married to Miss Jennie Trompikoff. Six children have been born to Mr. and Mrs. Cramer: Hattie (Mrs. Harris J. Cohn), Samuel F., who is in business with his father, Charles H., Abraham, Sarah (Mrs. David Hana), and Bessie. Although Mr. Cramer does not take active interest in communal work, he gives his financial support liberally to every Jewish welfare work. He is a member of the Congregation Poel Zedek, Temple Beth Israel, and Royal Arcanum.

Mr. Cramer does not believe that his own career is essentially phenomenal, and he feels that any man in the ranks can rise on a working capital of energy and hard work. Mr. Cramer's motto for success in business is "Don't leave to strangers what you can possibly do yourself."

MEYER CRAVIS

The career of Mr. Meyer Cravis, his rise to a position of affluence and influence in the Jewish community, proves, despite assertions to the contrary that success is not merely due to a lucky turn of events in one's life, but to a constant, steady grind and to an unquenchable desire to get ahead. Mr. Cravis realized early in life that to make his way in the business world he must master some trade and devote all his time and thought to it. And this he has done. He came to this country thirty-one years ago with little money, but with a goodly supply of youth, ambition and energy. Within six months after his arrival he had saved enough to rent and furnish a home for his wife and family, had mastered the cutting trade and had made himself indispensable as a designer in one of the largest garment manufacturing plants in the city. When he was ready to branch out for himself, he had the will, experience and funds to do so. For the last twenty years Mr. Cravis has enjoyed the finest reputation as manufacturer in the ladies' garment trade in Philadelphia.

Meyer Cravis was born December 7, 1865, in Kiev, Russia. After receiving an elementary school training, young Meyer was taught the tailoring trade in which he continued until he came to this country in 1865. He knew no one here and the first few weeks proved a severe test. The little money that he had brought with him was gradually consumed, and it was a happy moment in his life when he finally obtained employment at five dollars per week. However, once employed, he worked hard, all hours of the day, and within six months he was earning forty to fifty dollars per week. After a year and a half he thought he was ready to enter into business. His first order was so large that he realized he did not have sufficient capital to fill it and in dismay he gave up the idea of manufacturing for the time being. In the meanwhile he had become an expert designer, his services were in great demand and for some years he continued earning five thousand dollars per year. Eighteen years ago at the expiration of his contract with his employers he formed a partnership with two friends, for the manufacture of cloaks and suits, with a combined capital of twenty-two thousand dollars. Within a year their capital was tripled and the firm continued doing a large business until two years

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ago, when Mr. Cravis realized that his sons had attained manhood and in consideration of their welfare he dissolved his original partnership and started into business with his sons under the firm name of M. Cravis & Sons. Mr. Cravis is recognized as one of the most progressive business men in the cloak and suit industry.

Mr. Cravis is a very sympathetic man and commands the respect of all with whom he comes in contact. He is affiliated with almost every Jewish communal and relief work and has aided in every Jewish philanthropic undertaking of any significance. He is director of the Hebrew Orphans' Home, treasurer of the Hebrew Sheltering Home and Day Nursery, an office that he has held for many years, and a contributor to every worthy cause. He is also a member of the Temple Beth Israel and a life member of the Manufacturers' Club.

On July 15, 1884, Mr. Cravis was married to Miss Fannie Kremens and they are the parents of seven children. Their oldest son, Abraham, is a graduate of Harvard College, where he received his B. A. degree, Magna Cum Laude. Jacob and Morris are in business with their father, and Israel is traveling for the firm. Mr. Cravis' other sons, William and David, are all attending high school. Their daughter, Celia, is married to Harry Cassman, who is a lawyer in Atlantic City.

Mr. Lewis Danzig, of the firm of Danzig & Eisenberg, clothiers, at No. 687 Broadway, besides being a successful business man, is a scholar, a strict orthodox Jew, and, in addition, is a person of worldly intelligence.

LEWIS DANZIG

Mr. Danzig was born in 1870, in Chataiewitz, State of Minsk. He came to America in 1890. In spite of the fact that at home he was a young man of learning and piety, he was not lost in this great city, but took to business and succeeded in this field. When he came here he learned the knee pants trade. After being in the country for two years, he started knee pants manufacturing with a partner. Later they dissolved, and he founded the above mentioned firm with Mr. Eisenberg.

Mr. Danzig is a prominent resident of the Bronx, and is the vice president of the Migdal Zion Talmud Torah, and is also a member of the Kehilath Israel Congregation. In 1891 he married, and has two boys and one girl. Mr. Danzig believes that every young man must first of all receive as high an education as possible, then not devote himself to a profession, but to business, and if he wants to make a success in life he should not rely on the aid of his relatives even though they are wealthy, but should paddle his own canoe and acquire everything by his own efforts.



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When one becomes acquainted with Mr. Joseph Dauber, of the firm of Dauber & Gottfried, manufacturers of ladies' waists, at No. 524 Broadway, he finds it extremely difficult to single out that particular virtue that makes one immediately become his friend. Mr. Dauber is honest and painstaking in his business dealings, he is prominent in social circles, and is an affable and genial gentleman.

JOSEPH DAUBER

On Broadway he is a leader in his line and in Borough Park, where he resides, he is a zealous communal worker, honored and respected by all. Born in 1880 in Kniezsher, near Sniatyn, Galicia, he came to America when he was 18, poor as the proverbial church mouse. He found employment in a bakery in order that he might be able to observe his Sabbath, and earned the few dollars which he had to pay for the privilege of learning the boy's waist trade. Three years later found him in business for himself. He does not belong to that class who utilize their money for luxuries and pleasures only, but contributes materially to the cause of over 20 Jewish institutions. He is vice-president of the Zion Hospital of Borough Park and is a prominent member of the Anshei Sfard congregation. He married in 1906 and is the father of five children.

He believes in economy as the fundamental base for building the structure of success because he knows from his personal experience that he saved nine out of twelve dollars a week that he earned in the beginning, thus giving him a start upon his successful career. He has always been a strict observer of the Jewish Sabbath, always kept his place of business closed on that day and he advises every Jewish young man to follow this example.



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Very few Jewish young men have, through their own efforts, earned for themselves the enviable reputation in the business world that Mr. Louis Davis, of the firm of A. Davis & Son, enjoys. During the last twenty years his progress in the cloak and suit industry has been a steady one, and through timely financial investments he has established himself permanently on the high road of success. There is no doubt that during the next few years Mr. Davis will be an important factor in the commercial life of the city.

LOUIS DAVIS

Louis Davis was born and bred in New York city. He is the son of Abraham and Mary Davis, who came to this country from Konschana, Russia, forty-seven years ago. Although the older Mr. Davis has been in this country almost half a century, he adheres strictly to the orthodox faith and is a strict observer of the Sabbath. Mr. Louis Davis attended Public School No. 75, Manhattan, and after graduation was admitted to the College of the City of New York. When he left college he entered into business with his father, with whom he remained throughout his business career.



However, it is not for his business acumen alone that Mr. Davis is to be commended, but rather for his personal traits. His matter-of-fact bearing and quiet reserve is the dominant feature of his personality. It is undoubtedly this natural unostentatious manner that inspires all the confidence that his friends and business associates have for him. During the last ten years Mr. Davis has been prominently connected with Masonry. He is past master of Maimonides Lodge, and holds a high degree in the order.

Mr. Davis was married on June 21, 1917, to Miss Sophye Brener, the beautiful and accomplished daughter of Mr. Levi Brener, who is a prominent figure in the Bronx.

Fair dealing and plain dealing Mr. Davis thinks is the keynote of a man's business success. Economy is worth practicing at the beginning, but as a system, Mr. Davis has little faith in it. "Don't undertake too much, but grow slowly and persistently," is Mr. Davis' advice to young men who hope to make their way in the business world.

Mr. Moses Davis, of the cotton converting and importing firm of Stern, Davis & Co., 13-19 University place, is one of the oldest and most interesting Jewish immigrants in New York. Born on December 23, 1860, in Baklaszewen, District of Suwalk, he came to America when fourteen years of age, and went through an interesting career. He started to sell tailors' trimmings, at the age of seventeen drifted to selling dry goods, and after working for fifteen years as a salesman for Leshar, Whitman & Co., was given an interest in the

MOSES DAVIS

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business and remained with them until October, 1915, when he organized his present concern.

For the past twenty-five years Mr. Davis has been an active member of the Congregation Kehillath Jeshurun, of which he is an ex-president. He is a member of almost all the Jewish charities, and is a *Shomar Shabbas*. In 1881 Mr. Davis married Rachel Hyman, who died in 1911, leaving two sons and three daughters. One of the sons, Isaac H. Davis, was married on January 23, 1917, to Miss Grace Oshinsky.

Mr. Davis, with especial interest, tells about the miracle which saved his life, when he was a boy on his way to America, together with his family. At Liverpool they were to board the steamer Atlantic for New York. Just before sailing time the officers demanded a half ticket for a little boy, a relative who was in their party, but not having it, they were not permitted to board the steamer, which sunk with all on board on its journey to America.

DR. DAYVE DeWALTOFF

Dr. Dayve DeWaltoff is by no means superstitious, but he verily believes that there is luck in the figure nine. On the ninth day of the ninth month of the ninth year of the reign of Alexander the Second, DeWaltoff was born in Moscow, Russia, in the year 1863; graduated on the ninth day of June, 1887, from the University of Saint Vladimir, and was married on the ninth day of December, 1890.

In 1895 he came to America, taking up his residence in the Bay Ridge section of Brooklyn, where the first meeting for the organization of a Jewish congregation was held at the home of Dr. DeWaltoff, 451 Forty-seventh street, Brooklyn, his present residence, in which the entire Jewish colony of eighteen families participated.



Known in boyhood as a serious and sincere thinker, the early life of young DeWaltoff was full of activities. With his grandfather, Monash Volk, the "Herring King of Russia," the boy, at the age of ten years, studied *Mishnayis* from four to six o'clock in the morning; at seven o'clock he walked six miles to the gymnasium at Moscow, the balance of the day being spent in the study of the laws of Judaism, of the country and its people. Physically and mentally strong, he soon became a leader in his various studies, and was ever ready to sooth the trials and tribulations of such of his pals who were not as robust as himself. His natural talent for learning; his keen intellect, quick observation and great memory of events were some of the inherited faculties, which as a student brought him into prominence as a collaborator on "Zemlyau Wolya, Land and Freedom," one of the first revolutionary papers in Russia.

As a Russian lecturer and writer for the Russian Press, Dr. DeWaltoff's literary aspirations have brought forth numerous publications and treatises which have been highly commended, not only in Russia and America, but throughout the entire world. "By the Ukase of the

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Tzar," "The White Rose of Poland," and "From Tomsk to New York," have been read by millions of people.

After a thirty years' practice, Dr. DeWaltoff ranks to-day among the very highest class of medical practitioners in the United States. His views and treatise on the origin and treatment of infantile paralysis have been the subject of comment in the best medical journals, and his subject demonstration on the treatment of cancer by violet rays at the Hotel Astor, under the auspices of the American Medico-Pharmaceutical and Dental League, gained for him the respect and confidence of the entire medical profession of the country.

Some of Dr. DeWaltoff's affiliations are vice-president of the Medico-Pharmaceutical and Dental League of America; member of the County and State Medical Association of Greater New York; member of Associated Physicians of Long Island; director of New Utrecht Medical Association; fellow of American Medical Association; life member of Delta Lodge, 451 F. and A. M.; fellow Geographical Society; director Harmony Club; member of the West End Board of Trade; member of the Executive Committee of the League to Enforce Peace, of which ex-President William Howard Taft is chairman; chairman of Committee of One Hundred Citizens on Public Improvement; past president of the Temple Emanuel of Brooklyn, and now one of the trustees of the reorganized congregation, known to-day as "B'nai Israel."

As one of the five members of the Building Committee Dr. DeWaltoff was largely instrumental in gathering funds for the new building, the first section, at the corner of Fifty-fourth street and Fifth avenue, having recently been completed at a cost of nearly thirty thousand dollars.

In addition to a membership in the B'rith Abraham and the Sunshine Society, Dr. DeWaltoff retains membership in many charitable societies and hospitals.

Asked by the writer to say a few words as to his ideals and advice, the good doctor unhesitatingly said, "I am a firm believer in Zionism —no matter under what constitutional form of government we may live, we must have a National Government of Jews in order to command the respect of our neighbors, or at least until such a time when the cobwebs of superstitution will be removed from the brains of mankind."

"Perseverance and Ora et labora are the greatest of all virtues. Pray and work. I use no liquors or tobacco. I believe the body needs plenty of water and simple food."

The Jewish community can justly be proud of Dr. DeWaltoff, who is indeed a great man, a great physican, a great social force, and a good Jew.

This story would be incomplete if we omitted to mention the great partner of the good doctor, Mrs. DeWaltoff, nee Dora A. Frank. With unassumed modesty Mrs. DeWaltoff said her story could be told in a few words. She was devoted to her home, her children and to a craze for working on high-class embroidery.

At the earnest solicitation of the writer, who gazed enchanted at the marvelously beautiful embroidery work in which the lady was engaged, Mrs. DeWaltoff ventured further by saying that her work expressed her ideals, and indeed it was so, for the language of flowers, the busts of famous operatic and musical composers, and the leaders in the art and sciences were all most wonderfully expressed and illustrated through the genius of her handiwork.

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Mrs. De Waltoff believes that the mother must live her own life as well as help the child live his or her life; what is most desired and should be thoroughly planned is to organize a long-standing, harmonious relationship between parents and children.

Mrs. DeWaltoff is a member of the Eastern Star, United Order of True Sisters, treasurer of the Sisterhood B'nai Israel, the Philanthropic League and other societies; she believes in individual social service.

The DeWaltoffs have two sons and a daughter. The eldest, Morton E. A., who studied at Cornell and Easton, is a mechanical engineer, specializing in automobile construction and motors; he is now 26 years of age. Gerald A., 21 years of age, has graduated from the School of Law and is now completing his course by actual service in a well-known law office.

Florence E., their only daughter, who is highly accomplished in both vocal and instrumental music, is being educated by Madam D. M. Valeri, under whose tutelage some of the greatest stars of the opera have risen to fame. Miss Florence, who is known under the name of Fiora DeWaltoff, is always ready to give her services in aid of worthy charities. At a special charity concert on April 15, 1917, the Academy of Music at Brooklyn was filed to overflowing, and Miss DeWaltoff was the recipient of many plaudits. Miss Fiora sang at the Annual Socialist Conclave and at the Educational Musical Art Society.

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Hyman Dolinsky is no more counted among the living on this earth, but he is to be recorded among the Distinguished Jews of America because he was one of the most virtuous Jews of the earlier generation of this country and his name is deserving of perpetuation. He was born on December 11, 1860, in Washilishok, Province of Wilna. He was a Yeshiva Bochur in Lida, and from his early youth manifested scholarship, and all expected him eventually to become a shining star in Judaism's rabbinical firmament, but circumstances deemed otherwise. While yet young, he emigrated to Germany and became a cap maker. He came to America in 1884, where, like so many others, his early life was a constant struggle. In later years he was eminently successful and was the proprietor of the Hydol Plush Manufacturing company, which business is still conducted by his widow, Mrs. Pauline Dolinsky, at No. 72 Madison avenue. Mr. Dolinsky died suddenly on June 22, 1916, while at his desk in his office reading a book.

HYMAN DOLINSKY



Hyman Dolinsky's name should be recorded among the Distinguished Jews of America, for he was a wonderful scholar, a real pious man and extremely charitable. He was a participant in every good Jewish enterprise and was the founder of the Gan Yeludim, of the Tifereth Jerusalem Talmud Torah, of which he was also president; of the Hebrew Free Burial Society, of the Adas Israel, of the Harlem Yeshivah and of many others. He was also the president of the Congregation Tifereth Jerusalem.

A cardinal virtue of Mr. Dolinsky's was that he was a *Mattan Besayser* (a mysterious giver), one who gave not for the honor, but in response to the dictation of his noble heart, and he often sacrificed himself and family in the interests of others, and when he died thousands of New York Jews wept bitter tears over his bier. He left three sons and two daughters, all unmarried. All are versed in Hebrew and are real orthodox children, sanctifying the memory of their father.

It is not very often that a lad of twelve will realize the limitations of the little town where he was born, and even if he does, it is very seldom that he will dare to leave his home and country and go to a strange and foreign land. Yet this was the case with Mr. Julius Dombro, founder, and at present vice president of the new Pennsylvania Bank at Seventh and Wolf streets, which recently opened its doors to the public. At twelve, Julius Dombro left his native town and wended his way to America alone, his boyish mind filled with pictures of wealth and fame. However, although Mr. Dombro has in part fulfilled the dreams of his boyhood he has also experienced hardships that his childish fancies could never have imagined. But he possessed will and determination and al-

JULIUS DOMBRO

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though his path to success had been a difficult one to travel he has nevertheless in part succeeded in accomplishing what he hoped to accomplish when his boyish fancy drove him to this country.

Julius Dombro was born October 4, 1870, in Michelowa, Grodno, Russia. His father, Mordecai, was a Hebrew scholar and a Chosid, and his mother, Shene, was known and respected in the community for her kindly nature and pious living. Julius went to Cheder until his twelfth year, when he began to show symptoms of restlessness and disquiet. In spite of the protestations of his mother he left home and town and came to America. He landed in New York and within a few months realized that his only salvation was work, real hard work. He apprenticed himself to a cigar manufacturer and there he continued for many years. Although at the bench, within his heart he still nurtured the hope that some day his dreams would yet come true. Many years passed but the hoped for opportunity never arrived. Finally in 1900 Mr. Dombro came to Philadelphia where he invested the little money that he had saved in the raincoat business. He was a pioneer in this industry in Philadelphia. His business prospered and within the next fifteen years Mr. Dombro saw his dreams of fortune come true. Two years ago Mr. Dombro retired from the manufacturing business and began plans for the establishing of the bank. His plans have born fruit and today Mr. Dombro is a happy man, not only in that he has been successful in his banking operation, but in the realization that he has fulfilled, in part, the hopes of his childhood days.

Active as Mr. Dombro has been in business affairs he has found time to devote to charitable and communal work. Mr. Dombro was one of the members of the building committee of the Mt. Sinai Hospital some years ago and has done good work in many ways. He is a member of the I. O. B. S. and I. O. B. A.

Nineteen years ago Mr. Dombro was married to Miss Mary Newland and they are the parents of three children. Their oldest son, Morton, was graduated from High School, and is attending law school; their other sons are William and Jerome.

Mr. Dombro is warm-hearted and generous. He has made the many friends that he now has because of his liberality and good will.

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Born in Austria fifty-nine years ago, Mr. Samuel Dorf landed on these shores when but seven years of age. He came to this country with his mother and sisters, and went through the mill of conventional education and worked for a living until he became connected with one of the largest breweries, acting in the capacity of general sales agent for the past twenty years.

SAMUEL DORF

In 1892 Mr. Dorf was elected, for the first time, Grand Master of the Order Brith Abraham. When he took charge of it, the order was very small in numbers. As a young man, he had the ambition to make the O. B. A., one of the greatest educational institutions in the country. The principle under which he was working, was to take into the Order all newcomers who landed in America, and through their system of lodges, which were established in every State in the Union from Maine to California, to teach them how to meet new conditions and the language of the country, or, as Mr. Dorf puts it, "clean them up and prepare them for their every-day walk of life." Hundreds of thousands have gone through the Order Brith Abraham in the last twenty-five years. The education they received through the lodge-system has been of great benefit to the race; thousands of Jews now belong to national fraternities and are leaders there, and thousands became prominent merchants and business men.



During the twenty-five years of Mr. Dorf's association with the Order, over ten million dollars were paid out to widows and orphans, and over two million dollars in charity and other ways to help members in distress. At the last convention of the Order, held at Rochester, N. Y., in June, 1917, Mr. Dorf expressed a desire to retire from office, but the delegates to the convention would not permit it, and he was unanimously re-elected to the office of Grand Master. Immediately after his election a banquet was tendered to him, and many were the tokens of good-will and appreciation showered on him by his fellow workers and brothers in the Order.

Mr. Dorf is a director of the United Hebrew Charities, a member of the Executive Committee of the American Jewish Committee and the New York Kehillah, a member of Temple Emanu-El, and many other organizations. His word carries weight with all, and he is ever ready to raise his voice in behalf of our race and traditions. No amount of eulogy can do justice to his constant, earnest, attentive and highly efficient work.

A most important phase in the life of Mr. Dorf, and one which has been no doubt largely instrumental in making his legion of friends, is his natural love of home and the domestic fireside. Mr. Dorf's activities often called him to the remotest ends of the country, and it is a well-known fact that in rain or shine, joy or sorrow, he was always accompanied by the greatest friend and pal man ever had, his late lamented wife, Henriette, who passed away in 1912.

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BERNARD DRACHMAN

The position of the rabbis has changed considerably in the last hundred years. In the ghetto, the rabbi was primarily the man of learning, the scholar. The essential of success as far as he was concerned was great erudition. He was supposed to be able as the Hebraist would express it, "to swim in the sea of the Talmud." The rest was immaterial. Whether he was an orator or not, whether he could sway an audience or not, was of little consequence, since the rabbi was called upon to preach only on very rare occasions. The things that came before him in his daily routine were usually matters of law, consequently a premium was put on legal learning. However, when the period of enlightenment dawned upon the Jews, and Jewish learning in itself had lost much of its glory and prestige, the rabbi became primarily a preacher and his learning was only a secondary consideration. The ideal of the learned rabbi had to yield to the ideal of the eloquent rabbi. In America especially, where the ideals of learning were never very high, the tendency of the rabbis was towards eloquence rather than towards learning, and there remained only a few who retained the high standards set by the erudition of ancient rabbis.



One of these was Bernard Drachman. While an eloquent orator, he is primarily a rabbi of the old standard, that is, a man deeply versed in the law, and thus approaches more than any other American rabbi, the old Eastern European type.

Bernard Drachman was born in New York City, on June 27, 1861. He was educated at the high school in Jersey City, N. J., and at Columbia College, New York, from which he was graduated in 1892. Simultaneously with his secular studies, Bernard Drachman continued his Hebrew studies in a painstaking fashion. Since American higher education had not then reached the high state of development of which it can now boast, those who desired and could afford a sound, higher education went to Germany for it. So young Drachman also set out for Europe and attended the University of Breslau, where he studied the Semitic languages. In 1884, he took his degree of Doctor of Philosophy at Heidelberg—summa cum laude, and a year later he received his rabbinical diploma from Emanuel Joel, a prominent rabbi of Breslau. Armed with a profund knowledge of things Jewish and with a great store of secular learning, Bernard Drachman returned to America determined to devote his life to the American rabbinate. He first officiated as a rabbi of the Ohel Sholom Congregation in Newark, N. J., from 1885 to 1887. From 1887 to 1889 he was rabbi of the Congregation Beth Israel Bikur Cholim in New York City. Later, he became leader of the Congregation Zichron Ephraim, of which he is still the revered rabbi. While attending to his rabbinical duties, Bernard Drachman continued his scholarly studies, so that when in 1886, Dr. Sabato Morais founded the Jewish Theological Seminary of American, he could find no one better fitted to appoint as preceptor in biblical exegesis, Hebrew grammar and Jewish philosophy than Bernard Drachman.

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So excellent was the work of Dr. Drachman that in 1899 he was elected Dean of the Faculty, which position he held until 1902, when the Jewish Theological Seminary was reorganized, as a result of the arrival of Dr. Solomon Schechter in America to take charge of the institution. Subsequently, Dr. Drachman continued his connection with the seminary as instructor in Bible, Hebrew grammar and later as the acting reader in codes. Owing to his efforts, the students of the Jewish Theological Seminary organized the Jewish Endeavor Society, whose aim was to fill the Jewish masses with a deeper religious sentiment.

Dr. Drachman's works in Hebrew, German and English gave him such a wide reputation that when a few years ago, after the death of Dr. Adler, chief rabbi of England, a successor was looked for, he was mentioned most prominently for this exalted office. The chief work of Dr. Drachman are:

"Die Stellung and Bedeutung des Jehudah Haijug in der Geschichte der Hebraischen Grammatik" (Breslau, 1885).

"Neo-Hebraic Literature in America," "The Nineteen Letters of Ben Uziel"—translated from the German of Samson Raphael Hirsch —New York, 1899.

"From the Heart of Israel"—a volume of stories from Jewish life

As a truly learned man, Dr. Drachman has few rivals among American rabbis. May his tribe increase.

NEWMAN DUBE

The Borough Park colony became a centre of attraction not only because it is one of the nicest sections of Brooklyn, or because it is a settlement of wealthy Jews, but also because the Jews who live there have organized for different charitable purposes and it is their ambition that in matters of Jewish charity the Borough Park colony should always be found in the front ranks.

And one of the leading spirits, one of the active communal workers in Borough Park, is Mr. Newman Dube, former president and present treasurer of the Borough Park Machzikah Talmud Torah. He is not only active in this institution, which has become part of his life, but he is also a director in the Y. M. H. A., a member of the Temple Emanuel, of the Congregation Beth-El, and he participates in every good Jewish enterprise in Borough Park and in several Jewish charitable institutions in New York. He is also a charter member of Menorah Lodge, F. & A. M.

Mr. Dube was born on April 24, 1870, in Dubova, Province of Minsk. His father, Elias, was one of the most prominent merchants in that vicinity. In the year 1888 Mr. Dube arrived in America. He started his career as an operator of cloaks, which was common in those days. A few weeks after his arrival here he went to Chicago and worked for a cousin in the same line. Some time later he opened a small retail store in a suburb of Chicago and was quite successful. As soon as he accumulated a little money he returned to New York, and here, in the year 1893, he began manufacturing boys' clothing.

Today Mr. Dube is in business with his brother, and they are the owners of a large factory making boys and men's clothing, at No. 657 Broadway. Mr. Dube is a very successful man, enjoying not only wealth, but also a great reputation.

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The writer asked Mr. Dube what in his opinion is most important for a young man to succeed in life. His reply was, "Honesty is the most essential element, and, naturally, one must be ambitious, because without it one can't go very far." His advice to young men also is "Be polite and friendly; do not think that one must work day and night, like an animal, for no other purpose than to feed himself or to make money. Every man shold give some of his time for communal work, for society, otherwise we will not have any charitable institutions or other useful organizations. Man was born to work not only for himself, but also for mankind. When he is in distress society is obligated to help him, but when he is not in need he must help society, in order to help those who suffer. If he does not do this he is a person who receivees from society and does not give anything in return."

On the 23d of June, 1891, Mr. Dube married Jennie Sheinbaum, the daughter of Reb. Joseph Chaim Sheinbaum, who was the greatest Lamdan of Brisk. The Dubes have two daughters and four sons.

Mrs. Dube is also socially active. She participates in the work of the Ladies' Auxiliary of the Machzikah Talmud Torah, of Borough Park; she is a prominent member of the Henrietta Aid Society, of the Rachel Aid Society and of many other organizations.

JOSEPH DURST

On January 16, 1902, with just one dollar in his pocket, Joseph Durst entered the gates of the New Land. Fear and hope mingled in his heart as the skyline of New York unfolded itself before his view. How should he prosper here? What has the New Land in store for him? How would he do here—how fare? He felt lonely in the great metropolis—healthy, cold and critical

All these perplexing problems that confronted Mr. Durst on his entrance to America have solved themselves to his utmost satisfaction. From the first he had made up his mind to do battle and succeed. He has clung tenaciously to his resolve and he has won out. Immediately on landing he received employment in a dry goods store on Division street, working fourteen hours a day. His compensation amounted to 25 cents a week in cash, and food. After six months he was advanced to $1.50 a week, but he was obliged to pay for his food then. Later he was increased to $8.

"If you earn little, save little; if you earn more, save more." This is the golden rule by which Mr. Durst lived. During his two and one-half years' stay in Division street he managed to save $200. Meanwhile, having learned the English language, he decided to make a change and started out as a salesman with a concern on East Broadway.

In 1905, with a capital of $700, he began with Mr. Rubin to manufacture infants' wear and dresses under the name of Durst & Rubin. The young firm met with success instantaneously. In 1914 the firm dissolved partnership and Mr. Durst began the manufacturing of ladies' coats and suits. He has met with greater success since he has started out for himself than ever before. His place of business

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is now located at 1333 Broadway. "Success," remarked Mr. Durst in the course of the interview, "spells hard work and intelligent application of one's abilities."

Mr. Durst gives freely to all the charitable institutions. Last year he donated $1,000 to the Jewish Federation of Charities. He is a member of the Beth Israel and Mount Sinai hospitals, of the Association for the Improvement of Deaf Mutes, Crippled East Side Children's Home, Home for Aged and the Infirm, Montefiore Home, and is vice-president of the Orthodox Congregation of Mount Vernon, where he resides.

On October 15, 1907, Mr. Durst married Rose L. Freedwald. They have two sons and a daughter. Edward, the oldest, eight years old, is receiving a Jewish education.

Mr. Durst was born in Gorlice, Austria, on January 15, 1882. His father, who still resides there, receives a weekly stipend from the son. About three years ago Mr. Durst made a special trip to Europe to visit his parent.

JOSEPH M. EISEN

As the passerby strolls along Broadway and looks at the various signs very often he will notice Jewish names and imagine that the owners of these prosperous establishments must have inherited fortunes, or at least have been established for many years in order to reach such an eminent stage in the commercial world, and one is astounded when on making inquiries he finds in many cases that the proprietors are comparatively young men, here but a few years, and have started at the very bottom of the ladder before attaining any success.

Of this type is the subject of our sketch, Mr. Joseph M. Eisen, of the firm of Karesch & Eisen, jobbers in women's wear at No. 577 Broadway. Mr. Eisen is a very young man, only thirty-three years of age, having been born in Lemberg, Galicia, on July 2, 1883.

Mr. Eisen is not at all backward or embarrassed in telling the story of his start in life, in fact he is quite proud of his achievements and with a smile relates how when a boy he peddled *Tageblatts* and *Abend Posts* on the East Side. He came to America in 1896 and went to school for two years, selling papers after school hours. He was one of the Jewish newsies when the profession paid much less than it does today. But he had inborn business ability, evidenced by the fact that at the age of nineteen he embarked in business on his own account. It is also self-evident that he had no capital to invest, but in spite of that he soon worked up a large business.

Mr. Eisen has three children and is one of the most prominent *Baal Habattim* of the Eastern Parkway section of Brooklyn, and his wife plays a leading part in social and communal affairs of the district. Mr. Eisen is a director of the Har Moriah Hospital, and is also active in the affairs of the Attorney St. Congregation. He is remarkably intelligent and possesses a wonderful personality.

In reply to what he considered the most essential element to success, Mr. Eisen instantly responded, "Ambition, hard work and thrift." Undoubtedly these three qualifications helped him to attain the position he now occupies.

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The life of Jacob Eisner has been a stormy one. His path to success was not paved with roses. He had his ups and downs. But whenever fortune turned against him he did not accept its decree as final. Possessed of an indomitable will, fired by ambition and reinforced by youth, the setbacks he experienced only stirred him to greater efforts. He fought against great odds and won out.

JACOB EISNER

Jacob Eisner was born in Galicia, on November 15, 1870. His native town afforded little opportunities for a lad given to adventure as he was. In his fourteenth year he bade good-bye to the land of his birth and departed for America. He reached these shores in 1884 and went to Cincinnati, where an uncle of his resided. There he immediately received employment in a clothing house as an errand boy at a wage of $2 a week and board. Evenings he attended school and took up bookkeeping. After six months he was given an opportunity to assist at the books, and finally became the bookkeeper for the firm, a position he held for three and one-half years.



His next berth, however, did not satisfy him for long. He wanted to learn the clothing business, and he realized that remaining at the ledger would not tend toward it. So he asked to be given an opportunity to go out selling. This was granted him. After a year on the road he decided to venture into business for himself with the little money he had saved. Big money he was unable to put aside, for the family he had left behind in Galicia needed assistance.

His venture fared well for a while, but the panic of 1893 swept him off his feet and left him, to use his own words, "high and dry." In 1894 he came to New York with the little money he managed to save from the wreck, he began to manufacture clothing again. In a comparatively short time he owned one of the largest factories of its kind anywhere. The labor disturbances of 1903 and 1904, however, caused him a great deal of trouble. Strike followed strike. Little by little his profits dwindled away, and the early part of 1905 found him penniless. He managed, nevertheless, to pay all his creditors in full and go out with his name untarnished.

This blow, severe as it was, far from discouraged Mr. Eisner. He felt that success would come eventually. It was only a question of the opportunity affording itself. Meanwhile, he was offered a position with a Baltimore concern at an annuity of $20,000 a year. But he turned it down. He demanded in addition to his salary an interest in the business. This fact demonstrates Mr. Eisner's grit. Despite his reverses, he lost not his self-reliance. "If I am worth $20,000 a year to some one else," he mused, "I am worth infinitely more than that to myself." How many would have spurned such an offer?

His calculations made at that time bear analysis in the light of the success he has made. The shock of his second blow over, he betook himself to several commission houses and asked that credit be extended to him so that he might start over. He did not have to ask twice. Credit was everywhere gladly extended to him. His rise since 1905 has been gradual and steady. Today his business, located at 84 Fifth avenue, occupies three floors, and a total area of 50,000 square feet. About 600 people

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are employed on the premises and just as many outside.

Mr. Eisner is a resident of Mount Vernon. His wife was a Miss Goodman, and he is a happy father of three sons. Jesse, the oldest, who is sixteen, is at high school, and Benjamin, aged 12, and Nathan, aged 10, are at public school. The children are receiving a Hebraic training, and Mr. Eisner tries to instil in them a love for the Jewish history and traditions. "It is not always those who are born and reared in orthodox households that makes the best Jews," he observed; "many so reared, indeed, outlive their orthodoxy. But the children who are brought up to understand Judaism and what it symbolizes, are less apt to turn from the path indicated to them."

In answer to a question regarding success and how achieved, Mr. Eisner remarked: "Above all, one must be honest—honest with every one one comes in contact, from the boy who sweeps your floor to the credit man in the biggest commission house. Add to this hard work, peristent plugging, steadfastness and self-reliance and you can't go wrong."

JACOB ELISHEWITZ

The high regard that men formerly had for their trades and crafts has to a great extent passed away. In fact, it is very seldom that a father nowadays will teach his son his own trade, as was the case in former years. However, there are exceptions. Mr. Jacob Elishewitz, manufacturer of hats and caps at 48 West Fourth street, is descended from a family of hat and cap makers. His father and grandfather were successful in this industry and Mr. Elishewitz was connected with it since his childhood. For the last thirty-five years he was manufacturing hats and caps in various cities of Europe and Turkey before he established himself in New York, and it is no wonder that Mr. Elishewitz is considered the leader of this industry in this city. The other manufacturers are always ready to adopt any suggestion that he may make, for he successfully introduced many innovations in the trade. He was practically the only manufacturer and distributor of the black patent leather hats for children some years ago, and he is now the sole manufacturer of the "Leghornette" straw hat, upon which he holds the patent right. "Leghornette," the trade name of the cotton straw hat, is a word of Mr. Elishewitz's invention and will doubtless be included in the next edition of the dictionary.



Jacob Elishewitz, son of Abraham and Chaia, was born October 3, 1865, in Reshinoy, Province of Grudnow, Russia. Until his thirteenth year he remained at home aiding his father, where he was at the same time pursuing his studies in Hebrew. At sixteen he began the manufacture of caps and continued in his native town until his twenty-sixth year. He then left for Turkey, where he remained two years. When he returned to Europe he settled in Paris. He still continued in the hat and cap industry, although much of the

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money that he had amassed in his native town was gradually disappearing. After being in Paris about a year and a half he came to America with the remains of his former fortune, a capital of about $800. He took employment as a designer and sample maker and continued so for about five years, until 1901, when he began to manufacture. Ever since he has always been recognized as a novelty mat and the trade is always watching to see what Elishewitz is going to make next.

Mr. Elishewitz is kindly and generous and has done much for the many members of his family. By nature he is a home-loving man and he has done his utmost to educate his children and bring them up in an atmosphere of refinment and good breeding.

In 1891 Mr. Elishewitz was married to Miss Dora Kaplan and they are the parents of six children. His oldest son, Abraham, who has been connected with the business for the last ten years, attended public school, high school and business college. He shoulders a goodly amount of the responsibility of the business and has done so for many years past. He is now married and is the father of two children, Selma and Joel. The other children of the older Mr. Elishewitz are Alexander, Sophie, Isidore, Morris and Oscar.

Ambition and economy are the keynote of Mr. Elishewitz's success, and he feels that every young man must save to become successful. "No matter what you earn, make it your business to save something," Mr. Elishewitz said.

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ABRAM I. ELKUS

Native talent is one of the most potent things in the world. It is also at the same time one of the most dangerous things in the world. If used in the interests of all, it can become a source of unending benefit to the social group in whose services it is engaged. If put, however, in the employ of selfish interest, it can work havoc that countless generations may not be able to undo. Whenever we come across a great talent, a mental engine that spends its energy in a manner calculated to be of the greatest benefit to the group, we feel that we have ample cause for congratulation. That is exactly how we feel when we come across such a record as that of Abram I. Elkus, a great legal light and an enormous power for good to his community and his country.



Abram I. Elkus is ranked as one of the best lawyers in the country. His legal abilities if employed in the service of big business could acquire untold millions for its possessor perhaps at the expense of the large masses of people. But Mr. Elkus preferred to utilize his vast legal talents for the people, and there is no end to the obligations under which he has put the American nation.

Mr. Elkus was born in New York city August 6, 1867. He was educated in the public schools and in the College of New York City. In 1888 he was graduated from Columbia Law School and immediately entered upon the practice of law. His success was so rapid that soon his clients numbered in the thousands, and the biggest corporations came for legal counsel to him. When the legal firm of Elkus, Gleason & Prokrauer was organized, it was soon recognized as the most reliable as well as the most brilliant of all legal firms in the country. With this concern, in spite of the temptations which occur in big business, Mr. Elkus managed to obtain a reputation for honesty that aroused the envy of many a great legal firm in the country.

In 1908 Mr. Elkus was appointed special U. S. attorney to prosecute fraudulent bankrupts. It required a lot of ingenuity and tactful handling to bring to light the facts that Mr. Elkus succeeded in revealing. But so great were his talents, and consequently so great was his success, that in 1911 the Factory Investigating Commission of New York State appointed him special counsellor, and the result of the disclosures of Mr. Elkus in the actual factory conditions in New York State is still a classic to-day. His investigation led to the revision of the Factory Laws of New York State and proved a great boon to the working people of the State. In recognition of his services, Mr. Elkus was appointed regent of the New York State University.

Mr. Elkus always took an active interest in Jewish communal work. He was one of the founders of the Free Synagogue, is a trustee of the Baron de Hirsch Fund, and is the president of the Hebrew Technical School for Girls, an institution which is the best of its kind in the United States, and which enables Jewish girls to get an excellent education in technical studies, thus providing the means of making a living. In 1916, after Ambassador Morganthau's return from Constantinople, Mr. Elkus was appointed Ambassador to Turkey. He served in that office with great distinction until the severance of diplomatic

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relations with Turkey. While in Constantinople he worked so hard attending to the distribution of relief funds and the saving of the refugees still in Turkish territories, that he fell ill from typhus. He was sick for a long time and his life was despaired of. But his great energy tided him over even this emergency and he managed to come home to the United States to be received with warm affection by all classes of the population.

MAXWELL V. EMERMAN

Mr. Maxwell V. Emerman is a successful attorney. He was born in Cleveland, on November 17, 1887, the son of Benjamin and Lena Emerman, who live at present in Erie, Pa. He received his education in Cleveland, where he passed elementary school and attended Central High school. He then entered the University of Michigan, from which he graduated in 1908 with the degree of LL. B., and was admitted to practice on June 17 of the same year. Since that day Mr. Emerman engaged in a very successful law practice in the Engineers' building, Cleveland.

Mr. Emerman is a very prominent figure in the civic life of Cleveland. He was the president of the Western Reserve Club, which is the largest Republican club in the State of Ohio. In 1915, he was a candidate for the Legislature on the Republican ticket, from the twenty-first district of Cleveand. While he continues his political activities, he no longer aspires to public office, and it will probably take some time until he again will appear as a candidate for public office.

The reasons which prompted Mr. Emerman to give up his political ambition was frankly stated to the interviewer in the following:

"I came to the conclusion that, first of all, a man must be financially independent, or at least sure of success, and should not attempt to accept office until late in life when he feels that he can serve the people to the best of his ability."

On November 3, 1912, Mr. Emerman was married to Lillian Bear, of Baltimore, Md. They have two children, Dorothy and Stanley.

Mr. Emerman is an accomplished young man. He is interested in athletics. He is intellectual and has a good Jewish education.

JACOB W. ENDEL

Before the organization of the Temple of the Covenant in the Washington Heights section there was a long-felt need for an institution of this type. The rapidly increasing Jewish population had no reformed Temple, no Sunday school, and no community centre where social and communal activities could be properly conducted. It was through the untiring efforts of Mr. Jacob W. Endel, of the firm of Cohen, Endel & Co., 100 Fifth avenue, that the Temple of the Covenant was organized, and it was through his personal endeavors that the splendid work being done by this institution became possible. Although it is only four years since the Temple of the Covenant is in existence, there are already many worthy activities conducted, among which are the Junior League, Boy Scouts,

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Girl Scouts, Ladies' Sewing Circle, Senior Sisterhood, Junior Sisterhood, Choral and Dramatic Societies, etc. Mr. Endel devotes every moment of his leisure time toward improving this institution and funds have already been collected wherewith a new building will shortly be erected in the vicinity of Broadway and 177th street. Mr. Endel hopes to lay out a building on the order of the Central Jewish Institute, with part of the structure for a Temple. It is his hope to have a building that will be used every minute of the day and evening for communal as well as for religious purposes.

Mr. Jacob W. Endel was born April 26, 1865, in New Orleans, La. His father, Wolf Endel, was prominently connected with the Temple B'nai Jeshurun and other Jewish work, being known as a Hebrew scholar and Talmudist. His mother, Fannie, took an active part in the Y. W. H. A. work of this city. Mr. Jacob W. Endel came to New York at the age of eleven. He attended public school and entered the College of the City of New York, from which institution he received his B. A. in 1883. After leaving college he entered the employ of his father who was in the clothing business. Mr. Endel worked his way from the bottom up, having worked at the stock, in the office, as salesman, and finally as member of the firm. Today the firm of Cohen, Endel & Co. employs over 500 people in its factories and offices and caters to the finest trade in the country.

Since Mr. Endel is giving his time to the Temple of the Covenant he has severed his active relationship with other institutions, although he contributes to almost every charitable organization through the Federation. In addition to being president of the Temple of the Covenant, he is a member of many other organizations, among which are Empire City Lodge, F. and A. M., and Pinta Lodge, Knights of Pythias.

On May 9, 1889, Mr. Endel was married to Miss Rachael Fox and they are the parents of Charles, Bertram, Helen (Mrs. O. P. Bloch), Ruth and Mildred.

Mr. Endel thinks that the work done by the Y. M. H. Associations is splendid and that these institutions should be so organized and extended so that there would be a building within the radius of every fifteen or twenty blocks. Only in this way, Mr. Endel feels, will the efficiency and value of this work really be felt.

Success in life, Mr. Endel thinks is obtained by concentrating upon one thing. "Make up your mind as to what you intend to do, and then stick to it." is Mr. Endel's advice to boys and young men.



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Politics has been a means of wealth and affluence to many a lawyer, yet Mr. Jacob B. Engel, member of the law firm of Engel Brothers, at 132 Nassau street, has made every effort to stay out of politics, although the opportunities to enter were frequent. He does not believe that it pays in the long run when one considers all the sacrifices a man must make. Mr. Engel feels that both the family and business of a lawyer suffer neglect when he enters politics, and even though it may bring one position and money it is gained at a great cost. It is this conviction that has made Mr. Engel devote all his time to his practice, and it is probably his close application to business that has won for him the high regard with which he is now held in the profession. Mr. Engel specializes in trial cases, and he is often retained by other lawyers to try their cases for them. Mr. Engel is greatly interested in Jewish affairs and much of his leisure time is devoted to institutional work.

JACOB B. ENGEL



Jacob B. Engel was born August 25, 1871, in Hungary. He was brought to this country while still an infant by his father, Leopold Engel, who is prominent in Orthodox circles of this city. Mr. Engel attended Public School 4, from which he graduated and entered the College of the City of New York. He later matriculated in the Law School of New York University, from which institution he received his LL. B degree. He was admitted to the bar in 1896.

Mr. Engel has for many years been actively engaged in charitable and institutional work. He is a prominent member of the Ohab Zedek Congregation of 116th street, and is ex-president of the Erster Ungarischer Verein. He is a Mason and has held high office in the Knights of Pythias, Royal Arcanum and the order of Elks.

On December 31, 1895, Mr. Engel was married to Miss Esther Schlessinger, whose father Moritz was one of the founders and first president of the Ohab Zedek Congregation. They are the parents of Gertrude, who is a school teacher, and Sidney C. and Arthur. Mr. Engel has given all his children a thorough religious and Jewish training, for he himself is a student of Hebrew and Hebrew literature, of which he is a great admirer.

Mr. Engel's advice to the young is: "Get as much education as you possibly can, for it is only the man with education who will succeed." Mr. Engel feels that perseverance, strict application to duty, and faithfulness to the employer, and attention to business, are the qualities that will surely lead to success. "Think first and act afterwards," is Mr. Engel's favorite adage.

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Thousands of American Jews have contributed and are interested in the noble work which is being undertaken for the relief of those unfortunate Jews who are victims of the terrible conflict now raging in Europe, and likewise thousands of our suffering brethren have been assisted materially by these funds, but how many of the contributors or the beneficiaries know that the originator and moving spirit in this work was Mr. Morris Engelman?

MORRIS ENGELMAN

The germ of the movement which eventually crystallized into such a wonderful effort was hatched in the mind of Mr. Engelman, for as secretary of the Union of Orthodox Jewish Congregations, he called a meeting of the executive, and on September 28, 1914, sent out eighty telegrams to the constituent congregations, duly signed by Rev. Dr. Bernard Drachman as president and Mr. Albert Lucas as executive secretary, asking for assistance for the Jewish war sufferers. This was the first concerted move for war relief, eventually culminating in the organization of the Central Relief Committee, which subsequently elected Mr. Engelman as honorary financial secretary. Since then Mr. Engelman has not allowed a single day to go by without giving his time, his thought and his activity to the movement. He is a man from whose mind there is constantly flowing a never-ending stream of original ideas, and he was the originator of almost every plan which was successfully used in raising the millions which have been sent to the relief committees, and he never received any compensation for his remarkable services.



Mr. Engelman belongs to that limited class who are not alone blessed with original ideas, but have the capacity and the energy to bring them to a successful realization. He possesses the remarkable gift of a great imagination and he sees great possibilities and carries into effect many ideas which other people label as utter impossibilities.

Not only does he give to relief work his best thought, but also his time and his money, and on July 22, 1915, he made a successful transcontinental tour with Dr. Drachman, taking the necessary time from his business, and personally defraying the entire expenses of the trip. The trip was made for the purpose of organizing the sale of relief war stamps and certificates and organizing committees throughout the country, and its success resulted in hundreds of thousands of dollars being diverted to the coffers of the Central Relief Committee.

Mr. Engelman was born in Bartfeld, Hungary, on January 15, 1872. At the age of thirteen he was left fatherless, and from that time on had to educate and support himself, and he has accomplished both problems well. He has studied in the Hungarian Yeshibahs and has fought his way through life to his present position.

He came to America in 1890, and as is usual began life here by peddling. He later drifted to Pittsburgh and embarked in business, but was not a success, for his mind is one that works too rapidly to be satisfied with the ordinary business client, and one who is constantly evolving original ideas cannot creep along on the slow methods of business. He returned to New York, entering the employ of the New York Life Insurance Company, and today is one of their leading representatives. His office is at 217 West 125th street.

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Mr. Engelman is a communal worker who labors indefatigably for the cause of traditional Judaism, and outside of his work for the Central Relief Committee, he is a member of the Joint Distribution Committee, whereby he hopes at some future date to unify all the elements of American Jewry; is the secretary of the Union Orthodox Jewish Congregations; an active member of the First Hungarian Congregation Ohab Zedek, 18 West 116th street, where he is the spirit that breathes life into the body, and organizer of the Ohab Zedek Sisterhood, where 200 children attend their Talmud Torah. He was the creator of the relief fund for rebuilding the Pressburg Yeshibah when it burned down a few years ago. He is also training his children to follow in his communal work. While in Pittsburgh in 1894 Mr. Engelman married Miss Rose Bendiner, and they are the proud parents of two sons and two daughters, who are receiving a thorough Jewish training.

Mr. Engelman has given much of his time to the organization of a Beth Din for New York and is about to see his idea realized. He is a co-worker with some of our most eminent Jews and is respected and honored in all circles. He is an orthodox Jew of the strictest type and his ambition is to raise the standard of orthodoxy and to demonstrate to the world that orthodox Jews can accomplish great things.

Mr. Engelman is blessed with a genial personality and an acquaintance with him wears well—in short, he is one of those men who come down on earth with a sealed order to do something for mankind in general, and who fulfill their mission in spite of seemingly impossible barriers.

MORRIS EPSTEIN

A man possessing remarkably keen powers of observation is Mr. Morris Epstein, of the Knickerbocker Leather and Novelty Company, of 79 Fifth avenue, a firm which stands to the fore in its line, employing over 300 hands. Mr. Epstein is a remarkable business man, as will be noticed after a perusal of his career, and not only is a member of the above-mentioned firm, but he controls the B. E. Manufacturing Company, makers of auto accessories, and the Serber-Stouder Co., subway construction.

Born on December 15, 1871, in Moscow, he came here as a youth of twenty, with barely enough in his pockets to pay for a telegram apprising his relatives of his arrival. Eighteen months after landing he started manufacturing leather advertising novelties, and gradually increased his business until today his position is pre-eminent in his line. He has always believed in taking a chance with honest men and has proved the success of his theory.

Mr. Epstein is a man of rare intellectual talents. When he came over here he attended evening high school, perfecting himself in the vernacular, and his leisure time is devoted to literature.

On April 2, 1895, Mr. Epstein married Miss Sophie Abramson, and they have been blessed with four daughters. Elizabeth, the oldest, possesses remarkable intelligence, having won a State scholarship, and is at present attending Barnard University. She is also an excellent musician.

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Wealth and education is a combination rarely found among the self-made men. As a rule, the men who devote their energy to making money have not the time nor the inclination for study. The converse is equally true. The men who acquire both are the exception, and Mr. Solomon Fahrer is one of the exceptions. While he has traversed the steep and winding road to success in business, he never neglected his intellectual development.

SOLOMON FAHRER

Solomon Fahrer was born at Skala, Austria, on September 16, 1876. His father was an extremely religious Jew, a chosid, almost a fanatic. Naturally, young Solomon was given a strictly Hebraic training. At the age of six the lad was able to recite from memory the Psalms from cover to cover; at ten he was considered a profound Talmudic student and was surnamed the "Elui."



In 1889, immediately after his Bar Mitzvah, young Fahrer emigrated to London, England. Without kith or kin to receive him, he found the English metropolis a cold and dreary place. What was he to do? He had no particular trade, no calling he could follow. He could not barter his Talmudic knowledge for bread. So, for want of anything else to do, he spent his days at the Marienpol Shool in London, reviewing his Gemorah. At night he studied English. If his stomach was frequently empty, his mind at least was always occupied. For eight months he earned two shillings a week (50 cents) by giving German lessons. On this paltry sum he managed to keep body and soul together.

In the early part of 1891, young Fahrer, still in his teens, left London and came to America. Here the Talmudist went to work in a sweatshop, making knee pants, at a salary of $4 a week. It is remarkable how many of our well-known men in the various fields of endeavor graduated from the sweatshop. The sweatshop did not check Fahrer's avidity for learning. Evenings he attended school and took all the courses given to foreigners.

After a couple of uneventful years in New York he went to Philadelphia. There he matriculated at the Carpenter Street School, an institution for immigrants, and took to serious study. Mr. Bernard Harris and the late Rev. Sabato Morais helped him along in his studies. While attending school he managed to earn a few dollars by translating German into Yeddish and vice versa.

For a year or thereabout he knocked about working for a department store and auction house and various other jobs, all the while pursuing his studies at the Central High School.

In 1898 he started in the waist business. The venture not proving successful he turned to salesmanship. This, too, left him unsatisfied. In 1903 he drifted into the insurance business, and shortly thereafter he was put in charge of the New York branch of the Columbia National Life Insurance Company. But insurance soon tired him and he took up selling waists again. In 1910 he became manager of a waist concern. Two years later he bought it out and organized the Lion Waist Company. Fortune has smiled upon him ever since. Today he is also the owner of the Beacon and Falcon Waist Companies. The three concerns owned

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and managed by Mr. Fahrer, are located at 16 West Twenty-second street. The business occupies a floor space of 3,600 square feet and employs 700 people.

Mr. Fahrer is a philosophical Socialist. At one time he was an active member of the Socialist party. He was one of the fourteen charter members of the Arbeiter Ring, and a member of the Press Federation Arbeiter Zeitung. Today he is a member of the Brooklyn Federation of Jewish Charities, the Y. M. H. A., of Loyalty Lodge of the Masonic Order, Zion Hospital, Hebrew Immigrant Aid Society, Hebrew Orphan Asylum, Machzikai Talmud Torah, and Bayside Hungarian Society.

Mr. Fahrer takes great delight in reading. While he does not shun society he prefers his book of an evening to anything else. He is a student of literature and has a fond predilection for the French and Russian writers, but takes exception to some of Turgeneiff's works, because the novelist casts aspersion now and then about the Jews.

Mr. Fahrer traces his genealogy back to a Jewish family named Ferrero that emigrated from Spain to Holland in 1591; thence to Frankfort-on-Main, and finally found abode in Galicia. It seems that another branch of the family accepted Christianity. About ten years ago, at the time of the Jewish massacres in Russia, Mr. Fahrer wrote an article in a Providence newspaper protesting about the outrages against the Jews. A certain Bishop Farrar, a Catholic prelate, of Rhode Island, endorsed Mr. Fahrer's protestations and asked him to call. The two "Fahrers" compared notes and discovered that both Fahrer, the Jew, and Farrar, the Catholic prelate, are descendants of the same Ferrero family. A very noteworthy and interesting fact.

Mr. Fahrer married Hattie Keller in 1901. They have two children: Albert Merwin, aged 6, and Marcella, aged 3. Albert is a full-fledged member of all the charitable organizations in which his father is enrolled.

BERNARD FEIFER

Mr. Bernard Feifer, the owner of the big cigar manufactory at No. 425 East Seventy-sixth street, and another one in Philadelphia, Pa., one of the giants of the cigar manufacturing industry, was born March 17, 1862, in Kalish, Poland. He was brought up in Germany, where he also learned the cigar-making trade. He came here at the age of twenty-six, and after having been in America for six months, began manufacturing cigars. He worked up to a very high station, conducting a large business, and to his credit be it said that his business career is absolutely unblemished and he enjoys an enviable reputation in both business and social circles. Mr. Feifer is a director of the East Eighty-fifth Street Synagogue's Talmud Torah, is a trustee of the Sixty-seventh Street Congregation and president of the Congregation B'nai Peyser. He is a member of almost every Jewish institution, and has endowed a bed in his name in the Beth Israel Hospital and one in memory of his deceased wife in the Hebrew Infant Asylum. Mr. Feifer is a very charitable and generous man and is always ready to give material assistance to every good Jewish cause.

In 1886 Mr. Feifer married Miss Lena Cohen, who passed away on August 6, 1913. Five sons survive her and they are engaged in business with their father.

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ISAAC FEIGENBAUM

Mr. Isaac Feigenbaum, of the firm of Feigenbaum Trunk and Bag Company, in West 6th street, is one of the most respected and important men in the Orthodox circles of Cleveland. He is not only Orthodox for himself, maintaining traditional Judaism, in spite of his environment, but he is also a militant Orthodox. He was the founder of the Congregation Keneseth Israel, having accomplished wonders in the building of the synagogue. For some time he has been the president of this congregation.

In 1913 he made a step, which, if successful, would revolutionize the situation of the Orthodox Jewry of Cleveland. He undertook to bring Dr. Drachman of New York as Rabbi of Keneseth Israel. The congregation elected Dr. Drachman and the Jewish press of the country took it for granted that Dr. Drachman accepted the call. Later, however, Dr. Drachman's family objected to the plan, so that Mr. Feigenbaum's desire could not be realized. It was a great idea and deserves commendation.

Mr. Feigenbaum is an Orthodox in the strictest sense of the word. He is a Sabbath observer and has brought up all of his children in a really religious atmosphere, teaching them not only to pray but to understand Talmud and Shulchan Aruch.

Mr. Feigenbaum was born March 19, 1875, in Botoshani, Roumania. He is the son of Gabriel and Rachael Feigenbaum, and a descendant of the renowned Feigenbaum family of Tarnow, Galicia.

He came to America in 1898 and settled in Hartford, Connecticut, where he first took a job as a painter. He later came to Cleveland, where he was employed for a time in a leather-goods shop, and, being a trunk manufacturer by heredity, he utilized his first opportunity and entered this business, making it a tremendous success.

Mr. Feigenbaum is an important personality in the Jewish social life of Cleveland. He is the founder and first president of the Dr. Karl Lippe Roumanian Society. He is active in every Jewish undertaking, and his house is the headquarters of prominent Orthodox Jewish guests, such as Dr. Drachman, Dr. Hyamson, Cantor Josef Rosenblatt, and other prominent Jews who come to Cleveland.

Mr. Feigenbaum was married May 8th, 1902, to Miss Sarah Geschwind, who is also his cousin. They are the parents of seven well-educated children, Gabriel, Jacob Leo, Sidney, Abraham Meshulem, Esther Gitel, Joseph Meyer and Mordecai.

Personally Mr. Feigenbaum is a very sympathetic man, of the serious type of Jewish young men who quickly gain your sympathy and respect.



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ABRAHAM H. FELDMAN

George Washington never told a lie. So the legend runs. Children believe it. But no sooner do they grow up to be men and women they begin to doubt it. The reason thereof is very simple. The average man has found it so very difficult to get along with the absolute truth in everyday life that it appears incredible to him for any one else to do it. And yet, there are men, few and far between, who are absolutely truthful; who, like George Washington, would cheerfully accept the unpleasant consequences resulting therefrom rather than dissimulate. Abraham H. Feldman is one of them. Not alone do children believe in him, but the men and women with whom he comes in daily contact. It is commonly known among his business and social associates that Mr. Feldman never lies. A good many people, at first dubious about this fact, tested him and convinced themselves that it is so. Neither in private life nor in business has he ever been found to lie. It is most remarkable! How many more men like Mr. Feldman are there?

In communal work Mr. Feldman is not personally very active. He is closely associated and takes a lively interest in the Hebrew National Orphan Home, and in the Masonic orders, but he is not anxious to hold any office. He nevertheless contributes to all good causes. His name is enrolled on the roster of almost every charitable institution in New York. He supports these various institutions not because he seeks glory or worldly recognition, but simply follows the mandates of his heart.

Mr. Abraham H. Feldman was born at Tarnopol, Galicia, the first of May, 1871. He arrived to these shores in 1891. Before he reached this country he lived for several years in Bessarabia. Being poor, he was obliged from early childhood to provide for himself. He therefore took to tailoring in Bessarabia. There he also married Minnie Ousteitcher, who is a descendant of a distinguished family in Russia. Two weeks after the wedding the young couple started out for America.

They brought with them the munificent sum of ten marks. Mr. Feldman immediately began to work as a cloak operator. He subsequently became a designer in the same line, and in 1904 ventured into business for himself. He is now a successful manufacturer of coats at No. 44 West Twenty-eighth street. The first three years he was in partnership, but after dissolution remained for himself. In the business world his reputation is equally clean as in the social world.

The Feldmans have four children, three sons and a daughter.

In answer to the question how a young man should conduct himself in order to achieve success Mr. Feldman answered: "Frugality and ambition naturally are important factors, but honesty, and above all, truthfulness, is the first and most essential requisite to success. He who tells the truth must eventually succeed."

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SAMUEL FINE

Mr. Samuel Fine, a well-known manufacturer of men's and children's clothing, is a highly interesting personality and a living example and proof of the fact that persistency and hard work will always win out in the end. Born October 12, 1884, in Keidani, Kovno Gubernia, he was the son of a poor workingman; at the age of sixteen he arrived in America, and ignorant as he was of the new country and its conditions, he became an errand boy in a wholesale clothing store, where he worked for $3 a week, from 7 o'clock in the morning until 10 at night. Though the work was hard and above the strength of a boy of his kind, yet he remained at his job for a full year. But his ambition was much higher all this while, and he spent his free hours until late in the night in studying the art of cutting. He was successful in obtaining a position as cutter and stayed in it for seven years, until he saved up enough to go into the business for himself.

He opened a little clothing store at 34 East Broadway, where he gained the sympathy of all with whom he came into contact, on account of the principle which he had formulated, that in order to be successful one must satisfy his customers. The satisfaction of his customers became a gospel with him and within four years his store had grown into a double-store, at 32 East Broadway, where it kept on growing until he was compelled to rent larger quarters at 25 East Broadway, where Mr. Fine occupies a whole building of five floors.

The factory and sales rooms are well furnished to the satisfaction of every customer and the workers, and is arranged in the following manner: The main floor is given over to men's clothing, the balcony is taken up by suits for young men, the third floor by overcoats, while the fourth and fifth floors contain rooms for cutting and other work. There are about a hundred people employed in the place, and all attest to Mr. Fine's splendid character in caring for them like a father for his children.

In December, 1906, Mr. Fine was married to Miss Lena Poster, the daughter of Mr. Morris Poster, a noted grocer, since retired. There are three children of this union, named Martha, Sadie and Henry. The children are highly accomplished and known for their intelligence.

Mr. Fine is a member of many charitable institutions, as the Hebrew Immigrant Aid Society, the Denver Sanitarium, the Hebrew Day Nursery, the Hebrew Free Loan Association, the Royal Lodge, I. O. B. S.; the Keidaner Association and many Jewish organizations. He believes in charity in the widest sense of the word and contributes liberally to every important cause.

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ABRAHAM R. FINKELSTEIN

Abraham R. Finkelstein is a living example of devoted energy climbing high and reaching the goal in a remarkably short time. Born in Jassy, Roumania, on February 24, 1874, he is the son of Meyer Finkelstein, a well-known sewing machine dealer, who is still engaged in this business at No. 216 East Tenth street. Abraham came to this country as a young man of twenty-five, with his wife and baby, and as he knew the sewing-machine business, he opened a small store at No. 140 East Fourth street, where after six years of hard work he succeeded in making a fairly good living, when he first began his connection with the New York Life Insurance Company. He would, at first occasionally, approach a party and make him sign an insurance application; gradually his new business grew, so that in the end he decided to devote his full energy to the insurance business, and after two further years he turned his store over to his father and himself became a representative of the New York Life Insurance Company, with offices at 217 West 125th street, Manhattan, and 233 South Fourth street, Brooklyn.



A year after he was already a member of the $100,000 club of his company, which includes men who have written insurance to this amount and over and for the last six years he has been a member of the $200,000 club, which includes only the greatest business producers of the New York Life Insurance Company. The remarkable rise of Mr. Finkelstein in the insurance world is due to the fact that he considers in every case the interests of his clients above the interests of anybody else, and it is the confidence placed in him by those with whom he deals that makes them like him and follow his advice in every matter. Mr. Finkelstein wants to make sure whenever he writes a case that his client's interests are protected and will never consider anything which does not act in this way.

At the age of twenty Mr. Finkelstein was married in Jassy, Roumania, to Miss Gussie Weintraub, daughter of a well-known clothing dealer in Jassy, Alter Weintraub, and they are the parents of one daughter, Bessie, who assists her father in his Brooklyn office and acts as his bookkeeper and manager.

Mr. Finkelstein is a member of a number of Talmud Torahs, the Roumanian Home for Aged and Infirm, the Congregation Beth Jacob Anshe Sholom of Brooklyn, president of the Misrachi of Williamsburg, member of the Kehillah, a member of the Board and former vice-president of the First Roumanian American Congregation. He is a valued member of Maimonides Lodge, No. 743, F. and A. M., and held office there for some time. He is also a member of the Masonic Club, the Louis Kossuth Lodge, No. 749, I. O. B. A., holds an office in New York Isaiah Lodge, No. 1, I. O. O. F., and is a member of several other organizations. For the month of April, 1913, Mr. Finkelstein heads the list of a hundred leaders of the New York Life Insurance Company, having the largest number of paid-up applications throughout the entire country. The roll of honor of the company, containing

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the twenty-four highest men of Greater New York, known as the "Leaders' Leader List," has contained Mr. Finkelstein's name for the last five years, which is due to his tireless efforts and a laudable zeal.

Mr. Finkelstein admonishes the young to honest and persistent work and to be a "friend to the world."

A strictly Orthodox and religious Jew, emphasizing the principles of integrity and charity, such in brief is the character of Mr. Finkelstein

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ISRAEL FINKELSTEIN

What plays the greatest part in the making of success? Is it work, luck or brains? Different men have different opinions regarding this question. Mr. Israel Finkelstein has a peculiar opinion about it, and he expresses it in the following manner:

"There are three elements that make for success. Seventy-five per cent. of success is the result of hard work. If one can work hard and knows how to utilize every minute for his purpose there are 75 per cent. of chances that he will succeed. Ten per cent. is luck and 15 per cent. of brains is necessary in order to succeed."

When the writer asked Mr. Finkelstein what can a man accomplish with only 15 per cent. of brains, when it is so commonly known that brains are most essential, Mr. Finkelstein smiled and said: "Brains can be bought for money, but one needs at least 15 per cent. of brains to have enough sense to buy brains." That is the best explanation about success that the writer has so far heard from business men.



Mr. Finkelstein is quite a young man. The writer went to interview him as one of the most successful men in the skirt line, expecting to meet an elderly, or at least a middle-aged gentleman, but to his surprise he met a young man, rather boyish looking.

Mr. Finkelstein is one of the most prominent men in the Borough Park colony. He is a director of the Machzikah Talmud Torah, a prominent member of the Y. M. H. A., of Temple Emanuel and of all the other institutions in Borough Park.

Mr. Finkelstein was born on the 22d of January, 1881, in Edwabno, Province of Lomza. His father, Reb. Morris Finkelstein, who died in St. Louis on the 28th of October, 1916, was a famous lamdan. His brother, Rev. B. Finkelstein, is the chief shochet of St. Louis, and is also a great lamdan.

Israel Finkelstein came here from England in the year 1899. He started as an operator on skirts. Three years after his arrival in America he went in business for himself manufacturing skirts, but after having been a year and a half in business he learned that in order to be really successful one must know American conditions better than he did at that time, and in general to be better prepared than he was. He learned designing and then secured a position as a designer with M. Goldberg & Sons, who afterwards offered him a partnership in the busi-

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ness. They organized the G. & F. Skirt Company, which was very successful. But two and a half years later, on December 2, 1912, Mr. Finkelstein withdrew his interest in the business and went into the skirt manufacturing business for himself, and he is now one of the biggest men in the line. He conducts a big factory, which the writer had occasion to go through, and to learn its splendid organization. It no doubt requires a master mind to organize and direct a business in such a manner.

On the 20th of January, 1902, Mr. Finkelstein married his cousin, Eva Finkelstein. They are the happy parents of four children, Leo, Miriam, Herman and Sylvia.

Mr. Finkelstein is a very interesting young man and has a very pleasant personality. He is a man with whom one can spend a very pleasant time in conversation on almost any subject.

MAX J. FINKELSTEIN

Judaism in this country is undergoing a rebirth and a surprising fact in the present revival is that a considerable percentage of the younger generation is reverting to the older forms and traditions. Mr. Max J. Finkelstein, a practising lawyer at 233 Broadway, is a conspicuous figure among the younger Jewish generation, not only because he is himself imbued with a sincere regard for traditional Judaism, but because he is making every effort to implant the faith of his forefathers into the hearts and minds of the younger element. He has at various times addressed the members of many junior leagues with the hope of instilling into them the high regard for Jewish thought that he himself has. He would like to have the younger generation look back with pride and respect upon the achievement of Jewish thought in the past centuries, for the Jew in his opinion has been the founder of the highest forms of ethics, morals, philosophy and religion. He would like to see the younger boys respect the old fashioned Jew who in spite of hardship and persecution has persisted in upholding his belief and ideals.

Max J. Finkelstein was born August 25, 1887, in Elmira, N. Y. His father was a very pious Orthodox Jew, interested actively in almost all the charitable work of that city. Mr. Max J. Finkelstein attended Grammar School in Elmira, and later entered the Free Academy, and then matriculated in the Cornell University Law School, from which institution he received his LL. B. After being admitted to the bar he settled in New York in 1908, since when he has been a successful practitioner in this city.

Mr. Finkelstein has been actively connected with many Jewish charitable organizations and he takes a prominent part in many junior clubs, where he spends much of his leisure time. He is president of the Talmud Torah of the Pincus Elijah Congregation, of which he was at one time director and trustee. He is president of the Junior League of the West Side and is a prominent member of the Progress Club and the Cornell Club.

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The message that Mr. Finkelstein would like to spread among all Jewish children is one of orthodoxy and faith. "Let the younger generations look back to the achievement of Jewish thought," he said, "and let them take pride. The Jews have given something to every creed and race and their grand work must be perpetuated." Mr. Finkelstein is an idealist, and a strict adherent of traditional Judaism with the inspiration of other young men of his type and there would be no question about the future of orthodoxy in this country.

SULEM FINKELSTEIN

Although Mr. Sulem Finkelstein, of No. 3 West Nineteenth street, came to this country when in full manhood, with only about $5 in his pockets, he has, during the last decade, succeeded in taking his place among the leading jobbers and manufacturers of laces and embroideries. In the trade Mr. Finkelstein is known for his straightforward, honest methods, while among his friends Mr. Finkelstein is admired for his quiet, unostentatious manner. He has a kindly nature and is always ready to do a good turn when time or occasion demands.

Sulem Finkelstein was born July 31, 1876, in Folticen, Roumania. His father, Michil Isaac, who spent his last years in Palestine, was a noted scholar and Talmudist, and was for four years a teacher of the late Dr. Schechter, of the Jewish Theological Seminary.



Mr. Finkelstein made his livelihood by peddling after his arrival. After struggling along for about a year he opened a store on Orchard street, in partnership with his brother Samuel, now deceased. Through peristent effort they managed to eke out a bare living, and their real success began in 1906, when Mr. Sulem Finkelstein returned to Switzerland and opened a factory there. The firm continued to import their own manufactures and made a great success. Mr. Finkelstein lived in Switzerland for many years and directed his business from there until, two years ago, when the outbreak of the present war forced him to come back to this country.

On March 2, 1902, Mr. Finkelstein was married to Miss Annie Finkelstein, and they are the parents of Max, Nattie, Lucy, Francis and Sidney.

Mr. Finkelstein is known as a contributor to many worthy charitable organizations, although he is not actively connected. He is interested in the Far Rockaway Congregation, particularly in the Talmud Torah, for he sincerely believes that every Jewish boy and girl should be taught the basic principles of Judaism and Hebrew.

Honesty, Mr. Finkelstein thinks, is the basis of all business success, but he also thinks that good treatment of customers is bound to bring good results. It is a better policy to satisfy your customer than to get the better of him, for the good will of those who are pleased is an asset that will bring increased returns as time goes on.

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HARRY FISCHEL

Thirty-one years ago, on a cold, gray December morn, an ocean steamer crept slowly up the Bay as though weary from its long journey. On board was a poor, unknown, immigrant youth. As the great city loomed up before his view, his eyes seemed to glow with suppressed emotion. Dear to the heart of this youth were the faith and traditions of the Jew, and he had been drawn to the land of liberty by tales of freedom of worship and equality of opportunity for all. As the city drew nearer, he wondered what the New World had in store for him. He thrust his hands deep down into his pockets and drew out sixty cents in cash, his entire capital. Again he looked at the great city. In all that mass of humanity he had not one friend. He was alone, in a strange hemisphere, with people whose tongue he could not understand.



Looking at his frail body, who would suspect that this twenty-year-old boy would some day rise and put to shame the magnates of the great metropolis by the inspiring example of his career, by his bounteous gifts to charity, by his earnest and persistent efforts to uplift the poor and suffering? Who would believe that this boy would some day amass a great fortune and dedicate his life and his wealth to his less fortunate brethren?

Harry Fischel was born in Maretz, Russia, fifty-one years ago. His father, Nachman, was a learned Talmudist, and possessed a broad, worldly knowledge. The community in which he lived looked up to him with reverence and respect. His aid and counsel were continuously sought. There never was a time in the life of Nachman Fischel that he possessed much wealth, and yet no happier man could be found, for his greatest joy in life was to help those who could not help themselves. His beloved mother, Hannah, was honored by all who knew her. Of wealth and prosperity she never knew, and yet all her life she gave freely and with a full heart to the poor. It was this noble example of goodliness and charity which laid the foundation in the character of her son, and exerted the greatest influence upon him. Harry was inculcated with the fundamental principles of orthodox Judaism, and he never forgot the teachings of his father. He also studied architecture at a technical school, an art which proved invaluable to him.

His first few years in America found him in a continued struggle for bare existence, and yet, in the depths of poverty, his characteristic benevolence, self-sacrifice and determination were apparent. In his first position he earned $3 a week. Of this sum, one-half he sent weekly to his parents in Europe.

In the summer of 1886 he lost his position, and then began for him the most critical period of his life. For six months he lived on three cents a day. Many positions were offered to him, but they required him to work on the Sabbath. With starvation on one side and his firm orthodox faith on the other, his soul passed through a terrible crisis. Only those who have struggled hard to maintain their most sacred ideals in the face of shattering circumstances can picture to themselves the mental and moral struggle which young Fischel experienced. Finally, on the

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verge of desperation, he accepted a position which required him to work on Saturday. Saturday came. On his way to work, he passed a synagogue in which he daily prayed, and entered to read the morning services. The fact that he was about to commit a violation of a sacred commandment smote his conscience. When he left the synagogue, he returned to his home and lost his position. His early Jewish training, his love for all that was holy, had prevailed. Since that time, Harry Fischel never violated the Sabbath.

Many trying periods were passed through, until 1888, when he met Miss Jane Brass, who came from a very distinguished family in Olkening. Her father, an extremely learned man, had committed to memory almost one-half of the entire Talmud. Her brother, Rubin Brass, is a rabbi of Visokodwor, Guverner Wilna. Joseph Klausner, the well-known Hebrew writer, is her cousin. Her grandfather was the celebrated Rabbi Alexander Zisskind, author of a book and many other works, and who was especially known for his piety.

After a courtship of six months, they married. At that time he was earning $9 a week. His marriage incurred the displeasure of his employer, for young Fischel was now unable to work from sunrise until late at night on the job, and, as a result, he was discharged a month after his marriage.

It was a bitter struggle to keep the wolf from the door, but his young wife consoled him with her cheerful words. Some time later Mr. Newman Cowen became interested in the young man. Sympathizing with his impoverished condition, he gave Fischel a contract for the alteration of a house in Canal street. Mr. Cowen was surprised at the ability which his protege manifested. He opened a bank account for the young man with several hundred dollars, which he advanced under the contract. The tide of fortune began to turn. Soon thereafter young Fischel purchased a lot on Clinton street, erected a building on it and sold the improved property. He netted a profit of $5,000 on this operation. By 1892 he built and owned several prominent corners in the Seventh Ward. In real estate transactions Mr. Fischel seems to be a genius. His capacity for understanding the signs of the time, and his careful and personal attention to every detail, are remarkable. Undoubtedly those qualities are the roots of his success in the real estate field. He commands each operation like a natural-born general. He points out to the best architects their mistakes, and shows the best mechanics how to do their work properly.

Perhaps it was his keen insight, or his remarkable foresight, which has often seemed prophetic, which intimated to him that a panic was imminent in 1893. He soon disposed of all his houses at cost or at a small loss, with the exception of one, which he retained free and clear of all encumbrances, and in this way, he escaped the enormous losses which fell upon his contemporaries in the real estate field.

In 1900 Mr. Fischel, after a four months' trip with his family to visit their parents in Europe, retired from business to devote himself henceforth to the betterment of the conditions of the poor in the Jewish community.

The striking element of Mr. Fischel's personality is a rare mixture of benevolence with strength of mind. He impresses you as a man whose heart will bleed at the story of the suffering of the unfortunates, who will give freely, unrestrainedly to a worthy cause, and yet, at the same time, a man of strong determination and exhaustless energy. It

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is due to these qualities that he has been able to accomplish so much for the people of his race. Following are a few of his achievements in brief:

In 1901 he erected the Grand Theatre, the first theatre in New York city built for the production of Jewish plays.

In 1902 he built a summer residence in Hunter, Catskill Mountains, at that time the finest summer resort in the Catskills. After living there a short time, he realized that it was necessary to have a place of worship for the many Jews who spent their summer at this resort. He attempted to interest many residents to participate in building a synagogue by a general subscription, but he did not succeed. He felt the necessity was so great that, with the assistance of Dr. Samuel Friedman, he built a synagogue with a seating capacity of over two hundred, which he is maintaining to date. This synagogue is attended by thousands of people during every summer.

Mr. Fischel noticed that there were thousands of Jewish children, who, deprived of their parents in their youth, were brought up in institutions such as the Hebrew Infant Asylum and the Hebrew Sheltering Guardian Society, which did not observe the dietary laws, or give any religious training to its inmates. As a result these children were being brought up without any Jewish knowledge or education. He appealed to these institutions in vain. For many years he waited for the time when his dream would be realized, and on one fine morning, during the month of April, 1910, he noticed that the old Infant Asylum Building, on Eagle avenue, in the Bronx, was for sale. On the impulse of the moment he realized that this would be the best opportunity to establish a new Infant Asylum, which would adhere to the strictest observance of the Jewish faith. He lost no time, and shortly purchased this suitable site at a very reasonable price.

The two institutions being informed of Mr. Fischel's purpose, immediately got busy to prevent the creation of a new Infant Asylum, and it was not long after, before the aforesaid institutions entered into an agreement with Mr. Fischel to follow strict dietary laws, to the satisfaction of orthodox rabbis. Thereupon Mr. Fischel surrendered his contract to the Hebrew Infant Asylum, which sold the property at a greater price than Mr. Fischel had agreed to pay.

In June, 1910, he went to Palestine and purchased a tract of land in the colony known as Petack Tikvoh, containing over seventy *Dunims* of orange grove. His object was to colonize there all his relatives, whom he had to support in Russia. This enterprise worked very well. He transferred several families to the colony, but before his dream was fully realized, the war broke out, and further activities became impossible.

On his departure for Palestine, ten of the larger charitable institutions with which he was affiliated, tendered him a banquet in the Hotel Astor, which was attended by many distinguished men and women in all walks of life.

In 1911 Mr. Fischel became the president of the Uptown Talmud Torah, to which he devoted three years of zeal and devotion, neglecting even his private affairs. Through his activity, the Uptown Talmud Torah became the largest institution of its kind in America. The demand for admission became so great that the building soon proved inadequate. Mr. Fischel thereupon presented to the institution an annex, which he erected at his own expense. This annex is a three-story structure of

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40x40 feet, accommodating over 400 pupils, and containing, besides the executive offices for the entire institution, a large meeting room, library and playground. Mr. Fischel served as president until 1914, when he had brought the institution to such a position that both financially and educationally it was second to none in the United States. When he felt that the institution was self-supporting and did not require any more of his personal attention, he decided to devote his time to the other institutions in which he had been interested for the past twenty-five years, and which needed his energy. He then resigned as president.

Mr. Fischel has, of late, resumed real estate operations. Within recent years he built the large mercantile building on the corner of Broadway and Thirty-seventh street. He recently completed the twelve-story, fine apartment house which occupies the whole of the block on Park avenue, from Fiftieth to Fifty-first streets, and has just finished a twelve-story apartment house in the most fashionable neighborhood in the city of New York, on Fifth avenue and Seventy-fourth street. As a builder and real estate investor, he has made his mark among the greatest in that field. Recently he wrote an article on the amortization of mortgages, which caused a good deal of favorable comment, and the suggestions contained in his article were adopted by many of the great loaning institutions in the city and elsewhere.

The societies and institutions with which Mr. Fischel is affiliated are various and numerous. He is treasurer of the Hebrew Sheltering and Immigrant Aid Society since 1895. He is also treasurer of the Central Jewish Relief Committee, vice-president of the Beth Israel Hospital, vice-president of the Rabbinical College, treasurer of the Jewish Sabbath Association and a director in the Hebrew Free Loan Association, Chesed Shel Emeth, Uptown Talmud Torah Association, Rabbi Jacob Joseph School, Machzikei Talmud Torah, Central Jewish Institute and Jewish Maternity Hospital. He is also a member of the National Council of Young Men's Hebrew and Kindred Associations of America. He is a member of the American Jewish Committee and is one of the five members who organized the American Jewish Relief Committee. He is either a donor, patron or member of every Jewish institution and many non-Jewish institutions in the city of New York. He has endowed either a room or a bed in practically every Jewish institution which has been built during the last fifteen years in the city. In October, 1914, Mr. Fischel became the treasurer of the Central Committee for the Relief of Jews Suffering Through the War. The manner in which he fulfills the duties of this office is illustrative of his usual method of handling his affairs. Most of the work is done in his own office, at 51 Chambers street, and the work is done under his very eyes. If his advice or assistance is required, he is there, ready to give the matter his personal attention. Since the beginning of the war he has contributed $100 monthly to the committee, but he has not been satisfied with this. Not only has he given his office and his staff for the work of relief, but he has given himself to the cause. Leaders of his calibre are indeed few.

It is but poetic justice that Mr. Fischel and Mrs. Fischel should be blessed with domestic happiness. Their four daughters seem to have imbibed the energy and wisdom of their father. The eldest daughter Sadie Gertrude, graduated from public school as valedictorian of her class and received the degrees of Bachelor of Arts from Normal College and Master of Arts from Columbia University, and on Thanksgiving Day, 1914, married Mr. David Kass, a commercial banker of this city. Their

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second daughter, Rebecca, graduated from Barnard College, and in March, 1915, she married Rabbi Herbert S. Goldstein, minister of the Institutional Synagogue of Harlem. At the wedding the souvenirs given to the guests were volumes translated by the bride and groom from the Hebrew of *Lah-y' Shats-reem tchilaw* (Praise for Righteousness), written by Moses Haym Luzatto. Their two youngest daughters, Bertha Marion and Rose, have graduated from Normal College High School and are at present attending Barnard College.

Prosperity has not shaken Mr. Fischel's faith in Judaism. He has remained strictly orthodox. "It is not necessary to throw aside Judaism," he maintains, "in order to succeed in business." He has proven that his contention is correct, that the Jew who observes his religious teachings is even more successful than the one who divorces himself from it at the slightest pretext. He is sincerely devoted to his religion and its traditions. He is permeated with it; lives for it. "Our Jewish community needs leaders," he stated in a conversation with the writer, "leaders who come from the poor, for then they can sympathize with the people who need assistance. Charity is most salutary when it comes from the heart; otherwise its effect is only transitory, not lasting. There are some people in this world whom God has endowed with kind hearts, others with material riches, but he is most blessed who is endowed with both. One who tries to enjoy his fortune selfishly cannot be happy."

Mr. Fischel was asked to what he attributed success in business. His answer was: "First, energy; secondly, determination and perseverance; lastly, opportunity. By that I mean, not to wait until opportunity knocks at the door, but to exert every possible means to create the opportunity. But above all, the men who have attained the greatest success and felicity, have been those who enjoyed happiness in their domestic life, through which they received energy and inspiration in their struggle to reach the heights of success."

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The suppression and persecution of the Jews in European countries have, during the past half century, swept thousands of them to the shores of America, where they have found a home and a haven.

JOSEPH FISHER

This flux of immigration brought to these shores twenty years ago Joseph and Sarah Fisher. Mr. Fisher was then a man of thirty-five, fairly successful in the wholesale liquor and tobacco business, but the government deprived him of his business privileges and he was compelled to turn to this country for his livelihood.

Joseph Fisher, son of Solomon and Bella Fisher, was born April 21, 1862. His father was a Lamdan and well known Hebrew scholar, and was looked up to by the Jews of the community. Joseph Fisher was given a thorough Jewish training, and until his eighteenth year he spent his time in the Yeshibah. It was at this age that he made his first attempt at business, and much to the surprise of his friends the young Yeshibah Bochar displayed remarkable business ability. Before many years had passed he was a prosperous merchant. But as is often the case in European towns, success of the Jew arouses envy and jealousy. Mr. Fisher was the unfortunate victim of this racial prejudice. In his thirty-fifth year almost everything he had was confiscated, and when he reached these shores he was practically penniless. He turned to the instalment business, and gradually drifted into the jewelry trade. In a few years he rebuilt the fortune that he had previously gained and lost. At present Mr. Fisher imports and manufactures diamonds and jewelry, and enjoys a commendable place in the diamond trade of Philadelphia, Pa.

Mr. Fisher has taken an active part in charitable and communal work of the city for many years. He was for some time president of the Congregation Anshe Sfarth, and also of the Northern Chevra Kadisha, in which institution he did much active work, being instrumental in buying the property for their present Shul. He was also vice-president of the Gemilath Chasodim, and was one of the seven founders of the Ohel Jacob Congregation, as well as one of the organizers of the Congregation B'nai Jeshurun. There are very few Jewish organizations to which Mr. Fisher has not given his financial support. He is a member of the Hyman Lodge, I. O. B. A., Morris Haber Lodge, I. O. B. S., and member of the Jewelers' Board of Trade.

Mr. Fisher is also a member of the Equity Lodge, F. and A. M., Jappa Council, director of "Brith Achim" and one of the organizers and directors of the Downtown Free Loan Association.

Mr. Fisher is also president of the Real Diamond Building Loan Association, which was formed ten years ago and which has aided many a Jewish institution in raising mortgages and loans.

Thirty-eight years ago Mr. Fisher was married to Miss Sarah Atlas, and they are the proud parents of six children, William, David, Samuel, Morris, Jacob and Bella.

Although business problems have taken Mr. Fisher away from his studies, he still enjoys his Hebrew, and spends many hours in contemplation of the work he took up during the many years with his Rabbis.

Mr. Fisher is of a generous, optimistic nature, and is always ready to give a helping hand wherever he feels that the cause is worthy.

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It was because his wife insisted, and there was no opportunity for making a living in the "old country," that Louis Fleischmann decided to exchange his native Hungary for the United States of America. He was the son of a very religious father, who spent his life in the wool business, and though universally admired and respected, still he was unable to gain a foothold and was compelled to struggle against poverty all his life. It is the memory of his father, Samuel Fleischmann, and his mother, Ernestine, that occupies such a prominent place in Mr. Fleischmann's mind, and he has contributed large sums of money to keep up the remembrance of their blameless lives.

LOUIS FLEISCHMANN

Mr. Louis Fleischmann was born in Budapest on March 11, 1865, was married on August 3, 1892, to Miss Jolan Donath, and emigrated to this country in 1896. With a wife and baby and a capital of one mark, or 20 cents in American money, he landed on these shores without friends, and after walking around for about forty-eight hours without anything to eat, he took a job as a waiter and porter in a sailor's "den" on the waterfront, where he worked 21 hours a day for the magnificent wage of $8 a week. He roomed in a place where he paid rent of $4 per month, having two soap boxes for chairs and a box for a table. After struggling in this manner for a few weeks, he saved up $10, went to Ludwig Baumann & Co. and bought $32 worth of furniture consisting of a bed, table and two chairs, on the great national installment plan, paying $5 down and $1 weekly.



He then found a position in Hoboken, N. J., in a place where, with his tips, he made $15 per week, and after working there for a few months, he saved up $400 and bought the place. Not having enough experience, however, he was compelled to sell it after two years at a considerable loss. Times being hard, he was compelled to take a job as a porter in a drug store from 7 A. M. till 11 P. M., for $9 a week, staying at this for another year, and then went out to seek employment elsewhere. He secured a position as waiter at the lunch room of Columbia University where, with his kindness and pleasing personality, he worked his way up, and after two years became the general manager of the restaurant. For nine and a half years he managed the place to the greatest satisfaction of the instructors and students. He accumulated a little capital, and was well on his way to fortune and prosperity, when the authorities decided to take over the restaurant and leave its management to the students of the college. As a result Mr. Fleischmann was compelled to look for employment elsewhere.

In 1908, he bought a café at Prospect and Westchester avenues, the Bronx, a place where he is situated at present. He made extensive alterations of the place, transforming it into a first-class restaurant with beautiful musical and vocal concerts every evening. It was the first venture of this sort in the Bronx, and it proved a tremendous success from the start. Mr. Fleischmann's restaurant came to be known as a wonderful place, where people could gather to drive away the cares of daily toil and enjoy a wholesome meal and amusements of the highest type.

Such being his success, Mr. Fleischmann now turned his attention to his co-religionists, and became connected with the Department of Syna-

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gogue and School Extension of the Union of American Hebrew Congregations of Cincinnati, Ohio, and with the help of Rabbi George Zepin, the director of this department, and Rabbi Max Reichler, he succeeded in organizing the Sinai Congregation of the Bronx. On September 1, 1911, he was elected the first president, and after having served in this capacity for three and a half years, he had the blessing of God to purchase, in December, 1914, a site on Stebbins avenue and 163rd street, where the cornerstone was laid for a new building. Mr. Fleischmann was assisted in this function by the late Rabbi Dr. J. Leonard Levy of Pittsburgh. The most interesting feature of this congregation is a religious school connected with it, which is organized into sections and departments for children and adults, with assembly rooms and rooms for meetings and clubs. There is also a Sisterhood for the wives of the members, which is primarily concerned with the work of alleviating the sufferings of the Jews in the Bronx. Mrs. Fleischmann is one of its most active members, and she was the moving spirit in the organization of this Sisterhood It is primarily through the efforts of Rabbi Dr. Reichler that this important social work has been systematized and clubs for various activities of the young were established to teach them the truth of Judaism.

In 1915, Mr. Fleischmann became connected with the Independent Order Free Sons of Judah, and they organized the Louis Fleischmann Lodge No. 195. But Mr. Fleischmann realized that this order could not exist long, so he organized the Louis Fleischmann Benevolent Society in 1916, and it has to-day a membership of 112 members, who are all well selected and of the highest possible standing. Each member is insured by the society and entitled to sick benefits. Their families share in the benefits of the organization, the society possesses its own burial ground for the members and a ladies' auxiliary.

Of Mr. Fleischmann's two children, his son, John, is at present enlisted in the National Guard Coast Defense, with the rank of sergeant and chief electrician, showing the patriotic devotion of the Jew to the country. His daughter, Erna, went in 1913 to Vienna and Budapest to study literature, music and art, and she is still there.

Mr. Fleischmann is the only man in his line of business who is serving on the Grand Jury of his county.

Half of his immense success Mr. Fleischmann contributes to the love and devotion of his wife, who helped and struggled with him to climb the ladder step by step in these many years. It was she who made her husband come to America, and she is a most tireless charity worker in the borough.

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The writer spent more than an hour in the company of Mr. Nathan Fluegelman discussing business and business principles. Mr. Fleugelman is not only a successful business man, but a thinker as well. His business principles are sound and his wise sayings readily explain his personal success.

NATHAN FLUEGELMAN

"Success," Mr. Fluegelman declared, "does not lie in imitating the methods and ideas of others, but rather in the ability of the individual to originate new ideas."

In discussing the subject of manufactures, Mr. Fluegelman assumed a somewhat skeptical attitude. "There is a great difference in the manner of manufacturing in this country from that of the European countries," Mr. Fluegelman resumed. "Every man in Europe prides himself on the improvement of his wares year by year, whereas in this country the tendency is for each manufacturer to introduce poorer material until eventually the poorest kind of material is turned out. Every man tries hard to make all that he possibly can in the present and cares little about the possibilities of the future. That explains why it is that in this country there is no such thing as sons following sincerely the trades of their fathers."



In addition to these statements, Mr. Fluegelman had much to say on the subject of success in the younger element. He feels that a father should make every effort to interest his own son in his business if the child shows any inclination whatsoever to learn it. Mr. Fluegelman's oldest son, who is only fourteen years old, is taught to take an active interest in his father's business. He is also taking up Spanish in order that it be possible for him to sell in South America. Mr. Fluegelman is trying to make his son understand his business thoroughly. He will send him to the mill where he shall work in the factory; he will allow him to sell and do everything in his power to make him understand the business from the very bottom. If in addition to a thorough knowledge of an industry a youth would persist in the field of his endeavor he would surely succeed.

This is the theory upon which Mr. Fluegelman worked throughout his lifetime, and that explains his success in the business world. Nathan Fluegelman was born in Galatz, Roumania, November 26, 1872. His mother's father, Marcus Shoen, was the organizer of the Red Cross in Roumania and among the first to help the Zionist movement in his native country where he did much to help the colonization of Palestine. His death was mourned by public prayer in Palestine. Mr. Fluegelman's father, Moses, is a retired merchant of New York, descended from a fine Jewish family.

Mr. Fluegelman came to this country in 1888 and began his commercial career by selling piece goods at $2.50 per week. He worked with one firm over twelve years, gradually working his way up from errand boy to manager, having in these twelve years worked in the capacity of assistant bookkeeper, bookkeeper and salesman. In 1900 he entered into partnership with a capital of about $250. His partner invested $5,000 and accepted Mr. Fluegelman's note for the additional

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$2,250 that he should have invested, and which he redeemed after two years. His partner later became ill and died, and for three years Mr. Fluegelman supported the family of the deceased.

Today Mr. Fluegelman is recognized among the largest converters of cotton in New York, his specialty being fancy goods and novelties, for he makes original designs of his own, a fact which explains his great success.

On the 5th of June, 1892, Mr. Fluegelman was married to Miss Jennie Blank and they are parents of two sons, Arthur and Milton. Mr. Fluegelman is a member of Temple Ansche Chesed, and a contributor to the Federation. His children are reared in an environment of orthodoxy, and his son, Arthur, has often surprised his elders and friends by his unusual knowledge of Hebrew.

SIMON FLEXNER

From time immemorial down through the ages until the present enlightened era, the Jews have shown a natural inclination and aptitude for the study and practice of medicine.

The codes of our law teach us that not only was the practice of medicine sanctioned but that pathology was an integral part of the religion of Israel. In post-biblical times, and in the dark Middle Ages, despite superstitious intolerance and the attention paid to pseudo sciences, despite the promulgation of harsh and prejudiced laws forbidding Jewish practice of medicine, it was carried on in a clandestine yet highly satisfactory and effective manner. And in modern times, in every country the world over and in every phase of medical culture, the preponderating majority of great physicians who have made their mark in their science, consists of enterprising and eminently successful Jews.

In this connection it will suffice to mention the names of Paul Ehrlich, of Germany; Nathaniel Feuer, of Hungary; Isaac Dembo, of Russia, and Alexander Marmorek, of France.



And surely in our own country are not the praises of Dr. Jacobi still ringing? The number of Jewish physicians in the United States is truly very great. Practically every philanthropic endowment of significance in the medical world is intimately connected with Jewish enterprise. Many Jewish physicians have even acquired official recognition and positions. Of those, Simon Flexner, the eminent pathologist, is one of the most prominent.

Simon Flexner was born at Louisville, Kentucky, on March 25, 1863. He received the degree of doctor of medicine at the University of Louisville, and continued his studies at that well-known seat of scientific learning, the Johns Hopkins University, and at the universities of Strassburg and Prague.

In 1903, probably to a great extent in recognition of his excellent achievements as member of the Johns Hopkins University Medical Commission and of the National Plague Commission, Flexner

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was awarded the professorship of pathology at the University of Pennsylvania. Recently, as a result of his reputation for brilliancy and skill, he has been distinguished by his appointment as head of the Rockefeller Institute of Preventive Medicine, New York, where he has done highly creditable work in the investigation and cure of infantile paralysis. He has moreover contributed to the value of his clever research work by publishing numerous papers on medical subjects, especially on pathology and bacteriology.

By active and energetic membership in the Association of American Physicians, the American Philosophical Society of Philadelphia, the Washington Academy of Sciences and the Medico-Chirurgical Society of Bologna, he is continually adding to the high repute in which he is held by all who know him.

DR. WOLFF FREUDENTHAL

Among the specialists of this city in the diseases of the throat, nose and ear, the name of Dr. Wolff Freudenthal occupies a place of distinction. In the course of the last twenty years Dr. Freudenthal has completed important research work on tuberculosis of the throat and bronchial asthma, and the results of his experiments have been invaluable to the profession. He has, at various times, read papers before the leading medical societies here and in Germany, stating the results of his observations in his professional and experimental work. His publications on the study of asthma are authoritative. The principal publications on this subject, some of them being reprints of addresses delivered by Dr. Freudenthal before medical societies, are: "Spontaneous Discharge of Cerebro-Spinal Fluid from the Nose," "Brain Infection from Sinus Disease," "Why Is Nasal Catarrh Prevalent in the U. S.?" "The So-Called Bleeding Polypus of the Nasal Septum," "The Management of Laryngeal Tuberculosis," "Contributions to the Therapy of Bronchial Asthma," "Die Aetiologie der Ozaena," etc.



Dr. Freudenthal was born January 5, 1858, in Hohenzalser, Germany. He is the grandson of the well-known Koppel Freudenthal, who was famous for his scholarship and Talmudical learning, and who, on the sixtieth anniversary of his wedding day, was honored by the Queen with the gift of a Bible. Dr. Freudenthal came to this country Thanksgiving Day of the year 1885, after having completed his studies in Germany. He attended the Gymnasium and continued his studies at Breslau, Leipzig, Berlin, Freiburg and Baden, where he received his doctor's degree. At Berlin Dr. Freudenthal was assistant in the university clinic, performing meritorious service under Prof. Krause and Prof. Frankel.

Dr. Freudenthal was at various times connected as instructor and attending specialist in many of the more prominent institutions of the city. He was for some time instructor at the Post Graduate Hospital, and he lectured at the German Polyclinic, an institution with which he was connected almost fourteen years. He is still attending specialist at the

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Montefiore Home and St. Marks Hospital, with which he has been connected for the last twenty years. Dr. Freudenthal is a member of many important medical societies, among the more important of which are the Academy of Medicine, County Medical Society, Medical Jurisprudence Society, Medical Union and the German Medical Society.

The problem of the Jew has given Dr. Freudenthal subject for considerable thought. Dr. Freudenthal is an ardent Zionist and he thinks that through the acquisition of national territory many of the problems of the Jew will be solved. He does not adhere to the doctrine that every Jew return to Palestine, but he does believe that the working conditions of many of the Jews in countries where oppression exists would be ameliorated if an outlet existed for some of them. He further believes that the Jew is an adept in agricultural pursuits and that many a man who would not turn to farming in this country would gladly do so in a land of his own. Dr. Freudenthal is an admirer of all Hebraic and Talmudical studies and he feels that every Jewish boy and girl should be taught to appreciate the beauties of Hebrew literature. The philosophy of Maimonides, he feels, should be inculcated into the heart of our youths just as well as the stories of Homer. Dr. Freudenthal believes that every effort should be made to spread the movement for more Talmud Torahs like the one conducted by the Central Jewish Institute on Eighty-fifth street. It is only through institutions of this type that the true Jewish spirit will be given to the modern American boy and girl. Dr. Freudenthal is an admirer of the Federation of Jewish Charities, and he thinks that through the workings of this organization more funds will be collected and that improved methods for better distribution will be evolved as the machinery of the organization will grow more efficient.

In April, 1891, Dr. Freudenthal was married to Miss Alice Forcheimer in Temple Beth-El. They are the parents of Rhoda (Mrs. Ed. E. Berliner), David Martin and Elsbeth.

Dr. Freudenthal is one of the older type of refined gentlemen, of unassuming and retiring disposition, who finds an inner joy in discovering the secrets of his profession and in rendering his services to suffering mankind.

When asked for his advice to the young, Dr. Freudenthal smiled as he explained that the genius needs no rule for success, but for the average man he would prescribe the old Latin adage, "gutta cavat lapidem," in other words, "A steady drop makes a hole in stone." He believes that a young man should choose his life vocation while still young and that he should then stick to it. Men of talent will make their mark quickly and in the shortest way, but yet he feels that the average man who devotes his time and energy to his work steadily, will reach his goal nevertheless.



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ARTHUR S. FRIEND

In his interesting career as an attorney and legal adviser to a great motion picture corporation, Mr. Arthur S. Friend was conscious throughout of his immense responsibility and the great possibilities for an able man. "Do every little thing so well that the little things will not interfere with thinking out and doing the bigger things," was and has remained his guiding principle in life.

Mr. Friend was born May 23, 1879, in Milwaukee, Wisconsin, where his father was a well-known clothier. His mother is still living and very active in social and charitable affairs. At the age of thirteen, he graduated from elementary school, took a high school course and then became a student in Harvard College at the age of sixteen. In 1900 he obtained his bachelor's degree and entered the Harvard Law School, graduating with honors in 1902. He opened a law office in Milwaukee, where he stayed until 1909, later coming to New York where he was admitted to practice in 1910.



While in college, Mr. Friend was spending his vacations in Milwaukee, doing newspaper work, and after his graduation from the Harvard Law School, he became a dramatic critic for the Milwaukee *Free Press*. In 1906 he organized the English Stock Company and opened at the Pabst Theatre in Milwaukee, playing during the seasons of 1906 and 1907. Under the name of the Friend Players, this organization continued its productions at the Shubert Theatre until the season of 1909.

Mr. Friend established his New York office at No. 32 Nassau street, and after remaining at this address for one year, he became associated with the law firm of Wise & Lichtenstein, becoming a member of this firm in 1912. In December, 1914, together with Jesse L. Lasky and Cecil B. De Mille, he became actively interested in the organization of the Jesse L. Lasky Feature Play Company. As the duties of this new corporation required all of Mr. Friend's time, he was compelled to resign from the firm of Wise & Lichtenstein, and he moved his office to the theatrical section so as to be closer to the company. He found quarters at No. 51 East 42nd street, and became the secretary and general counsel for the Jesse L. Lasky Feature Play Company. Shortly afterwards, there was effected an amalgamation of the Jesse L. Lasky and the Famous Players Film Company, and the organization became The Famous Players-Lasky Corporation. In July, 1916, Mr. Friend gave up his private practice and became treasurer of this new corporation.

Mr. Friend is a member of the New York Federation of Jewish Charities and of the Red Cross. He belongs to the City Club, the Quaker Ridge Golf Club and the Friars. He was recently appointed a member of the U. S. Food Administration, and he is actively connected with a good many charitable and social organizations.

He was married in Cleveland, Ohio, April 7, 1910, to Miss Fanny Hartz, the daughter of a well-known Cleveland theatrical manager, and they have one daughter, Constance Elinor.

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FODOR & FEUERLICHT

The scarcity of real silver fox skins has caused the prices to run so high that it is quite a common thing for a pair of fine quality to bring as high as fifteen hundred dollars. But where any damage has been done, the price depreciates to as low as fifty or seventy-five dollars for a pair. It has, therefore, become necessary that a process be found to remedy the imperfections. Messrs. Fodor and Feuerlicht are pioneers in the business of so-called fur-pointing. Their place of business is located at Nos. 111-115 West 30th street, New York, and they are able to transform, through their process, a dyed red fox into such a perfect imitation of a natural silver fox that none but the best experts are able to discern the difference.

Of these two young men, both under thirty years of age, Mr. Max Fodor has been less than seven years in this country. James Feuerlicht had come to America at the age of five, attended DeWitt Clinton High School and the law school of New York University, until he decided to make the fur industry his career, and having become associated with Mr. Fodor, they have gained the confidence of the largest fur importers throughout the country, their orders coming from every part of the United States and Canada, even the farthest remoted corners.



Messrs. Fodor & Feuerlicht were quick to appreciate the importance of the doll industry, and to realize that the European War offers a new opportunity to the American manufacturer of toys. Although the field was quite new to them, they did so well in it that immediate success was their reward, and they are fairly able to fill the rapidly accumulating orders.

The two young men are working in perfect harmony, and their unwonted energy and application makes a success of everything they turn their attention to.

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HENRY FREEDBERGER

At the age of eight, Henry Freedberger found himself an orphan. His father, Leopold, died suddenly, leaving the child without protection and throwing him on his own resources. As long as Leopold Freedberger lived he was fairly successful buying and selling dry goods and strictly attending to his religious duties. But all of a sudden death came and left the little boy Henry to shift for himself.

Henry had pluck and energy, and at the age of twelve, all alone, he came to America. At first he did some peddling, then took up work in a shop, until he entered the employ of a big furniture store, at $7 per week, where he stayed for fifteen years, until he advanced himself to the position of secretary-treasurer of the concern. During this time, by dint of hard and ceaseless work, he was able to save up a little fortune, or at least what he thought to be a little fortune, and with $1,000 he opened a small furniture store at 434 Grand street, where he stayed for four and a half years. Business began to increase rapidly and he was compelled to move to a larger place. In May, 1905, he took his present place of business at 6-8 Avenue A, a building of six stories, where he made a singular success. He struggled very hard, worked day and night, never thought of himself but had the interest of his customers at heart, pleasing them by giving them the best money could buy, until he had established a business reputation hardly equalled by anyone.

The business is arranged in the following manner: There is a warehouse at 49 First street; the main floor of the building is devoted to an assortment of suites; the second floor contains dining room suites; the third floor consists of living room and library suites; on the fourth floor we find bedroom suites and all kinds of bedroom furniture; the fifth floor is given over to carpets and rugs. The business is conducted under the firm name of Freedberger & Kosh and employs 18 salesmen and clerks.

Mr. Freedberger's marriage on June 10, 1900, to Miss Augusta Kosch, was a big event in the Norfolk Street Synagogue. Mrs. Freedberger is the daughter of the late Philip Kosch, who was an orthodox religious observer and prominent in the paint business.

The first Federation of Hungarians in New York counts Mr. Freedberger as one of its charter members. Mr. Freedberger is also actively connected with the Temple Shaari Zedek, of Brooklyn, N. Y.; he is the treasurer of the Religious Sunday School of Brooklyn, a member of the Akiba Lodge, 173, I. O. B. A., and a good many others.

Mrs. Freedberger is also very conspicuous in all social and charitable activities.

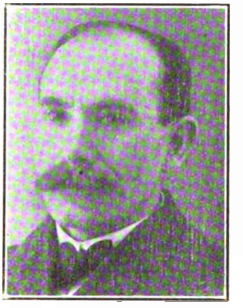
Mr. and Mrs. Freedberger are the parents of two children, a son, Leopold, attending high school, and a daughter, Nettie, attending public school.

Some of Mr. Freedberger's rules of life are: "Get a good education, learn a business, start in at a young age, work hard, be honest and save and you will surely succeed."

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ISIDORE FREUNDLICH

Good character plays a greater part in a man's success than the average individual imagines. During the last twenty-six years Mr. Isidor Freundlich has engaged in the fur trade and the primary cause of his success has been the fact that he is a man of sterling qualities. He is naturally of a retiring disposition, but in his quiet way he has always shown himself to be a real man. In the trade he is recognized as a man of honest straightforward dealing; a man that can be relied upon in any emergency. Among his friends he is known for his good heart.



Isidore Freundlich, son of Michael and Esther, was born December 27, 1861, in Krakow, Austria. Until his twelfth year he studied Hebrew and was a Yeshiba Bochur at Presburg. At fourteen he went into the woolen business and continued until his nineteenth year, when he embarked for America. He learned the cigar making trade and for five years he was employed at his work, although not in this city continuously. Because of the congestion here he settled in New Britain and New Haven, but eventually returned to New York just before his marriage. Upon his return he opened a hardware store which he conducted about six years. In 1891 he retired from the hardware business and entered the fur trade. His growth in the business has been a steady and continuous one, and today he holds a prominent place among the leading fur merchants of the city.

Mr. Freundlich has always been willing to help Jewish communal work in the city and, although he is not actively engaged in institutional work, he has always helped financially. He contributes toward the support of the Mt. Sinai Hospital, Denver Home, Montefiore Home, Hebrew Orphan Asylum, Young Men's Hebrew Association, Beth Israel Hospital and others. Mr. Freundlich is a director of the Krakauer Charity and Aid Society, Pinta Lodge, Knights of Pythias and a member of the Sinai Temple of the Bronx.

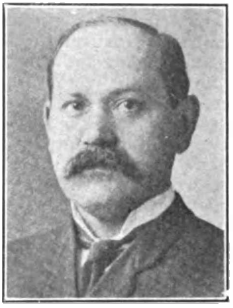
On January 10, 1886, Mr. Freundlich was married to Miss Minnie Bromberger and they are the parents of two children, Harry N., who is in business with his father, and Elsie (Mrs. Max Sommerfeld). Mr. Sommerfeld is also connected with the firm.

When Mr. Freundlich was asked to give his advice to the young he answered, "Be honest in your dealings, and above all be reliable."

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MORRIS FREUNDLICH

The many trials and tribulations that Mr. Morris Freundlich has experienced during the earlier half of his life surpass the difficulties that the average man must undergo, yet he has managed to overcome them. In fact the first thirty years of his life were years of continual struggle, and even after he had managed to accumulate a little fortune he had to struggle hard to maintain himself in the commercial world. The life story of Mr. Morris Freundlich is another example of how much a man can accomplish when he persists and devotes himself heart and soul to what he undertakes. When Mr. Freundlich landed on these shores he was without funds and without immediate means of support, yet to-day he has a high standing in the fur trade and is considered among the leaders of the city.



Morris Freundlich was born January 29, 1864, in Krakow, Austria. He received an elementary schooling and until his nineteenth year he aided his father in the hardware store that he conducted in his native town. Although the burden of the business was upon his shoulders and although he showed unusual business ability, his father prompted him to come to America. He arrived in 1883 and during the first year suffered all that a young lad without funds or friends must suffer in a strange land. Times were hard in the city and he left for New Haven, where his older brother helped him as much as he could, but this kind of life did not satisfy Mr. Freundlich. He returned to New York and took to peddling. This did not appeal to his finer sensibilities and one day he sold his outfit and supplies for the munificent sum of $3. He then worked on a farm, but returned to the city after receiving his first month's wages. His difficulties began again, and only after he had found employment in the fur trade through a friend did he earn enough for his livelihood. As the years went by he became more expert in his line, but through jealousy of some of his co-workers he lost his job, and with the aid of a former employer who loaned an old machine to him, he began to manufacture. He formed a partnership with an old acquaintance, and together they earned over fifteen hundred dollars the first year. This was his first venture in the business world. Although he had many obstacles in his way the following years, his success was assured. Mr. Morris Freundlich is considered the most expert artisan in the trade and it is his thorough understanding of his line that has made him the successful man that he is.

For many years Mr. Freundlich has been actively engaged in charitable and communal work. He is one of the directors of the Krakauer Aid Society, where he is very active, and he is also a contributor to Montefiore Home, Mt. Sinai Hospital, Beth Israel Hospital, Hebrew Orphan Asylum, Young Men's Hebrew Association, and others.

On January 22, 1888, Mr. Freundlich was married to Miss Martha Niederthal and they are the parents of four children: Norma (Mrs.

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Samuel Katz), Jeannete, Edwin and Julian. They also have two grandchildren, Arthur Martin and Walter, children of their daughter Norma.

"Be honest and industrious and follow the footsteps of your father" is Mr. Freundlich's advice to young men. He believes that economy plays a great part in man's success, and feels that every man must learn to save part of his earnings.

HARRY FRIEDENWALD

Throughout Jewish history there have always been families of such importance and significance as to have become traditionary in renown. In this way a line is established which is distinguished throughout a number of generations for native ability in a certain direction—sometimes for literary talent or professional capacity, very often for philanthropy or finance. In enumerating contemporary Jewish families of great prominence we are instantly reminded of the Rothschilds, Ginsburgs, Guggenheimers and Mendelsohns. And here in America such names as Straus, Schiff and Lewisohn represent wealth and prestige and social service of the highest order.

A typical great American family of this kind which has attained wide fame for its medical achievements was established by Jonas Friedenwald at Baltimore, Md., way back in 1832. Though forced at the beginning to struggle intensely against many odds, Jonas Friedenwald nevertheless became very successful in the world of medicine and entered actively upon the communal work of the small Jewish community.

His son Aaron was famous for a medical achievement of the utmost importance—that of calling into being the influential Association of Medical Colleges in 1890. He was elected to the professorship of the diseases of the eye and ear in the College of Physicians and Surgeons in Baltimore, which chair he held until his death. He was the author of a very valuable publication called "Jewish Physicians and the Contributions of the Jews to Medicine."

Harry Friedenwald, the son of Dr. Aaron Friendenwald, was born in Baltimore in 1864. He was educated at the Johns Hopkins University and at the College of Physicians and Surgeons, Baltimore, at which he later became professor of ophthalmology and otology.

True to the family tradition, Dr. Harry Friedenwald is very prominent in medical societies and in medical staffs of a number of hospitals and has made important contributions both to medical literature and to Jewish publications. He has been an active and influential worker in all the local and national Jewish charities and other associations. He is very much interested in Jewish communal work and is a trustee of the Jewish Theological Seminary of America.

Dr. Friedenwald has been president of the American Federation of Zionists since 1904. Under his presidency the Zionist movement in America has grown by leaps and bounds. Friedenwald's charming personality and great oratorical abilities could simply not fail to be of utmost help to any movement of which he chose to be the leader.

In the recent controversy between the American Jewish Committee and the Congress Committee over the momentous issue of the American Jewish Congress, Dr. Friedenwald has taken a courageous and determined stand. No sooner was he convinced that the Congress Committee represented the will of the masses, than he resigned from the American Jewish Committee, thus being instrumental in effecting the

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resignation of other important members, like Professor Frankfurter and Professor Friedlander. The defection of its most prominent member compelled the American Jewish Committee to sit up and take notice, and after a short time the American Jewish Committee found itself disposed to enter into a peace agreement with the representatives of the masses.

Dr. Friedenwald managed not only to maintain and to enrich the tradition of his illustrious family, but also to transmit it to the generation immediately following. Dr. Friedenwald's son, Edgar, has recently graduated from the medical school of John Hopkins University, carrying all the highest honors. Following the family tradition, Dr. Edgar Friedenwald puts service above everything, and when in 1916 surgeons were needed in the American army at the Mexican border, he was the first one to volunteer for duty on the border. As one might expect, Dr. Edgar Friedenwald is now in France "doing his bit" with one of the American medical units at the French front.



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Mr. Herbert M. Friedlander, of the Friedlander Manufacturing Company, Inc., of 604 Broadway, tells with pride the only school education he ever received was one term in a New York public school. And truly he is justified to state this fact with pride, for he is a man who has acquired intelligence by self education.

HERBERT M. FRIEDLANDER

From boyhood he had to earn his own living, and he is indebted to no one for his present wealth or education. Not only is he a success in business, but he is fairly well educated too, having at one time written a number of articles on bookkeeping and accounting, in which he is an expert. He is also a diligent reader of general literature.

Mr. Herbert Friedlander was born on November 23, 1878, in Wilna, Russia. At the age of six he was brought over here by his parents. His father, Jacob, and mother, Yetta, having been poor immigrants, they could not give him the education they wished to. Six months of school is all they could afford to give him.



In his early youth he already struggled on the battlefield of life. He began his career working in a tailor shop. Later he became a pocketbook maker. Some time after that he worked for a woolen house, and later he became a cutter. Finally he drifted into the business of artificial flower making, working 12 years in succession for one house. In this business he remains up to the present day.

He started in business for himself in the year of 1906. His capital consisted of $500, but he knew the trade so well and had gained the confidence of people to such an extent that when he went out to organize a stock company, his friends invested $20,000, trusting in his ability and integrity, and thus came into existence the Friedlander Manufacturing Company, manufacturers of artificial flowers, the firm of which Mr. Friedlander is the head.

Mr. Friedlander experienced much in life, and his advice to the young is valuable. His motto is "Ambition and Economy." He believes that ambition is above all, for when a man is ambitious he will make money and will be able to get along without exercising extreme economy.

On August 13, 1904, Mr. Friedlander married Louise Guechard, of French-Jewish parentage. They are the happy parents of two children, Estelle and Edward.

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EMIL FRIEDMAN

Mr. Emil Friedman, of the firm of Friedman Bros., dealers and exporters of leather remnants, deserves his place in "Distinguished Jews of America," not only because he has made his success in the business world, and not only because he is doing his share in the community, but because he is of a finer type. The interviewer found him very modest, a man who dislikes the glare of the limelight. He could himself see no reason for being interviewed, and it was necessary to inquire of his intimate friends for more detailed information. These have only words of praise for him, and after having made Mr. Friedman's acquaintance, the writer shares their opinions.

Mr. Emil Friedman was born April, 1866, in Giralt, Hungary, and is descended from a very prominent family. He came to this country in 1884, and became an operator on shoe uppers at $1 per week. After he had been here about a year, he went into business with his brother Adolph, and together they developed the business which they now conduct at 330 Pearl street.

Mr. Friedman contributes to almost every Jewish charitable institution. He is a trustee of the Congregation Ohev Zedek, and director of the Talmud Torah of said congregation. He is a modern Orthodox, and to the opinion of all that know him he is a gentleman of the highest order.

In February, 1893, Mr. Friedman married Miss Giselle Handelsman, and they are the parents of two sons and two daughters.



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McKeesport, Pa., is a growing and progressive community, and among its social leaders and prominent Jews one must mention Mr. Henry Friedman, a member and general manager of the banking firm of Joseph Roth & Son. Mr. Friedman was born in Hungary, in a little town named Jekelfalu, in the county of Zips, on the 26th day of October, 1870, and came to America in 1889. He made the city of New York his home for four years, and by his attendance of evening school, he acquired a knowledge of English, and in 1892 he obtained a position with the banking firm of M. Rosett, at No. 66 Greenwich street, New York City.

HENRY FRIEDMAN

A year late, in 1893, he went to Philadelphia, where he found a position with the banking house of Mr. M. Rosenbaum. He remained in this position until the latter part of 1899, leaving it to become a member of the firm with which he is connected at present.



Mr. Friedman was married on January 16, 1900, to Anna, daughter of Joseph Roth, the senior member of the firm of Joseph Roth & Son, and he is the father of three sons, Bernard A., Morley S. and Joseph T., and one daughter, Estelle.

There is hardly a Jewish organization in McKeesport, which should not number Mr. Friedman among its most active members. He is a member of the Congregation Gemulas Chesed and the Temple Beth Israel. He belongs to the Allegheny County Lodge, No. 94, Independent Order Brith Sholom, the Tube City Lodge, No. 1, Independent Order Sons of David, the McKeesport Lodge, No. 573, Independent Order Bnai Brith, the McKeesport Lodge, No. 441, Independent Order Brith Abraham, the Independent Zion Mutual and Benovolent Association, the McKeesport Workingmen's Aid Association, vice-president of the McKeesport Hebrew Institute; president of the McKeesport Relief Society for Jewish War Sufferers; president of the Dorschei Zion Society; a member of the McKeesport Lodge, B. P. O. E., and the Success Lodge, No. 275, Knights of Pythias, a director of the Pittsburgh Home for the Jewish Age, local director for McKeesport of the Jewish Relief Society for Consumptives at Denver, Colorado. Mr. Friedman has been treasurer of the McKeesport Chamber of Commerce since 1910.

As far as political affiliations go, Mr. Friedman has been a Republican ever since he came to this country, and he was actively interested in the growth and development of his party in both national and State politics.

By an overwhelming majority, Mr. Friedman has been returned to the Jewish Congress as a delegate of the district comprising McKeesport and a number of neighboring towns. He is a very popular figure in the district and well known in all Jewish activities. In his early days Mr. Friedman was a student of the Talmud, and he expects to prepare his oldest son for the rabbinate.

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ISRAEL P. & WM. A. FRIEDMAN

Every one who knows the East Side knows Friedman Brothers, the well-known trousers makers, who for so many years were on Attorney street and now have their establishment at No. 256 Grand street, making trousers (wholesale and retail) and also dealing in woolen goods for tailors. The brothers have attained their popularity and success due to their being genial and affable men and good merchants. They are generous to a fault and there is no wonder for their success.

Israel P. Friedman was born in 1877 and William A. in 1880, in Kazmirsh, Province of Keltz. They came to America in 1893, and, naturally, went through all the vicissitudes which beset poor immigrants, peddling matches or "dealing in lumber with sulpharted ends," as William A. sententiously expressed it. Later they learned the designing trade and they were enterprising enough to start making custom trousers, and were the first to go into that business exclusively on a large business scale.

On November 12, 1902, Israel P. Friedman married Miss Zara N. Slutzki—they have three children; and William A., on June 17, 1904, married Miss Saraha R. Siegel—they have two children. The Biblical excerpt, "Behold how good and how pleasant it is for brothers to dwell together in unity" is certainly applicable to the Friedman brothers. They close their business on Saturday and Jewish holidays and participate in every good Jewish cause.

SAM AND AARON FRIEDMAN

Friedman Bros., manufacturers and retail merchants of skirts, at 134 West Twenty-ninth street, are known to almost every Jew in New York, but very few are acquainted with the remarkable history of their achievement. The writer called to interview the Friedmans, but had the occasion to meet only the younger brother, Aaron, who was kind enough to give him all the information he desired. Briefly, their story can be summarized as follows:

Mr. Aaron Friedman was born on April 8, 1876, in Horchov, Province of Wohlin. His brother Sam is a little older. They are descendants of a very prominent family, and are particularly proud of their relation to the Belzar Zadik. Their father was Zalman Friedman, a great Lamdan and Chossid.

In the year 1899 both Friedmans came to America. They were both already married, and left home secretly, for at that time, in the place they came from, it was considered a disgrace to the family for anyone to go to America. Although merchants from the old country, they could do no better in America at the beginning than work in a shop. The worked in this manner for a year and a half, during which time they have made a few attempts to enter business by importing various articles from their native place, but they were not successful.

In the meantime, Sam, the older brother, went to Chicago in expectation of finding something better out West. There he met a friend who was a designer of skirts, who undertook to teach Sam the trade. From his early boyhood Sam manifested designing abilities. He did not understand what his abilities were, but whenever he had an opportunity he drew or designed something. As soon as this friend began

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to teach him designing, Sam suddenly discovered that he was a born designer. In a short time he knew his trade, and wrote to his younger brother, advising him that he was returning to New York, although without capital, but with something that would materialize into capital.

As soon as he came here, both brothers, with a combined capital of $60, went into business, starting in a basement on Madison street, making skirts to order, for individual customers. But these customers did not come very often, and the Friedmans had a bitter struggle for existance, but they stuck to the business with determination, and confident of success. And success finally came.

They borrowed and pawned the watch and chain belonging to a friend of theirs, and enlarged their business, opening a little store on Suffolk street. They adopted the policy of integrity and promptness to gain the confidence of the customers, and this policy finally brought them success. The Friedmans opened one store after another and became more and more successful and famous. Now they are the owners of several large retail stores, and a factory for skirts and dresses under the firm name of the Peerless Dress Company. They have had their ups and downs, but today they are reaping the benefit of their hard work.

The Friedmans are very interesting and intelligent men. Both were Hebrew and Talmudical students in Europe, and are still interested in Jewish learning.

Mr. Sam Friedman and his wife, Chaye, have three sons and one daughter. Mr. Aaron Friedman and his wife, Rose, whose maiden name was Walter, whom he married at the age of 18, have three children, the oldest, Nettie, a very accomplished young lady, and two boys, Harry and Abraham.

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L. WOLFE GILBERT

The career of Louis Wolf, who is known to thousands of Americans as L. Wolfe Gilbert, is ample attestation of the adaptability of the Jew to circumstances and refutation of the oft-expounded theory that he is only successful as a "vest-maker" or in some kindred industry. How many thousands of Americans knew when they were singing the words or dancing to the music of "Waiting for the Robert E. Lee" that this matchless syncopated melody was the work of a young man, Russian born, who went through all the hardships and vicissitudes which have been characteristic of so many of our co-religionists?

"Wolfie" Gilbert, as he is known to his associates, first saw the light of day on August 31, 1886, at Odessa, Russia, where his father, a well-known charity worker, was manager for the Singer Sewing Machine Company. He was brought over here as an infant. In his early youth he showed musical talent until he reached the age of sixteen, when he wrote a few songs, but could not earn a livelihood through them. So he secured a position as assistant proof reader on the New York Evening Post, working hard all day and in the evening vending his songs, parodies, etc., to prominent vaudeville stars. He kept this up for two years, and at the age of eighteen embarked upon a theatrical career, playing comedy and character parts in vaudeville, repertoire, dramatic and burlesque troupes. This he kept up for three years, and at the age of twenty-one he started upon his phenomenally successful song career, and in rapid succession besides "Waiting for the Robert E. Lee" he scored with "Campmeeting Band," "Here Comes My Daddy Now," "I Had a Gal, I Had a Pal," "Mammy Jinny's Jubilee," "He Wants Someone to Call Him Papa," "Take Me to That Swanee Shore" and a score of others. Then he joined the forces of Joseph W. Stern & Co., becoming professional manager of that organization. And his hits were bigger ones than ever. In rapid succession he offered "My Little Dream Girl," "My Sweet Adair" and "I Love You, That's One Thing I Know." During the past season Sterns presented these hits of Gilbert's: "Shades of Night," "My Own Iona," "Out of the Cradle Into My Heart" and "My Hawaiian Sunshine." Just placed on the market are "I'm Hearin' from Erin" and "Love Is a Wonderful Thing," two songs widely different as to theme and yet each is a guaranteed success by its genuine goodness.



Mr. Gilbert believes that in this big city there is no excuse for ignorance, for a general and useful education may be obtained regardless of your station in life. "If one has talent, the opportunities are many—go out and seek them as they are waiting for you."

He is a contributor to all Jewish charities, a member of the Masonic fraternity, several other lodges and theatrical organizations.

On December 3, 1906, at Cincinnati, Ohio, he married Miss Catherine Oestreicher. Three daughters, Ethel, ten; Ruth, seven, and Doris, four, have blessed their union. They are all musically inclined and display evidence of inheriting their father's remarkable talent.

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When a few decades ago the great influx of Jewish immigration took place, the first thought that came to their minds was, "How feed our children?" They were a mixed and varied peoples these first downtrodden immigrants. Some of them were idealists, others students, and still others deluded themselves by phantasies of great wealth, and yet others continued to live in the past, yearning for old homesteads and friends. But whatever their thoughts, the principal one was that of their daily bread and butter. But because of their inexperience this problem was the greatest of all to solve. They knew little of the American tongue and still less of its habits and customs. It was indeed only with the most heroic efforts that any of them made their way through their many difficulties. Today America, and particularly New York, is filled with thousands of factories, the owners of which are the self-same broken spirited immigrants that landed on these shores. Their development has been a wonderful event. Volumes and volumes could be filled with wonderful tales of the business development if only a fractional part of these immigrants could relate their bitter experiences and could have some one note every detail.

ISAAC GILMAN

One of the most interesting of these immigrants is Mr. Isaac Gilman, the well-known paper dealer and manufacturer. Mr. Gilman is today the owner of many paper factories, being one of the giants in the paper industry and very few of the many thousands of readers of Jewish papers realize that the man who supplies the paper for their newspapers is not at all an American-born millionaire, but an immigrant, one of their own kind, who in a few decades had made such remarkable progress.

Isaac Gilman is one of the most interesting men among the Jews of America.

Mr. Gilman was born in 1866 in the little town of Tharnipol, Province of Wilna. His father, Moses Joseph, was a Lamdan and a Chosid and was happy in the thought that his son Isaac would become a great Hebrew scholar and a pious Jew after his father's heart, but whatever his doubts might have been of this subject he surely never suspected that his son would become one of the great paper manufacturers of America. Isaac was not imbued with a feeling of study; within him developed the business instinct, and at the age of seventeen this spirit within was driving him toward the American shore. It was not the custom, and surely beyond the limits of the imagination of his fellow countrymen, to suppose that this lad would come to America, but the spirit of commercialism that burned in Mr. Gilman's breast urged him on and he came to America.

For a short while he worked at cigars and later he began to peddle paper bags and gradually he developed the large business he is now conducting. His earliest business included sales by pennies, later he dealt with dollars and now his business runs into the thousands and millions.

Nor did he prosper all alone. In his growth and development he carried with him many of his friends and associates. He started them at peddling and later aided them in becoming wholesalers and jobbers. In this way he introduced hundreds of Jews into the paper industry.

Mr. Gilman is not of a type whose only hope is his wealth: he is primarily a man, truly lovable and beloved, just as he was in his youth when he was still poor. Today, just as in former years, his house is the meeting place of Landsleute and friends. Here they meet

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and discuss their problems and difficulties. As his fortune has grown, Mr. Gilman's heart has increased proportionately. He donates liberally everywhere and is ready to aid any deserving cause. He does not belong to that class of egotists that look only after their own interests. He is ever ready to aid others.

At the age of twenty-five Mr. Gilman was married to Miss Rose Perlman, and they are the parents of two sons and four daughters who will be their delight and comfort in later days. All their children are accomplished and will be a blessing to their parents and the community.

Their eldest son, Frederick, was born July 4, 1878, and is connected with his father's business and is general manager of their mill in Brooklyn, which is known as the International Folding Box Company. Their second son, Charles, who is nineteen years old, is the manager of his father's mill at Tonawanda, N. Y., known as the Niagara Bag and Paper Company.

One of his daughters, Pauline, is married to Mr. Charles Ballin, who is also connected with his father-in-law's business as manager of the New York plant, which has its main office at 86 Hudson street. Mr. Ballin is descended from one of the finest Jewish families in New York. His father has already retired from business, but some time ago was one of the most prominent furniture and real estate dealers in New York. Mr. and Mrs. Ballin are the proud parents of a seven-year old son named Stuart.

Mr. Gilman's daughter, Celia, is married to Mr. Benjamin M. Frank, who is connected with the well-known firm, The Greenpoint Metallic Bed Company. They are the parents of one child, Martin.

Their third daughter, Leah, is married to Mr. Irving Bernstein, who is recognized as one of the largest diamond importers in the city.

The youngest daughter, Sadie, who is seventeen years old, was graduated from high school and will enter college next term.

Mr. Gilman is also the owner of the Fitzdale Paper Company in Fitzdale, Vt. In general, it can be said that he is one of the most important and most interesting men in New York.



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ELLIS A. GIMBEL

The name Gimbel is one that is well-known throughout the world in both communal and financial circles and few indeed are there of our readers who are not familiar with the history of this wonderful family. Their American career dates from 1842 when Adam Gimbel landed in New Orleans after a voyage from Bavaria. This hardy pioneer worked as a longshoreman on the Mississippi and finally settled down with his meager savings in Vincennes, Ind. It was here that the Gimbel boys were born and reared under the wholesome and invigorating stimulus of pioneer life. Adam was a strict father and a good teacher and like most good teachers, a strict disciplinarian. His sons were taught every detail and ramification of the business. Love of work was instilled in their early youth and the great financial success that came later was almost inevitable. Today the mighty fabric of retail commerce that had its beginnings then, embraces the Gimbel Bros. stores in Philadelphia, Milwaukee, New York, Paris, London and Berlin.

Mr. Ellis Gimbel has been principally identified with the store in Philadelphia and during the last twenty years he has been a most active figure, not alone in the financial but in the communal and social life of this city.

Ellis Gimbel was born November 9, 1865, in Vincennes, Ind. He received a common school education and immediately thereafter began to work in his father's store. After clerking in Vincennes for six or seven years he went to Milwaukee where he was occupied in a similar capacity. He was quick to grasp the commercial future of the department store idea and he was instrumental in bringing about the opening of the Philadelphia store, which is now under his personal care and supervision.

Mr. Gimbel is a composite picture of what one would expect from our modern men of genius and business. He is affable and courteous to a degree and displays a remarkable insight on all topics of the day, both Jewish and general. He is particularly interested in the young as evidenced by his active work in behalf of the Jewish Foster Home and Orphan Asylum. He has made many of the little hearts of this institution happy with his many outings and entertainments for their pleasure and amusement.

Mr. Gimbel is president of the Philmont Country Club, vice-president of the Home for Teachers, director of the Foster Home and Orphan Asylum, director of the Federation of Charities, collector for the Commercial Museum and director of the Public Charities of Pennsylvania.

Twenty-six years ago Mr. Gimbel was married to Miss Mastbaum and they are the parents of three children. Their sons, Ellis, Jr., and Richard, both attend Yale. Their daughter is married to Mr. David T. Fleisher.

The foundation for success Mr. Gimbel maintains is application, hard work, and concentration. "Love your work" is Mr. Gimbel's advice to the young man who would succeed for it is only then he thinks that the youth brings forth the best that is in him.



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Some men make their mark because they seize every opportunity that comes their way; others create opportunities themselves. This is the great difference between the average man and the self-made man.

LOUIS LESSER GINSBERG.

The last named will practically mould conditions in such a way that opportunities for their advancement will be formed and their services will always be sought. Louis Lesser Ginsberg is comparatively young, not yet thirty-two, but he is self-made in every sense of this term. From his early youth he has learned the secret of bringing out the best qualities within him and through persistent work and alertness he has made a commendable reputation for himself in the business world. At fourteen he left school and began to work, earning three dollars per week running errands and doing odd jobs. At twenty-two he was a member of the firm, and at twenty-four he had saved enough to start in business for himself. After being in business only seven years, the firm of Louis L. Ginsberg Co., manufacturers of coats and suits at 28-32 West Twenty-seventh street, is making phenomenal headway and there is no doubt that through the alertness and business ability of Mr. Ginsberg the firm will rank among the leaders of this industry in the near future.



Louis Lesser Ginsberg was born in Vilna, Russia, December 24, 1885. His parents, Samuel and Mollie Ginsberg, immigrated to this country in 1886, when Louis was less than two years old. He attended Public School No. 22 and at fourteen went to work. One-half year sufficed to prove his abilities: he was made stock and shipping clerk and at fifteen he assisted his employer in the buying of silks and trimmings, and finally became buyer and manager. He made himself indispensable from the start and actually created positions for himself. A few years later, when the partnership of the firm was dissolved and a new partnership was formed, Mr. Ginsberg was given an interest in the business, although he had no large capital to invest. In 1910 he started in business alone and although he had great obstacles to overcome, he managed to hold his own through persistent hard work. One year ago Mr. Ginsberg made a sworn affidavit that he is working on a margin of five per cent. profits. Within a year his business increased tenfold, and he is now one of the most talked-of young men in the coat and suit industry.

To spend an hour in the company of Mr. Ginsberg is indeed a pleasure. He displays a happy bouyant disposition and shows unusual confidence in himself and his business associates. He has gathered about him a number of young men, none older than himself, who enter into his work with the same wholeheartedness that Mr. Ginsberg manifests in everything he undertakes. They think nothing of working all hours of the day and night if conditions demand it. They are happy to work for him; he is young and inspiring.

Mr. Ginsberg is an advocate of hearty co-operation between employer and employee and has adapted a plan of sharing his profit with his employees. At the end of each year he has made it a practice to

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reward his workers with bonuses commensurate with the profits of the firm. As a result, his employees work with him and not for him.

Mr. Ginsberg is not only a good business man but also a worthy son. He lives with his parents and has done much to make their older days happy.

On June 3, 1917, Mr. Ginsberg was married to Miss Julia Levine of Brooklyn.

When asked to give his advice to the young, Mr. Ginsberg said that the best advice he could give was that young men learn to assume responsibilities that are not directly placed upon them. It is only then that opportunities for advancement will develop. But above all he advises strict attention to business while at work.

MOSES GINSBERG

Eastern Parkway, "the Riverside Drive of Brownsville," numbers among its residents many of the best-known Jews of New York. One of the prominent Jews of that section is Moses Ginsberg. Mr. Ginsberg is very well-known and there is scarcely a Jew in the vicinity who does not know him and respect him.

Mr. Ginsberg was born in January, 1874, at Pinsk, Russia. He comes of a prominent family. His great-grandfather, Reb Kalmon Ginsberg, was one of the greatest Jews in Russia, and his particular activities in Pinsk are described in the *Jewish Encyclopedia*. Mr. Ginsberg's grandfather, Reb Shlomke, was the rabbi of Lahizzen, in the Province of Minsk. Reb Shlomke had six sons. One of his sons was the well-known Reb Kalmon Ginsberg, benefactor of the Korliner Hospital. All the six sons of Reb Shlomke immigrated to Palestine, where they lived to their dying days. The second of the six sons, Reb Moshe Gud, a profound scholar and Talmudist, was the father of Moses Ginsberg. The maternal great-grandfather of Mr. Ginsberg was Reb Motesel, the renowned Davon of Pinsk. Naturally, Mr. Ginsberg received a thorough Jewish training, in accordance with the traditions of his patriarchs. In the "old home" he would have, in all probability, turned his attention to learning just like his forefathers, but the tide of emigration, which brought a great many Russian Jews to America, also carried along young Ginsberg. In 1896 Mr. Ginsberg started out in his journey to the New Land. He spent six months in London in order to earn enough money to proceed with his journey. He finally landed here with a capital of two shillings. He began his career in this country as a peddler, later he became an installment dealer, and during the big real estate boom in Brownsville, he entered the real estate field and made an unusual success.

In 1906 Mr. Ginsberg opened a Brownsville branch of the Kobre Bank. In view of Mr. Ginsberg's reputation and the confidence his name inspired, the bank prospered from the outset. When, however, in 1914 the new banking laws precipitated a crisis among private banking institutions, forcing Kobre's bank on Canal street, along with many other private banks, to close its doors, the Brownsville branch, absolutely independent of Kobre's New York bank, was also forced to close its doors. The branch was shut down for no other reason than bearing Kobre's name.

The courts, which have subsequently investigated conditions, have decreed that Mr. Ginsberg had never had affiliations with Kobre's Bank

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of New York, and that the Brownsville branch, supervised by him, was perfectly secure and solvent. In fact, it was the only private bank of all that had been ordered to suspend business that was found secure and solvent. Mr. Ginsberg was then appointed trustee by the United States Court to liquidate the assets of the Brownsville branch. He thereafter founded a corporation with Mr. Eugene Richards, Superintendent of Banks; Judge Mitchell May, ex-Secretary of State, and himself as directors, to take care of the bank's assets until final liquidation. This very unforeseen crisis and the way Mr. Ginsberg dealt with the situation augmented his reputation and gained greater confidence from the people.

Apart from his real estate operations, Mr. Ginsberg is actively associated with the American Star Line, a transportation company which sends its ships the wide world over. The first vessel sunk by the German submarines, the Algonquin, was owned by this company.

In Jewish communal life Mr. Ginsberg occupies an important place. He was president of the Pinsker Society of New York many times. At the convention of the New York Kehillah, which took place in April, 1914, he was elected a member of its executive board. He was also, for many years, president of the Stone Avenue Talmud Torah, in Brownsville. And it was through Mr. Ginsberg's personal efforts that the Talmud Torah was brought to a successful conclusion. As president, he made the daring undertaking to begin the structure without any capital, and in a year's time completed a structure valued at $120,000, the biggest of its kind in America. On the 11th of April, 1913, a banquet was tendered him in recognition of his services for the Talmud Torah. Mr. Ginsberg is also a member and ex-treasurer of the Brownsville Dispensary. He is an active member of the Congregation Ohav Sholom, Petach Tikvah, Brooklyn Federation of Jewish Charities and of every institution in Brownsville.

Mr. Ginsberg's wife, Sarah Chano, nee Sirota, is also a native of Pinsk, and comes of a prominent family. She is a niece of the renowned Rabbi Abraham Slonimer. The Ginsberg's have six children. The oldest daughter, Yvette, is an accomplished singer and a pupil of the Damrosch Conservatory. Two of the six children are boys. The oldest is named Kalmon, after the famous Kalmon Ginsberg, of Pinsk. The second boy, Moshe Gud (Morris) is named after Mr. Ginsberg's father.

Mr. Ginsberg occupies one of the handsomest dwellings in the vicinity of Eastern Parkway. He is a very interesting personality and a very intelligent and good-hearted man.

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ELI GITTELMACHER

One who has not had occasion to form the personal acquaintance of Mr. Eli Gittelmacher has missed the opportunity of knowing one of the most interesting Jewish immigrants of the older type. Mr. Gittelmacher, who is a manufacturer of clothing at 706 Market street, is not only a learned and pious Jew and a Sabbath observer, but he is also very charitable and an exceedingly active communal worker, evidenced by his being director of Hebrew Orphan Home, director of the Central Talmud Torah, in which institution he took great interest while it was in the course of construction; trustee of the Congregation B'nai Jeshurun, member of the Federation of Jewish Charities and active worker in almost every Jewish undertaking in Philadelphia, Pa.

Eli Gittelmacher was born August 12, 1859, in Brodslow, Padol, Russia. Until his twelfth year he went to Cheder, and at that age he left school and studies and helped his father in business. For many years he struggled along barely eking out a living for himself and family, and as there seemed no prospect of ever making any headway in his native town he decided to try his fortune in America. He landed on these shores in 1893 with five dollars in his pockets. He learned the tailoring trade, but within a short time began to manufacture in a small way on his own accord. For a number of years it was a case of fighting great odds but Mr. Gittelmacher had already learned to overcome obstacles. He had made up his mind to work his way to a position of independence and he has succeeded. During the last decade he has been enjoying the admiration of his business associates and today it may be said without fear of contradiction that Mr. Gittelmacher is one of the leading merchants of his industry in the city.

As has been previously stated, Mr. Gittelmacher has for many years been active in many Jewish philanthropic and social activities, but there is one activity with which his name has been most prominently connected, and that is the organization of the Congregation B'nai Jeshurun. It was at his suggestion that the congregation was formed and through his untiring efforts the work of building an organization was consummated. Much credit and thanks are due to Mr. Gittelmacher for he has been influential in bringing into existence one of the most beautiful modern orthodox synagogues in this section of the country. Mr. Gittelmacher is Gabba of the congregation and the splendid administration of the congregation is the result of his personal care and attention.

Forty years ago Mr. Gittelmacher was married to Miss Fannie Appatoff. Mr. and Mrs. Gittelmacher have brought six children into the world. Their daughter Jennie is married to Mr. Isaac Sockoloff. Louis is in business with his father, together with Abe and Albert. Their son Samuel is engaged in business in Washington. Their fourth child, Morris, who showed every tendency of developing into a man of sterling qualities, died September 1, 1913, in his seventeenth year.

Mr. Gittelmacher exemplifies the older type of Jew who has learned to appreciate the many opportunities that this country affords, but who still cherishes the traditions of his forefathers. His children are Americans in every sense of the word, but they have been brought up to follow the footsteps of their father and Mr. Gittelmacher is both proud and happy to see in his offspring the foundation of good Jews and good Jewesses.

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Among the older Jewish immigrants who have sacrificed much to help transplant the Jewish traditions to the American soil, Mr. Abraham Gitter, owner of the Gitter Millinery, at 303 Grand street, stands out pre-eminently. The writer, who interviewed Mr. Gitter for the purpose of recording his life's story in the book, History of American Jews, who deserve their names perpetuated, spent an interesting half hour with him discussing various phases of Judaism in general and American Jews in particular. Mr. Gitter has decided views on these various questions and has expressed several opinions. He does not belong to the group of people that can boast only of material success. His accomplishments are by far of greater importance.

ABRAHAM GITTER

He is vice-president and director of the Rabbi Jacob Joseph Rabbinical School, for which he gives up a good deal of his time and energy, being, as an orthodox Jew, particularly concerned in the bringing up of the young generation. However, he has not given his material support to this institution exclusively. He is a member of the Tiphereth Jerusalem of the South Fifth Street Congregation, Rabbi Isaac Rabbinical School, Down-Town Talmud Torah, Beth Israel Hospital and of almost every other Jewish institution he deems important.

Mr. Abraham Gitter was born on June 30th, 1867, at Yonisik, Province of Kovno, Russia, as the son of Nechamia and Basho Gitter. His father, who was the owner of a brewery, was a very learned man. He died when Abraham was ten years old.

In 1891 Mr. Gitter came to America. As is usually the case, he suffered a good many hardships before he made his way. On his arrival he had no other choice than to peddle. Being, however, ashamed to ply his trade in New York city, where he had so many landsleute and acquaintances, he went to Pennsylvania. There he encountered reverses. The first few dollars he saved by peddling he bought a tract of land for cultivation. Luck was against him; he lost all he had saved and he resumed peddling. Again he saved a few dollars, again he bought a farm and shared his first fate. Finally, after two and one-half years, he returned to New York and began to work for a "landsman," who was in the millinery line. A long time afterward he started the manufacture of a certain hat band, and other millinery articles, which netted him quite a profitable income. He subsequently ventured into the millinery trade and made a success of it.

In 1883, while still in Russia, Mr. Gitter married Miss Minna Minnis. They are parents of four daughters and two sons.

An extremely modest and retiring man, it was with difficulty that the writer succeeded in eliciting some facts in his career, from Isaac Gleitzman, in order to properly classify him in the gallery of those who have made their way in this land of liberty. Mr. Gleitzman is one who shuns the limelight and never pushes himself to the fore, yet he has a host of admiring friends.

ISAAC GLEITZMAN

Born in the city of Crakow, the ancient Galician capital, on April 20, 1862, Mr. Gleitzman came to America on June 2, 1880, and started his commercial career as a peddler, remaining here for two years and later going South. There he remained for four years, eventually coming back

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to New York, where for six months he manufactured neckwear. In 1889 he entered into a partnership with Ferdinand Jacobson as a manufacturer of shirts, continuing that association until 1908. Today he heads the firm of I. Gleitzman & Sons, manufacturers of shirts, at No. 561 Broadway, where over 500 people are employed.

Mr. Gleitzman has an extremely interesting social and charitable side. He is a liberal contributor to Jewish charities, and is a trustee of the Mt. Zion Congregation. Two sons and two daughters have blessed his marital union, consummated in 1888—the sons are engaged in business with him. A daughter is married to Dr. B. B. Frankel, of New Haven, Conn. Mr. Gleitzman has reared his children in an ideal Jewish atmosphere, and his radiant personality pervades his household as well as his manufactory.

Mr. Gleitzman is a great believer in the doctrine of strict honesty and rigid economy at the outset of one's career.

LOUIS GOLD

The ability to foresee conditions that may arise at some later date has been the cause of many successful careers, but in no case has this prophetic instinct been better rewarded than in the case of Mr. Louis Gold, whose activities in the industrial field have been many and extensive. Fourteen years ago he interested himself in the building industry, and through his ability to guess what other people would want, he has succeeded in making himself known as the leading builder in Brooklyn. During the last year the total sales conducted by him amounted to over seven million dollars. However, the interesting fact about Mr. Gold is that he has succeeded in establishing himself in the financial world through his own personal efforts. In 1889 he came to this country practically penniless, and since then he has made himself one of the most popular men in Brooklyn.



Louis Gold was born February 15, 1876, in Zaborja, Province of Wilna, Russia. His father, Abraham Gold, who is living in Brooklyn, is a Talmudical scholar and much interested in Jewish affairs. Louis received an elementary and high school education, but the unjust treatment of the Jews in his country was one of the strongest factors that forced his coming to America. When he landed in 1889, his only hope toward accomplishment was work. His first job was in a drug store where he was employed as clerk. The young lad soon realized that no great future was open to him there, and he left and found employment with a clothing house. But here too the field of endeavor was limited, and Mr. Gold drifted into the insurance business, where he made a great success. It was during this time that Mr. Gold became interested in real estate values, and in 1903 he severed his relations with the insurance firm that he had established and embarked into the building industry. His success was phenomenal. To-day he is considered the leading Jewish builder in America.

During the last ten years, Mr. Gold has been actively engaged in communal work both in New York and Brooklyn. He is a trustee

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of the Brooklyn Jewish Orphan Asylum, and the Young Men's Hebrew Association. He is prominently connected with the Brooklyn Federation of Charities and Temple Israel, and also the orthodox congregation of Bay Ridge. In addition Mr. Gold has been contributing to almost every worthy cause both in Brooklyn and New York.

On January 3, 1901, Mr. Gold was married to Miss Cecilia Teplitz and they are the parents of two sons, Chauncey and Monroe.

Mr. Gold's advice to children and young men is what his mother impressed upon him in his younger days. They served as an inspiration to him in his boyhood and youth and he is ever ready to give this advice to those whom it may serve. "Have courage. Do not forget to take advantage of the opportunities you have. Do not forget to help others when you are able,—do your duty. Be kind and thoughtful of others." These words have rung in Mr. Gold's ears since his childhood and it can truly be said that he has lived and followed the words of his mother.

BENJAMIN GOLDBERG

There are very few people in Jersey City who do not know Mr. Benjamin Goldberg. For the last twenty years he has been a prominent figure in communal activities of the Jews of that city and has done much for the welfare and improvement of others. However, his life story assumes interest because of the fact that real success in a commercial way did not come until Mr. Goldberg had reached his twenty-seventh year, for until then he was working as a carpenter and earning only a fair salary.

Benjamin Goldberg, son of Eliha and Sara Goldberg, was born December 5, 1869, in Minsk, Russia. His father was in the lumber business and was considered wealthy. Benjamin was given a liberal education. For some time he aided his father in the lumber industry—and at the same time learned carpentry. He continued this until he was almost twenty years old, when he came to America. For a number of years it was just a case of making enough for the necessities of life, but in spite of the fact that Mr. Goldberg was not earning much, he managed to lay a little aside. In 1895, with a capital of about $150, Mr. Goldberg entered the grocery business, but ten years later Mr. Goldberg was well established, and today is one of the leading wholesale grocers in Jersey City, with the main store at 1-3 Sherman Avenue.

Every charitable organization in Jersey has been receiving contributions from Mr. Goldberg. He is always ready to help where the cause is a deserving one. He is a member of the Mount Zion and Mount Sinai congregations and also contributes liberally to the Mount Sinai Hospital in New York.

Mr. Goldberg is a man of refinement, a man who is liked not only by his immediate circle of friends, but by all who know him.

Mr. Goldberg was married to Lena Unies in Minsk, Russia. They are the parents of four children, one son and three daughters. Their son, Harry, is connected with a large New York concern. The names of his daughters are Sarah, Bessie and Annie. Sarah is married to Mr. Joe Cooper, who is a big silk jobber in New York.

"The surest road to independence," Mr. Goldberg said, "is honesty and hard work."

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"If you do not succeed at first, try, try again," is the secret of the success of Mr. Samuel Goldberg, head of S. Goldberg & Co., of 290 Clerk street, Jersey City, N. J. With that axiom in mind, he gives each and every one of his fifty odd employes a chance to make good in the long run. He also treats them all as his equals if they are honest. As a result one cannot but be impressed by the devotion and loyalty of the workmen to their employer, and of the harmony and unity between workmen and owner.

SAMUEL GOLDBERG

With only fifteen cents in his pocket, Mr. Goldberg landed in America at the age of sixteen in 1890. He came from Towiste, Austria, the son of Moses and Zipporah Goldberg. He became a night watchman and for the first six months of his stay in the New World a plate of soup was a forbidden luxury so dire was his poverty. He did not consider America the land of gold he had heard about, but he did not give up the struggle. He continued to fight and strive and is now not only the sole owner of his present large mercantile business, but is a realty owner in both New York and Jersey City.



Mr. Goldberg was married on March 13, 1897, and is the proud father of a son who has just enlisted in the service of his country —the country that means so much to his parents—the United States. Mr. and Mrs Goldberg take an active part in all charity organizations, both in Jersey City and New York.

Mr. Goldberg is a great idealist. He does not believe in gaining wealth for materialistic reasons only—he considers wealth as only a means to an end—that by means of wealth you can get the better things of life and that the road is paved only by honesty, integrity and straightforwardness.

If one meets Mr. Samuel Goldberg, of the Mount Judah Cemetery Association, one meets a type of Jew who is away above the average, for he is a man of noble heart and an extreme enthusiast on the subject of religion and Chassidis. Mr. Goldberg was born July, 1871, in Slonim, Province of Grodno. His paternal grandfather was Rabbi Levi Isaac Goldberg, one of the wealthiest and most charitable men in that section. His mother is a descendant of the Parler family, of Kobrin, among whom were the most prominent Jews of Russia. His brother, Mordecai, who died some years ago in Canada, left a fortune for charitable purposes, and his mother, who died in July, 1916, distributed almost everything she possessed before her death, and in her will expressed the hope that her children would follow her example. Mr. Goldberg is very charitable, and hopes to fulfill his mother's wish.

SAMUEL GOLDBERG

Mr. Goldberg came to America in August, 1886. After being in Canada for a few years, he came to New York, where he started in the real estate business, and finally drifted into the business of selling cemetery plots. He was interested in the Montefiore Cemetery, subsequently the Mount Hebron Cemetery and now the Mount Judah Cemetery.

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At present he is fostering the development of a new cemetery, which he expects to be a big success.

Mr. Goldberg participates in various good Jewish enterprises. He is a director of the Talmud Torah Tifereth Israel, of Brownsville, and the Tifereth Jesusalem Talmud Torah on East Broadway. He is a trustee of the Beth Hamedrash Hagodol (Norfolk street), a member of the Chevrah Mishnayos and Shomrai Shabbas, of the Talner Rabbi Kahal Chassidim and of the Kol Adas Yisraoel of "the Kobriner" (whose wife is his cousin), of whom he in an ardent admirer. He is a collector of Jewish antiquities and has a rare collection of old Jewish books and coins of different ages.

When Mr. Goldberg was fourteen years of age he married Miss Rebecca Kaplan, who is also very charitable. They have no children of their own, but have adopted some children of their relatives and are bringing them up as if they were their own.

THE GOLDBERG FAMILY

No complete history of Jewish personalities of the present generation could be written without mention being made of the family established by the late Isaac Goldberg, who was one of the most popular among the immigrant Jews of America. His brilliant personality and the great esteem he enjoyed in our community are still fresh in everybody's memory.

The late Isaac Goldberg was born in Kovno, Russia, in 1863. His maternal grandfather was Rabbi Gordon, the Rabbi of Rumshiska, and his uncle was Rabbi Mordecai Eliasberg, of Bousk, Kurland. He came to America about 1886 and started to build his great career. He brought with him his wife, Rachael and nine children, six of whom are living to-day. One of them a highly accomplished son, Joseph, who was beloved by all on account of kind heart, died in 1916. This was a heavy blow for the family and contributed to the death of the father, Isaac Goldberg.

Isaac Goldberg was one of the best-known members of the American Jewry; a great scholar and the author of many important books. The "House Goldberg" was a pillar of everything good and noble in Judaism. Every worthy undertaking was supported by the house and they have made it a policy even now.

After the father's untimely death, his oldest son, Sheppard, became the head of the family. Mr. Sheppard Goldberg was born in 1878 in Suwalk, and came to America at the age of eight. He received a thorough Jewish and American education, and has been for many years the general manager of eight large liquor stores bearing the name of Isaac Goldberg.

Mr. Sheppard Goldberg has decided to go in his father's ways, and he sticks to his pledge. He accepted his father's office as treasurer of the People's Relief Committee, the only office ever held by the late Isaac Goldberg. He is also treasurer of the Jewish Society, a director of the Brooklyn Federation of Jewish Charities; of the Hebrew Education Society of Brooklyn; of the Brownsville and East New York Hospital Society; the Stone avenue Talmud Torah, and many other institutions.

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In 1905 Mr. Sheppard Goldberg was married to Miss Sophia Gans, and they are the parents of three accomplished children.

Mr. Sheppard Goldberg is a man of a noble heart, a free hand, aiding every important Jewish organization and he does everything to uphold the traditions of the Goldberg family, which were laid down by the late Isaac Goldberg.

SAMUEL L. GOLDEN

Upon the oldest member of a poor family the responsibility of support usually rests, and this necessity oftentimes brings out the finer qualities in the youth. No better example of this statement can be quoted than the case of Mr. Samuel L. Golden, founder and owner of the Golden Shoe Company, of which the main office is on Reade street. From his early boyhood Mr. Golden felt the pinch of poverty and his sensibilities were sharpened in the "School of Hard Knocks" before he was twelve years old. At that age he was already considered an important figure in the family, for he had been selling newspapers after school hours since he was six years old, and at twelve he was looked upon as a zealous contributor of the family treasury. At thirteen he was employed as bookkeeper and salesman in a cloak and suit house and was actually making sales in the largest stores on Sixth avenue. His experiences were manifold, but they all served him properly in due time, for he assimilated knowledge that served him well in later years. Mr. Golden is young in years, but old in experience. He typifies the man who will grow, for he organizes, systematizes and then lets others follow out his plans while he supervises and thinks of greater things. He is a cool, systematic worker, and it is only the man of his type that could have accomplished all that he did within the ten years that he is in business. His life story is an inspiration to other poor boys who think their lot a hard one.



Samuel Golden was born September 15, 1884, in Bialystock, Russia. He is the son of Harris and Gussie Golden, who came to this country in 1887, when Samuel was two and a half years old. He attended Public School and earned as much as ten or twelve dollars per week after school hours. At the age of sixteen he realized that to enter into business himself he must master some trade, and so he found employment in a shoe factory, and in the course of the next few years he learned all there was to learn in the shoe trade. He spent some time in the cutting room, where he obtained a general manufacturing experience, and learned the retail end of the business by working in various retail stores. He also sold to the wholesale trade out of the city for a number of years. In 1907 Mr. Golden started in business for himself with a capital of $900, the savings of his life time. Not many years have passed and Mr. Golden now operates seventeen retail stores, which he supplies from his own factory. These stores are only a partial outlet for his factory product, but Mr. Golden hopes to extend this plan of operation. Mr. Golden has introduced many

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novelties into the trade and is recognized among his colleagues of the trade as the man with ideas. Mr. Golden was the originator of popular-priced shoes in the city.

Mr. Golden is connected with many civic and charitable organizations in the city and is a member of the National Democratic Club and City Athletic Club. He is also an Elk and a Mystic Shriner.

On October 9, 1904, Mr. Golden was married to Miss Bessie Penn and they are the parents of two children, Raymond and Evelyn.

"Know your line" is Mr. Golden's advice to young men. "Study it and you must win." He also believes that the man who takes losses with pleasure will eventually succeed, while the merchant who takes losses hard will fail.

WILLIAM P. GOLDMAN

There are very few successful Jewish business men in New York who can pride themselves on the fact that they never worked on the Sabbath, and that their factories and showrooms have always been closed on Saturdays and Holy Days. Yet this is the case with William P. Goldman, who is the founder and senior member of the firm of William P. Goldman and Bros., manufacturing clothiers, on East Fourteenth street. Mr. Goldman is proud he is orthodox, and that he has been capable of making his employes observe the Sabbath with him. Although they did not like it at first, he said, they quickly learned to appreciate the arrangement of working Sunday instead of Saturday, and many of his older employes would much rather quit their jobs than work on Saturday.



Mr. William P. Goldman is a big-sized, good natured mortal, with a heart as big as his body, and he is known to all his friends and associates as the acme of good will and unselfishness. His life has been a series of sacrifices for his family, and in his advances in the business world he did not forget his brothers and relatives, and one by one he has either taken them into his firm or set them up in business for themselves.

William P. Goldman was born in New York city, June 20, 1875. He attended public school, but before he was twelve years old he already got his first taste of commercial life. At this young age he went out and bought goods in auction for his father, who had a small retail clothing store, and who also manufactured in a small way. At thirteen William began to cut garments for the trade. At the age of twenty-one he opened his retail store at 92 East Broadway, where he also bought and sold odd jobs to peddlers and storekeepers. After five years he entered into a partnership under the name of Goldman & Nelkin, and the firm manufactured men's and boys' clothing, until the dissolution fourteen years later. After this firm was dissolved, William P. Goldman took it upon himself to put his brothers into business. Morris was the first one to be admitted, and soon after Emanuel became a member of the firm. After being on East Broad-

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way about twenty years, they moved to the present place on Fourteenth street, and Abraham was taken into the concern, which now occupies the entire upper lofts of the building, extending clear through the block to Thirteenth street.

The great success of the firm of William P. Goldman & Bros. is largely due to the good treatment that the employes are accorded. The workrooms, in which there are over 1,100 hands employed, have plenty of light and ample ventilation. The friendliness that pervades the shops can be gleaned from the fact that the employes have organized themselves into the "G. G. G." Benevolent Association. Each worker contributes five or ten cents per week, and in case of illness, is given $7 to $10 weekly. The funds of this organization are greatly augmented by the yearly "affairs" that the association gives. The association now has a surplus of about $1,500.

William P. Goldman is the son of Ida and Joseph Goldman. His father came to America while still a young man, from Ozerkow, Russian Poland, and, although he had his hard times at first, he is enjoying a happy old age in the knowledge of his sons' successes. He was at one time president of the Cong. Shaari Zedek, and is now president of the Ozerkow Lodge and Benevolent Association. He is also a member of the Mishkin Israel Anshe Suwalker, and is honored by his friends and associates for his charitable and kindly nature.

William P. Goldman married Miss Gertrude Levy, and they are the parents of two children, H. Maxwell, 16, and Jeannette, 7. H. Maxwell still attends school, but hopes soon to enter into business with his father and uncles.

Although William P. Goldman does not take an active part in communal work, he is known to be a liberal contributor to the Uptown Talmud Torah, Jewish Relief Fund, Hebrew Day Nursery, United Hebrew Charities, Washington Heights Talmud Torah, West Side Hebrew School, Hebrew Sheltering Society, Glory of Israel, Israel Orphan Asylum, National Jewish Hospital, Educational Alliance, Rabbinical College of America and Hebrew Free Loan Society. He is also a member of Marshall Lodge, No. 848, F. & A. M.

Mr. Goldman thinks that the opportunities that existed years ago are still open to the young men of today, but he feels that the temptations to be overcome nowadays are much greater. However, he thinks that hard work and application still continue to be the keynote of real success. "Let others have confidence in you, and do not misrepresent yourself and you will make your way," Mr. Goldman said, but in almost the same breath, he added, "If the young men of today could only learn to know that fakes last only a short time, there would be less failures in the commercial world."



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There are many Jews that have made their success in the wholesale grocery business, and among them is the concern of Goldner Brothers at 290 Elizabeth street.

JOSEPH GOLDNER

The writer had occasion to interview the older member of the firm, Joseph Goldner. Personally he is an unassuming individual, modest to the extreme. For many years he has worked extraordinarily hard, and his success is due to honest methods, persistent effort and hard work. His success is not merely the result of lucky chance.

Mr. Goldner was born December 20, 1871, in Sniatyn, Galicia. His father, David, was of the older order of orthodox Jews, and his mother, Leah, was a very pious woman. Until his fourteenth year Joseph continued with his studies and then entered the business in which his father was engaged. In 1894 he finally concluded that his little native town afforded no possibilities for further success; he hoped for bigger opportunities, opportunities whereby his energies and ambition might bring material returns. He borrowed money to cover his traveling expenses and came to America.

He began his employment in this country by working in the fur trade at $2 per week, but only after he had paid $10 to the one who had taught him his trade, and after he had worked gratis about four weeks. He later worked in a tin factory, and finally in a grocery store, where he again worked without salary for almost two weeks, and finally earned the munificent sum of $6 per month. After the Spanish-American war Mr. Goldner left for Cuba, where he engaged in business for himself. He met with immediate success, but the climate did not agree with him and he was compelled to return to New York. He then began to import beans and general food materials from Galicia and shortly after again found employment in the grocery business, where he became a member of the firm. Finally he entered into partnership with his brother Benjamin, with whom he is now conducting his business at the above-named address.

Mr. Goldner was the founder of the first Sniatyner Congregation. He is a member of the Odd Fellows, Independent Order Brith Abraham and other organizations.

On the 30th of March, 1902, Mr. Goldner was married to Miss Ida Weise, who is descended from a very prominent Hungarian family. Mr. and Mrs. Goldner are the parents of three children, Albert, David and Jacob.

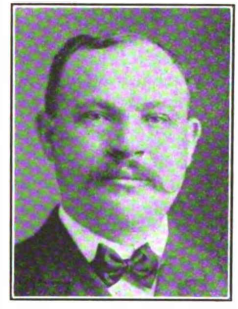


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ABRAHAM J. GOLDSTEIN.

He who doubts the future of Jewish orthodoxy in America, must needs come in contact with the real orthodox class and observe their life, customs, habits, and he will conclude that it is a mistake to believe that orthodoxy has seen its heyday in America. When one examines them at close range one can see to what extent the Jewish traditions can make themselves felt even under such unfavorable conditions as in America. Never before has the writer felt as assured of the future of orthodoxy in this country as on acquaintance with Mr. Abraham J. Goldstein, one of the richest and most prominent citizens of Jersey City. His life, the life of his children, and the whole atmosphere of his home, deserve the attention of every Jew and serves as a source of inspiration.

Mr. Goldstein is a strict orthodox Jew in every sense. And yet it did not hinder in any way his business success. But what is most remarkable is that all of his nine children follow the footsteps of their father. Five children are married and all have married with families as strictly orthodox as they themselves have been and all observe to the letter the Jewish traditions. In Mr. Goldstein's home, although he lives among Gentiles, everything is conducted in accordance with the strictest Jewish observations.



Mr. Goldstein is an active communal worker, and gives up all his leisure time to Jewish interests, being indifferent to all the pleasures that money can secure him, pleasures which other rich folks seek and buy. He was the founder and president of the first orthodox synagogue in Jersey City, the Chevrah Bnai Israel, or what is commonly known as the First Street Synagogue. He is the president of the new synagogue "Agudath Sholom." He helped build this synagogue and opened its doors as its president. He has been for ten consecutive years president of the Jersey City "Gemilath Chasodim." He was the president of the "Talmud Torah" and treasurer of the Jersey City Relief Fund for the War Victims. He is a national director of the Denver Sanitarium and of the Hebrew Immigrant Aid Society. He is a member of almost every Jewish organization in Jersey City, and of many in New York, and supports every good Jewish cause.

Mr. Goldstein was born on the 31st day of May, 1867, in Pien, Province of Suvalk, as the son of Israel and Hindeh Deborah Goldstein. He landed on these shores in 1884 and he immediately settled in Jersey City, where he started to peddle for a living, and where he afterwards started in the grocery business. Today he is president of the American Grocery Co., a big wholesale concern, of which his oldest son, Harry M., is the manager. He is president of the Erie Building and Loan Association, and is also one of the largest real estate owners in Jersey City.

In 1884, before his departure for America, Mr. Goldstein married the daughter of the Rabbi of Pien, Reb. "Moshe Aaron." They are the parents of nine children. The oldest daughter, Betty, is now Mrs. Goldstein, Gussie is Mrs. Lipman, Anna is now Mrs. Rubin, Minnie is Mrs. Blekstein. The oldest son married Miss Meltzer. The

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unmarried children are, Rose, David, Dorothy and Charles. All the children know Hebrew well. The sons-in-law are Hebraic scholars and some are Talmudical students. The whole atmosphere about the Goldstein family is Jewish through and through, and it reminds one of the olden time Jewish patriarchal families that were the pride of the Jewish nation.

LEWIS GOLDSTEIN

The career of Mr. Goldstein illuminates what one can achieve if one has the indomitable will not to yield to adversity. Again and again he was doomed by ill fortune. Again and again some unforeseen circumstances took him unawares and robbed him of the little he had laid aside through long years of painstaking efforts and incessant grind. The last crisis came when Mr. Goldstein was already in the autumn of his life, but despite his age he refused to be held down. He was up and about as soon as he recovered from the effects of the blow, and with the help of his sons, who had by then grown up, he ventured into business again and succeeded once more.

Mr. Lewis Goldstein was born in the city of Pren, Poland, sixty-one years ago. His father, who is also a native of the same town, which is at present under Germany's regime, still lives there, being 85 years old. Mr. Goldstein sends him a weekly allowance.

In 1875 Mr. Goldstein came to America with a young wife. He hired a furnished room on Market street and both he and his wife, supplying themselves with a basket of merchandise each, started out to peddle. It was a hard tussle for the young people to make ends meet. Very soon a child came and Mr. Goldstein lost the help of his wife. After a couple of years he became an installment peddler of general merchandise, and later opened a peddlers' supply house on East Broadway.

To record in detail the ups and downs of Mr. Goldstein's career would fill a bulky volume. Suffice it to say that at four different stages of his life he accumulated wealth, only to see it swept away by a sudden turn of events. In 1907 he had an established business on East Broadway, but the panic that came in that year left him penniless. But he managed to keep his name intact. He soon started again in the muslin business, and is today quite prosperous in the line.

Six children have been born to Mr. and Mrs. Goldstein. The oldest son, Samuel D., is at the head of the firm of D. Rosenberg & Co., No. 114 Fifth avenue. Barnett G., Michael and Charles are with Mr. Goldstein. Two daughters are married.

Despite Mr. Goldstein's struggles, he is not an embittered man. On the contrary, he is very genial and accepts life's events with an almost stoical indifference.

Mr. Goldstein is a liberal donor to many charitable institutions. He is a member of the Rabbinical Seminary, the Rabbi Jacob Joseph School, Machzekai Talmud Torah, Gemilath Chasodim, Daughters of Jacob, Hebrew Sheltering Society, Uptown Talmud Torah, National Hebrew Orphan Asylum, Montefiore Home, United Hebrew Charities, Mount Sinai Hospital, Beth Israel Hospital and a great many others.

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An accurate classification of the personalities of men would require as many categories as there are individuals, but for practical analysis there are two distinct types—those that follow and those that lead. Israel Edwin Goldwasser, recently elected executive manager of the Federation of Jewish Philanthropies, is distinctively a leader and has shown himself such throughout all his career. Yet he is not of the type that merely makes his subordinates obey his plans blindly, for he has the magnetic power of drawing out the better qualities of those who come in personal touch with him, and they not only perform their duties efficiently, but they also learn to enjoy the pleasure that comes with accomplishment. Although the offices of the Federation of Philanthropies in the Equitable Building have only lately been opened, every worker there seems already to have come under the charm of his magnetic influence, and after a single glance the writer felt that every individual there knew his duty and performed it as best he knew how.

I. EDWIN GOLDWASSER

Mr. Goldwasser does not, however, take his place among "The Distinguished Jews of America" because of the responsibility thrust upon him so suddenly, but, rather, because he stands out as a worthy example and inspiration to Judaism at large. His career shows how much a man with brains can accomplish with the proper application of his energy. His rapid rise in educational circles was phenomenal, particularly so, since he succeeded in forging forward in a system that ordinarily permits of no rapid advance. It must be remembered that Mr. Goldwasser was District Superintendent of Schools before he was thirty-five years old. His story is important to every Jew interested in his own race.

Israel Edwin Goldwasser was born August 6, 1878. He attended public school, and after graduation entered the College of the City of New York, from which institution he graduated with honors in 1897. The following year he became a member of the teaching staff, and at the same time continued his studies at Columbia and New York universities, receiving from these institutions his M. A. and M. Pd., respectively. To follow his work in the New York school system and to mention the many innovations he introduced is almost synonymous with outlining the development of our city schools during the last twenty years.

From the very beginning he showed marked ability in the understanding of child psychology, and his success in the educational field was assured from the start. Before he had taught a year he was appointed senior teacher of the graduating classes. He was the first teacher in New York to introduce a school newspaper, edited and published by the boys. Many of his "boys" still treasure the faded copies of "Old Fifteen," as the paper was called, for what can so vividly bring back the happy memories of school life as those living pages of their youthful endeavors? In addition to this, the graduating class was organized into a literary society, with debating and glee clubs. Mr. Goldwasser introduced athletics at a time when playgrounds and athletic centres were unheard of, and he converted the humdrum formal study of the curriculum into a pleasant enjoyment of the school day.

In 1903 he was appointed teacher of English in the high schools, and two years later took the examination for principalship in the public schools. He passed highest on the list. Incidentally, it might be remarked, that Mr. Goldwasser was number one on every examination given by the Board of Education for which he was an applicant. It was only after Mr. Goldwasser was made principal that he manifested the remark-

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able energy and executive ability for which he was distinguished in all his associations with the Board of Education. Even before taking office, Mr. Goldwasser displayed a wonderful insight into the functions and duties of a principal. He refused persistently to consider an appointment to any school except on the East Side. Mr. Goldwasser felt that unless the principal had a heart-felt understanding of the pupils in his care he could not know their needs and could not, therefore, profitably look after their development. And, furthermore, he felt that in a Jewish community he could easily obtain the co-operation of the parents, who would be proud that their children attended a school with a Jewish principal at its head, for at that time there were only two others in the city. In his endeavor to obtain a school on the East Side, Mr. Goldwasser received the co-operation of the late Miss Julia Richman, and eventually he was appointed to Public School No. 34, on Broome street.

With the advent of Mr. Goldwasser to Public School No. 34 the innovations introduced were manifold. Garden plots were planted in front of the school, in which the parents and passers-by became interested, as well as the children. Even the push cart peddlers took keen delight in the gardens, and were happy to help the pupils in caring for their flower-beds. Many of these peddlers were farmers of experience, and they watched the gardens with amused delight. Introduction of a school news-paper, the establishment of uniformity in the decorations of the halls of the building and pianola recitals after 3 o'clock were only some of the many other innovations. But when Mr. Goldwasser left Public School No. 34 he prided himself mostly on the fact that there was a harmonious co-operation among the teachers and a magnificent esprit de corps among the children.

In the fall of 1909 Mr. Goldwasser was transferred to Public School No. 20, on Chrystie and Rivington streets, in the very heart of the Ghetto. The splendid work accomplished in this school under his administration has made it one of the model schools of the city, and even to this day it is the school to which visitors from cities all over the country are sent. Public School No. 20 was among the first schools in the city to introduce self-government. Its introduction has improved the conduct of the pupils, has broken up gambling in the neighborhood, and has made the children proud of the fact that they are active citizens of a government. Mr. Goldwasser feels that when a principal rules his children from above he assumes a form of despotism, which will never bring forth the manlier qualities of the children.

It was through the untiring efforts of Mr. Goldwasser that the Delancey street flower gardens were opened by the city in connection with the nature study work of Public School No. 20, and the surprising fact is, that even though the flower beds are accessible to the public, there has not been a single case of vandalism reported.

The percentage of contagious disease has been less in Public School No. 20 than in any other school of the city, and this is due entirely to the systematic daily inspection arranged by Mr. Goldwasser. Record charts in each classroom showed just how many boys had their hair combed, shoes shined, finger nails cleaned, etc., each day.

The Dental Clinic, organized by Mr. Goldwasser in Public School No. 20, is a source of great pride to him. Over two thousand children have been examined and treated free of charge since its inception, with the result that their capacity for study has been greatly enhanced.

As principal of the East Side Evening High School, Mr. Goldwasser introduced the system of promotion by subject, and he organized regular

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courses of study so that the work was parallel to the regular high school work. The system now used in many of the evening high schools is an outgrowth of the work begun in the East Side Evening High School. When elected District Superintendent, Mr. Goldwasser raised the standards of study by coming in personal relationship with the pupils of the graduating classes. Backward pupils were called to his office, with their parents, about mid-term. Hundreds of parents were interviewed, with the result that many children who might otherwise have been left back, were spurred on before it was too late.

The greatest feat ever accomplished by pupils in this city, or anywhere, was the wonderful pageant, in which over 1,500 children of Mr. Goldwasser's district took part at the celebration of the three hundredth anniversary of the death of Shakespeare. The Globe Theatre was actually reproduced, and a performance therein given with children dressed in the fashion of an Elizabethan audience watching it. An exact reproduction of the gardens about Shakespeare's home in Stratford was laid out about the theatre—and almost every flower mentioned in Shakespeare's plays was made by the children and "planted." The scenery and all properties were made by the children, with the aid of the teachers. The children learned songs and games mentioned in Shakespeare's plays, and as the press at the time commented, it was the greatest thing ever attempted, and there can be no doubt that the children received impressions strong enough to last throughout their entire lives.

As District Superintendent of Recreation Centres, Mr. Goldwasser hoped for great accomplishments, among which was the organization of "charter" societies in various districts of the city. Each society was to count among its members at least one member of each city department and thus improve the neighborhood. But Mr. Goldwasser's unexpected retirement from school work cut all his plans short.

Although much of Mr. Goldwasser's indefatigable energy was devoted to duties at school, he still found time for communal work. He was executive manager of the local Y. M. H. A. for many years, and under his supervision many improvements were made. After his reorganization of the evening classes there was an average attendance of 80 per cent., as compared to 30 per cent. attendance of previous years, and the percentage of those who passed the Regents' tests was higher than in any evening or preparatory school of the city.

The reorganization of the summer camp, maintained in conjunction with the Educational Alliance, made it possible to allow underfed and aenemic children to remain all year round without increasing the allowance allotted to this work. Over 1,800 children were taken care of last summer.

Before Mr. Goldwasser's connection with the Y. M. H. A., the employment bureau merely found work for the applicants, but now there has been introduced a system of vocational guidance, and the efficiency and value of this department has been greatly increased.

The development of the Boys' Club in the Y. M. H. A. has made for a sounder organization, and boys are prepared for Y. M. H. A. work before they are old enough to be full-fledged members of the organization.

When the National Council of the Y. M. H. A. and Kindred Associations was formed three years ago, Mr. Goldwasser was elected Chief of the Board of Experts, and he has been in touch with over three hundred associations throughout the country. However, Mr. Goldwasser prided himself on the fact that the New York branch of the association

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never helped the smaller organizations with money, but preferred to give advice as to how money could be raised.

Although Mr. Goldwasser consented to give the above facts showing his past accomplishments, he was reticent on what he hoped to do in the future, and as to the work of the Federation of Jewish Philanthropies, he said: "Federation has been talked of mainly as a matter of economy in collection of funds and method of distribution, but I believe the thing always to be kept in mind is that every economy, every saving, means that we are placing at the disposal of the respective boards money otherwise devoted to administration, which now can be devoted to the actual service that the boards are trying to give to the community. Federation means economy and efficiency, but it also means the freeing of the directors so that they can devote all their time and energy to the real problems of institutional work."



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SAMUEL GOMPERS

Since the industrial revolution the Jews have been prominently connected with labor, despite the fact that they are essentially not a laboring but a commercial people. It is generally acknowledged, moreover, that the Jews of the world over supply leaders for labor movements, especially for those of a radical nature. Victor Adler in Austria, Edward Bernstein in Germany, and countless others eloquently testify to this fact. The Jews, as a people, are recognized as having a traditional leaning towards liberal tendencies. Scholars, who are interested in social psychology maintain that the idea of social justice that our prophets Micah and Amos first promulgated to the world has been so ingrained in our blood that it has become a part of our mental make up. It is by no means an accident, then, that the Jews have given Socialism to the world, and that they have been identified with the modern Socialist movement from its very inception. In America, Jews have been very active in the Socialist Party. Just at the present time it is an immigrant Jew, Morris Hillquit, who is at the head of the Socialist Party in America, and the president of the largest representative body of workingmen in the world, the American Federation of Labor which has a membership of over two million, is also a Jew—Samuel Gompers.

Samuel Gompers, who was born in England in 1850, emigrated to the United States in 1863. At the age of fourteen he helped to organize the Cigar Maker's International Union, and became its first registered member. He was president and secretary of this organization for a number of years and helped to make it the most successful of American trades unions. In 1882, after having been a delegate to the first convention of the American Federation of Labor for one year, he was elected to the presidency of that body, so quickly had his natural abilities for leadership been recognized. Except in 1884, when he was defeated by John McBride, he has been continuously re-elected president of the Federation. And it is worthy of mention that during the first six years of his presidency he served without remuneration and even paid his own expenses incidental to the agitations of 1886 in favor of the eight hour law. He was instrumental in placing on the statute books of the national government and of the various State laws for the benefit of the working class.

Among the numerous laws passed at his instance are those providing for a ten-hour limit for street railway workers, for the regulation of child labor and the control of sweat shops, for an eight-hour work day for mechanics and laborers in government service, and also for making the first Monday in September a legal holiday, since known as "Labor Day."

Mr. Gompers was nominated for State Senator in 1887 and for Congressman in 1888, but declined both nominations.

In 1901, he was appointed member of the National Civic Federation as a representative of the interests of labor.

Mr. Gompers is a very prominent and energetic figure in current American affairs. Of late, he has incurred the fiery wrath of the Socialist Party, which is taking so determined a stand against America's entrance in the Great War, and which is protesting vociferously against the draft law by his active and important work in the National Defense Committee. Mr. Gompers, who believes that it is the unhesitating duty of every American laborer to join in this conflict, heart and soul, in order that a hasty victory for the Allies may be effected and who has galvanized the American Labor Alliance

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for this purpose, is in a continual state of wrangling with the Socialists who declare themselves in favor of peace without victory, and who insinuate that his decision on this momentous issue is due to his affiliation with the capitalist party.

In addition to being the editor of the "American Federationist," the official organ of the American Federation of Labor, Mr. Gompers has written numerous articles on the labor question, among which are "Open Shop Editorials," "Justice Wright's Denial of Free Speech and Free Press" and the "Eight-hour Work-day."

BERNARD B. GOODMAN

His great grandfather was the mayor of Bartfeld, Hungary, and reached the age of 114. Bernard B. Goodman has, therefore, family traditions of the highest type. With such traditions a man must go forward in life, in spite of all possible odds and obstacles. Mr. Goodman was born on October 6, 1869, and came to America at the age of five. He went to public school and high school, and at the age of fifteen started in business with his father. Later he joined his brother-in-law in the furniture business. For a time the partnership was maintained until Mr. Goodman conceived the plan of organizing a piano department for the Bailey Company, of Cleveland, Ohio. He then formed the Goodman Piano Company, Inc., of 220 Superior avenue, Cleveland, in 1908.

The Goodman Piano Company will soon be housed in a beautiful building on Huron road, which will be one of the largest in the United States. It was Mr. Goodman's ambition to sell pianos only of the highest type. He has sold more pianos in the last year than any other house in Cleveland.

His brother, Charles, is a highly successful surgeon, who holds a chair in the Columbia University College of Physicians and Surgeons. Dr. Charles Goodman is also connected with the Bellevue and Beth Israel Hospitals and the Montefiore Home for the Aged.

Mr. Bernard B. Goodman is a thirty-second degree Mason, Mystic Shriner and a life member of the Elks. He belongs to many fraternal and charitable organizations in the city and is very conspicuous in all Jewish activities. Though he only attended high school and never received any higher schooling, he is a man of marked intelligence and extensive reading and it is a real pleasure to listen to his conversation.

These are the principles Mr. Goodman holds dear in life and which landed him in his present successful position: First of all, tell the truth at all times. Be absolutely honest and fair in your method and dealing. Be persistent and industrious, and leave alcoholic drinks alone.

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MAX P. GOODMAN

Max P. Goodman is one of the most successful Jewish lawyers in Cleveland. He is a well-known personality and there is much of interest in his life history. But the one most interesting occurrence in his life is his marriage, which caused quite a sensation by its unusual form. He is the son of Jacob and Rose Goodman, born in Cleveland on the 28th of August, 1872. His father was one of the founders of the Congregation Anshe Emeth and one of its chief officers. Mr. Goodman recollects with pride that he was a pupil in the Talmud Torah of the synagogue at the time when his father donated a scroll.

After his graduation from public school, Mr. Goodman was to enter high school, but his father's fortune began to suffer a reverse, and he was obliged to give up school and take up work with his father at a peanut stand, and later in a grocery store. He drove a wagon and studied at the same time. Then he took up work as a stenographer in an office in the Society for Savings Building, where he is now at the head of one of the most successful law firms in the city.



When, after a hard struggle, he achieved the position of lawyer, nature demanded its own. As a result of the hard strain and overwork, he fell ill and was compelled to leave his office and go West to recuperate his health.

In his office he employed a bookkeeper named Julia E. Bamberger, a Gentile girl, born in the United States of German parents. During his absence she was managing his office, and on his return he discovered that she was keeping everything in good and perfect order, economically and wisely. He declared he would have to discharge her from her position as manager, but offered her a "steady job" as wife and life consort, which she still holds in complete happiness. She took lessons in the Jewish religion from Rabbi Wolsey, and she is devoted to everything Jewish, bringing up her children very religiously.

Mr. Goodman is not only a successful lawyer, but also a director in many large corporations.

Two children have blessed the marriage of Mr. and Mrs. Goodman—Julien Max and Maxine Rosalind Catherine.

Asked what constitutes success, Mr. Goodman replied: "Diligence combined with honesty will always win. But the principal thing is not to be afraid of anyone, and be able to fight for whatever one deems right."

Mr. Goodman is a trustee of the Euclid Avenue Temple. He is ex-president of Cleveland Lodge I. O. B. B., was a member of the Cleveland City Council at the age of 22 years, and at that time started and succeeded in getting a law passed elevating railroad grades from highways.

Mr. Goodman is a musician, and amongst other pieces, wrote the Inaugural March for Governor McKinley of Ohio, who later became President McKinley.

Mr. Goodman has been a member of Forest City Lodge F. & A. M for over twenty years.

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HARRIS GORDON.

A patriarchal type, one of those venerable figures we look at with awe and respect; such is the personality of Mr. Harris Gordon. Born in Velkomir, Providence of Kovno, Russia, in July, 1846, he is the son of Elimelech Chaim and Sarah Gordon, a highly distinguished Jewish family that played a very important part in the history of Jews in Russia. Mr. Harris Gordon was a business man, dealing in dry goods, when he decided to come to this country in 1885. It was by no means an easy undertaking; it was before the day of the large transatlantic liner, the means of communication were not very smooth; it was the journey of a lifetime to come to America from a provincial town in Lithuania. But Mr. Gordon was determined to better his lot, and he could see no other way for himself. He was a married man and the father of four children; but he has made up his mind and nothing in the world would stand in the way of his decision.

Altogether, Mr. Gordon possessed of earthly goods about ten dollars when he started on his way. He began to buy remnants and samples to do business with; he was obliged to be strictly economical in all his dealings, since there were other mouths to be fed and it was also needed to save up enough to procure steamship tickets and the necessary traveling expenses for his family left over on the other side of the Atlantic. He worked very, very hard; he had no business hours but devoted every moment of his time and energy to the uninteresting task of raising the funds necessary to bring his wife and children to America. For five years he labored and toiled until, in 1890, all was prepared and Mr. Gordon was in the position of writing for his family to come and share his lot.

He opened a business first at 50 Forsythe Street and then at 87 Eldridge Street. He was almost uniformly successful and doing well. He now turned to matters just as important as business, but of a spiritual kind; he took an interest in education, particularly Jewish education, and organized the Rabbi Jacob Joseph Yeshiba in New York, donating a considerable sum of money to its maintenance and raising its standard to a very large degree. He also became a member of one of the most important congregations of the city, the Tiphereth Jerusalem Synagogue, with which he organized a great Talmudic school on a large scale with highly competent instructors, making it one of the greatest of its kind in the country.

Mr. Harris Gordon was married in 1867 to Libbe Etel Lura, the daughter of Moses and Rebecca Luria. There are four children of this union and their lives are another proof of the fact that honesty, integrity and fair dealing will always lead one to the road of success.

Miss Rose Gordon, Mr. Gordon's oldest daughter, was married in 1894 to Mr. Samuel Cohen. Mr. Cohen was then made a member of the firm and the firm came to be known as Gordon & Cohen. Miss Mamie Gordon, the second daughter, was married to Mr. Henry Mark in 1901. The two sons, Maurice and Bennett Gordon, were taken into the firm in 1896. In April, 1908, the father retired from the business, leaving his interest in the firm to his two sons. The firm originally was capitalized at $3,000 and in 1907 showed a surplus of $95,000. The firm is doing an annual business of around $800,000, and enjoys unlimited credit on account of its unshaken integrity.

Mr. Maurice Gordon is married and the father of five children, three girls and two boys. His oldest daughter, Edith is of very musical

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and a great career is universally prophesied for her. Mr. Bennett Gordon is also married and the father of one child.

Mr. Gordon's advice to the young is: "Be a good Jew, attending to your religious duties. In all your dealings with people be fair, honest and straight. Never make promises which could not be fulfilled." In these words we find a complete philosophy of life which Mr. Gordon not only preaches but practices. By the way he brought up his two sons, who are a pride of the community, he shows the caliber of man he had proven himself to be and gives ample guarantee that it is such as follow his precepts who are bound to make a success of their lives and become a power for good.

ELIAS GOTTFRIED

When we see a successful man, one that has attained great heights, we are wont to attribute his success to elements of luck which played in his life and which failed to stand by us at the psychological moment. But it is usually not so. In most cases the man who reached his goal had fought bitterly and had paid dearly for it.

Elias Gottfried, the well-known baker and president of the Gottfried Lobo Bakery, located at Nos. 530-538 East Seventy-second street, furnishes a living example of how dearly and bitterly one must pay for success. In recording his life's history it is needless to use words of praise. His story tells all and places him in the right light.

The date of Mr. Gottfried's birth is February 21, 1860; the place, Wielkotz, near Przemysl, Galicia. He is a descendant of a very distinguished family, a family that has for generations excelled in learning. His father, who died very young, was a profound Talmudical scholar; his brother, Rabbi Samson Gottfried, of Baltimore, is a man of great knowledge. Naturally, Mr. Gottfried inherited the faculties of his progenitors. Circumstances, however, played havoc with his plans, and instead of applying his talents to study, he applied them to business.



When his mother died, Elias was two years old, and at the death of his father, he was eight years. Seven children remained poverty stricken; he was the youngest. Six of the children were distributed among the aristocratic families of Przemysl, and Elias was sent to his grandfather, Reb Fishel, in Wilkotz. His grandfather was truly a great scholar, but, unfortunately, a still greater pauper, and instead of food the lad was fed on Gemorah. Mr. Gottfried distinctly remembers as his grandfather used to read with him the page in the Talmud dealing with "The egg that was laid on a Holiday," and how he used to wish that the egg was a reality, so that he might see it and eat it, for he was, indeed, very hungry, was young Gottfried.

As he grew older, dreaming about food and studying about eggs far from satisfied him. So when he reached his thirteenth year he left his grandfather and went out into the world to provide for himself

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with real, eatable food. But, instead of faring better, he fared worse. His family disowned him because of his mercenary tendencies, and in addition, therefore, to being hungry, he was also ashamed of himself, for he really shared the opinion of his family that it was criminal on his part to sell soda water for a living—the trade he plied.

Finally he left Przemysl and went first to Vienna and then to Budapest. For a while matters improved. He had even advanced himself to a managerial position, having 200 people under his supervision. Just then he was called to military service and again he encountered bitter experiences—experiences that would well nigh fill a handsome volume. Eventually he came to America. His brother advanced him 150 gulden for the journey. En route he met a poor family, which was stranded and unable to continue their journey. Mr. Gottfried thereupon parted with all of his surplus capital and arrived at these shores penniless.

Here, to earn a living, he first tried peddling, but without results. He then received employment in a German bakery at a wage of $6 a month and food, which was seldom given him. For one month he lived on bread and two boxes of sardines, while working twenty hours a day.

With a little financial aid from the United Hebrew Charities he took to the trade of pants making. However, no sooner he learned the trade a strike broke out and he was obliged to return to the bakery at a compensation of $10 a month. His first month's earnings he immediately turned over to a man who taught him how to make wrappers. He had also agreed to pay the man an additional $15 and work four weeks gratis. Meanwhile he had nothing to eat, and on one miserable night he was requested to surrender his lodging for being delinquent in rent. For eight successive days he slept on park benches, suffering for want of food.

His new trade proved a failure, and for the second time he returned to drudge in the bakery. In the course of several months he was advanced to the position of foreman, and subsequently branched out into the business for himself. At that time a Jewish bakery was a poor business. The employe as well as the employer worked eighteen hours a day, but neither profited to a great extent because it was not properly conducted. Mr. Gottfried immediately inaugurated new methods, and he became popular as a baker. In a short time he opened a second shop and then another and another. All in all he built a dozen bakeries and sold them.

In 1906 there was founded in New York the Standard Bread and Yeast Company, a $5,000,000 corporation that planned to corner the bakery market. The company bought several baking establishments, including a large plant on East Seventy-second street. Six months later the company realized that it was making no headway. Mr. Gottfried was thereupon called for. He was offered one hundred thousand dollars in stocks and an annuity to assume the managership of the business. Mr. Gottfried accepted the offer. He soon discovered that the bakery was top heavy. There were on the pay roll men who did not earn their wages; there was no order, no system, things were topsy turvy. Naturally, he was opposed in the reforms he tried to initiate and after several months he resigned. Shortly thereafter the concern failed and Mr. Gottfried bought one of their plants on Second street for $80.

The Second street bakery required quite an outlay of money and Mr. Gottfried received a loan of several thousand dollars from two

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silent partners. As soon as he began to do business a strike, which held on for months, was spitefully engineered. In addition to this trouble, one of his investors demanded his capital. Mr. Gottfried's cash balance in the bank was $2,000.75. "Give him a check for $2,000," he instructed his bookkeeper, to the latter's tearful protestation that Mr. Gottfried was ruining himself. Two weeks later more money was demanded of him and he sold the flour he had on hand below cost and gave his investor an additional $1,000.

Later one of his erstwhile backers joined in partnership, to the detriment of Mr. Gottfried. After a couple of years he dissolved partnership and Mr. Gottfried was offered by a friend an opportunity to start making munitions of war. "Never in my life will I invest a cent in a business of this kind," replied Mr. Gottfried. "I'd much rather make bread for the hungry than manufacture cannons and shrapnel to kill my fellow men."

He took over the Seventy-second street bakery and is now the biggest Jewish baker in the world. He employs a great number of men in his shop. They all love him and respect him. He treats them as if they were his own children. Officially, his employes are on strike for three years, but not a soul left him.

Mr. Gottfried is a benevolent man, one who is ready to hold out his hand to any one in need of succor. He is director of the Second Street Orphan Home and Hebrew National Orphan Home. He is a contributor to every charitable institution in Greater New York.

On the 25th of June, 1917, Mr. Gottfried celebrated his twenty-fifth wedding anniversary to Rachel Ark, of his native town. They have seven children. The oldest daughter, Jennie, is married to William Printz, and his son, Benjamin, is associated with him in business. The other children are still at school

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JOSEPH GOTTFRIED

It is a pleasure to meet Mr. Joseph Gottfried, of the firm of Dauber & Gottfried, of No. 524 Broadway, for his radiant personality at once makes a strong impression, confirming the many encomiums heaped upon him by his friends, and their number is legion.

Mr. Gottfried's advent upon this mundane sphere was made in December, 1879, in Yezserzsane, District of Borshtchow, Galicia, where his father was a prominent merchant. Joseph had no financial or other reasons to leave the parental home, but, when sixteen, he was seized with an unconquerable desire to go to America, where he had a sister living. He departed without his father's consent and the Cracow police sent him back, but he did not go home, remaining in Lemberg for four weeks, then went back to Cracow and this time was successful in crossing the Austrian border.

He arrived in New York absolutely penniless and worked for a butcher at 152 Ludlow street for $8 a month. A few months later he went to Philadelphia, where he peddled. He returned to New York and learned the shirt waist trade, at which he worked for eight years, and then started in business with a partner. This association he dissolved, eventually linking his fortunes with those of Mr. Dauber, and their success has been marked—their weekly payroll listing several hundred employes.

Mr. Gottfried resides at Borough Park, where his communal activities are many and marked. He is a director of the Anshe Sfard

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congregation, of the Talmud Torah, of the Zion Hospital and of the Y. M. H. A. He agrees with a famous ex-President of the United States regarding race suicide, as evidenced by his seven children, three sons and four daughters.

Mr. Gottfried is always ready to aid individuals or the community in general. For years he was the supporter of the Moeth Chittum fund in his native town and he deeply regrets the cessation of this work due to the outbreak of the war. He is one of the founders of the Yezserzaner Society and gives liberally to both the association and his poor and needy *landsleute*. He is a man of strong religious convictions and very proud of the fact that since he has been in America he has been a strict adherent to traditional Judaism and all it stands for.

ABRAHAM GOTTLIEB

Lacking educational advantages but possessing a natural intelligence and quick to grasp every opportunity and make the most of it is characteristic of the career of Abraham Gottlieb, who literally worked himself up from the lowest abyss to the highest peak in the commercial range, and who has carved his mark in everything he ever undertook.

Mr. Gottlieb was born in Czeranch, Hungary, on September 15, 1872. When he was nine years old his mother brought him to America, and the financial status of the family may be gleaned by the fact that the nine-year-old lad landed on a Friday and on Monday morning he was sent out peddling notions, pins, etc. Two years later he found regular employment pulling basting threads from clothing. At thirteen he worked as a stripper in a cigar factory. He worked in the day time, but so remarkable was his energy and thrift that evenings and Sundays he shined shoes, opening a stand at Rivington and Ridge streets. He was the first boy to inaugurate 3-cent shines and is proud of the fact that his venture was successful.

All this time he contributed to the support of his mother, and in the year 1889 he started in business with his brother Israel with a capital of $45. Today he is a member of Gottlieb Bros., of 22 West Twenty-seventh street, who are the largest manufacturers of popular-priced furs in this country, and whose factory enrolls from 300 to 400 hands.

Mr. Gottlieb is a firm believer in "I lead—let others follow," and never imitates, but always originates. He finds pleasure in performing extremely hard work and is proud of the fact that he never received any parental assistance, but was always able and willing to provide for his mother's maintenance.

Mr. Gottlieb is a contributor to every Jewish charity which solicits his aid, and has endowed several hospital beds. He is affiliated with both the Ohab Zedek Congregation and the Anshe Emeth Congregation of West Harlem. Some twenty-one years ago he led Miss Rose Gottlieb to the altar and they are the proud parents of two sons—Belmont, aged nineteen, and Herbert, aged sixteen, and a daughter, Beatrice. Democratic himself to a remarkable degree, Mr. Gottlieb is insistent that his children imbibe these principles and not display any arrogance through having a wealthy father. His children are good musicians and are receiving a thorough Jewish training.

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While not superstitious, Mr. Gottlieb is a believer in luck as a factor, and advises every young man to get married at an early age, for he found that with the advent of his first child luck was with him and things went his way.

Mr. Gottlieb is well known from coast to coast and enjoys an enviable reputation in business circles.

ABRAHAM GREENBERG

The career of Mr. Greenberg furnishes a striking example of what one can accomplish when one has the ambition, the desire, the perseverance and tenacity to follow up what one sets out to do. "Success," observed Mr. Greenberg, "is the result of concentration on one idea, on one plan, on one thing. It is impossible to succeed in any line of human endeavor, whether it be business, art or literature, unless one can give one's undivided energies to the particular calling one has chosen. He that wavers is lost. Of course it not infrequently happens that even the conscientious worker fails, but he is the exception not the rule. On the whole, I believe that the old maxim, 'If at first you don't succeed, try, try again,' is still pretty sound."

Abraham Greenberg, son of David and Mary Greenberg, was born at Suvalk, Russia, on February 15, 1875. Apart from the customary Hebraic education given to the Jewish children of the time, young Greenberg, being very ambitious, prepared himself for the gymnasium where he remained several years. In 1891 he came with his father to the United States. Here he started to work in a shirt factory, but first for four weeks without pay, and then at a wage of $2.00 a week. A year later found him running errands in a cloak house at a compensation of $4,00 a week. Three years thereafter he received new employment in the same line at $15.00 a week, this time in the capacity of salesman. In the course of several years he was promoted to general manager and he remained in this position until he decided to essay in business for himself.

When Mr. Greenberg ventured into business in the year 1898 he had but little capital. He was endowed, however, with something more precious than money, and that is the indomitable will to make good. He had made up his mind to stick to his business, come what may. Gradually and slowly he tugged and pulled and pushed. Long hours did not matter—hard work frightened him not. He remained at his task and his efforts have not been in vain. He is today at the head of the firm of A. Greenberg & Co., which is doing a thriving business at 29 West Thirtieth street.

On March 29, 1903, Mr. Greenberg married Pauline Shaine. Mrs. Greenberg is a native of Moscow. Three children have been born to Mr. and Mrs. Greenberg, Mortimer, Boris and Sylvia. The children receive a strictly Hebraic training and the house is conducted in conformity with the fundamentals of Judaism. Mr. Greenberg, who resides with his family in Upper Montclair, N. J., has engaged a Hebrew teacher from New York to instruct his children.

Mr. Greenberg is a member of Marshal Lodge, 848 F. and A. M., of New York; B. P. O. Elk's Lodge No. 1, and a liberal contributor to the Jewish Federation of Charities.

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MAX GREENBERG

The average business man is compelled to devote so much of his time to business affairs that he seldom gets the opportunity to think of matters not directly connected with them. Usually he is content to have a few leisure hours for fun and recreation. Occasionally, but not too frequently one meets a man of a philosophic trend. It was the good fortune of the writer to meet one of this type in the person of Mr. Max Greenberg, of the firm of Max Greenberg & Co., Inc., at 112 Madison avenue. Although Mr. Greenberg had many business problems in mind, he found time to spend many hours with the writer discussing problems of life and nature. Mr. Greenberg displayed a keen intellectual mind of the first order, and although he has not delved very deeply into books of philosophy he has himself evolved sound philosophic principles. There is no doubt that if Mr. Greenberg had chosen a scholastic career instead of a commercial one he would have developed into one of the leaders of modern thought. As it is, he is turning his imaginative mind toward business problems and he has succeeded remarkably well. It was Mr. Greenberg who created "The House of Black," as his firm is known throughout the country, for it manufactures only mourning apparel. Mr. Greenberg has also invented an antiseptic try-on for which he has just received a patent from Washington. By the use of this invention the buyer of a garment is secured against buying a waist or dress any part of which had touched the skin of another individual except the final purchaser. Mr. Greenberg can best be classified as "a man of ideas" and there is no doubt in the writer's mind that he will some day play a great part in the development of his industry.



Max Greenberg is the son of Isaac Greenberg, a reputable wholesale flour merchant who was noted as a thinker and a good Jew. He was also recognized as a chess player of the first order. His grandfather was the famous Ephriam Greenberg, who was honored for his Talmudical learning and scholarship. He was a commentator of the highest order and was often referred to by the various rabbis of the neighboring provinces as a man of ideals and a true interpreter of Judaism. He was respected for what he knew and his wisdom and high moral standing was honored far and wide. Mr. Max Greenberg attended gymnasium, and at the age of thirteen came to this country "to see things." After being here a while he decided to stay and relieve his father of the burden of supporting him any further. His lot, however, was not a very easy one. He found employment with Goldman & Co., the only concern he ever worked for. During the first three months he received no salary at all, and for one year he worked at $3 per week. At the same time he studied at night, spending as much as $2 per week out of his earnings for instruction. After having received all his regent's credits he matriculated in Bellevue Medical College, but was dissuaded from entering by his employers, who had learned to appreciate his services. After a number of years, when he had learned every phase of the business, he entered

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into the manufacturing of waists and costumes. His success was assured from the start, but when he began to specialize in mourning garments alone, he initiated a new idea into the trade. Today he employs over 200 hands in his factory, and has every hope of monopolizing the trade in blacks and whites.

LEO D. GREENFIELD

Fancy a lad of twelve rising at 4 a. m. on a wintry night, his little body curled up from cold, his teeth chattering, hurrying along the lonely streets of New York on his way to work in a cold and dreary shop. Or picture the same lad leaving school at 3 p. m., running along at top speed to Park Row, a mile distant, buying a load of newspapers, a load which almost doubled him up, then running swiftly back so as to sell his "Extras!" before the other "newsies." Scenes like these are not unusual in this great metropolis. Few, however, have either the time or inclination to observe them. The majority of people see these things with their physical eye only and it means nothing to them. And yet it is from this seemingly unfortunate group of children that some of our finest and most benevolent citizens spring up. How many of these poor lads succumb to these adverse conditions no one knows, but those who survive the struggle generally mount way and above their fellow men more fortunately born. Mr. Leo D. Greenfield is the lad portrayed in the picture. He is probably one of the few who has survived, but he is an illustrious example of what one can achieve when one has grit, perseverance, self-reliance and energy.



The parents of Leo D., Max and Rose Greenfield came to these shores in 1879, when the boy was but 3 years of age, having been born at Palotz, Hungary, on March 16, 1876. The elder Mr. Greenfield is a man of erudition, refinement and culture. In Palotz he filled a quite prominent position, acting as private secretary to the District Attorney of the city, but his brothers, who had preceded him to America, lured him to come hither.

Contrary to expectations the affairs of the elder Mr. Greenfield were far from satisfactory, and it fell upon the shoulders of Leo, who was the oldest of the children, to bear partly the burden of supporting the family. Naturally, the strain and stress of conditions at home greatly interfered with Leo's education. He attended school on and off, peddling shoe polish, selling newspapers, helping his father in the factory, and working at odds and ends in the interim. Young as he was he already manifested his business abilities. One day he went through the house in which he lived from top to bottom, visiting every tenant, in order to ascertain what particular newspaper each read. Next day he supplied each tenant with a free copy, and so he gradually obtained a clientele of 300 families whom he supplied with newspapers. During the day of the Sullivan-Kilrain prizefight he sold, with the assistance of three other boys, $70 worth of newspapers.

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The newsboys held Leo in high esteem, for he was a very swift runner and always managed to get ahead of them selling his "Extras!" He was nicknamed "Monk the Newsboy."

When conditions at home improved a little, Leo sold out his newspaper accounts to newsdealers and entered the Hebrew Technical School. Here he remained for two years, studying surveying and architectural drawing. He was a model student and an excellent craftsman. His handiwork was exhibited on several occasions. At this time, however, he joined his father, who was a clothing contractor, and young Greenfield once more abandoned his studies and entered his father's factory. After two years his father took sick, the business was given up and Leo was again confronted with the problem of making a living.

At this stage Leo D. Greenfield was only fifteen years of age, but the vicissitudes he had already passed through were enough to fill the career of a man of forty. Still he remained undaunted. Reverses only made him work harder, for young as he was he realized that to give up the fight would spell ruin. So from his father's factory he applied for a job in a cloak house. His worth was immediately appreciated by his bosses and he was promoted to foreman, having 60 employes under his supervision. This position, however, far from satisfied young Greenfield. He had the name but not the game. He thereupon asked his employers for an increase in salary; this being refused him he sat down as an operator and earned as high as $90 a week, with an assistant. Later he became a salesman and was as successful in this line as in everything else he took to.

Success, however, did not come to him by leaning back in his chair with his feet on his desk, smoking a good cigar. When called upon he made himself useful in every other capacity. If necessary, he sat down at the machine and showed others how to make a garment, or did the shipping or any of the thousand and one other things that come up. Little wonder that he has made such a wonderful success.

In 1905, owing to a misunderstanding with his employers, Mr. Greenfield gave up his position as salesman and embarked in business, first with a partner and a year later for himself. Today the name of Leo D. Greenfield is known from coast to coast. His firm is the clearing house for 125 manufacturers of everything in ready-to-wear goods, and he practically sells to jobbers exclusively in every city in the Union. The business he did during 1916 ran up high in seven figures. His success is a personal triumph.

Mr. Greenfield is under the impression that the reason of his success is due to the fact that he has been making the merchandise the trade is interested in. No one can dispute that. But there is even a better reason for his success. It is Greenfield, the *man*, that has made the success, and not Greenfield, the business man. It is Mr. Greenfield's magnetic personality, his integrity, his straightforwardness, his dislike for show, his simplicity, the sterling qualities of his character that have attracted to him hosts and hosts of men from every nook and corner of the Great States. During the 26 years he has been in business for himself Mr. Greenfield has not lost one account. This statement is a big one, but it is as true as it is big.

The interest in Mr. Greenfield's life does not cease with his business career. His life outside of busines hours is even richer, finer, nobler, more inspiring. There are few men in this great city of ours who are more liberally disposed than he is. To characterize the man

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best would be to say he is a man of heart; that's all. Kindness is a Heavenly attribute, and he has undoubtedly been endowed with more than his share of it. Those who know him talk of him as a prince. His great pleasure in life is to do good. He has dedicated his life to make his less fortunate brethren happier. And he does not do all this for reward in either this world or the world to come. He cares little for the praise or honor which is showered upon him; he does what he does because it makes others happy, and, therefore, him also. "The greatest pleasure in the world is to give." That is exactly Mr. Greenfield's attitude.

To do big things in life, to make great sacrifices is oftimes comparatively easier than to do the little things. For along with great sacrifices comes the glamor of fame, while the little things one does do not create a sensation. Mr. Greenfield has done innumerable little deeds that are only recorded in the hearts of those he befriended. As a son, no parents could wish for a dearer one; as a brother, no kin could ask for a better one, and as a friend, no man could hope for a truer one. Just one little deed to characterize him. Mr. Greenfield is a heavy smoker, still from sunset Friday to sunset Saturday he does not touch a cigar, simply because he has promised his parents, who are pious, not to do so. It is, perhaps, a little thing, but it takes a big man to do it.

Mr. Greenfield's charitable activities do not end with his contributions. He takes a personal interest in many institutions and gives to them his valuable time. He is president and director of the Zion Hospital, member of New York and Brooklyn Federations, Beth Israel Hospital, Home for the Aged, Hebrew Technical Institute, Mount Sinai Hospital, Hebrew Sheltering Guardian Society, Hebrew Technical School for Girls, Montefiore Home and Hospital, Hebrew Kindergarten and Day Nursery, Israel Orphan House, Brooklyn Institute of Arts and Sciences, Hebrew Orphan Asylum, Beth Israel Hospital, New York Post Graduate Hospital, Home of Daughters of Jacob, Home for Aged and Infirm Hebrews, Hebrew Infant Asylum, Hebrew National Orphan Asylum, Young Women's Hebrew Association, Hebrew Sheltering and Immigrant Aid Society, Committee Care Jewish Tuberculosis, Hebrew Free Loan Association of New York, United Charity Institute of Jerusalem, Lafayette Lodge, No. 86, I. O. B. A., The Merchants Association of New York, Goelet Lodge, No. 918, F. & A. M., life member of New York Consistory Ancient Accepted Scottish Rite, life member Kismet Temple A. A. O. N. M. S., life member Brooklyn Lodge, No. 22, B. P. O. E., director and life member Bath Beach Hebrew Free Loan Association, treasurer Congregation Sons of Israel Building Committee, treasurer Bayside Hungarian Benevolent Society, director Y. M. H. A. of Bath Beach, and practically every other institution in the Greater City. He gives a "day" of support to Daughters of Jacob each year.

In December, 1905, Mr. Greenfield married Juliette Loeb, daughter of Felix and Estelle Loeb. Mrs. Greenfield was born at 13 Broadway. Her parents emigrated from Alsace. The Greenfields have two children, Alvin S., aged 8, and Florence, aged 4. In Bath Beach the community in which Mr. Greenfield has made his home the last twenty years, he is practically known by every man, woman and child.

Mr. Greenfield is a man of simple habits and tastes. He does not pretend to be what he is not. To be his friend all one must needs be is an honest man. Whether a man is poor or rich matters not. If the world were peopled with many more like him Utopia would be at hand.

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Hartford, Conn., may well be proud of the achievements of Edward Gross, of the firm of E. Gross & Co. He is a rare example of restless energy typified in the man of courage and genius who can look into tremendous odds and still accomplish wonders; he is one of those strong and unflinching characters whose lives are so inspiring to the young and whose great ambition is satisfied only with the best and most accomplished.

EDWARD GROSS

Born December 28, 1858, in Hungary, Mr. Gross was drafted into the army of his native land, where he learned horseshoeing and became very interested in veterinary surgery. At the close of his period of service he went to Vienna, where he took the entrance examination to a veterinary college. His mother strongly opposed his choice; his father, who was financially well established, a merchant and landowner, asked him to come home and become associated with him in business, but the young adventurer decided to try his luck elsewhere. America always held a strange fascination for him, and in 1883 he landed on these shores, without a nickel to his name.

He went to Scranton, Pa., where he took work as a blacksmith at $3.75 per week, then becoming a tool-sharpener at $5 per day. But when the crisis came under Cleveland's administration, he lost his job and became a common laborer earning 82 cents a day, and then $1.05 a day working in the building trade. Not long afterwards he went to Texas, where he obtained the position of general agent for a large agricultural machinery concern; his knowledge of many Slavic languages helped him in getting the position. But suddenly he took ill, at Brenham, Washington county, and when he learned that the government was giving out lands in Oklahoma, he went there, riding on one-track railroads, which caused him great misery.

Six years before Mr. Gross plunged into his American adventure, a brother of his came here and folks back home could never locate where he was. The mother was keeping on writing to Edward, to try to find his missing brother, and by a lucky coincidence he learned that he was in Hartford. It was in 1889, and after repeated inquiries he finally located him in New Britain, Conn. This was the beginning of a new era for both brothers.

They went into the bottle business, doing very well under the firm of Gross Brothers. On April 11, 1893, Mr. Gross started the firm name of E. Gross & Co., wholesale dealers in paper and woolen manufacturers' supplies, at 92 Avon street, Hartford, Conn.

Mr. Gross had married, on October 23, 1884, in Scranton, Pa., but he lost his wife on November 21, 1915. She was his main source of inspiration during the years he was struggling to rise in the world and her death was a heavy blow for the bereaved husband. The following are the children of this marriage:

Sigmund, born July 15, 1885, married to Anna Saltman of Boston, Mass.; Bessie, born 1887, married in 1901 to Mr. H. M. Schwartz of the Robert Finley Mfg. Co. of New York and Brooklyn; Samuel E., born in 1890, connected with the Crown Brass Company of New York; Louis, born 1892; Rebecca, born 1897, married to Martin Cooperstein, a well-known real estate man of Hartford, Conn.; Anna, born 1898, highly gifted and musical; Fanny, born 1903, about to graduate from elementary school.

Mr. Gross emphasizes the following things: Orthodoxy, Judaism and good education.

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In the jewelry business of New York Mr. Gumbiner is well known. But he is not alone known in the commercial world, he is equally well known in the Jewish social world.

DAVID GUMBINER.

Mr. Gumbiner is one of the interesting persons among the Jewish immigrants who had a great deal to contend with before fortune smiled upon them, and for this reason they are justly called "self-made men."

The year of Mr. Gumbiner's birth is 1863, the place Lomza, Province of Minsk, Poland. He is the son of Naphtali and Chana Leah Gumbiner. His father was a prominent physician, and his whole family, of whom a number now reside in Peoria, Ill., are quite prominent.

In the year 1882, during the first tidal wave of Russian-Jewish immigration, Mr. Gumbiner arrived in America. He started to work as a watchmaker. This occupation, owing to its exacting work, and the long hours he was obliged to spend at it, almost robbed him of his eyesight. He subsequently opened a little cigar store on the East Side. Thereafter, with a few pennies he had saved, he started in the jewelry business with a partner. This was short lived. One morning he found his place cleaned out by thieves, and he was obliged to return to his watch-making trade. He worked at it four years, meanwhile making good to his creditors losses he sustained through the thievery. He finally started in the jewelry business again on Essex street; he afterward moved to East Broadway, then to Fifth avenue, Lenox avenue, and recently to 2741 Broadway, where he is now the owner of one of the finest shops in New York.

During all this time Mr. Gumbiner has also given part of his time and energy to communal work. He was for ten consecutive years president of the Montifiore Hebrew Free School. It was Mr. Gumbiner who purchased the home of this school on Gouverneur street. He is now vice-president of the school and was also president of the "Lovers of Zion." He is a prominent member of the Ohab Zedek and the Pincus Elijah Congregation.

As a man, Mr. Gumbiner is pleasing and interesting. He is the real type of that class of quiet, honest people, who work themselves up through hard work and honest methods.

His wife, Tauba Leah, whom he married in 1880, is very devoted to him and has helped him considerably in his upward climb. She is the descendant of a prominent family. Her father, Reb. Isaac Abeles, was one of the best known Jews in Russia.

Mr. and Mrs. Gumbiner have brought up four children. The oldest son, Dr. Albert Gumbiner, who is connected with the Manhattan Eye and Ear Hospital, is a well known nose and throat specialist. The second son, Leo, is with his father in business, and is very much devoted to his home and his work. The oldest daughter, Jennie, is married, and the younger one, Sarah, also assists her father. She received a good education and is looked upon as one of the cleverest children in the Gumbiner family.

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A man of quiet, retiring disposition who has ideas but makes no particular effort to air them is liked no matter what his position in life may be. When a man of high standing in the financial world and in his immediate community displays this quality he is worthy not only of admiration, but commendation as well. Mr. Abraham Gussow, of A. Gussow & Co., 395 Fourth avenue, among the largest manufacturers of women's underwear in this city belongs to this category of men. In a business way he has made a remarkable success, but he has made a greater success as a man. By his business associates and by his intimate friends he is recognized as an individual of independence and righteousness. These qualities he has manifested in his every day business transactions as well as in the performance of his duties as president and justice of the Cotton Garment Association. He has often been called upon to sit as judge in cases arising between employer and employee. The fact that he himself is an employer never influenced his judgments and he has as a result gained the confidence of every member of the association and the trade.

ABRAHAM GUSSOW



Abraham Gussow was born August 1, 1867, in the town of Slutsk, Russia. He is the son of Herman Gussow, who was a learned man and respected in the community. Mr. Gussow came to this country in 1888 and began working in a tailor shop at $7 per week. Two years later he started contracting and continued for a number of years, but he made very little headway. He felt that manufacturing was a much better enterprise and with an investment of $300, which he borrowed from his brother, he began manufacturing on a small scale. The first few years were years of trouble and hardships. He worked day and night, but real success did not come until about 1895, since when his business has been growing steadily. Today Mr. Gussow is the owner of one of the finest factories in the trade, employing over 325 people.

During the past years Mr. Gussow has taken keen interest in the development of the trade in general, as well as his own private business. He was among the organizers of the Cotton Garments' Association and he has done much to promote a spirit of friendship among the manufacturers. He has made every effort to impress the members of the organization that a competitor is also a friend in many ways. His endeavors to bring about a thorough understanding of this principle have met with only partial success, but Mr. Gussow hopes that as the years go by many of his ideas will be accepted by his fellow manufacturers.

Mr. Gussow is not in sympathy with many of the new-fangled ideas relative to charitable and communal work. He has his doubts as to the practical workings of the Federation, and he is somewhat skeptical about the tendency to introduce gymnasiums and swimming pools over the synagogues and temples. He clings to the belief that a synagogue or temple should be dedicated to prayer and worship and nothing more. That does not, however, mean that he is opposed

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to extending the social work of the community. He does believe that this should be done, but not in conjunction with religious work.

On March 25, 1892, Mr. Gussow was married to Miss Emma Iserson and they celebrated their twenty-fifth anniversary of their wedding at Vienna Hall last Spring in the presence of their children and friends. A true spirit of congeniality and friendship prevailed, and Mr. Gussow had occasion to learn how many real friends he has. Mr. and Mrs. Gussow are the parents of five children: Pansy, Minnie, who is just graduating from Hunter College; Anna, Isidore and Alfred.

Mr. Gussow believes that a man succeeds only by giving all his time to his business. His motto is, "Work hard, fight odds, and do not be discouraged." He also believes that every man should have some definite aim, but for reasonable things only; one man can always do what another man does.

MAX GUTSCHNEIDER

A man who never forgets his humble origin and whose head has not been turned by material success, great as it may be, is Max Gutschneider, who first saw daylight on November 21, 1873, at Ostri, Province of Wohlin, Russia. He came to America in March, 1897, and having been a furrier at home obtained employment in that trade in Philadelphia, working for $3 a week. When he had worked up to a weekly wage of $9, he came to New York, and from then on his rise was remarkable, and six years after his arrival here he was receiving a salary of $6,000 per annum. Eleven years ago he became a partner in the concern he formerly worked for, and now he conducts an immense fur dyeing establishment at 108 West 11th street.

In the successful conduct of his business, Mr. Gutschneider is ably assisted by his nephew, Mr. Jacob Meyersohn, an unusually bright and intelligent young man.

Mr. Gutschneider is a free giver and a member of many institutions, including the First Ostri Benevolent Association. He married in the old country twenty-three years ago. He has three sons, all receiving collegiate educations, and two daughters. Recently to commemorate the wedding of his daughter Carrie to Mr. William Baumstein (a well known Nassau street diamond dealer), and remembering his own poverty as an immigrant, he gave a feast to all the inmates of the Hebrew Sheltering Aid and Immigrant Home.



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MORRIS HABER

In this age of commercial strife when man strains every muscle to store away material wealth, it is delightful to meet one who, despite enormous business interests finds time to devote himself to matters other than commercial, to which he not only contributes freely, but gives to them his personal attention and moral support. If this is altruism then Mr. Morris Haber is an altruist. There are few communal activities in Philadelphia with which he is not connected. For more than eleven years he was the president of the Hebrew Orphan Home of which institution he is now treasurer, and for almost ten years he was president and treasurer of the Congregation Sons of Halberstam. At various times he was director of the Mt. Sinai Hospital, Eaglesville Sanitarium for Consumptives and the Hebrew Free Loan Association. There is practically no institution in Philadelphia with which he has not been connected.

Morris Haber, son of Yete and Mendel Haber, was born the ninth of April, 1863, in Rzeszow, Galicia. He came to this country in 1881 and settled in New York, where he worked for four dollars per week running errands. He then learned a trade, but the sudden declaration of a strike left him without immediate means of support and he came to Philadelphia where he began to peddle. He was fairly successful, but after ten months he resumed his trade. He later began contracting at the garret of 453 North Second street. Shortly after he began manufacturing while at the same time he conducted a little dry goods store with a partner. Later he began to manufacture shirt waists and wrappers until he gradually worked his way to the top of the industry.

He is now one of the largest manufacturers of ladies' waists in Philadelphia, with a high standing in the business world. He is a director of the People's Bank and also a director of the People's Trust Company.

On the twenty-first of February, 1886, Mr. Haber was married to Miss Ida Shapiro, who was born in Tarnow, Galicia. Seven children have been born to Mr. and Mrs. Haber. One of their children, Arthur, died in 1916, in his seventeenth year; three of their children are married: Clara is married to Mr. Jacob Reinish; Jennie to Mr. Albert Stein and their son, Max, is married to Miss Lillian Sacks. The other three children are Reba, Morton and Mendal.

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There are many Jews who have been very successful and have made for themselves a great reputation in the line of skirt manufacturing. Halpert Brothers, the owners of a large skirt factory at Nos. 137-139 West Twenty-fifth street, are one of the most successful concerns in the trade.

ISIDOR HALPERT

The writer went to interview the owners of this concern in order to record them among the Jews in America who have made a mark in the business world. The firm consists of Isidor and Max Halpert, but the writer had the opportunity of interviewing only Mr. Isidor.

There are some men with whom success in business is the only achievement in life. If one is to speak or write about them one has to tell only of their great business or ability for success, for aside from business there is nothing that can be said about them.

It is not so in this case. The writer found Mr. Isidor Halpert a very interesting and intelligent man. He was born on April 14, 1883, in Bialystok, Russia. He is a descendant of a prominent family, to which also belongs the well-known Rabbi Hirsh Lomzer. His father and mother, Hyman and Esther, reside in New York. His father is a lamdan and a very pious Jew.

Isidor came over here in the year 1888. He went to school and being a poor boy, in his early youth entered upon the struggle for existence. He worked as a stock clerk in a clothing house. Later he worked for many years as a salesman for his brother Max, and in 1908 he went into partnership with his brother. The firm is now one of the biggest in the skirt line, giving employment to over 200 people.

Mr. Halpert is a member of the Federation of Jewish Charities and contributes to almost every important Jewish enterprise. He is also a Mason and is prominent in many other organizations. On the 19th of December, 1909, Mr. Halpert married Miss Tillie Epstein. They have two children, Naomi and Juliet.

The writer asked Mr. Halpert as to his opinion regarding success. Mr. Halpert, after a few minutes' thought, said: "Economy is naturally a great factor in the making of success, but the main thing is education, for without it real success is almost impossible."

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BENJAMIN HAMBURGER

The youth with ambition and stick-to-itiveness will always find his way to success. Mr. Benjamin Hamburger was a poor lad and from his thirteenth year was left to his own resources, but he had pluck, and made his own way in the world without depending upon others for assistance. He worked his way from errand boy at three dollars per week to the position of manager and superintendent of a large concern, and eventually entered into business for himself. He is at present senior member of the firm of Hamburger Brothers, manufacturers of robes and house dresses, and although in business only a few years, Mr. Hamburger has succeeded in building up one of the largest manufacturing plants in this specialty in the city.

Benjamin Hamburger was born January 1, 1878, in New York City. His father, Jacob, was born in Brooklyn, where he died April 22, 1894. Benjamin Hamburger attended P. S. 36, Manhattan, and at the age of thirteen went to work as errand boy for a cloak and suit concern. After being with the firm for two years he left and entered the employ of a wrapper manufacturing concern, and here he remained nine years, working his way up in the various departments. He was always alert and ready to learn and when he left the employ of the concern he was qualified to hold any position of trust. His third and last position was in a similar concern and here, too, Mr. Hamburger gained the confidence and good-will of his employers and before many years had passed he was superintendent and manager. In 1911 Mr. Hamburger began the manufacture of robes and dresses in conjunction with his brother and has made a great success.

Mr. Hamburger is a quiet, unostentatious individual who takes his success in a matter-of-fact way. He typifies the congenial American who goes along without proclaiming his accomplishment.

For the last few years Mr. Hamburger has taken an active interest in Jewish communal work both in Manhattan and in The Bronx. He contributes to the Federation of Jewish Charities and makes donations to every worthy Jewish cause. Mr. Hamburger is a member of Palestine Lodge, F. & A. M., the Knights of Pythias, and the Mendelsohn Benevolent Association. He is also a member of the Sinai Temple of The Bronx.

On October 17, 1903, Mr. Hamburger was married to Miss Ray Marks and they are the parents of one son, Sidney, who attends school.

"Concentration and hard work are essential to success," Mr. Hamburger said when asked to give his opinion on this subject, but he also added that healthful sport and outdoor exercise are almost as important.

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BARNETT HARRIS

A Yeshibah Bocher who is now a very successful merchant is a summary of the life of Barnett Harris, who was born in Kovno, Russia, October 10 1875. As a bocher he used to eat twice a week at the table of the celebrated scholar Rabbi Yitzhok Elchanon and he possesses Rabbinical *S'micha* from that great authority. He is a fine Hebrew scholar.

Mr. Harris came to America in 1891, and after working hard every day went to high school every evening and rose at 4 every Saturday morning to go to the Beth Hamedrish and study Talmud. He started here as a peddler, later entering the fur trade, beginning for himself in 1900, and now is a successful importer and exporter of furs at 25 West Twenty-sixth street.

Mr. Harris is proud of the fact that he worked sixteen to eighteen hours each day, and his advice to young men is to do the same for eventual success. He has two daughters, aged respectively twelve and seven years.

SAM H. HARRIS

Every New Yorker knows the combination Cohan & Harris, and what it stands for. Good amusement of a wholesome nature is what they have striven to give this city for some time past, and a C. & H. mark on a play stamps it as something worth while. A new generation and a new type of theatrical business is what they represent. They have ideals—not only artistic ideas, but ideals concerning the duty of a manager to the public and the duty of a man towards his fellowmen, which sound the new note in the business life of this country.

Sam H. Harris was born on the Bowery, on February 3, 1873. He attended elementary school in Rivington street and after his graduation in 1886, at the age of thirteen, became a messenger boy for Lichtenstein & Son, in Grand street, at $2.50 per week. Later on he secured a job in a printing office, where he was obliged to carry heavy forms from the third floor of one shop to the second floor of another shop; there was nothing in it, however, to satisfy the lad's ambition, so he began to peruse diligently the daily want-ads division of the city papers, which led him to the Empire Towel Supply Company as a salesman. He was highly successful in his new position, but he stayed in it for a few years only. Mr. Harris became the business manager of a young pugilist, Terry McGovern, the whirlwind boxer of his time.



It was to feature Terry that Mr. Harris bought a half-interest in a burlesque organization known as "The Gay Morning Glories." Melodrama was then just about on the height of its glory, and Mr. Harris started a number of productions with P. H. Sullivan and A. H. ("Al") Woods. To this period belong: "The Bowery After Dark," "For Her Children's Sake," "The King of Detectives," "Wedded and Parted," "The

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Evil Men Do," and "The Fatal Wedding." The last named thriller is said to have realized greater profit, in the so-called popular priced theatre than many of the two-dollar hits do on Broadway at the present time.

In 1904 Sam Harris first met George M. Cohan and they started a partnership, which was to last for all the years to come and prove so fruitful for the future of the American stage. Their first venture was "Little Johnny Jones," that never-to-be-forgotten musical play by George M. Cohan. Its success was phenomenal. But long before the success of this play had begun to wane, other compositions and plays began to stream forth from the pen of Cohan. Among others there were: "Forty-Five Minutes from Broadway," "The Talk of New York," "Fifty Miles from Boston," "George Washington, Jr.," "The Honeymooners," "The American Idea," "The Yankee Prince," "The Man Who Owns Broadway," "Get Rich Quick Wallingford," and "The Little Millionaire." They produced "The House Next Door" and "The Fortune Hunter," "The House of Glass," "On Trial," "Seven Keys to Baldpate," "Officer 666," "It Pays to Advertise," and other successes.

To a reporter of a New York paper, Mr. Harris once expressed the following ideas about the suitability of plays: "Good plays are made, not written, at least that is the fact in the case of almost every successful play we have presented. Some of them have been entirely rewritten in this office and some have been rebuilt and reconstructed right here in this room. We are always glad to buy a new play if it has one new and good idea in it. The central idea is the main thing. If that is a winner, everything else can be supplied by us. Of course, we like the original author to do the rewriting if possible, and we always give him the opportunity to do it, but if he does not carry out our ideas we have others do so.

"It is only fair to Mr. Elmer L. Reizenstein, the author of "On Trial," to say in this connection that he did practically all the rewriting himself, with the assistance of Arthur Hopkins, in our office.

"'On Trial' is probably the greatest dramatic success that the American stage has even known. The returns at the box office indicate that to be a fact. It is a very extraordinary play, but much in it that makes for its wonderful success was developed in rehearsal. It has been our policy to give plays a try-out, and then to work upon them until we get them into satisfactory shape for a metropolitan hearing. There is an immense amount of work to be done in 'polishing up' a play after it is produced. Characters have to be strengthened, new lines must be written, situations and climaxes must be rearranged, and all this constitutes a lot of hard work, which never ceases until the first night on Broadway.

"Mr. Cohan and I believe we are under obligations to our public and owe a duty to people. We consider every patron who buys a ticket to one of our shows, places us under a personal obligation to him, and we try to discharge it to the best of our ability. All our employees, have instructions to feel the same way, and to act accordingly. We regard the confidence of the public as the greatest asset a theatrical manager can have."

At the present moment, Cohan & Harris are in the first rank of theatre managers. They are the lessees and managers of the Geo. M. Cohan Theatre at Broadway and 43d street, New York. In conjunction with Klaw & Erlanger, they control the destinies of the Gaiety Theatre at Broadway and 46th street, and are the lessees of the Geo. M. Cohan Grand Opera House of Chicago, Ill.

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Mr. Harris is the executive head of Cohan & Harris' enterprises and gives his direct personal attention to every detail that comes to him for supervision. His offices are in the Cohan & Harris Theatre Building, 226 West 42d street. Although he is an exceedingly busy man, he always finds the time to greet his numerous callers and to lend his presence to social functions and the world of sports. He is a member of the Friars, Lambs and Greenroom Clubs, and generally conceded one of their most active and tireless workers. He is also a thirty-second degree Mason and a Shriner.

As a man, Mr. Harris is one of those sweet characters, whose absolute fairness and interest in his fellowman make him dear to his employees and beloved by all.

ABRAHAM E. HARRISON

Those who in their younger days read the Alger books and thought that a newsboy eventually turning into a merchant prince was an impossible conceit of the author's, will be surprised that there is a living example in the career of Abraham E. Harrison, who was born on November 18, 1876, in Wolozin, Russia, where his father was a Dayan in the famous Yeshibah there. He came to America in 1886, and all the schooling he ever had here was in the school of life. As a boy he worked in a shop from seven until noon, in the afternoons he sold newspapers and at night went to the Centre Street Mission school, not knowing its true character, but it never interfered with his Judaism, to the traditions of which he still adheres firmly. He started in business when he was sixteen, and at the age of twenty became a member of the firm of Stein & Blaine, the world-famous ladies' tailors and furriers, of No. 8 West Thirty-sixth street, probably the biggest in their line.



Mr. Harrison has made thirty-six trips abroad and has visited every corner of the United States. He believes that there are two kinds of education, that derived from books and that from the actualities of life, and although his schooling had been in the latter and his educational advantages have been necessarily limited, yet he has delivered many lectures on "Arts and Science," is remarkably intelligent, is versed in Talmud and is a close student of Maimonides, Spinoza and other Jewish philosophers.

In a communal way, Mr. Harrison is a member of the Federation of Jewish Philanthropies, and takes especial pride in the Judah Halevi Congregation of the Bronx. He believes it more important to teach a child Jewish history first and the prayers afterwards. He was married in this city in 1898 and is the father of three daughters and a son. His oldest daughter, Lillian, has just graduated from the Benjamin School.

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DAVID HARTMANN

Mr. David Hartmann is one who is well known in the business world, not only in the Metropolitan district, but from coast to coast. Mr. Hartmann has acquired an unsullied name and has climbed up to a high point on success' ladder without the least breath of suspicion ever having been directed against him. On the contrary, he arrived with medals of honor, for in whatever circles you inquire of him you hear pæans of praise concerning his character, reputation and his engaging personality.

He was born on September 10, 1873, in Gasztely, Province of Zemplin, Hungary, the descendant of a very prominent family. His grandfather, David Sugar, was one of the famous heroes of the Revolution of 1848.



Mr. Hartmann came to America in 1889 and started to work in the Edison establishment for $3 per week. After being in the country for nine years he opened a small furniture store on Atlantic avenue, Brooklyn. Two years later he went into the auction business. Now he conducts a big auctioneering and commission business at Nos. 15-17 Mercer street, and occupies the entire building of No. 308 Fifth avenue, selling ladies' ready-to-wear garments.

Mr. Hartmann is too busy a man to give much personal attention to charity institutions, but he contributes to the Federation and to many other good Jewish enterprises. He is a member of the B'nai Israel Congregation, recently established on West 148th street. December 23, 1900, Mr. Hartmann joined Miss Jennie Berkowitz in wedlock. Two daughters, Stella and Beatrice, have blessed the union. These young ladies both attend high school.

Dissertating upon the chances and opportunities for a young man to succeed, Mr. Hartmann stated: "In order that a young man should attain the goal of success he must be diligent and work hard, but the most essential thing is that he must be honest and be a stickler for the truth. The young man who doesn't lie gains the confidence of people and is bound to succeed."

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Although originally meant for a theological career and well grounded in the essentials of Jewish learning, Mr. Meyer Herbst became a substantial baker and wealthy manufacturer of an original kind of bread.

MEYER HERBST

Born in Galicia, in 1878, he was the son of Reb. Aaron Herbst, who sent him to the Pressburg Yeshiba and made of him an accomplished Talmudic scholar. In 1899, he came to America, where he opened a small bakery on the East Side of New York, where, together with his young wife, Mrs. Fanny Herbst, they were working for eighteen or twenty hours a day, until they worked up their factory to its present state. He has learned the secret of manufacturing a peculiar kind of rye bread, which, while repeatedly tried by others, has, as yet, been rivaled by no one.



This small bakery with one oven has reached a state of a large concern of four branches and sixteen ovens, directed from No. 528 East 119th street, and very frequently honorably mentioned by competent authorities. A special committee, consisting of George W. Perkins and Miss Sadie American, has presented to him an official tender of thanks for his modern machinery and the excellent quality of his bread. Mr. Herbst was also appointed a member of the National Defense Emergency Committee of Bakers, where he conducts a very prominent activity.

Though steeped in his business, he never forgot his fellowman and his social obligations. He is a Zionist and a member of the "Friends of Zion Camp." He is also a member of the Congregation Orach Chaim and of many Chevras and charity institutions on the East Side. Many of these charity institutions he supplies with bread, which amounts to much more than cash contributions of other philanthropists.

Mr. and Mrs. Herbst have five daughters, who are brought up in a truly Jewish spirit, and a son, who is a student in the agricultural college at Farmingdale.

"Success," says Mr. Herbst, "is due to keeping one's word and living up to promises. This, in addition to diligence and love of work, make for achievement of one's ambitions."

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Mr. I. C. Herman is the son of the late Leopold Herman who was noted throughout the city for his wide interest in Jewish affairs and, who for thirty-three years, was one of the staunchest supporters of the Ohab Zedek Congregation. During this time he served as president almost twelve years, and it was through his efforts that the Rev. Ph. Klein was induced to come to this country. Mr. I. C. Herman is himself interested in Jewish questions of the day, although he does not take an active part in any institutional work. Mr. I. C. Herman takes his place in these columns because he has made his mark in the commercial world. By working on small margin and gaining the absolute confidence of his buyers, Mr. Herman has succeeded in a comparatively short time to organize and maintain one of the largest handkerchief manufactories in the city. During his business career he made up his mind never to borrow, and it was undoubtedly this principle that has given him the high place in the commercial world that he now holds.

I. C. HERMAN



I. C. Herman was born January 3, 1870, in Kasau, Hungary. His parents came to this country when he was a lad of four. After graduating from both Public and High School, he entered the employ of Rosendorf & Co., wholesalers in hosiery and underwear. He remained with this firm for fifteen years, having worked his way through the various departments from stock clerk to buyer. Although Mr. Herman was commanding a capital of about $800, he started in business for himself in the hosiery and underwear line. After two years he discontinued his business and began the manufacture of handkerchiefs. His success has been phenomenal, for he now stands among the leaders of this industry. He controls several factories in Passaic, and has his show rooms at 365 Broadway.

Among his friends Mr. Herman is known for his frankness and sincerity. He gives every man a square deal, and is always ready to help a man in need. He is of an unostentatious type, and his interests centre about his home, family and business. Mr. Herman contributes to most of the charitable organizations in the city, among which are the Montefiore Home, Mt. Sinai Hospital, Consumptive Home and Ohab Zedek Congregation. He is also a contributor to the Metropolitan Museum of Art.

On July 15, 1913, Mr. Herman was married to Miss Tessie Mayer, who was in his employ for some years, and they are the parents of one child.

Mr. Herman's advice to young men is that they attend strictly to business, and economize as much as possible, for without some capital one cannot make the best of his capabilities. And to young men in business his advice is, "Never try to put one over on your customer; when you buy cheap, sell cheap, and let your customer get the benefit, too, for he will remember your concern in the future."

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JACOB HERMAN

Among the most prominent and best-known citizens of Bayonne, New Jersey, one must number Mr. Jacob Herman. It is not only because he is wealthy and a great philanthropist, but primarily on account of the fact that he is a religious and Orthodox Jew and a remarkable man in every sense of the word, that mention of him must be made in this publication.

As a son of Joseph Hirsh and Feige Herman, he was born in Belovar, Roumania, on the fifteenth of Kislev, 1860. Mr. Herman came to America in 1885, and, as is usual with poor immigrants, he started a severe struggle for existence. He learned the hat trade and was employed at it for four years, starting work at $3 per week. Having saved some four hundred dollars, he went into business with his brother, and they are now the owners of a gigantic concern manufacturing cloth caps and hats under the firm name of Herman Brothers, 73-75 West Twenty-third street, Bayonne, N. J.

Mr. Herman is a liberal donor, dividing his fortune with every charitable organization without distinction of race, creed or religion. He is one of the founders and a trustee of Temple Emanu-El, one of the organizers and a trustee of the Roumanian Congregation of New York, prominently connected with the Talmud Torah of Bayonne, with the Denver Sanitarium for Consumptives, and the treasurer of the Union of Congregations of Bayonne.

Mrs. Herman, who was Rebecca Leah Vickoron, and to whom Mr. Herman was married on the fifteenth of Shebat, 1884, is a fit companion and true aid to her husband. A remarkable woman, she helps and assists her husband in all the details of his daily life, and helps to make it for him smooth and pleasant.

Mr. and Mrs. Herman are the parents of ten children, three sons and seven daughters. Two of the children are married. Anna to Mr. Newman of Newark, N. J., and Louis to Miss Stella Cohen of Bayonne. Dora is engaged to Mr. Paul Finstein of Fall River, Mass., a conspicuous young business man. Charles, another of their sons, has been honorably discharged after a service of four years in the U. S. Navy, and is at present connected with the Hospital Department of the Navy.

"Honesty and attentiveness to duty" are given by Mr. Herman as the essentials of success.



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Herman Brothers, manufacturers of cloth hats and caps in Bayonne, N. J., are among the best known citizens and wealthiest Jewish firms in Bayonne. But each of the two brothers, as an individual, is the center of attention in the city and plays an important part.

MEYER HERMAN

Mr. Meyer Herman is the older of the two brothers. He was born on the 10th of Kislev, 1865, in Belovar, Roumania. His father, Joseph Hirsh, and his mother, Feige, were both very well known and respected. Mr. Herman came to America in 1885, and learned the trade of blackening hats. He first found employment at $1 per week, but as a strictly Orthodox Jew he found it hard to maintain any position on account of Sabbath. But in the end it did not stand in the way of his success. Together with his brother, Jacob, he succeeded in building up a wonderful business.

Mr. Herman has a truly Jewish conception of his duties and is a generous contributor to every worthy cause. He was one of the founders and is a leading spirit in the Temple Emanuel, the Roumanian Congregation in New York, of the Bayonne Talmud Torah, the Bayonne Hospital, etc.

Mr. Herman is one of those men who prove that one can succeed in life without the necessity of coming into a clash with others. He had made his fortune without ever having had a trial or case in court, so that he had gained a reputation of a man whose word is as good as his bond and whose honor is above all.

Mrs. Herman, who was Miss Pauline Juster, comes from one of the best families in Roumania. Her father, David Justler, was one of the greatest Jewish merchants, and one of her uncles, Berman, is a well-known Jewish millionaire. Mrs. Herman is also connected with a number of charity organizations for whom she does very much.

Mr. and Mrs. Herman are the parents of three daughters; the eldest Miriam, is married to Mr. Barnet Miller, a well-known candy-jobber in New York. Gertrude is a school teacher in Bayonne and his third daughter is employed in her father's office.

In addition to his hat factory, Mr. Herman is interested in real estate. He is not only the owner of a factory and a wonderful home, but owns considerable real estate in Bayonne.

He thinks that hard work and honesty are a sure road to success



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Mr. Philip Herzog, head of the firm of Philip Herzog & Sons, jobbers in cloaks and suits, at No. 1237 Broadway, is an interesting personality, with an interesting past and a still more interesting present.

PHILIP HERZOG

He was born on October 1, 1864, in Mozier, State of Minsk. He is the son of a physician, who practiced in that city, and two of his brothers are at present prominent practitioners in Russia. Nevertheless, Mr. Philip Herzog was a tailor at home, because his father in his caprices once he noticed any of his children not demonstrating sufficient inclination to study, he immediately sent him to learn a trade, and so Philip, when he was but 11 years of age, was thrown on the tailoring field, which was probably his luck, because, ultimately, it led him to become a wealthy man.

In the year 1890, Mr. Herzog came to America and began working at his trade, later learning cutting and designing, and going through the various stages of the industry, and in 1907 he started business for himself, with his two elder sons, Herman and Harry, and two years later he admitted in the firm his two younger sons, Sam and Jack. The business was making rapid strides and Sam and Jack started another concern in June, 1915, under the name of Herzog's Cloak and Suit Company, Inc. Both concerns have been enjoying good business since that time.

Mr. Herzog contributes to every good institution, and he was one of the founders and is the moving spirit of the Congregation Anshe Mozier.

He married Celia Schmitman before coming to this country. Their marriage has been blessed with four sons, all of whom are now in business. They are praiseworthy young men, and bestow every honor upon their father, recognizing the fact that for a long period he struggled, and is entitled to a happy old age. Mr. Herzog enjoys a very good name, for everybody has a good word to say about him.

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EMIL GUSTAV HIRSCH

Emil Gustav Hirsch, the well-known reform rabbi and professor of rabbinical literature and philosophy in the University of Chicago, is a particularly fascinating character, because of the variety of his abilities and achievements. He was born in the grand duchy of Luxemburg, on May 22, 1852, and came to this country at the age of fourteen. Here he attended the University of Pennsylavnia and the Episcopal Academy at Philadelphia. He then studied at the universities of Berlin and Leipsic, and at the Hochschule für die Wissenschaft des Judenthums. Later, after accepting several rabbinates which were of temporary duration, he was installed as rabbi of the Sinai Congregation, an office which he still holds.

Hirsch is an eloquent public speaker and a prolific contributor to Jewish journals. In 1902, he was Percy Trumbell, lecturer at the Johns Hopkins University, Baltimore, his subject being "Jewish poetry." He is a sincere and acknowledged exponent of advanced thought in Jewish circles and has been co-editor of several radical reform periodicals. He has also published various monographs on biblical, theological and sociological subjects. Thus, he has been able by his animated and splendid literary activity to exert influence over public opinion to a far greater extent than would have been possible by mere personal contact. He is a warm advocate of the observance of Sunday as the Jewish Sabbath, but realizing the difficulties in the way of that change, preaches on Saturday before the Temple Israel of Chicago.



He has played a prominent part in the founding of the Jewish Manual Training School of Chicago, also in the organizing of the Associated Jewish Charities, the civic federation and other institutions of like nature.

Aside from his association with Jewish work, he has greatly distinguished himself in civic affairs. In 1896 he was Presidential Elector-at-Large for Illinois. For a number of years, Hirsch was president of the Board of the Chicago Public Library and conducted affairs with great efficiency and competency, not only in that capacity but also as chaplain of the Illinois Naval Militia, as member of the State Board of Charities, and a president of the Board of Examiners of the Civil Service Commission of Chicago.

Altogether, the American Jewish world is singularly fortunate in being able to claim as one of its members a man who combines erudition and capability with unusual brilliancy and versatility of interest.

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The American Jewish lad who has imbibed the principles of Judaism in early life seldom, if ever, strays from his religion no matter what his environment and associations may be in later life This is a racial characteristic. The Hon. Nathan Hirsch, son of the late Joseph Hirsch, was born and bred in this country. During the last twenty or thirty years of his life he has met and known all manner of men and conditions. Both in a social way and in business he has been brought in touch with many men and women of non-Jewish faith, yet he has always been known and honored for being a good Jew and an observer of the Sabbath. As an individual Mr. Hirsch exemplifies the higher type of Jew, for in his personality are united the ideals of America and the ideals of Judaism.

NATHAN HIRSCH



Nathan Hirsch was born December 19, 1865, in New York city. His father, Joseph, was a native of Maintz, Germany, and his mother, Rebecca, was born in New York. Mr. Hirsch received a public school education, and after graduation attended business college. At eighteen he started in business, working for another concern, but shortly after established a business of his own. The firm of Joseph Hirsch & Sons is today one of the largest manufacturers and converters of cotton goods in the city, and the growth of the business has been the direct result of Mr. Hirsch's untiring efforts, keen business acumen and thorough understanding of the cotton goods industry. In fact, it might here be stated that Mr. Hirsch is a recognized authority on the subject of cotton fabrics. About four years ago he wrote a book on the subject of tariff legislation as pertaining to the cotton goods and allied fabrics, and many of the constructive features of his plan have recently been adopted by the government. He proposed the formation of a non-partisan tariff board many years before Congress acted upon the formation of such a body.

Mr. Hirsch has a keen love for art and literature, and he is the owner of one of the finest private art collections in the city. His outlook upon life is a wholesome and optimistic one, for he has learned to enjoy the spiritual and ideal as well as the material and commonplace.

Since his resignation from the Board of Directors of the Jewish Theological Seminary some years ago, Mr. Hirsch has not been actively engaged in any institutional work. However, he has been a most liberal contributor to almost every Jewish cause. Among the more prominent institutions which Mr. Hirsch has helped to support are Beth Israel Hospital, Hebrew Free Loan, Hebrew Technical Institute, Hebrew Technical Institute for Girls, Home for the Aged and Infirm, Hebrew Infant Asylum, Lebanon Hospital, Mount Sinai Hospital, Young Men's Hebrew Association, Hebrew Orphan Asylum, Montefiore Home and others. Mr. Hirsch also contributes to many non-Jewish charities.

Mr. Hirsch was one of the electors of President Wilson, having been one of the electors chosen by the State of New York in 1912. He is a thirty-second degree Mason, one of the governors of the National Democratic Club, 617 Fifth avenue; an executive member of the new

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Democratic-Fusion Committee, and also a member of an Auxiliary Defense Committee in connection with the present war.

Mr. Hirsch is also president and director of ten different corporations that he has helped to organize and finance.

During his business career Mr. Hirsch has always shown a kindly regard toward his hired labor. In the handling of his companies he never had a strike, for he believes the laborer is always worthy of his hire. Mr. Hirsch thinks that very often people, in the greed for gain, forget the man who really helps them to acquire their wealth.

SIDNEY G. HIRSCHBERG

A precocious child usually becomes a genius in later life or an absolute failure. If the child is given opportunities to develop its inborn proclivities, it becomes one of our great minds, but if no such opportunities are afforded, the child will, in most cases, fall by the wayside in the struggle for existence and growth. As in every other rule, there are sometimes exceptions noted, exceptions resulting from the presence of extraordinary causes. Mr. Sidney G. Hirschberg, one of the largest manufacturers in this country of headwear for men, women and children, is one of these exceptions. From his early boyhood he showed himself possessed of a wonderful mind. In his classwork and studies he always ranked among the highest, and in addition, he showed a remarkable talent for music. Before he was ten years old he was already playing at concerts before large audiences in Steinway Hall. His music teacher, herself a pupil of Liszt, predicted a wonderful musical career for the young virtuoso, and because of his arduous application to his daily tasks, his parents and friends expected him to be one of the great musicians of the country. The press, too, gave him notice, not only because of his extraordinary musical powers, but also for his unusual intelligence and his manly and amiable bearing. Yet a few years later this very lad left school and studies on the impulse of the moment and looked for a job because his cousin mocked him for his dependence upon his parents. His cousin was then earning four dollars per week in the employ of L. Straus & Sons, importers of china and glassware. Under ordinary circumstances, such a change would have blasted all hopes for young Sidney, but, fortunately for him, he, too, sought employment with the same firm. Upon application he immediately won the heart of the late Isidor Straus, who was then the senior member of the firm, and Sidney Hirschberg became his private office boy. Under the personal influence and guidance of Mr. Isidor Straus, the young lad grew and developed and his natural capabilities were turned in the direction of business. From the otuset Sidney displayed remarkable aptitude and keen grasp of business methods. Before many years had passed he was doing the work of a man at a man's salary. However, his employment here gave him the opportunity to come into contact with a wonderful mind, and Mr. Straus remoulded the young virtuoso and fitted him for a business calling. The sound moral and business principles that Mr. Straus instilled have been the guiding principles of Mr. Hirschberg's life. In



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was with a smile that Mr. Hirschberg informed the writer that many of the methods employed in his own establishment are modifications and ramifications of the business methods used by Mr. Straus. If this is true, the associations with Mr. Straus were invaluable, for today Mr. Hirschberg is the sole owner of the largest plant of its kind, employing nearly 500 people in its various departments, and catering to the finest trade in the country.

Sidney G. Hirschberg was born October 22, 1868, in New York. He is the son of Gustav, who was a prominent member of the principal Jewish organizations of this city. His mother, Augusta, was a woman of high intelligence, and her influence upon the boy was of the highest and best. Until his seventh year Mr. Hirschberg attended the public schools of this city, but when his parents moved to Hoboken he entered the Private German Academy, where he remained until his thirteenth year. During all this time he was studying music and manifested every indication that the study of music would be his life's work. In spite of the protestations of his parents, he suddenly left school in his fourteenth year and went to work, his spirit of independence revolting against the thought that he would be dependent upon his father until his manhood. Whether the lad would have become a great artist is a conjecture, although every indication pointed that way, but the fact remains that he is a most successful business man, and perhaps Mr. Hirschberg's change was only for the best.

Mr. Hirschberg is a man of large mould, of prepossessing yet grave bearing; a man born to command. On first sight he gives the impression of conservatism and reserve. On closer acquaintance, however, he shows himself a man of warm heart, with every sympathy and consideration directed particularly toward young boys seeking to make their way in the business world. In fact, the study and development of boys and young men is one of Mr. Hirschberg's hobbies, and he is more than proud of the fact that every department head in his employ rose to the position from office or stock boy. His present superintendent is a man of twenty-nine, who started with him as a lad of thirteen. It is a pleasure to see Mr. Hirschberg wax enthusiastic over the prospect of developing office boys to positions of responsibility and trust, and the writer felt that any boy who gets into the good graces of Mr. Hirschberg is fortunate.

For business efficiency Mr. Hirschberg has instituted a series of regular conferences with his department heads, and at these meetings every man is allowed ample opportunity for free expression as to methods of improving his or any other department of the business. Mr. Hirschberg is also a believer in the profit-sharing system. He confessed that almost 40 per cent. of the profits of the firm are distributed among the various department heads, who, in many cases, also hold stock in the firm. Whatever the methods are that Mr. Hirschberg uses, he surely has business efficiency, for the writer was most favorably impressed as he was shown about the place, for everything seemed to be working quietly, smoothly and efficiently.

Mr. Hirschberg contributes to many charitable institutions and is prominently connected with many Jewish and civic organizations in the city. He is an active member of the Federation of Jewish Charities, in which he is a firm believer. He is also a member of Independent Lodge No. 185, F. & A. M., Progress Club and the Freundschaft Society.

On June 1, 1905, Mr. Hirschberg was married to Miss Anna Hoover-Knoerzer.

Proper associations, Mr. Hirschberg thinks, are basic for a young man's success; if associations are wrong there is little hope for any

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young man, even though he be bright and industrious. This principle, Mr. Hirschberg feels, is fundamental; and his advice to young men is, "Associate only with manly and sucessful men and you will succeed yourself." Mr. Hirschberg also believes that every young man should lay out little plans of what he hopes to do within a certain period and that at the expiration of the time he should look back and see just how much he has accomplished. But, in addition to all that, every boy and young man should set aside a certain amount of time for healthful exercise and instructive reading from history, literature and nature study.

ISIDORE HOCHBERGER.

Mr. Isidore Hochberger, importer of diamonds at 180 Broadway, is one of the few immigrants that came to this country during the last twenty or thirty years who did not come because of material need. In his native town he was fairly well established and came to this country through a desire for further enterprise. When he arrived in this country he merely continued the business he had previously conducted. However, during the last twenty years Mr. Hochberger has succeeded in making for himself an enviable reputation among the diamond merchants of this city. He has also taken keen interest in the work of the Jewish community, and in a quiet way has given financial aid to many worthy charitable and communal organizations.

Isidore Hochberger was born December 1, 1863, in Krakow, Austria. His father, Chaskel, who is living in Krakow, is a reputable merchant. His mother, Shifra, was descended from a family of prominent Hebrew scholars and Talmudists, her father being one of the most learned men in the community.

Mr. Isidore Hochberger received a college training in Europe and at the same time pursued his studies in Hebrew. He did not, however, follow a professional career, but after completing his studies he became a commission merchant and was fairly successful. In 1898 Mr. Hochberger came to this country and continued in the diamond importing business. Although he started in a small way at first he is now conducting a million-dollar business yearly.

Mr. Hochberger is a man of unusual intelligence and refinement. He is of a quiet, thoughtful nature; a man more attracted to the spiritual element in life than to the material. He takes his success in a sober-minded manner and is not in the least proud of his accomplishment.

On February 12, 1888, Mr. Hochberger was married to Miss Cecelia Zinner and they are the parents of four children, three sons and one daughter. Their oldest son, Oscar, who is a member of the firm, is a graduate of Columbia, where he received the degrees of B.S., M.A. and C.E. After graduation he entered his father's business and now does most of the buying for the firm. The other two sons, Julius and Simon, are also in business with their father. Their daughter, Sylvia E., attends the Ethical Culture School.

Mr. Hochberger is a firm believer in the success of the Federation of Jewish Charities and he contributes liberally. Mr. Hochberger is a director of the Mt. Hebron Hospital and also director of the Krakauer Charity and Aid Society.

Steadiness and punctuality are essential to business success, Mr. Hochberger believes. He also thinks that nowadays the commercial field offers more opportunities for young men than the professions.

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BENJAMIN HOFFMAN

One of the most prominent and respected citizens of the East Side, the greater part of whose life has been spent in the service of the community, is the Hon. Judge Benjamin Hoffman. Although most of his older associates have left this section of the city, the dignified figure of Judge Hoffman is to be seen there still. Both the father and mother of Judge Hoffman are of German lineage, and they came to America when the tide of immigration was still low. His father, David L. Hoffman, came from Masbach, Bavaria, and his mother, Barbetta, was born in Wüttenberg.

Judge Hoffman was born April 15, 1864. He attended Public School No. 15, on East Fifth street, and received his college training at New York University, from which institution he received his L.L. B. degree. After graduation he practiced law, being a member of the firm of Hoffman & Hoffman, at Nassau and Beekman streets. In 1895 he was elected member of the State Legislature and was re-elected five times successively. During this period he fathered many important bills and his record was absolutely unsullied in a period when politics, more than the wants of the people, were a prime consideration. In 1899 he was elected Judge of the Municipal Court, and at the expiration of his term, in 1909, was re-elected to the office that he now holds

His political career has been an admirable one. This fact, together with his kindly manner, has made him the many friends that he now has.

Judge Hoffman is a contributor to almost every Jewish charitable institution of the city, and he is a member of the following lodges and societies: Erster Hungarian Kranken and Unterstützung Verein, Hoffman (independent) Society, Petofe Hungarian Society, Andrew Johnson Lodge (Odd Fellows), Adelphi Lodge (Free Masons), Crown Prince Rudolph Verein, Arbeiter Unterstützung Verein, Educational Alliance, Mt. Sinai Hospital, People's Hospital, Israel Orphan Asylum, and is a member of the Board of Directors of the Hebrew Free Burial Association.

Judge Hoffman married Miss Rebecca Fuld, of this city, and they are the parents of four children, Belle (Mrs. Isidore Wells), Eva (Mrs. Nathan Ries), Ruth and Joseph B.

Occasional arbitration out of court is an experiment worth trying, Judge Hoffman believes, but he thinks that court calendars are greatly overcrowded and that more judges ought to be on the bench.

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JOSEPH HOROWITZ

Joseph Horowitz, the well-known shirt manufacturer of No. 55 White street, is one of the most interesting personalities one meets among the class of Jewish immigrants who have risen from the ranks.

Mr. Horowitz was born in Novardok, Province of Minsk, Russia, in the year 1860. His father was famed in the locality as a Lamdan and very likely his dream was to make his son a rabbi. Surely he never imagined that his son eventually would be a wealthy shirt manufacturer of America.

In 1882 Mr. Horowitz decided to come to America and soon after he landed on these shores obtained work on a farm near Hartford, Conn., dreaming that pleasant dream of the time of the Jews embarking in the "back to soil" movement. But soon after Mr. Horowitz learned that this was not his fitted vocation and came to New York, obtaining employment in a shirt factory. Later on he became a contractor in a small way and in the year 1891 he started manufacturing under the firm name of Salant & Horowitz. The firm now is Horowitz & Son and is one of the biggest in the line, employing over 400 hands.

Mr. Horowitz is a strict adherent to the teachings of traditional Judaism and for a time was president of the Montefiore Congregation of the Bronx. He is a member of nearly all the local charitable institutions. He has six children, all brought up according to the tenats of Orthodoxy.

Mr. Horowitz rather upset the writer when in answer to the query as to what he thought was the essential qualification for material success he replied, "It is not the legend of economy, which Mr. Rockefeller and his confreres advocate. To the contrary, I firmly believe that if a person is liberal he opens for himself the door to success making friends of people." But, Mr. Horowitz believes that in order to attain success in life it is absolutely essential to be honest and diligent.



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Those who give a superficial glance at New York's Jewry are generally of the opinion that it consists of radicals, aguostics, or, at least, of those indifferent to religion, but when one has the pleasure of forming the acquaintance of Mr. Judah Loeb Horowitz, of the Misrach Wine Company, he concludes that things are not as dark as the superficial glance would warrant.

JUDAH L. HOROWITZ

Mr. Horowitz was born on March 15, 1878, in Mihaleni, Roumania. It would take too much space to give the entire family record, but it is worth mentioning that the family descends from the greatest Jewish rabbis, among whom are Mr. Horowitz's grandfather, Rabbi Naphtali Ish Horowitz, the late great rabbi of Strij; Rabbi Leibush Horowitz and Rabbi Abraham Mendel Steinberg, the present rabbi of Brody. On his paternal side he numbers among his relatives the Bahopalier Maggid who was a grandson of Nachum Chirnoboler. Mr. Horowitz is also a cousin of the Talner Rabbi, to the Radowitzer Rabbi and to the Kobriner Rabbi, all of whom reside in New York. His father, Rabbi Moses Horowitz, is the Rabbi and "Guter Yid" of Dorohoi.

About Mr. Horowitz himself there is a lot to say, but it will suffice to mention the following concrete facts: He was one of the Kehillah's Committee of twenty-five for the organization of Kashruth in New York. He was one of the Committee of one hundred of the Brooklyn Orthodox Kehillah, for the same purpose. He is the president of the Congregation Beth Jacob Ansche Sholom, of Brooklyn, which has an attendance of over 800 each Sabbath. He is very active and influential in the Mishrachi movement and in almost every orthodox institution. He is a Lamdan, devoting his leisure hours to Talmudical study.

Mr. Horowitz landed here in 1898, and for many years traveled over the country in the interests of the Carmel Wine Company. Now he is the owner of the Misrach Wine Company, at No. 320 Grand street. On May 6, 1900, he married Miss Bertha Trachtenberg, descendant of a famous Bukowinean Jewish family. They have five daughters, all of whom know Hebrew perfectly, and they are just as good Jewesses, both religiously and nationally, as are their parents.

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ISAAC A. HOURWICH

The tide of Jewish immigration which started flowing from Russia in 1882, when the great Pogroms broke out in the southern part of the Russian Empire, brought to the United States a great deal of Jewish ability. This ability, that might have been so helpful in the building up of Russia, was of tremendous aid in the fashioning of American democracy in the last quarter of a century. We are still too near to the actual course of events to have true perspective of the real value of immigrant talent that has been put at the services of the United States. Only the future historians will be able to estimate clearly the exact degree of aid that Jewish immigrant talent has rendered the social, industrial and political development of the United States. But some of the figures that the immigrant tide has brought here from eastern Europe stand out so prominently that they cannot be missed by anyone who has his eye set on the march of events in America for the last twenty-five years. Of these figures, one of the most commanding and most entitled to respect, is Isaac A. Hourwich.

Isaac A. Hourwich was born in Wilna, Russia, in 1860, to a rich Jewish family. He was graduated from the classic gymnasium of Minsk in 1877, and a splendid career would have awaited him had he only consented to forget Judaism and be content with the political situation as it existed then in Russia. But instead, Isaac Hourwich was too much concerned with the actual condition of politics to think of his own career. While a student at the gymnasium he was secretly affiliated with the Revolutionary movement in Russia, and when upon graduation with very high distinctions from the gymnasium, he was allowed to enter the Academy of Medicine and Surgery at St. Petersburg, he used the opportunity of his presence in the capital to further the Revolutionary propaganda which he had begun in a smaller city. Hourwich's political tendencies and interest were not satisfied by the field that medicine opened up to him, and he soon changed from medicine to a course in law which he took at the University of St. Petersburg, graduating in 1887, when he was admitted to the bar. Before he had a chance to practice, however, Hourwich, who had now become a leading member in the Revolutionary movement, was caught in the net of the Russian government, imprisoned and sentenced to penal servitude in Siberia. But he managed to escape and come to America, where he was admitted to Columbia University, where he took a course in economics from 1891 to 1892. In 1893, he was awarded the degree of Doctor of Philosophy at Columbia, his thesis being on the economics of the Russian village, which still serves as the standard work on the economic condition of small communities in Russia. In the same year, that is in 1893, he was also admitted to the bar. He moved to Chicago, where he practiced law. From 1893 to 1895, he was docent in statistics at University of Chicago where he enjoyed extensive reputation as a great teacher. His activities, in connection with the Populist movement, however, incurred the disapproval of the university authorities, who looked with disfavor on all radical movements. His participation in the Populist movement cost Dr. Hourwich his position at the university. From then until 1900 he practiced law.

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During all this time Dr. Hourwich's mind was alert to all current issues in Russia. When in 1905 a quasi-constitutional government was inaugurated in Russia, Dr. Hourwich returned to his native country where he ran as candidate for the Duma, on a progressive ticket. Defeated, largely by the machination of the Russian autocracy, he returned to America more than ever determined to devote his energies to the welfare of the working classes in the United States.

Dr. Hourwich's wide knowledge of conditions here and abroad, his expert abilities as statistician and economist and his expert knowledge of immigration, were utilized to a very large extent by the United States Government. From 1900 to 1902, he served as translator of the Bureau of the Mint at Washington, and from 1902 to 1906 he was retained as expert special agent for the Bureau of the Census. From 1908 to 1909, he was statistician for the Public Service Commission. From 1909 to 1913, he was expert special agent on mining for the Bureau of Census. When, as a result of the protocol agreement in the cloak industry, the large Cloak Makers' Union, whose membership consisted of about 100,000, was looking for one who, because of his special knowledge of the processes of labor and his devotion to the interests of the laboring masses, could handle their case before the many tribunals created by the protocol agreement, Dr. Hourwich was called from Chicago to take the position of chief clerk of the Cloak Makers' Union. While in this position, Dr. Hourwich, by his knowledge of the intimate details of the processes of labor and as a result of the adroitness with which he handled the employers, secured many a victory for labor which a good many people had previously thought impossible. But his very success in obtaining concessions for labor made his downfall highly desirable from the point of view of the employers. Very soon the employers found a pretext for demanding the resignation of Dr. Hourwich under the penalty of breaking the agreement with the union. The general strike, which would have resulted, would have involved more than 100,000 Jewish cloak makers with attendant terrible misery and industrial ruin. And to avoid such a condition of affairs, Dr. Hourwich handed in his resignation.

Apart from his work as a legal expert, and apart from his knowledge of conditions of labor in this country and in Russia, Dr. Hourwich is considered an eminent authority on immigration and a champion of free immigration. His book, "Immigration and Labor," which was published in 1912, is the most brilliant presentation of the case of unrestricted immigration ever made in the United States. His work put him immediately into the ranks of first class authorities on immigration. However, Dr. Hourwich is too much interested in the masses to be satisfied with writing for the government or preparing learned books for the intellectual classes. For the last fifteen years Dr. Hourwich has exercised tremendous influence on the Jewish masses in America by most brilliant and prolific contributions to Yiddish journals. Fifteen years ago, when he began his journalistic career, Dr. Hourwich knew so little of Yiddish, of which he is now a past master, that he used to write his Yiddish articles in Latin script, but today Dr. Hourwich is considered one of the greatest writers in the American-Yiddish press, and his articles are read with great avidity by hundreds of thousands of Yiddish readers. His articles are sure to defend the will of the masses, and whenever a momentous question arises, it is Dr. Hourwich who leads the way. When the American-Jewish Congress issue came up, Dr. Hourwich was the leader of the masses against the American-Jewish

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Committee. At the convention of the Kehillah, and at the conferences with the American-Jewish Committee, he held out steadfastly for the demands of the people, for a democratic Jewish Congress, and it is largely due to his leadership that the will of the people was realized. Dr. Hourwich, as chairman of the Board of Election of the American-Jewish Congress, made the convocation of the American-Jewish Congress a practicable affair.

For many years Dr. Hourwich was prominently connected with the Socialist Party in America. He created quite a following for himself because of his advocacy of the fusion of the Socialist Party with other political radical parties. Unheeded, however, by the majority of his party, Dr. Hourwich ran on the Progressive ticket in 1912 as candidate for Congress, being defeated by a small plurality.

ANSHEL HUSID.

All the praise and all the eulogies that mankind owns are generally showered upon men of higher education, of great talent, or upon men who understand how to focus upon themselves the limelight of public attention. But there are men who have no high education, nor great talent, who do not shout about themselves from the housetops because they do not care to attract attention, and yet they deserve as much recognition as the others, because they are men having big hearts, men of noble deeds. One of these men, after positive conviction on part of the writer, is Mr. Ansel Husid, of 197 Graham Avenue, Brooklyn.

Mr. Husid is a very successful man, one that has attained a high standing. But he has come to himself not on account of unusual happy circumstances, or through speculation. On the contrary, he worked all his day with the sweat of his brow, paying all his attention to business, and this, in additon to his honesty, have crowned him with success.



Despite his unusual success, Mr. Husid has not changed one wee bit. Money has not metamorphosed him. He is today what he was years ago as a poor man. He is today beloved by his "landsleute" because all know him to be a man who will go out of the way to befriend anyone, a man with a warm heart, a man who respects education and who is willing to give the necessary recognition to those who have fairly earned it.

He is not personally active in communal work because he is too busy a man, but he was recently elected director of the Mount Moriah Hospital, and he has been for years a delegate to the Galician Society in which he is greatly interested.

Mr. Anshel Husid was born on the 15th of March, 1863, in Kolomea, Galicia, as the son of Joseph and Shendel Husid. He came to America in 1892.

At home he was a tinsmith. He belongs to the finest class of Jews inhabiting his native land. But his family was poor and his parents thought it advisable to teach him a trade in his early youth.

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When he landed here he brought with him just four cents. He was first sheltered by the "Hachnosas Orchim" and immediately on the following day he found employment at his trade. His first day's earnings amounted to 25 cents, going all day without food. Later he found better employment where he earned a few dollars a week, and in this way he gradually advanced himself until he became a contractor. Twice he returned to his native land hoping that he would find there better conditions and so avoid bringing his family to America. But he came back and with a capital of $130 he started in business with a partner. But sometime thereafter he was obliged to withdraw from the business on account of being unable to agree with his partner and he took with him as his share $1,000. He started for himself and made a wonderful success, being one of the leaders in the line of tinsmith supplies.

In 1885 Mr. Husid married Miss Gittel Lax and they are parents of eight children, Jennie, Alex, Morris, Harry, Nathan, Joseph, Esther and Benjamin. Only two of the children are married: Alex to Anna Bartnowsky and Jennie to Anshel Riger.

MOSES HYAMSON

The Jewish people have always held the "dayan" in great esteem and veneration. His person was sacred and he has always been considered the personification of all the noble qualities which tend to righteousness and justice. He was wise, humble, God-fearing and truth loving. In the administration of law and justice he could be relied upon to be wholly uninfluenced by the position and wealth of the litigants, and to reject with scorn all offers of bribes. He attained a high degree of scholarship and was thoroughly familiar with Jewish law and tradition. His interpretations of mooted questions, however trivial, were conscientious, scrupulous and exact to the minutest detail. And if indeed one combined the excellency of a dayan with the station of a rabbi, surely the ideal was attained.



Such a man in the present day is Moses Hyamson, who was born in Russia, in 1863, and received his education in England at the Jews' College and at the University of London. For ten years he was ecclesiastical assessor or "Dayan" to the late chief rabbi of England and was as such, recognized even by the East European faction which, as a rule, refuses to recognize the authority of any English rabbi, who is not of East European breeding. He has international fame because of his publication of the first English edition of the "Collatio Mosaicarum et Romanarum Legum," a scholarly and highly valuable comparison of the Roman and Jewish law, and it is in recognition of this achievement that the London University conferred upon him the degree of L.L.D. Among other things he has published the "Oral Law and Other Sermons," and some essays in the Jewish Quarterly Review which have attracted much attention.

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Such was the high esteem in which Dayan Hyamson was held by English Jewry that upon the demise of the Chief Rabbi, Dr. Adler, he became a candidate for the position of the chief rabbinate, but owing to a number of reasons which were not connected with scholarship, Dr. Hyamson failed of election and Joseph H. Hertz, his opponent, became chief rabbi of England.

In 1915, the Orach Chaim Congregation of New York called him to a career of great usefulness by engaging him for life as rabbi of that body. Dr. Hyamson accepted the call and subsequently came to America. He is now successfully applying his scholarly attributes as Professor of Codes at the Jewish Theological Seminary of America. He is sincerely interested in education and social conditions and has rendered great service as a prominent figure in the Jewish community where he ranks high on many important committees.

JACOB HYMAN

Mr. Jacob Hyman, of Jacob Hyman, Inc., skirt manufacturers, of Nos. 137-139 West Twenty-fifth street, is a very modest gentleman. He is a successful man, and, in addition to his wealth, has acquired a great reputation.

He is a self-made man. He is one of those men who acquire success in life without the aid of anybody or of any outside influences. Since his early boyhood he worked for a livelihood, and it was diligence, integrity and application to business which have brought success to him.

Naturally, things did not always go his way. As a poor boy he came to America when he was but 18 years old, from Zirawna, Galicia, where he was born on January 11, 1868.

Having learned the tailoring trade on the other side, Mr. Hyman also devoted himself to this trade in America. For a long time he worked hard and suffered much, hoping for the time when he would be able to work himself up and make his family happy. After he had learned the designing trade, he greatly improved his condition, but he was not content with that. His ambition was to climb higher, and in the year of 1898 he started in the skirt manufacturing business for himself.



Some people seem to be favorites of destiny. Once they start in business everything goes their way, and they succeed. Not so, however, is the case with everybody. Very often circumstances are against a man, and no matter how hard he may try things go against him.

Such was the case with Mr. Hyman. For some time he was successful, but later destiny turned against him with remarkable cruelty. He had great misfortunes, but under all circumstances he did not lose his head. He was always honest and straightforward, kept up his good name, and this helped him to success later. Again he started in business and is today a very successful man. At last he was rewarded for his hard work.

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On the 7th of February, 1917, Mr. Hyman and his wife celebrated their silver wedding. Mrs. Hyman, whose moiden name was Regina Zeltenwerth, and who was born in Tarnow, Galicia, has always stood by him loyally, sharing his sorrows and his joys. They have six accomplished daughters, one of whom is married to Mr. Henry Trossel.

Mr. Hyman is a member of the Zeradner Chevrah, and is a contributor to many Jewish charitable institutions.

THE LATE SAMUEL I. HYMAN*

It is the nature of man to idealize and to aspire to higher and finer things in life, but very few, indeed, ever realize even a fractional part of their hopes. Samuel I. Hyman, of the firm of S. I. Hyman & Bro., 52 East Tenth street, is among the fortunate few whose dreams have materialized, in part at least. The one great hope in the heart of Mr. Hyman has been to found an institution that would give to the modern Jewish boy and girl an opportunity to imbibe the beauties of traditional, orthodox Judaism—an institution that, in its influence, would be wholesome physically, morally and socially, as well as religiously—an institution that would be attractive in its physical appearance as well as in its teachings. In this Mr. Hyman has well succeeded, for there is no building of its kind so beautiful and so practically laid out as the Central Jewish Institute. Although open only a few months, there are already over 450 children enrolled in the afternoon Talmud Torah classes; there are twenty-six clubs for young men and women meeting evenings, and the many other activities include adult classes in Hebrew and English literature, modern languages, kindergarten, open-air nursery, stereopticon talks and public speaking clubs.



Mr. Hyman deplores the fact that, although there are over a million and a quarter Jews in New York who believe in traditional Judaism, yet there is no school for Jewish children in which the secular training compares with the work being done in some of the private schools. There are now thousands of Jewish children attending the Ethical Culture School, Sachs' School, Horace Mann School, etc., paying from $200 to $500 per year, and for these children Mr. Hyman hopes soon to open the Central Jewish Institute from 8.30 a. m. to 2 p. m. for both religious and secular instruction. According to Mr. Hyman's present plans, the children would assemble in the auditorium for the opening exercises, which would include readings from the portion of the week, would then get their instruction in Hebrew and religion, and would then continue in their academic work as in any private school. In this way Mr. Hyman hopes to mold a Jew better versed in his religious ideals, and better fitted for American citizenship.

But yet all this will be only the means of accomplishing a grander purpose. Mr. Hyman hopes through an institution of this type to unify

* Samuel I. Hyman died on July 12, 1917, after this article was written.

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the many existing forms of Judaism. Neither the Reformed Jew nor the Orthodox Jew could complain against the product that such institution would eventually bring forth. Mr. Hyman deplores the fact that in the past Judaism has had so many forms and sects; he feels that such conditions make for a weaker race. He believes in federation and unification in religious forms, religious training, religious ideals and everything else connected with Jewish life. Mr. Hyman is a typical example of the Orthodox spirit developing in the soil of American liberalism, and his present ideas are the fruits of his life's experiences.

Samuel I. Hyman was born May 27, 1870, in the old Seventh Ward. His father, Gerson, who was a well-known Talmudist and scholar, emigrated to this country in 1869 from Wirballen, Russian Poland, but he died before he was thirty, and Mr. Hyman has been fighting his own life's battles since he was nine years old. Samuel I. Hyman attended the old Allen Street School, and then entered C. C. N. Y., where he remained two years. His first job was that of errand boy, at $3 per week, but he steadily advanced until, in 1896, he persuaded a millionaire concern abroad to extend their business interests in this country. In 1902 Mr. Hyman went into business himself, and today he is one of the best known merchants in his line in the country. Mr. Hyman's business calling has made him travel over every continent. He has strictly observed the Sabbath and has religiously adhered to the dietary laws.

Mr. Hyman has been a prominent figure in Jewish communal work for the last twenty years, and he has been the leading spirit of many Jewish organizations. Fourteen years ago he helped build the Eighty-fifth Street Synagogue; together with Israel Unterberg he built the Arverne Congregation, of which he was later secretary and treasurer. He also helped build the Far Rockaway Synagogue. He is a member of the Executive Committee of the Kahilla, delegate to the Jewish Congress, and was selected as one of the committee of five on the Distribution Committee of the Federation of Jewish Philanthropies, of which institution he is also a trustee at large. It might here be added that Mr. Hyman expects soon to bring about an understanding with the leading moving picture producers, who are mostly Jews, with the object of having them produce pictures of Jewish life and Jewish Biblical stories. He feels that such productions would visualize and stimulate new interest in the teaching of Biblical history.

Mr. Hyman married Miss Tillie Endel, February 14, 1899. At that time Mrs. Hyman was secretary of the Madison Avenue Synagogue Sisterhood, and since then has, with her husband, been connected with many charitable institutions of the city. She is now honorary secretary of the Y. W. H. A., for which institution she is an enthusiastic worker. They are the proud parents of Norma, aged 9, and George M., 16, who attends C. C. N. Y. and is one of the junior editors of the *Campus*. He speaks his Hebrew as fluently as his French or English.

Mr. Hyman is of the firm opinion that in this blessed land of the U. S. A. the future of Judaism lies; and he feels that this is the country where the finest type of Jew can be developed. "If the Jewish boy would take heed of the lessons to be imbibed from the traditional Judaism," Mr. Hyman said, "and would combine this with the ideals inculcated in the public schools, he could never go wrong." Mr. Hyman also impressed the writer with the fact that material success alone does not satisfy the real man; for, after his daily toils are over, the real man must relax mentally and spiritually, and Mr. Hyman feels that the religious ideal is the greatest stimulus to a man's happiness. A favorite maxim of Mr.

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Hyman's is that in the synagogue, in the home and in private life, a Jew should live the life of a Jew, treasuring all the traditions and ideals of Judaism, while in his daily contact with the outside world he should add to that the highest ideals of American citizenship, working shoulder to shoulder wth his fellow man for the uplift and betterment of humanity in general without regard to race or creed. It is undoubtedly this philosophy that has given Mr. Hyman the unique place that he occupies in the Jewish community.

BENDET ISAACS

The question whether it is possible for the Jew to adhere to his religion, and at the same time, serve best his own interests and that of his country, has been a puzzle to many. The life of Bendet Isaacs proves that it is. He was born at Cincinnati on March 25, 1805. He received a complete American education. He graduated from public school and high school and took a special course at college. His career, first as a merchant and later as a real estate operator, which took him to various parts of the Union, extends over a period of more than three decades; and yet he never found his religion conflicting with his business.

"Success in business," remarked Mr. Isaacs, "is absolutely independent of one's faith. To be truthful in words and deeds with the people one comes in contact is the only condition essential to success."

Mr. Max Isaacs, the father of Bendet, settled in Cincinnati in 1853. Although a pious Jew, the elder Isaacs was honored by nearly every Christian institution in Cincinnati. "A further proof," observed Mr. Isaacs, "that one's religious inclinations need not conflict with one's worldly duties."

Mr. Isaacs is a director of the Montefiore Home and a member of practically every charitable institution of New York city. In 1890 he married Gussie Finn. They have three children: Sidney, Theodore and Hilda.

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One who has not had occasion to make the personal acquaintance of Mr. Hyman B. Isaacson has missed the opportunity of knowing one of the most interesting Jewish immigrants of the older type. Mr. Isaacson, who is a manufacturer of boys' wash suits at 23-29 Washington place, is not only a learned and pious Jew and a Sabbath observer, but he is also very charitable and an exceedingly active communal worker, evidenced by his being the treasurer of the Order Sons of Zion, and of the Misrachi; director and for years chairman of the Board of Education of the Uptown Talmud Torah, director of the Machzicka Talmud Torah and vice-president of its Board of Education, director of the Yeshibah of Harlem and vice-president of the Hunts Point Talmud Torah, soon to be erected.

HYMAN B. ISAACSON

Mr. Isaacson was born October 2, 1856, in Kozlishon, on the outskirts of Kovno, where his father was a very wealthy and very charitable man. He came to America December 24, 1890, bringing with him a letter from Rabbi Isaac Elchanon to the late Chief Rabbi Jacob Joseph. The Chief Rabbi offered him a position as supervisor of Kashruth, but Mr. Isaacson declined to hold a communal position. He tried peddling, which he did not like, and then went into a shop and learned the trade of shirt cutting.

In 1896 he started manufacturing boys' wash suits, together with his only son, Nachum Isaac, and the father had the great misfortune to outlive his son, and now remains alone in the business, from which he also maintains his daughter-in-law and her four children.

While in the old country, Mr. Isaacson married the daughter of Reuben Pupkin, who was a famous cigar manufacturer in Russia. They brought five children into the world—four daughters, all of whom are married, and the son whom the parents had the misfortune to lose at the age of thirty-eight.

It can readily be understood that this great misfortune broke down Mr. and Mrs. Isaacson. Their son, who was one of the most accomplished Jewish young men in the local orthodox community, was a scholar, pious, and beautiful both in body and character, and was born September 1, 1876. His accomplishments made his parents happy and he was loved by all who mingled in his circle, but the unfortunate young man who had to leave this world so early in life, endured years of bitter suffering. Nine years before he died, when apparently healthy and extremely handsome, he suddenly began to complain of pains in his leg, which became more and more acute, and in a short time necessitating amputation. A year before his death he developed a tumor in the head. He was operated on four times, and at the end, after having suffered for an entire year and after expending a fortune to save him, he departed from this life, leaving an eternal and uncurable wound in the hearts of his parents, his wife and his four children, who under their mother's tutelage are receiving an excellent Jewish education.

The funeral at that time was one of the largest witnessed on the East Side, and the comments in the Yiddish press that were made after his decease have given honor to the family, but nothing will at any time heal the wound in the hearts of Mr. and Mrs. Isaacson, who as a matter of course have since that time lost interest and ambition in the material things of life.

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DR. ABRAHAM JACOBI

The ardent spirit, indomitable will and untiring energy that has served to place Dr. Abraham Jacobi in the foremost rank of the medical profession, has suffered but little abatement in the course of a long and arduous life. Although Dr. Jacobi is now in his eighty-seventh year, he is still actively engaged as director of the Jacobi Hospital, as lecturer at the College of Physicians and Surgeons, as author and lecturer on medical subjects and as medical consultant on the diseases of children. The biographical sketch of Dr. Jacobi is singularly fascinating, for the vicissitudes of his life include imprisonment in Germany for political offense, hard struggle for existence in early manhood, and final success and fame in spite of many obstacles and difficulties. Dr. Jacobi himself feels that the one great lesson his life can teach to the younger generation is the inevitable success that follows earnest effort, hard work and concentrated application to duty. Every member of the Hebrew race must find pride and hope in the life story of Dr. Abraham Jacobi.



Dr. Jacobi was born in Hartum, Westphalia, Germany, May 6, 1830. He completed his preparatory education at the Gymnasium of Minden. His university work included studies at Greifswald (1847-48), Göttingen (1848-49) and Bonn, where he received his M. D. in 1851. From his early youth Dr. Jacobi imbibed the revolutionary spirit prevalent throughout Europe at that time. His fiery nature knew no bounds, and as he expressed himself freely, both publicly and in the press, he was arrested for high treason and lèse majésté, and was confined in prison at Berlin, Cologne, Minden and Bielfeld, from 1851 to 1853. After his discharge, he went to Manchester, England, but could not earn a livelihood there and a few months later he sailed for New York. Dr. Jacobi has since devoted much of his time and attention to the study of the diseases of children, and he is now ranked among the foremost American authorities in this specialty.

During his long career, Dr. Jacobi has been connected in some form with almost every college and university in the country. He was Professor of Diseases of Children in the New York Medical College from 1860 to 1861, Clinical Professor of Children's Diseases in the New York University Medical College, 1865-1870, and has held the same chair in the College of Physicians and Surgeons, Columbia University, since 1870. He has been Visiting Physician of the German Hospital since 1857, of Bellevue Hospital since 1874, and held this position at Mt. Sinai Hospital from 1860 to 1883. He has been Consulting Physician to the Hebrew Orphan Asylum since 1868.

In 1898 Dr. Jacobi received his LL. D. from the University of Michigan, and this degree was also conferred upon him by Columbia in 1900, by Yale in 1905, by Harvard in 1906, and by Jefferson in 1913.

Dr. Jacobi is the author of many publications, the most important being, "Dentition and Its Derangements," "Latin and Ancient Greek for Modern Doctors," "Therapeutics of Infancy and Childhood," "Intestinal Diseases" and "Collectanea Jacobi," eight volumes, published in 1909.

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containing his lectures, discourses, etc., delivered at various universities during the past twenty or thirty years.

Dr. Jacobi is a member of almost every prominent medical society, and at various times held office of president in the New York Academy of Medicine, New York Obstetrical Society, New York Pathological Society, New York County Medical Society, New York State Medical Society, German Medical Society, Association of American Physicians and the American Pediatic Society.

About ten years ago Dr. Jacobi severed his active relationship with the many institutions and colleges with which he was connected, but when Mrs. Anna Wörshoffer a few years ago offered an endowment fund of $100,000 for the erection of the Jacobi Hospital, which is the new wing of the German Hospital, with the understanding that Dr. Jacobi be its director, he resumed active service in this institution, and began again to meet his classes at the College of Physicians and Surgeons, where he now lectures two afternoons each week.

"Work hard," is Dr. Jacobi's advice to the young—but he also thinks that every young man in this country ought to study and understand the history of the American nation—for this knowledge, he feels, is basic in every American's life. "The History of American Politics," by Johnston, is one of Dr. Jacobi's favorite books.

Dr. Jacobi's affability, kindly spirit and keen sense of humor is immediately felt upon personal intercourse with him. After an hour's interview with the writer, Dr. Jacobi suddenly paused, looked up with a smile and slowly said: "I don't see why you class me among the 'Distinguished' anyway; I am still young, only 86, and have the great things of life yet to accomplish." And from this remark the reader can glean himself what Dr. Jacobi's attitude toward life is.



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There are a number of men who have been successes in life only because that mysterious wind of destiny blew in their direction and wafted in their way a lot of gold dust, which, through just such blind accident, has been blown away from others. On the other hand, some are successful as a result of their hard labor and their keen insight into the problems of life, and a thorough understanding of mercantile conditions. In the latter group may be classed Mr. Abraham J. Jacobs, of the firm of Jacobs & Jacobs, manufacturers of cloaks, at No. 122 West Twenty-sixth street.

ABRAHAM J. JACOBS



The writer, who interviewed Mr. Jacobs, found great satisfaction in conversing with him about business and about life in general. Mr. Jacobs has a lot of brilliant epigrams regarding success and failure. They are scintillating and pertinent and different to the sayings excerpted from books. Mr. Jacobs is an intelligent observer of life, and having gone through various experiences, he has capitalized them, and this, in addition to his untiring energy, accounts for his success in life.

Born in March, 1873, at Warsaw, Poland, he came here when he was but a child of one. He attended the Norfolk Street School, but early in life he had to work for a living. He worked in dry goods establishments as clerk and bookkeeper, and when 19 years of age he opened a little dry goods store of his own at No. 5 Orchard street. In 1895, upon the demise of his father, he gave up the store in order to take charge of his father's estate, and so drifted into the real estate business. In 1906 he started manufacturing cloaks, and now, in partnership with his younger brother, conducts one of the most successful businesses in that line.

Mr. Jacobs is a prominent member of the Congregation Pineus Elijah and belongs to many Jewish institutions, although he is not personally very active, as his duties frequently take him on the road. Mr. Jacobs is a member of the Masonic fraternity.

On April 9, 1911, Mr. Jacobs married Miss Sophia Guy, daughter of Mr. Louis Guy, well known on the East Side. Mrs. Jacobs is well known, being active in various charitable organizations, especially in the councils of the Home for the Aged in East Tenth street. Mrs. Jacobs materially assists her husband in business.

Mr. Jacobs is a modern orthodox, believing in the necessity of maintaining traditional Judaism, but he believes that religion must adapt itself to modern conditions.

As to the question of success for the young, Mr. Jacobs said: "In order for a young man to succeed he must be patient and climb slowly and not attempt to reach the pinnacle at once."

Mr. Jacobs is in general a very practical and experienced man. He understands life well, particularly the business end, and is a very interesting and entertaining conversationalist.

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MAX JACOBS.

Few men have experienced the many changes of fortune that Mr. Max Jacobs, of the firm of Jacobs & Janowitch, 476 Broadway, has lived through in the course of the last thirty years. He engaged in many undertakings, but for a long time success always seemed far away. But he had persistence, and this characteristic, together with his ability to apply himself earnestly and sincerely, made possible the success that he eventually attained.

Max Jacobs was born March 4, 1868, in Smela, Kiev, Russia. His father Isaac was highly respected in his native town and is at present a prominent figure among the orthodox Jews of New Haven. He is a Talmudist and Hebrew scholar and has for many years been actively connected with the Jewish life of New Haven. Mr. Max Jacobs came to this country in 1886 and began to work at the shirt trade, but after six months left for the South. Here he contracted yellow fever and was compelled to return North, where he resumed his work at the shirt trade. At the same time he studied at night in preparation for regents' credits. But somehow things did not run smoothly.

Mr. Jacobs made many attempts to establish himself into business, but all his attempts failed. He left for Bridgeport and opened a restaurant. He was fairly successful, but his failing health compelled him to give up for a while. He went to New Haven, where after many hardships he finally built up a jobbing trade. But he realized the limitations of a small city, and after having saved a few thousand dollars he returned to New York and began to manufacture shirts.

Throughout his entire business career Mr. Jacobs had shown an upright character, and his friends trusted him. He is of a quiet, retiring nature, but possesses strength of character which is immediately felt upon personal intercourse. It was this absolute trust that made Mr. Janowitz enter into partnership with Mr. Jacobs. The men have great faith in each other, and that is one of the secrets of their success. Today they operate three factories and employ over six hundred hands.

For many years Mr. Jacobs has helped various Jewish institutions in this city as well as New Haven. He contributes to the Beth Israel Hospital, Montefiore Home, Beth David Hospital and others in New York. He also contributes to many institutions in New Haven.

Mr. Jacobs was married to Miss Sonia Feldman July, 1893, and they are the parents of four children—Moe, Libbie, Sadye and Elizabeth.

"Energy and stability are the qualities that make for success," Mr. Jacobs said. "Capital is always ready to invest, and the man who shows honesty and energy will always find opportunities that will bring him fortune," Mr. Jacobs added.

Mr. Jacobs is a brother of J. L. Jacobs, who is a prominent engineer in Chicago, and who, as a result of his wonderful abilities, has received national recognition, having often been called as consulting engineer to New York and other large cities.



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The compiler of this article, interviewing many of those who had the good fortune to achieve success, naturally meets with varied characters. Mr. Ferdinand Jacobson, who the writer has interviewed as one of the most successful Jews of New York city, was instantly sized up as a man possessing a nobleness of character, a large heart and all the essentials of a perfect gentleman, and, indeed, upon inquiry among his friends and acquaintances, these attributes were soon verified.

FERDINAND JACOBSON

Ferdinand Jacobson was born in Zeklitin, Galicia, in 1862, and came to America in 1886. He came here very poor and the first six months worked at cigarmaking, drifting into that trade most likely because most of his *landsleute* here at the time engaged in it. At home he had had a mercantile training, and very soon saw that there was no future in shop work and decided to start in business for himself. He peddled neckties, and one day it occurred to him that it would be more profitable to manufacture the ties and have others sell them for him, and so he decided to begin manufacturing. Later on he turned to manufacturing shirts in a little room on Canal street, entering into partnership with a Mr. Gleizman. Eventually the partnership was dissolved and Mr. Jacobson took his oldest son, Joseph S., in business with him.



Mr. Jacobson now heads a very big shirt manufactory at Nos. 580-590 Broadway, employing a large number of hands. The most interesting thing in Mr. Jacobson's career in having worked his way up, in so comparatively short a time, is the fact that his reputation is absolutely unblemished and there is nothing in connection with his name about which he has to excuse himself. On the contrary, the many encomiums heaped upon him by his friends and those with whom he has had business dealings, should make him feel a just pride.

Mr. Jacobson has not neglected his duties to his fellowman. He is not a believer in race suicide, as a family of seven children, all ideally brought up, reared and educated, will attest. As soon as one of his sons attains his manhood Mr. Jacobson gives him an interest in the business.

Mr. Jacobson's son, Joseph C., is married to Antoinette Biel, a daughter of the late Louis Biel, who was so prominently identified with the wonderful success of the United Cigar Stores Company. Like his father, he enjoys an ideal business reputation.

"Honesty and intelligence are most essential to material and other success," Mr. Jacobson said, in response to the interviewer's query as to what is the prime requisite for success in life. "Economy or

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thrift do not play as big a part as is so generally assumed. If one is honest and diligent he will earn much and he will work up."

Outside of a successful buisness career, Mr. Jacobson's gentlemanly qualities are what at once impress the interviewer, and the ideal family life, the manner in which he has raised his children and his polite, friendly and lovely manner are indeed such as to win esteem at once. Mr. Jacobson is a liberal giver to charities and is a director of the Krakauer Charty. Among the many Jews in America who have worked their way up in the world, Mr. Jacobson should be an inspiration to the young man and one whose life should be worthy of emulation.

ISAAC J. JACOBSON

Mr. Isaac J. Jacobson, a paper box manufacturer of 16 Greene street, is one of the most prominent of the older Jewish immigrants of New York, belonging to that class of Jews among whom Judaism stands paramount to business, and he is not only orthodox in the modern sense of the word, but he is a strict Shomar Shabbath. Born in April, 1861, in Nieszin, State of Chernigov, Mr. Jacobson came to America in 1886. At the outset he peddled in Pennsylvania, then he came to New York and lost the little money he had made there. He then learned the paper box trade, and in 1896 started business for himself. He climbed slowly and gradually on the ladder of success and finally surmounted the top with an unblemished reputation. He is also proprietor of the United States Cutting Company, located in the same building.



Mr. Jacobson is a member of the Zemach Zedek Congregation, Henry street, and he is instrumental in the organization of a new congregation in the Flatbush section, where he resides. In 1884 Mr. Jacobson married Miss Kate Chaikin, and they have five sons and four daughters, three of whom are married. Mr. Jacobson maintains a thoroughly Jewish home and has a Sefer Torah and a synagogue in his house, where his orthodox neighbors gather every Sabbath to pray, sanctify the Sabbath, etc., in real orthodox style.

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HENRY S. JAFFE

The philosophy of life of Mr. Henry S. Jaffe, of the firm of Henry S. Jaffe & Bro., 127-129 Bleecker street, New York, can best be summarized in this "advice to the young," which he gave the writer of these lines: "Work hard. Treat your employes right. Be upright and square in all your business dealings. Never try to take advantage of anyone—and success is bound to follow." Throughout his life and business career Mr. Jaffe stuck to this program, and as a result he finds himself today in a position where he employs 150 people, sees only contented faces about him and is classed among the most generous contributors of many worthy causes.

Mr. Jaffe was born in Rogolia, Province of Kovno, Russia, in 1875, as the son of Julius and Sarah Jaffe. When first he came to this country, in 1892, he had no funds and went out peddling hosiery for one year until he learned cutting and designing which placed him in a more comfortable position. He was a hard worker, and from an initial salary of $3 a week, he advanced himself gradually to $35 as general manager. He attended school at night at the Educational Alliance, and after his marriage, in 1900, he entered business in a small way.

He started manufacturing clothing at 161 Grand street, Brooklyn, moving then to 113 Prince street, until he entered into partnership with his brother, B. H. Jaffe, and both opened their present place of business at 127-129 Bleecker street.

Mr. Jaffe is a member of the Hebrew Free Loan Association, the Hebrew Orphan Asylum and the New York Federation of Charities. He is a member of the Brooklyn Congregation Anshe Sholom, located in South Third street and a strictly Orthodox "Shul." He takes interest in all Jewish affairs and he has never been known to refuse a request for any Jewish charitable purpose. He is one of those who prefer to give in secret and aid unknown to the multitude rather than boast of their philanthropies and great deeds of charity.

Mrs. Jaffe, who before her marriage was Miss Beatrice G. Ruttenberg, was born in Elmira, N. Y., and is the daughter of Mr. Hersh and Mrs. Eva Ruttenberg, is in every way a fit and interested partner who helps her husband and disburses large sums of money for noble charitable purposes.

Mr. and Mrs. Jaffe are the parents of one son, Godfrey Julius.

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MORRIS JAFFE

Few men in New York have made the phenomenal success that Mr. Morris Jaffe made during the short time that he is in this country. Fifteen years ago Mr. Jaffe was working as a clerk in a grocery store at six dollars per month—today he is the owner of a large cloak and suit house doing over a million dollar business, with every prospect of doubling its output within the next year. Mr. Jaffe is keen and industrious and it is these qualities that have won for him the high place that he now holds in the commercial world.

Morris Jaffe was born November 23, 1883, in Perati, Russia. His father, Eljuh Loeb, was a famous Hebrew scholar and Talmudist, who, at the age of sixteen, was made rabbi of the town. Morris was given a thorough training in Hebrew and until his eighteenth year spent most of his time in study. In 1901 he came to America as he did not care to serve in the Russian Army. His first job in the city was with a grocer, where he was offered six dollars for his first month's wages. The lad was ambitious and willing and at the end of the first month he was earning eighteen dollars. His salary was increased each successive month, but as he could see no future in this work, Mr. Jaffe turned to a trade. He at first learned cigar making, a trade that he pursued until after his marriage. He then began the manufacture of aprons and dresses and gradually drifted into the manufacture of children's and ladies' coats.

Mr. Jaffe is a man of energy. He is alert and optimistic and there is no doubt but that his business will in the near future rank among the largest in the city.

Mr. Jaffe has in the past few years associated himself with many charitable organizations, both in Brooklyn and New York. He contributes to more than twenty institutions and is always ready to give his support to those that deserve assistance. He is a member of Hebrew Day Nursery, Montefiore Home, Beth Israel Hospital, Denver Sanitarium, Genilath Chasodim and others. He is also a director of the Montgomery Street Kindergarten, member of the Emanuel Lodge, F. & A. M., and member of the congregation B'nai Israel of Brooklyn.

On March 4, 1903, Mr. Jaffe was married to Miss Sarah Schlansky and they are the parents of six children, three boys and three girls. Their oldest son, Hyman, who is thirteen, attends high school, and Esther, Milton, Miriam, Dorothy and Dave attend public school. Mrs. Jaffe is also interested in communal work and does much to help the poor.

"Be straight and honest and do not expect what you do not sincerely believe belongs to you," is Mr. Jaffe's advice to young men.

One of the interesting facts that the writer observed as he was shown about Mr. Jaffe's place was the wonderful co-operation of employes and employer. Mr. Jaffe does not assume an attitude of superiority, but treats his workmen as his equal, and that perhaps is one of the secrets of his success.



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Among the Jews in America there are many who display genius in business and industry. Yet had they remained in their native towns and hamlets they would probably have been unheard of, and would have ended their lives in poverty. But this country opened a world of opportunities to them and afforded ample means for developing their inborn powers.

LEON JOFFESS

Among these may be included the person of Mr. Leon Joffess. He is in this country only twelve years, having arrived in 1905 from Stora Sela, Province of Mogilov, Russia, where he was born the 15th of April, 1885. In the few years that Mr. Joffess has been in this country he has become a leader of the automobile tire industry and there is a great future open before him. Mr. Joffess operates a large store at 252 West 55th street and a similar one at 61 Euclid avenue, Cleveland, Ohio.

In his native town Mr. Joffess was a Yeshivah Bochur and his father hoped to prepare him for a rabbinical career. However, from his early boyhood, Mr. Joffess showed unusual business abilities and he gradually drifted away from his studies. When he realized that his opportunities in his little home town were limited, he came to America. His first job was with a cousin in a delicatessen store and for some time later he was a dishwasher in a Broadway restaurant, but he saved his money and bided his time until the proper moment arrived. With limited capital he started in the coal business and later drifted into the rubber business. He bought and sold old rubber tires and was practically the first man to remodel old automobile tires. His business grew steadily and he is one of the leading men in this industry.

Although Mr. Joffess manifests unusual business talent, he does not devote all his time to business, for he spends many hours in communal activities. In his native country Mr. Joffess was a Zionist and later became a Territorialist and was also an active participant in the Revolutionary movement in Russia. Since Mr. Joffess has established himself in this city, he has taken active part in many worthy causes. He is a member of many charitable organizations and since the war has given a great deal toward the war relief fund.

Mr. Joffess is a man of refinement. He has a big heart and is touched by the sufferings of others. He is always ready to give a helping hand when necessary. All who come in contact with him in business or in a social way love him.

In 1909 Mr. Joffess was married to Miss Yetta Dolka and they are the happy parents of four children, Helen, Harry, Rose and Jacob.

When asked to give his opinion on the subject of success, Mr. Joffess answered "Ambition and will power are two qualities that a person must possess in order to carry out his undertakings, for without these two, nothing can be accomplished."



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The writer, who spent a good deal of time interviewing Mr. Edward Jolles, has learned quite a few interesting facts about him. He has, for instance, read through an address which Mr. Jolles delivered before a group of prominent men, and this address contains several utterances that are admirable and worthy of a really great man. He has also perused a letter which Mr. Jolles addressed to prominent merchants. This letter manifests that its author is a born financial genius. On one of these documents Mr. Jolles proves logically and conclusively that commerce always was and ever will be the best remedy for international peace. Owing to lack of space only a few excerpts of his interesting remarks can be noted here.

EDWARD JOLLES.

"There is a general impression," says Mr. Jolles, "that a Jew transacts business when he has nothing to lose; but no Gentile will enter a transaction unless he can profit by it. This is entirely true, and shows the Jew's healthy viewpoint of commerce. When one lays a business proposition before a conservative banker, the latter before asking the amount of interest the venture will yield, will first want to know if his investment is secure; whether there is a chance of losing the investment made, the profit being of secondary consideration. The speculative banker, on the other hand, does not stop to investigate how secure the venture is; what concerns him most is the rate of interest. If the interest is big enough he will take a plunge, perhaps at the risk of losing his original investment. This parallel aptly exemplifies the business traits of the Jews. The Jew first and foremost seeks to be assured that his investment in any line of business is secure.



Mr. Jolles has in his possession an unusual document. This document, written by his father, David Solomon, of Berditchev, contains advice and maxims of ethical conduct. It is a remarkable composition and shows that the elder Jolles is a great scholar and profound thinker, one who is thoroughly acquainted with the philsophical systems of the world. And apart from this the elder Jolles is a linguist, this composition having been written in good English—the language young Mr. Jolles knew well before he came to America.

Edward Jolles was born at Berditchev in April, 1874. At home he devoted a good deal of his time to study. He came to America, arriving in Boston in June, 1891. Almost immediately after his arrival he started out for himself in the grocery business and remained in it for fourteen years. He then came to New York to import food products. When the war broke out Mr. Jolles started to export all kinds of wares to all parts of the world. And today the Edward Jolles Company, located at 90 West Broadway, is one of the largest exporting houses in the country.

Mr. Jolles' advice to the young is, "Be honest and always on the job and success will come eventually."

In 1895 Mr. Jolles married Marie Rubinstein, who is a native of Moscow, Russia. Four children have been born to Mr. and Mrs. Jolles—Rose, Sophie, Helena and Mortimer.

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"Continued perseverance aided by honest and hard work always has its reward." One of the best advocates of this belief is Mr. Emil Joseph, an extremely democratic man, good hearted and well loved by all who come in contact with him. Of him one can truly say: To know him is to love him. At present he, together with his two sons, Milton and Maurice, runs an entire square in the Washington Market—Vesey and West streets—under the name of E. Joseph, Inc. They are dealers in poultry, meats, game, vegetables, etc.

EMIL JOSEPH

The elder Mr. Joseph was born in Bouxviller, Alsace, in 1864. He was the son of the well-known Mr. Maurice Joseph, who had a large dry goods business in Paris. Emil Joseph came to the United States thirty-seven years ago at the age of sixteen, and though he had been at college in Alsace he began life here at three dollars a week as a porter in a shoe store. He remained there only three months and then became an overseer in a silk goods house. He kept that job for just one year. He was not contented and so decided to venture into the butcher business, staying with his new employer for about one year as an all 'round man learning every angle of the trade. At the end of that year he went back to Paris to see his parents. When he returned he took up with another butcher concern, but possessed of the wanderlust he again returned to Paris at the end of the following year. When he returned to the United States he worked for some time for some butchers and saved up enough money to enter the retail business himself at West Hoboken. He was not satisfied with the retail business and gave this up at the end of a year. Again he began to work for someone else in the same line. He worked hard for two years and saved up as much as he could. At the end of this time he opened a small sidewalk stand in Washington Market. There he remained for seven years. Success came at last. In 1907 he opened a full square in Washington Market and has been making a wonderful success for the last twelve years.

Mr. Joseph, at the age of 21, married Miss Wolf, daughter of David Wolf, of West Hoboken. Both Mr. and Mrs. Joseph are connected with several hospitals and contribute to all charitable organizations. Mr. Joseph is a member of the Royal Additional Lodge and other lodges.

The four children that have blessed this marriage are all very well married, having entered some of the finest families of Jersey City and New York city.

"Hard work, honesty and the ability to be industrious all the time are the keys to success," according to Mr. Joseph.

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SAMUEL JOSEPH

Mr. Samuel Joseph, clothing manufacturer, of 821 Broadway, is a simple, modest gentleman. His success is the result of strict attention to business and hard work. He saw much of life and his opinions on various matters are generally based on experience and sound judgment.

When asked for his opinion as to the essentials that make for success in life, his reply was, "In the first place young men should go to bed early and rise early; this is a basic principle for success; when a person is rested, his mind is clear and fit to think. Secondly, the young man should not lose too much time standing on corners discussing baseball games or prize fights. Many American young men are so interested as to who wins or loses at these games that they themselves never win in the game of life, and invariably waste their time for nothing."

The children of Mr. Joseph surely do not belong to that class. Their father brings them up according to his conceptions, and they are good, diligent children with a good future before them.

Mr. Samuel Joseph was born in December, 1871, in Milowa Province of Kovna, Russia. His father, Rab Yosel, and his mother, Chaje Sara, reside in Passaic, N. J. His father is a Hebrew scholar and strict orthodox. His uncle, Hasyl Joseph, is a rabbi in Manchester, England. Dr. Morris Joseph, a brother to Mr. Samuel Joseph, is the pride of the family, having some years ago won a scholarship at the New York University, from which institution he graduated. At present he holds a high position with the United States Government in Panama.

Mr. Samuel Joseph came to America together with his father in the year 1887. For some time he worked at the clothing trade, then he went South, where he peddled for a few years. On his return to New York he went into the clothing business, at first in partnership with a cousin and then for himself. He has made a remarkable success, being one of the biggest men of the trade, and enjoying an excellent reputation. He is also interested in the Manchester Waterproof Raincoat Company and in the Manhattan Clothing Company.

He is a member of the Montefiore Congregation of the Bronx, and a contributor to almost all Jewish institutions.

On June 9, 1892, Mr. Joseph was married to Miss Lena Schwartz and they are the parents of six sons and two daughters. Mrs. Joseph's cousin, Rabbi Abraham Schwartz, is a rabbi in Baltimore, Md. Only one of his daughters is married. Two sons are in business with their father, and the other children are still pupils in various schools.



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JULIUS KAHN

Of all American statesmen of Jewish descent, none has attracted as much attention of late as Julius Kahn, the representative from California. It was he who in the critical days following America's entry into the great war, piloted the Conscription Bill through the House of Representatives, thus jamming though a piece of legislation which in its bearings upon the development of the American nation is unequalled in the annals of this country. All of a sudden he leaped into prominence as a national figure, bidding fair to loom larger and larger on the political horizon, as the great war continues and adroit statesmanship coupled with a knack for manipulating people into a desired position becomes increasingly important.



The success of Julius Kahn of California, in carrying through the House the least attractive of the President's great war measures, and this in the teeth of vigorous opposition from leaders of the President's party and considerable criticism from his own associates, affords a striking illustration of what a cool head, a fair vocabulary, a pleasing presence, and an inexhaustible fund of good humor will do for a man in a legislative emergency. Two circumstances lend especial interest to his victory—his German birth and his loyal Republicanism. Born of native parents in the Grand Duchy of Baden, he was brought to this country in childhood, and obtained his schooling in San Francisco in good American fashion by working for a local bakery every day before and after study hours. As a half-grown boy he showed so marked an elocutionary bent that his friends encouraged him to seek a livlihood on the stage, and it so chanced that his first appearance was as Shylock—a part which Jews commonly condemn as an unjust caricature on their race. With Kahn the artistic ideal threw all racial antipathies into the shadow, and within two years his work had won him a call to New York, where he remained till the early nineties, supporting Booth the elder Salvini, Jefferson, Florence, Clara Morris and other famous actors of that period.

Not all the charms of mimic life, however, could blind him to the fact that in the theatrical profession increasing years are a handicap, notwithstanding the ripened experience they bring, and after a period of deliberation he decided to study for the bar, where maturity ranks high as an asset. As an actor he had visited Washington repeatedly and been impressed with the opportunity for a career which Congress offered a man who was willing to work hard and wait for his chance; so, first taking a turn in the California Legislature by way of trying his hand, he announced himself a Republican candidate for Congress in a district which had previously been a Democratic stronghold, and carried it by a handsome plurality. This was in 1898, and since then he has been returned term after term with one exception; even in the election immediately following the great fire, which wiped out four-fifths of his constituency, he defeated his Democratic and Socialist competitors by a clear majority of more than twenty-two hundred votes.

Granting that Kahn is a politician and a pretty clever one, this fact alone would not account for his uninterrupted success. He usually contrives to be on the side to which his fellow partisans come, if not

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at once, at least on second thought; and by being always patient and kindly towards those who do not agree with him at the outset, he wins over men who might have been confirmed in their opposition by a less tactful course. He is of only moderate height, stocky of build, with a round, full, jolly face and genial eyes. It is hard to imagine his ever having played tragic parts, for he has the face of a comedian as plainly labelled as that of Coquelin. Optimism, good nature, a cheerful readiness to take the world as he find it and make the best of the bargain are what one reads in a countenance which includes a mouth that turns up at the corners and a not too obtrusive double chin. In debate, his voice carries to every part of the hall, and, thanks to his early training, is under perfect command as to modulation and emphasis. He never badgers speakers on the other side and, when they show less consideration for him, gives their heckling so suave a reception as to impress a listener with the notion that he is too assured of the soundness of his own logic to waste time in quarrelling over it.

Kahn's espousal of the cause of the President when the latter was deserted by party friends who would naturally have been first expected to support him, was due not to any personal partiality for Mr. Wilson, but solely to patriotism. He agreed with the President in believing that selective conscription was the basis on which to build up the large army needed by the country at this junction of affairs, and in the face of such a crisis all individual likes and dislikes, and all partisan affiliations were pushed aside as inconsiderable. Hardly was this measure out of the way when the espionage question came up, and on that Kahn was as suddenly opposed to the Administration as he had been favorable to its demand for conscription. His course in the present session, following nearly twenty years of useful service, has carried him far on the road to party leadership. He is a man on whom the American public would do well to keep its eye, for he is still only fifty-six years old, whereas Mann is sixty-one and Cannon is on the superannuated list.

JOSEPH KALIKOW

A varied career and a rapid transplantation from farmer to manufacturer of clothing was the share of Mr. Joseph Kalikow. Born in Minsk, Russia, in 1883, one of a family of seven children, son of Nachum and Rachel Kalikow, he was raised by his uncle, Joseph Pullman, and trained in the management of a farm. The early days of his youth were spent in the merry surroundings of a quiet nature, and it was the young man who handled and administered the affairs of a comparatively large estate, employing over 2,000 farm hands. Thus Joseph Kalikow received a training that fitted him pre-eminently for an executive position, and made him rise so quickly on his arrival in this country—which happened in 1899.

At the age of sixteen the lad found himself in a new country with but fifty dollars in his pocket. He immediately went to work as a cloth cutter, working for ten weeks without drawing a cent of wages, and thereafter receiving the munificent sum of $3 per week. In the course of five years, however, he saved up enough money to start into business for himself, and in the year 1905 he started the manufacturing firm of Levin & Kalikow at 37 West Fourth street,

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and as business increased the partners moved to 174 Wooster street and then to their present address, 65 Bleecker street.

The business is a very successful one and employs about 100 workers. It enabled Mr. Kalikow to contribute freely to a number of charitable organizations and to purchase a site for a large Talmud Torah at Dumont and Barbary streets, in Brooklyn. Mr. Kalikow is a very active member of this school and a donor to the Hebrew Orphan Asylum, the Montefiore Home and a good many hospitals.

Mr. Kalikow was married on June 11, 1908, and is the father of four children.

Honesty and fair dealing characterized Mr. Kalikow's business life and brought him success in the line of his work. "Never make a promise that you know you cannot fulfill" is his advice to the young.

Much can be said about the generosity and public spirit of Mrs. Annie Kalikow, who aids her husband in all his undertakings and freely contributes to every worthy cause. Mr. Kalikow is still a very young man and a bright future is certainly before him.

ISAAC KAMINSKY.

If one wants to acquaint himself with the Jewish immigrant who has achieved success in this the greatest Jewish community in the history of Jewry, he cannot afford to overlook Mr. Isaac Kaminsky, the head of the well-known cloak-making establishment bearing his name at No. 15 East Twenty-sixth street. Mr. Kaminsky should not be overlooked because of his standing and importance in the community and furthermore because of the extremely interesting story which his upward climb on fame's ladder furnishes.

Mr. Kaminsky first saw the light of day on November 1, 1873, in Elie, Province of Minsk, where his father was a lumber dealer of prominence. By a peculiar coincidence he landed in this glorious land of liberty on Independence Day, 1889. That he is not a parvenu, or one whose head has been turned by material success is evidenced by the feeling of pride with which he recounts his earlier struggles and his trials and tribulations. Accompanied by his mother and a younger sister he arrived in New York with barely enough money with which to send a telegram to his brother. He had a sister living in Newark, but lacked the necessary funds with which to send her a telegram apprising her of his arrival. When he came over here, most of the immigrant Jewish population was more or less directly concerned with the cloak and suit industry and when he landed the first great strike of workers in that industry was then in an advanced stage, and he found poverty and troublous conditions everywhere. Mr. Kaminsky's brother was a cloakmaker and on strike and in distress, and when he heard his brother's story of the struggles of the workingmen little did he dream that at some future day he himself would be one of the wealthy manufacturers.

Seeing that his brother could do nothing for him, he sought out his sister in Newark, taking his mother and his other sister with him, determined to make his way for them. In Newark the same deplorable conditions greeted him. His brother-in-law was out of work and his sister eked out a miserable existence in a very small shop. While in

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the store Mr. Kaminsky noticed that quite a few people purchased fly paper, and thought it would be a good idea to go out and peddle this article. His sister laughed at the idea, but Mr. Kaminsky's natural business instincts prevailed and he went out and made 12 cents as rentals of his premises. His first move was to Eldridge street at a monthly rental of $16, then to Division street, paying $40 a month, thence to Greene street, paying $1,000 per year, thence to Wooster street, paying $5,000 per year, thence to Broadway, paying $6,000 a year, and in his present premises, where he has 350 people on his pay-the fruit of his first day's efforts. Then he sold matches, and later carried a stock of dry goods and chair seats on his back, going from house to house. When the strike was settled he worked at making cloaks, helping out his brother and before two years had passed he went in business for himself with a capital of $350. His first shop was on East Broadway, where he paid $14 a month rent, and his progress may be gleaned by his several successive moves and the increased rent he pays—$10,500 per year. He is also financially interested in another large cloak concern, is president of a large realty company, and the treasurer of a large moving picture concern.

Mr. Kaminsky is a member of the Congregation Poel Zedek Anshei Elie on Forsyth street, of which his brother is the president. His charities are innumerable and he is a director of the Home of the Daughters of Jacob, and prominent in the affairs of the Beth Israel Hospital, the Montefiore Home, the Hebrew Free Loan Association, the Hebrew Immigrant and Aid Society, the Uptown Talmud Torah and many others. One of the standing figures in the Bronx, where he resides, he is a member of the Congregation Kehilath Israel. He is a firm advocate of the Young Men's Hebrew Association, to which he once belonged, and which he advises every young man to affiliate with. He is also a Free Mason.

He married in 1895 and is a son-in-law of the famous Rabbi of Wolkowishna. He has five children and has provided the best of education for them.

GABRIEL KANNER

Mr. Gabriel Kanner is known as one of the most successful insurance men in Cleveland. Mr. Kanner was born Oct. 18, 1857, in Stropkow, Zemplin County, Hungary. He is the son of Sander and Esther Kanner. His father was a famous "lamdan" and naturally desired to make his son a teacher in Israel. Until he was eighteen years of age, Mr. Kanner was a pupil in the Hungarian Yeshibbo'h. He attended the Yeshiba of Grosswardein, Uhel and the greatest rabbis of Hungary of those days. But the tide of time swept past these ambitions, and, together with other hundreds of Jewish families, he left for America in 1880.

Having landed in New York, he turned to cloakmaking. Mr. Kanner became active in the workers' movement of the city. He became one of the founders of the *Arbeiter Zeitung*, which was the foundation stone the founders of the *Arbeiter Zeitung*, which was the foundation stone of Alderman on the ticket of Henry George for Mayor.

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Later he started in business for himself, but a strike of his employes, a condition which he himself was influential in bringing about, caused him to give up business. He became an insurance agent and in the course of time made a success. He is one of the most prominent insurance men in Cleveland, O., today, with offices in the Leader-News building.

Mr. Kanner is active in Jewish affairs. He was a director of the Anshe Emeth Talmud Torah, chairman of the Sabbath school, and is a member of a score of Jewish institutions in Cleveland, contributing to every worthy cause.

Mr. Kanner was married, in 1880, to Miss Nettie Price. Mr. and Mrs. Kanner are the parents of four very accomplished children. The oldest son, Dr. S. H. Kanner, is a practicing physician in New York. The youngest daughter, Jeanette, is prominently identified with many charities and greatly interested in theatrical performances for worthy and charitable objects, in which she frequently appears in leading parts. They also have two married daughters, Mrs. Trattner and Mrs. Beauregard.

ABRAHAM KAPLAN

The Stone Avenue Talmud Torah, of Brownsville, is one of the finest, the most wonderful monuments of Jewish benevolence. It is the largest Talmud Torah of its kind on this side of the Atlantic, and it was built with the extraordinary exertions, one might almost say with the flesh and blood, of a group of Brownsville Jews who have, to a certain extent, sacrificed themselves to make its existence possible. Mr. Abraham Kaplan, who has been its president for the third consecutive term, is one of the men who helped shoulder the burden that the construction of this institution entailed. He has always stood by it with an open hand. He has held various offices and has always helped it along. When a crisis came and there was no one to shoulder the responsibility, and all believed that the institution was doomed to failure, Mr. Kaplan came along, took hold of its reins, and despite the pessimism of his friends and their discouragement, he went at his task with remarkable energy, and has shown that energy and good will can accomplish wonders. During his administration the Talmud Torah has blossomed forth in its full bloom and stands out as an example to similar institutions in the country.

In the history of events of the first Jewish generation in America, the Stone Avenue Talmud Torah will serve as a shining example of what the Jewish immigrants have effected in the "Land of the Free and the Brave." And among those who have achieved this wonder-work, Mr. Kaplan will occupy a conspicuous place.

Mr. Kaplan, who is one of the richest and best-known community members of Brownsville, is an interesting and most remarkable man. He is a strict orthodox and Sabbath observer. He interests himself in all matters appertaining to Jewish life and is a refined, kind-hearted man. In Brownsville circles one frequently hears of his benevolent deeds, of the succor he has offered to his less fortunate relatives, providing sustenance for widows and orphans.

Mr. Abraham Kaplan, son of Joseph Benjamin and Esther, was born in Kovdenov, Russia, on the 24th day of Elul, 1877. He landed in America in 1892. Having been a carpenter at home he began to work in that line, earning at first two and a half dollars a week. Later he opened

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a carpenter shop at No. 21 Bowery, taking on contracts for alteration jobs. In 1903 he commenced building houses in Brownsville and he made an immediate success.

On the 2d of December, 1899, Mr. Kaplan married Pauline Silverstein, and they are the happy parents of three children, Esther, George and Deborah.

The writer had occasion to discuss with Mr. Kaplan the question of success and that of the Jewish Federation of Charities. Anent the first question he said: "Honesty, when a young man follows the honest path, he is bound to succeed." Anent the Federation he observed: "The Brooklyn Federation would be more successful if it were more inclined towards the orthodox element, and if it were to follow the precept of the New York Federation by including Talmud Torahs."

FRANK R. S. KAPLAN

There is one thing that stands above everything else in the remarkable career of Frank R. S. Kaplan. System is his watchword. He believes that the only way to succeed is through systematic effort. Having a peculiar genius for organization, he was able to create and organize a real system, and in this way he accomplished a phenomenal success. He is still a very young man, but he was repeatedly honored by his fellow-citizens with positions of trust and dignity. He is one of the most successful lawyers in Pittsburgh and an honor to the Jewish community there.



Mr. Kaplan was born on May 26, 1886, in Alshan, Government of Vilna, Russia, and was brought to America as a child of three. His parents settled in McKeesport, a suburb of Pittsburgh, where they are still living and where the boy passed through elementary school and was graduated from high school in 1901. He then entered the Washington and Jefferson College, from which he was graduated in 1907 and began the study of law at the law school of the University of Pittsburgh. After his graduation in 1910 he was admitted to the bar, and he has been practicing the law ever since, with offices in the Frick Building in Pittsburgh.

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In addition to his eminent legal career, which resulted in his recent appointment by the Federal Government as its representative

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on appeals for exemption in the military draft, he is very active in local and State politics. In 1915 he was elected by popular vote for a term of six years a member of the Board of Education of McKeesport, Pa. Mr. Kaplan is interested in a number of Jewish organizations, and is an aggressive Jewish leader. When he returned home from college he was the first to organize a Jewish Sunday school in his home town, becoming its superintendent. At the present time he is a member of the General Committee of the Order B'nai B'rith for district No. 3, comprising the States of Pennsylvania, Delaware, West Virginia and New Jersey, and a member of the Social Service Department of the order. He is the Grand Master of the Independent Order Sons of David, a Middle Western Jewish fraternal organization, which, at its last annual convention, elected him by a unanimous vote of all delegates to represent it in the American Jewish Congress.

Mr. Kaplan is at the present moment and has been for the last five years the president of Temple B'nai Israel of McKeesport. This is the second largest congregation in McKeesport, combining among its membership all elements of American Jewry. He is a modern orthodox, who received a thorough Jewish education and knows Hebrew well.

Personally he is the type of the young, clear-cut American, decided and aggressive in his views and full of restless and boundless energy. Mr. Kaplan belongs to so many organizations and has such a tremendous law practice that it falls hard to understand how he can find the time to attend to all his social obligations. But here again his wonderful system, the quality he so strongly emphasizes in all his dealings in life, come to his rescue. System and method make this remarkable young man achieve laurels in his chosen vocation and permit him to devote all his time and energy of his spare moments to the great work of communal and social Jewish activity. A lovely personality draws to him all elements, and a perfectly gentlemanly demeanor endears him to all.

JACOB KAPLAN

The chronicler would be unfair were he not to outline the career of Mr. Jacob Kaplan as well as recording that of Mr. Harry Knapp, for they are partners in the Union Headgear Company, at No. 580 Broadway, and have much in common. It might interest some of our business men who hesitate when asked to donate to a worthy cause to know that this firm carries a special charity account on its books, from which they contribute to all worthy Jewish causes.

Jacob Kaplan was born in 1872 in Ponowes, District of Kovno, and came to America in 1891, and it would be superfluous to remark that he was very poor. He worked at different trades until he entered into partnership with Mr. Knapp in 1903. He is a member of the Montefiore congregation of the Bronx and the Manhattan Young Men's Hebrew Association, and has received his thirty-second degree in the Masonic order. He is the proud father of four children. Suavity, politeness and intelligence characterize Mr. Kaplan, and the excellent reputation which he enjoys is well merited.

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VICTOR KATZ

Both Victor Katz and his wife, whom he married in 1893, were born and brought up in Zakratchim, near Warsaw. They were neighbors all their lives and as children played together. And naturally as they grew up every one foretold that they would eventually marry. When they were finally led to the altar, they were the envy of every one. All foretold their happiness. But destiny had planned it different. For, seven weeks after the wedding, Mr. Katz was called to the army, having reached the age of twenty. As he did not want to serve the anti-Semitic Czar, he escaped at the first opportunity. But he was caught and returned to the army. Again he succeeded in escaping. He reached Germany safely, but penniless and without any expectation for relief.

Somewhere in Germany he knew he had an older brother. He did not know where, however. From town to town he walked until he found him. He gave him shelter and money enough for his voyage to America.

Mr. Katz who was born in June, 1873, the son of Isaac and Charny Katz, arrived in the United States and secured a position as a tinsmith in New York. After six months he came to Cleveland and started in business for himself. When he saved enough he sent for his wife.

Ten years later he went into the gravel roofing business, the first Jew in that line in Cleveland. His business has grown wonderfully. His offices are located in the Society for Savings Building under the name of the V. Katz Roofing Company.

Mr. and Mrs. Katz are the parents of five children. The oldest is Harry, a law student, who will graduate next year. Their nineteen-year-old daughter is now Mrs. Lineker. Bella is a student in East High School. Annette and Leo are also attending school.

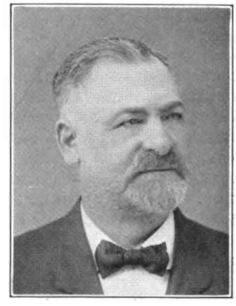
Mr. Katz is treasurer of the Ohio Lodge, Independent Order Western Star; vice-president of the Building Contractors' Exchange. He is prominent in other Jewish organizations.

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DAVID KAUFMAN

To write about the accomplishments of David Kaufman, of the firm of David Kaufman & Sons, Elizabeth, N. J., would require a volume. Not only is Mr. Kaufman one of the largest scrap iron dealers in the United States, but he is a man of singular honesty of purpose, a strong personality, a philanthropist in the best sense of the word and one of those rare types that bring joy to the hearts of all who meet them. In short, he is a man who commands admiration and respect, and it is a particular pleasure and high privilege to describe his career.

Born on Tisha B'ab, 1850, at Augustovo, Russia, as the son of Jacob Kaufman, a prominent wholesale butcher, Mr. Kaufman came to America on June 30, 1868. He was a lad of eighteen, energetic and resourceful, and he went to work as a furrier at $9 per week. After two weeks he was raised to $15 and soon after to $18 per week, but after four months he came to the conclusion that he ought to go into business for himself. Accordingly he began to peddle in New York, selling dry goods. Soon after he married and then went into the junk business in Newark. In 1876 he moved to Elizabeth and became associated in business with Hyman Isaac. For fifteen years the business was conducted under the firm of Isaac & Kaufman. In 1891, due to some family troubles, the partnership was dissolved with the best of feeling among the partners.



Mr. Kaufman's business grew steadily, and the railroads, the Standard Oil Company and the government became his customers, doing business which ran into hundreds of thousands of dollars. Among other important deals, there was a purchase of 7,200 tons of scrap iron from the Panama Canal.

Mr. Kaufman's family life is singularly beautiful; he is the proud father of seven sturdy sons, all associated in business with him. The five older sons, Herman, Alexander, Joseph, Louis and Moses are married, the two younger sons, Nathan and Isidor, are still single. Alexander Kaufman was school commissioner of Elizabeth for ten years, and still holds this office, and all of Mr. Kaufman's children are accomplished business men.

Mr. Kaufman is a power in all civic movements in Elizabeth, and he was appointed by Governor Fielder of New Jersey in 1913 a member of a committee to go to Germany and urge betterment of conditions for the Jews in the Balkans.

Mr. Kaufman is a member or director of nearly every charitable organization in his home town; he was the first organizer of the Congregation B'nai Israel and was its president and financial backer from the start. He has been a Mason since 1880, a member of the Orient Lodge, No. 126, where he has been holding the office of treasurer for the last twenty years, and is still holding it, and he was given a sur-

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prise banquet by his fellow-Masons, in the presence of most of the grand officers of the order. Mr. Kaufman is also a Shriner and an Elk.

Mr. Kaufman's wife, Mrs. Jennie Kaufman, is interested in all philanthropic and civic activities of her husband and is also a large contributor to every worthy cause.

This is Mr. Kaufman's rule of conduct: "Make as close a deal as you possibly can, but be absolutely honest."

BARNET KIMLER

At the age of sixteen, Mr. Barnet Kimler came to America. He was the son of a very religious father, and when he began to look for a job, he took particular care to find work that would not require of him any labor on Saturdays. All that happened in 1888. He obtained work at $3 per week, with twelve working hours a day. He was able and conscientious and rose to a position paying him $15 a week, working very hard as a painter. At the age of twenty-one, he had enough money and experience to become a boss for himself. He opened a small store at 1667 Third avenue, selling painters' supplies and working as a painter at the same time. His store was a success and he opened a branch of it at 647 Columbus avenue, which soon afterwards he sold, and going into partnership with Mr. William Cohen, he opened a larger place, which became his own on April 8, 1912, when he paid off his partner.



He remodeled the entire building, so that his place of business at No. 4 East 116th street is a most beautiful establishment, consisting of a large store and basement with two upper stories and everything perfectly arranged and properly installed. In 1906, Mr. Kimler organized the Liberty Paint Company, opening a small building at No. 281 North Sixth street, Brooklyn; today it has grown into a large factory building at No. 39-47 Tenth street, Long Island City. But Mr. Kimler owns no interest there. He is, however, the president of the National Paint Syndicate, manufacturing different lines of paints, at 33 East Twelfth street.

Mr. Kimler's singular success is probably due to his maxim of doing business in a straight, honest way, doing always what is right, never having any troubles with creditors. During the twenty-eight years he has been in business, he never had any fire or trouble with the police authorities. This is the best testimonial of character that could be furnished to anyone in his line.

Mr. Kimler's charitable connections include the New York Federation of Charities and several worthy causes, like the Hebrew Free Loan Association and the Uptown Talmud Torah. He is one of the organizers of the Young Friends' Association and has been a member of it for twenty-six years. He is also a Master Mason and a member of a few minor fraternal orders.

He was married on December 31, 1892, in Golden Rule Hall, an old historical hall in Rivington street, New York, to Miss Annie Sandler,

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the daughter of a well-known rabbi of Russia, and aunt to Mr. Bernard H. Sandler, the noted criminal lawyer. They have three children, two daughters and one son. The oldest daughter, Dora, was married on June 24, 1917, to Nathan H. Kehlman, of the printing firm of L. Kehlman Co.; the second daughter, Ida, is a graduate of the Washington Irving High School; and his son, Joseph, is associated in business with Mr. Kinsler.

ADOLPH KLEIN

Twenty-three years ago Adolph Klein came to America penniless. Today he heads one of Cleveland's leading wholesale grocery concerns. It took years of privation to win success, but he kept up the battle year after year until today he is one of Cleveland's prosperous business men. Besides building up a great business he raised four fine children. He was born in Twinkinterebes, Hungary, on September 3, 1864. His father, Borech Itzik, was a money lender. In 1890 Mr Klein thought that America held a better future for him. When he came, he came directly to Cleveland, where he has lived ever since.

His early struggles here show how much credit is due Mr. Klein for finally succeeding. For nine weeks after he landed he peddled from house to house. Then he secured work with the Cleveland Provision Company at six dollars a week. After three and one-half years he connected with a yeast concern and in conjunction with this he started a vinegar business. Inasmuch as he had no capital to start with, the first year was one of privation and struggle. But step by step, due to his ability and hard labor, he finally succeeded in building up a fine business. Later on, when his sons became old enough, they assisted. The firm name is A. Klein & Sons, Inc., and Mr. Klein is the president.

In December, 1889, just one and a half years before he came to America, Mr. Klein married Bertha Simkowitz. They have four children, Benjamin J., who recently married Miss Hazel V. Ganger, of this city. He is secretary and treasurer of the company. Samuel S. is vice-president, and Jacob L., a salesman for the concern. A daughter, Dora, is married to Mr. E. L. Rubin, of Cleveland.

There is no doubt but that the firm of A. Klein & Sons, as it is now conducted by the father and three sons, will grow into a monster concern, for each one is a faithful worker, and, despite the fact that they are prospering, continue their hard work.

Although he devotes a great deal of time to his work, Mr. Klein still finds time to do considerable charity. He is a member of a great many charitable organizations, including the Independent Order B'rith Abraham, of which he was president for one year; the B'nai B'rith, and the Hungarian Sick Benevolent Society. He is also a member of the B'nai Jeshurun and the Oheb Zedek congregations. He was treasurer of the Independent Aid Society for twenty years, and treasurer of the Knights of Joseph for eighteen years, and is a generous contributor to the Mount Sinai and Denver Hospitals. Mrs. Klein is also very active in Cleveland charities. She is a member of the Jewish Infant Orphan's Home, Queen Elizabeth Lodge, Queen Victoria Lodge and the Hungarian Ladies' Society.

Mr. Klein's motto is, "Adapt yourself to things best fitted for you and always be absolutely honest."

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ELIAS KLEIN

The many trials and tribulations that Mr. Elias Klein has experienced during the earlier half of his life surpass the difficulties that the average man must undergo: yet he has succeeded in overcoming them. In fact, the first thirty years of his life were years of continual struggle, and even after he had accumulated a little fortune he had to struggle hard to maintain himself in the commercial world. The life story of Mr. Elias Klein is another example of how much a man can accomplish when he persists and devotes himself heart and soul to what he undertakes. When Mr. Klein landed on these shores he was without funds and without immediate means of support: yet today he has a high standing in the wholesale grocery business and is honored by his business associates for his integrity and fine character.

Elias Klein was born in Mesufka, Russia, forty-eight years ago. He is the son of Israel and Sarah Leah Klein. His parents were poor, and young Elias was compelled to earn his own livelihood when still very young. He worked for a grocer a number of years, and when he reached his eighteenth year he came to this country, as he had no desire to serve in the Russian Army. As one might expect, he endured many hardships, for he had neither money nor friends. For more than three years he peddled, going from town to town. This roaming existence did not appeal to him, and he apprenticed himself to a manufacturer of iron bolts. Here he worked for more than three years, but was compelled to seek another position when the firm sold out. He found one in a morocco shop in Wilmington.

He was not there long before the manual labor he was performing was replaced by machinery. Fortune seemed against him. It was after he had lost his position in the morocco factory that Mr. Klein entered the grocery business. For some time he acted as salesman at a very low salary, but finally he advanced himself to a position of responsibility with one of the larger wholesale grocers in the city. Fourteen years ago he launched into business himself, and his success was assured from the start. Mr. Klein is one of the leading men in his line of business in Philadelphia.

Mr. Klein contributes to almost every charitable institution. He is a member of the West Philadelphia Hebrew Congregation and Temple Beth El.

Twenty-four years ago Mr. Klein was married to Miss Ethel Levinthal, and they are the proud parents of three children. Their two sons, Samuel M. and Oscar M., are associated with their father's business, and their daughter, Celia, attends high school.

When asked to explain the cause of his success, Mr. Klein answered, "Honesty and upright dealing. There is nothing like getting the confidence of those you deal with."



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HARRY KNAPP

An example of probity and honesty is furnished in the career of Harry Knapp, one of the heads of the Union Headgear Company, at No. 580 Broadway, where 120 people are on the payroll. Mr. Knapp was born in 1878 in Wishkiwa, District of Warsaw, the grandson of a famous *Lamdan* and author, whose name he proudly bears. He came to America in 1892, at first being employed by his father and later by other people. In 1903 he started for himself, and his course since then has been a steady and successful upward climb.

A leading member of the Congregation Nachlas Zwie, of East 109th street, this city, and of the Manhattan Young Men's Society, he is also a contributor to many of our charities. He is a diligent reader of Jewish history of every phase, and is a Scottish Rite Mason.

In 1903 he led Miss Kate Goldberg to the altar. His wife is a noted communal worker, attested by her activities on behalf of the People's Hospital, of which she is a director, and the Denver Sanatorium for tuberculosis sufferers. "Be polite and be honest if you wish to succeed," says Mr. Knapp, and surely his words should be heeded by young men, for he furnishes living proof of the value of his advice.

EDWARD KOLBERT

The scion of an old Galician family, Edward Kolbert was born September 17 (Rosh Hashanah), 1865. His mother was a descendant of a family of a famous Galician Rabbi, Rabbi Jacob Joseph, the third rabbi of Sandetz. Mr. Kolbert follows his ancestors and is quite religious. He is a lover of Judaism, in which he takes a great interest. He came to America in March, 1884, and prior to coming here had learned the art of window dressing in Vienna. He obtained employment in Ridley's—then the leading retail store of the day—dressing windows at $6 per week. Later he went to Philadelphia as a peddler, then returned to New York, working as a cloakmaker, and when the big strike was called he was one of Joseph Barondess's chief lieutenants, and was instrumental in effecting a settlement of the strike, on one occasion addressing the manufacturers for forty-two minutes in the German language.



It is of interest to know that the abolition of the sweatshop evil is largely due to Mr. Kolbert's efforts. After the strike the late Myer Jonasson took a liking to him and offered him a position as foreman, which Mr. Kolbert accepted on condition that the home work be abolished and the manufacturing be done on the premises, and he induced Mr. Jonasson to start the first large factory, where 3,000 hands were employed, and Mr. Kolbert is extremely proud of this altruistic achievement. Later on, in partnership with S. D. Reich, he began for himself in Division street, but things went amiss and he later accepted a position as designer for H. B. Claflin & Co. Later he again started for himself, this time with Jacob Rappaport as a partner, and after three and a half years there was a dissolution and

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Mr. Kolbert went it alone, and successfully, the present firm of Edward Kolbert & Co. (his sons Milton and Harold are his associates) at 25 West Thirty-first street, being recognized as a leading one in the industry. Mr. Kolbert has introduced many new styles and received many prizes at expositions.

Mr. Kolbert's communal activities are many and worthy of record. He is a member of the Montefiore Home, the Mt. Sinai Hospital and the Sydenham Hospital. In the Congregation Judah Halevi he was one of the first trustees, is a former vice-president and secretary and a member of the Building Committee which erected the beautiful edifice recently dedicated at 166th street and Morris avenue.

Mr. Kolbert is also a mechanical genius and the inventor of a spool holder to lock silk in machines and prevent the spools being stolen. He is also the inventor of a method of packing garments so that they retain their shape. This device is manufactured by his younger son, under the name of the Arrow-Pak Company. It might be interesting to note here that Mr. Kolbert's sons originally studied dentistry, but preferred a mercantile rather than a professional career.

Mr. Kolbert ascribes much of his success to the inspiration of his loving wife, formerly Miss Celia Rosenzweig, a native of Hungary, and the couple celebrated their silver wedding last spring. He is the founder of the First Neu Sandetzer Sick and Benevolent Society of the International Sick Benefit Society, and a member of the First Hungarian Sick Benevolent Society.

HARRY KOVNER

One of the greatest tragedies in life often occurs when people, through force of circumstances, have to assume another role in this world. A born talent often must perforce wander through the woods of commercialism, while, on the other hand, many a born business genius is thrown into the field of some profession where he is totally unfit. This fact was never brought home to me so forcibly as when I had the pleasure of interviewing for our Distinguished Jews of America, Mr. Harry Kovner, of the Kovner Paper Box Company, of No. 202 Greene street. Instead of finding one who would perfunctorily tell me the story of his success in business, I met a gentleman of unusual education, whose brilliant imagination often leads him into the realms of poetry and whose soul often forces him to yield to the muse and sit down and write poetry in the midst of a business day, and in his safe, among such material things as notes, checks, cash, etc., are a number of Mr. Kovner's poems in which the author displays more pride than in a recapitulation of his financial status.

Mr. Kovner was born in Rasna, Moheliev on Dniester, in 1877, a descendant of the famous Rabbi Gershon Schklower, after whom he was named. His father is Rabbi Joel Schmaryu Kovner, now a prominent resident of Brownsville—a great scholar, as is his son. Harry Kovner was always the prize pupil of the rabbi of his town, and at fifteen was entrusted with a Schochet's license. As a boy he was a many-sided genius. At the age of ten he wrote Hebrew poetry and was a regular contributor to the *Hazefirah*. At that early age he evidenced the fact that his was the soul of a poet, but circumstances often do not reckon with a man's mission at birth, and they toss us and drop us wherever fate points, and so it happened with Mr. Kovner, who, outside of his poetical talent, is

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blessed with a practical mind and much business acumen, and he has been remarkably successful in the mercantile field.

Harry Kovner came to America in 1893. His first year was one of struggles as a furrier, and later as a standkeeper. Then, with his father and brother, he went into the paper box business and they have made good, and today occupy a leading position in their field. Mr. Kovner is thoroughly at home with English, Hebrew, Yiddish and Russian. He has a fine library, of which he makes much use, and when the poetic instinct knocks at the door of his soul, immediately the business currents in his mind slow up, poetic ideas come to him, which he transcribes in one of the four languages. As an example of Mr. Kovner's poetry we take pleasure in appending this effort, anent the terrible European conflict, and this work, together with some others which the writer had the pleasure of reading, show that Mr. Kovner could have become famous in this field, had not fate made him a business man.

If like Shakespeare I could write,
  If like Jeremiah I could cry,
If like Demosthenes I could recite,
  I would then raise my voice so high
That would carry it over land
  And sea from one end of the universe
To the other, so that it's echo would send
  A message full of bitterness and curse
To those responsible for the war.
  To those that instigate to murder,
To those that war heroes adore,
  To those that incite to killing one another.
If I could only raise my voice
  And date human treachery expose,
I would not my feelings to myself nurse,
  But flash it to humankind against those
Not only that are called Czar or King,
  That consider their people subject or slave,
And in the name of patriotism cause them to bring
  Sacrifices of blood so noble and brave.
Not against them alone
  I want to shout my voice,
The mischief is done
  And the subjects have no choice
And against their foe imaginary
  Their young blood they spill.
And with reckless bravery
  They burn, butcher and kill.
It is against the neutral nations
  That I want to cry and protest,
It is against those that give ovations
  To the one who shoots best.
I protest against those that neutrality proclaim,
  And for peace to the Lord they pray,
At the same time to civilization shame
  In the name of business and good pay
Arms and ammunition they sell.
  And other devilish instruments they deliver
Which tend to make war hell.
  And a blot to humanity forever.
And with an eye to the Lord,
  And a conscience clear,
They help the devil to wield a sword,
  To destroy all that is so dear.
If I could I would raise my voice
  Against the great power so-called press,
Who are in race making noise,
  And who on big headlines lay stress
On selling more copies they are bent.
  To attract the public eye their sole aim,
And with poisonous tongue of a serpent
  The mind of the people they inflame
By tales appealing to men's brute force,
  Day after day columns and pages
They recite and spread without remorse,
  The valor and heroism of all ages.

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To the bravery they applaud and sing,
Of one that killed a score
Of the army that can move and fling
The most men and guns to the fore.
Without sentiment or emotion a trace,
They paint and picture stories same
In a spirit of a marathon race,
Prizefight or a boxing game.
To you, press, I turn in despair and cry
Stop making the beast in man
By a maze or fiction that blinds the eye,
You should rather dedicate your pen
And lines to a purpose noble and great,
To arouse sympathy in the heart and sense
Of mankind to the misery and fate
Of a struggle so gigantic and immense,
It should be your sacred duty to portray
The hideous terrors the tortures infernal,
The pains and agonies of those that lay
In heaps wounded by bullet or shell.
You should bemoan day by day
The ravaged homes and desolated cities,
The innocent daughters that fall prey
To the Kozaks' and dragoons' brutalities,
Don't sing to the valor of the brave,
But cry of the waste of young life,
Of the widows and orphans rave,
In this brutal, cruel strife.
You mighty exponent of civilization,
Consecrate your pen and time
To arouse the wrath of every nation
Against this monster crime.
Ridicule war, the instigator despise,
Expose and condemn the military Lords,
And the human heart will rise
As one against the use of guns and swords,
And as mighty as the waves of the ocean,
Their wrath and disgust will set in motion
To judge the imperialist and militarist,
Not as a noble patriot but as beast
That are a menace to society and Life,
Only then will forever end war and strife.

Mr. Kovner is a man of striking appearance, a veritable Apollo, and this, coupled with his politeness and unusual intelligence, takes him out of the ordinary. In 1902 he married Florence Dobrer, daughter of a famous scholar and orthodox protagonist, who for many years was a prominent Schochet and Mashgiach in this city. Their matrimonial union has been blessed with three sons and a daughter.

Mr. Kovner is a member of the Jewish Publication Society, many New York organizations, and is a prominent member of the Congregation Sons of Israel, of Bensonhurst.

SAUL S. KOWARSKY

Twenty-three years ago leather advertising novelties were an industry little pursued in the United States; today its vogue is unlimited. The development of this trade and the popularity it has attained is, in large measure, due to Mr. Saul S. Kowarsky, who was the pioneer in it.

Born in Kovno, Russia, 47 years ago, he came to America at the age of 22. His father was a government contractor, and it was his father who built the strong fortifications around Kovno, which the Russians surrendered to the Germans without a shot being fired.

Saul L. received his education at the Polytechnic School of Yelletz, Oriol, where he pursued the study of mechanical engineering. His first

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job in this country was as a locomotive engineer on the New York Central. A year later he accepted a position with the American Fire Engine Company, Seneca Falls. He remained long enough with this concern to save a little money, and then started out with leather novelties. Mechanical ingenuity, coupled with foresight and initiative, are a combination of qualities rarely found in one man. Mr. Kowarsky has been endowed with this rare combination, and his ultimate success was but a question of time. The firm, of which he is co-partner, is at the present time the largest in the field. It was Mr. Kowarsky who fell upon the idea to publish Shakespeare's works in the de luxe miniature edition. When he first conceived the idea he was laughed at, but he had the last laugh at his scoffers. He sold five million copies of the miniature Shakespeare edition in two years. President Wilson and ex-President Taft are possessors of this edition, and each has written a letter to Mr. Kowarsky's firm expressing their appreciation of the edition.

Mr. Kowarsky married Jennie Epstein, sister of his partner, in 1893. They have no children. Mechanical work is an idee fixé with Mr. Kowarksy. He devotes all his spare time to its pursuit.

MOSES L. KRAMER

There are many whose success is due to wild speculations, for which they have often paid with their name or individuality. It frequently happens that in order to gain some high place on the ladder of human achievement, one loses his soul. This is not the case, however, with Mr. Kramer. He gained his fortune in business, but it was, all the way through, of a solid and conservative kind, his rule being that whenever he had a hundred dollars he did business with fifty. He always bought for cash or on the ten-days plan, so that he never risked anything and there never was any danger, and he worked up his highest reputation in a manner to gain everybody's admiration and confidence.

Born in Kurinitz, Province of Vilna, Russia, in the month of Shebat, 1864, as the son of Michael and Itka Kramer, he came here in 1893. His father was a prominent scholar and wealthy man of business, but Moses was compelled to work for a living when he arrived in this country. He became an operator on clothing, but after a stay in this country of only three months, he became a contractor with a partner. Ten years later he started manufacturing.

Mr. Kramer is interested in Jewish activities, being one of the founders and repeatedly the president of the Congregation Zemach Zedek, a founder of the Akibah Eger lodge and the I. O. Brith Abraham. He was one of the founders and directors of the Hebrew Sheltering and Immigrant Aid Society, and always contributed to Jewish causes.

In 1882, Mr. Kramer was married to Rachael Elke, the descendant of the Batlan family of Dwinsk. They have seven children, of whom the two oldest sons, Chaim and Abraham Ber, are in business with their father, having helped him to build it up.

Mr. Kramer has been and remained a Sabbath observer and a strict Orthodox. His children have remained devoted to the principles cherished by their father, and all the principles and traditions of the Jewish religion are faithfully lived up to.

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RAPHAEL KRASNOW

Some twenty-five years ago a man in his prime of life landed on these shores, Raphael Krasnow. He was an ambitious man and determined to make good in the New World. Hard work and constant attention to this ultimate goal kept him untiringly at work, until he was able to accumulate a small capital to start in business.

The time was propitious, and it did not take Mr. Krasnow long to establish himself and make a success of his chosen line of work. He began the manufacture of suspenders, garters and arm bands, and at the present writing is perhaps one of the most successful in the line. His place of business, located at 23 Allen street, is worth more than official estimates credit him with.

Mr. Krasnow is the father of four sons and four daughters, and all attest to his fine and pleasant character that helped him to reach the high position he holds in the business world to-day.

SAMUEL KREBS

Drohobitch, Galicia, was the birthplace of Samuel Krebs, where he first saw light in 1873. He was a ladies' tailor at home, and when he came to America in 1892 had no difficulty in finding employment at his trade, and after working for eight years established his own business. This proved unsuccessful and after his savings had been dissipated he again worked for others, later starting in for himself again and eventually drifting into the manufacture of children's dresses. Today his factory at 561 Broadway employs over 100 people.

Mr. Krebs is prominent in communal affairs in Borough Park, where he resides, and is a member of the Anshe Sfard congregation, the Gemilath Chassodim and the Krenitzer Young Men's Association. He was married sixteen years ago and has three sons and a daughter, the oldest son now attending high school. Mr. Krebs is a home-loving man, especially proud—and well he might be—of his beautiful home.

LOUIS KROHNBERG

Mr. Louis Krohnberg, one time newsboy and car conductor, now owner of one of the largest shirt waist manufacturing concerns in this country—a company maintaining six factories and employing over 3,000 hands—is one of the best examples of what hard work and preserverance can do. When first meeting this fine young man of magnetic personality, courtesy and friendliness, you would never think that he had been self-supporting since earliest childhood—a fact that Mr. Krohnberg never fails to speak of with glowing pride.

Mr. Krohnberg was born December 25, 1883, in Brazhan, Austria, and at the age of six he came to the United States. Even while at school he helped in the support of the family by selling newspapers. And though the financial condition of the family was not such as might be desired, he was able to attend high school for a short time. When he became old enough he entered a shirt factory and worked incessantly—day and night—for six dollars a week. At the end of the year, seeing no chance

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of advancement, he gave that up and became a conductor for the New York Railway Company, where again he worked extremely hard and succeeded in saving a few dollars. After working as conductor for four and a half years, he went into the business of manufacturing shirt waists with his brother Samuel. Today they are the biggest in that line.

Like his brother, his success, too, is due to his personal interest in his employes and his ability to meet them as their equal.

Mr. Krohnberg is a member of the Federation of Jewish Philanthropies. Aside from that he contributes to all hospitals and also to all other worthy causes that may come under his observation. Mr. Krohnberg is a Master Mason and is a member of other organizations as well.

His motto to young men who wish to become successful business men is: "Work hard; be honest, ambitious, and above all, never acknowledge failure."

In January, 1909, Mr. Krohnberg married Miss Blanche Samuels, the daughter of the well known charity worker, Mr. Sam Samuels, who was connected with the United Dressed Beef Company until a few years ago, when he retired. Mr. Krohnberg was married at the Hotel Savoy, New York. Two daughters bless their union—Belle, six years old, and Janet, one.

SAMUEL KROHNBERG.

To the casual observer, Mr. Samuel Krohnberg, owner of the Bijou Waist Company, would probably pass for commonplace, but to the closer observer, the personal traits that spell success and development are easily discernible in him. His twinkling eyes, beaming countenance, agile bearing and affable manner show confidence and decision, and his very frame seems to be a-tingle with energy and action. To be with him a few moments is an experience worth while, for there is much to learn from the man who, during the last fifteen years, has built up an industry that in the trade is considered the largest of its kind in the country. The plant now consists of six large factories, employing over 3,000 hands, and the city factories and showrooms alone occupy all the space in the building formerly known as the Simpson-Crawford Building on Nineteenth street.

Samuel Krohnberg was born in Brazhan, Austria, November 29, 1878. He was the first of his family to immigrate to this country, and during the first years he made his livelihood by selling newspapers and doing odd jobs. One year's attendance at night school was all the education he received. At the age of fifteen he became a shirt waist operator and he worked with foot power from 7 in the morning to 7 at night. He did this for five years and then became a contractor. In 1901 he began his manufacturing under the name of the Bijou Waist Company, and the rapid growth of his business has permitted him to make room for almost every member of his family, and they are now reaping the benefits of his thrifty and enterprising nature.

Much of Mr. Krohnberg's success is due to the personal interest he takes in his employes. Mr. Krohnberg meets the heads of his various departments once every month, and their suggestions for the improvement of their respective departments are remembered and rewarded. For the protection of the business as well as for the welfare of his employes, the home life and associations of his workers are regularly investigated.

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and wherever there is a case of "extravagant living" discovered, the employe is immediately discharged. Some time ago Mr. Krohnberg intended to buy a farm at an investment of $30,000, to which he might send his factory hands free of charge one week each summer, but the union objected to his plans.

Mr. Krohnberg married Miss Gussie Liebner, January 25, 1902, and they are the parents of two children, Florence, 14, and Sylvia, 9.

Mr. Krohnberg is connected actively or as contributor with almost every charitable institution in the city. He is a director of the Beth Israel Hospital, member of B. P. O. E. Lodge No. 1, Piatt Lodge No. 194, F. & A. M.; associate member of the New York Press Club and a contributor to the Rabbinical College, Rabbi Joseph Jacob School, Educational Alliance, Daughters of Jacob, Har Moriah Hospital, Jewish Centre and Uptown Talmud Torah.

Hard work and level-headedness are among the qualities that make for success, Mr. Krohnberg said, and his advice to the young is: "Never live above your income, always have change of a dollar, and you're bound to succeed."

FELIX A. LACKS

Felix A. Lacks, born in Warsaw, Russia, was well known as a philosopher and an idealist. Through the stringent rules then prevailing he was prohibited from developing his natural talents and immigrated to London, England. At the age of twenty-four he invented a machine for the manufacture of feather boas, which had proven such a success that several American merchants sought to effect its purchase. With his usual business foresight he figured that if his invention was of real value, he would, by virtue of his discovery, be personally entitled to reap its benefits.

In the early part of 1906 Mr. Felix Lacks decided to come to America, the Land of Opportunity. He only had $2,000; he was then twenty-six years of age and married.

He brought his machine with him and rented a modest place, which he used both for a factory and a home. He could not get an interview with a single buyer in a single store, but Felix Lacks was not easily discouraged, perseverance was his middle name, and the story and the ultimate result of that stick-to-it-iveness is like a page from the Arabian Nights, only that the hero is still with us and "going as strong as ever."



Persistent application to work, through strict adherence to "square deal" business policies were the prime causes of the success of the London Feather Company, which Mr. Lacks founded, after being but a few months in the country.

The phenomenal growth of the London Feather Company, under the presidency of Mr. Felix A. Lacks, necessitated the opening of branch stores in many cities, both in the United States and in South America. The bright styles of the London fashionable world introduced by Mr. Lacks were eagerly sought and the fame of the London Feather Company spread far and wide.

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Numerous merchants from all parts of the country called upon Mr. Lacks and offered to buy all that he could manufacture, but he had established a set rule that he would only sell from the factory to the consumer direct. Mr. Lacks' reputation for one-price selling brought him so many out-of-town customers that he determined to start "a mail order business," giving people in far away points an opportunity to order direct from the manufacturer, through a catalogue, if they so desired.

In a year's time his mail order business alone developed to a sum approximating $200,000, and his total business amounted to $1,000,000.

Mr. Felix A. Lacks, however, has not confined himself to the narrow field of fashion. Being born in Russia, he made up his mind to introduce the products of American invention and genius into the undeveloped Russian territory.

With this end in view, Mr. Lacks in 1914 organized the United States Manufacturers' Export Corporation. The plan and scope of this corporation, as outlined by Mr. Lacks, was to prepare the way for the "holding of an exposition of American industries in one of the largest cities in Russia."

Various persons may claim the honor of conceiving the idea of holding an exposition in Russia, but the best evidence that the great scheme emanated from the brain of Mr. Felix A. Lacks may be found in the fact that the United States Manufacturers' Export Corporation, of which Mr. Lacks is president and originator, has already seven branch houses in various Russian cities and one in Siberia.

The preliminary work of those in charge of these branches has not only tendered to develop sentiment but has resulted in bringing business for the United States Manufacturers' Export Corporation of several million dollars.

The interviewer found Mr. Lacks to be a man of unusual intelligence and quite familiar with the general plan and scope for the greatest of all his undertakings, "the launching of a great exposition." Mr. Lacks sat leisurely back in the great chair in his private office, thought for a few moments and then said:

"The Jew is the pioneer in disseminating international trade relations, and consequent mutual understanding and appreciation among different nations. All the instruments for doing foreign trade, as bills of exchange, letters of credit, etc., were invented and perfected by the Jews. It often happens that the Jew, being compelled to leave his native country, on account of oppression, confers favors upon the land which has thrown him out.

"A striking example of how Jews can repay good for evil we have at present in Russia. What Russia has done to the Jews would be now rancorous to remind. The Jews have been liberated there, and now is their chance to show how useful they can be to the nations among whom they are living.

"A great opportunity opens before the American Jews, and especially for the Jewish financiers, by the fact that Russia will become one of the greatest republics in the world. Every country has to undergo the pains of travail before the tender child of liberty becomes strong and healthy.

"On this occasion it is very agreeable to mention those far-sighted pioneers who have, under the most unfavorable conditions, started to develop trade relations between the United States of America and Russia.

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"The purpose of the American exposition in Russia will be 'to bring together the achievements and activities of the two countries.' Such an exposition will be an object lesson to other nations. They will see the result of two governments, republican in form, where the people are the source of authority, where governors and legislators are the servants of the people.

"We should show the great Russian population that, in spite of the accidents of birth, they are, after all, about the same; their ideas of right and wrong, of virtue and vice, of heroism and honor, are substantially alike. They will find that among American business men honesty is honored, truth respected and admired and that our hearts are touched by generosity and charity.

SAMUEL CHARLES LAMPORT

Samuel Charles Lamport is the mainspring of the Lamport Manufacturing and Supply Company, of No. 511 Broadway, this city, and that is all that should be necessary to say about Mr. Lamport's commercial and financial activities, for the firm is the largest of its kind dealing in remnants, in the world, enjoying the largest capital and highest credit ratings given by the commercial agencies.

But Mr. Lamport's importance is not reckoned by his financial status, for he is a large Jewish communal figure, and the wave of material prosperity has not engulfed him and carried him away from the faith of his forefathers, for he has consistently remained a Jew, with Jewish conceptions, Jewish aims and Jewish ideals.

Mr. Lamport was born in Marienpol, Poland, on April 4, 1880, and is very proud of his ancestral tree, for his grandfather was the *Rav* of Stallowitz, a famous *lamdam, darchan* and author. He also glows with pride at the mention of his father, Mr. Nathan Lamport, whose interests the firm purchased some ten years ago in order to enable the father to devote his time to communal and charitable affairs exclusively. And Mr. Lamport also speaks with reverence and pride of his mother, Mrs. Sarah Lamport, an *Esheth Chayil*, whose untimely demise was recently recorded.

Samuel Charles Lamport came to America when he was but one and one-half years old. He went through public schools, at Burlington, Vt., high school, graduated from City College and later on attended Brown University, at Providence, R. I. But he was never estranged from the traditions of his ancestral faith, and today is one of the most active spirits among the younger leaders of American Jewry, as may be gleaned from the fact that he is a member of the American Jewish Committee, a director of the Beth Israel Hospital, of the Jewish Theological Seminary of America, of the Uptown Talmud Torah, of the Central Jewish Institute, the Home of the Daughters of Jacob (his mother-in-law, Mrs. A. J. Dworsky, is the president and leading spirit of this organization) and many others. In addition, he is a trustee of the Jewish Publication Society of America, of the Brown University Club and is a director of the Greenwich Bank. He is also active in the councils of the Awkright Club.

Mr. Lamport is greatly interested in the Jewish problem and Judaism in general, and his highest ambition is to prove to the world that when Jews receive equal rights and opportunities they do not remain as simple materialists, but devote themselves to charitable and spiritual affairs.

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SIGMUND LANGSDORF

Some people are blessed with the power of work and seem possessed of an inexhaustible fountain of energy. Mr. Sigmund Langsdorf, founder and owner of the firm of S. Langsdorf & Co., manufacturers of ivory goods and novelties at No. 72 Spring street, is now more than seventy years old, yet every day finds him at his desk working as he did thirty or forty years ago. It is this characteristic capacity for work which has won for him the high place that he now holds in the commercial world. Fifty-five years ago he came to this country a poor lad from Germany, having neither friends nor relatives, but persistent work and attention to duties have produced results, and now Mr. Langsdorf operates one of the largest plants of its kind in the country. Mr. Langsdorf manufactures everything connected with his industry, and has fifteen or twenty different departments, covering a floor space of over 100,000 square feet. The story of Mr. Langsdorf's life is another example of the opportunities that this country affords to those who work and persist.



Sigmund Langsdorf was born July 21, 1846, in Battenfeld, Germany. He is the son of Samuel and Johanna Langsdorf. Until his fifteenth year he attended school and gymnasium, and in 1862 embarked for America, with pluck, courage and youth as his only assets. His first job was a clerkship in a furnishing store, where he obtained the munificent sum of $75 per year. He was only employed three months when the value of his services was appreciated and he was given $15 per week. He remained at this work until his employer retired from business and returned to Europe. Mr. Langsdorf had by this time accumulated some money, and with his cousin went down to Savannah, Ga., where they invested their capital in business and lost all they had. Shortly after Mr. Langsdorf returned to New York. Mr. Langsdorf began his present business on a small scale, where he employed about five or six hands and did a great share of the work himself. Today this very plant is considered the finest of its kind in the country.

Mr. Langsdorf shows remarkable energy for a man of his age, and acts and talks like a man of forty or fifty. He still holds the reins of business in hand and often surprises his business associates with his wonderful memory.

Although Mr. Langsdorf is not now actively engaged in communal work he nevertheless took an active interest in former years. He was among the first directors of the Montefiore Home, and was also director of the Hebrew Technical School for Girls. At present Mr. Langsdorf helps financially rather than through personal effort, for he is connected with and contributes to almost every charitable institution in the city.

Mr. Langsdorf was married to Miss Fannie Lederer, who died two years ago. Mrs. Langsdorf, too, was, during her lifetime connected with many charitable organizations, and Mr. Langsdorf still contributes to many of these in memory of his beloved wife.

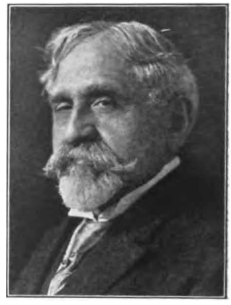
Hard work is Mr. Langsdorf's motto for success. "If a man wants a business to take care of him, he must take care of his business," Mr. Langsdorf replied when asked for advice as to business success.

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Corporate law offers a wide field to the man of brain and ambition. The rewards are notable to those who succeed, and even the minor successes count for more than the achievements in other lines of the law. It is natural that the young attorney, and the public, also, which hears so much about the "corporation lawyer," should take an especial interest in this branch of the legal profession.

EDWARD LAUTERBACH

It is not always that politics go with the lot in life of the corporation attorney, but now and then one hears of exceptional instances. When income and general success in both fields are taken into consideration, Edward Lauterbach is as excellent an example of what may be achieved as the roster of New York lawyers offers.



Mr. Lauterbach is a native New Yorker, born August 12, 1844. He is a typical product of the public schools, for his education began there, and was completed in the College of the City of New York, the alma mater of thousands of the business lights of the greater city.

His law course was begun with Townsend, Dyett & Morrison, and later on, when admitted to the bar, he became a member of the firm. Afterward when circumstances made the dissolution of partnership advisable, Mr. Lauterbach became a member of Hoadley, Lauterbach & Johnson, a firm that ranks among the leaders in the handling of cases affecting corporate law.

Mr. Lauterbach goes even further than corporate law, and possesses a detailed knowledge of constitutional law, public appreciation of his work in this regard being evidenced by his presence at the constitutional convention of 1894 as a delegate-at-large.

In politics Mr. Lauterbach has always been a Republican, and frequently honored by his party. He has been chairman of the Republican County Committee of New York, was a delegate-at-large to the St. Louis convention of 1894, and a member of the platform committee of that convention. He was long an advisory member of the State Republican Committee and has participated generally in the councils of his party.

It seems to be characteristic of the leaders in their various walks in life in New York city to turn to civic welfare as something that requires keen attention. Mr. Lauterbach has given his time and wealth to this work with no small degree of benefit. In State charities he has aided, both as official and layman. A director of the Hebrew Orphan Asylum, of the Hebrew Technical Institute and president of the National Liberal Immigration League, he has been enabled to secure an insight into conditions that has proved of benefit to the institutions interested. He is a member of the Board of Trustees of the Jewish Federation.

Of all that Mr. Lauterbach has accomplished for his native city, no one action brought him more genuine fame than the fact that he is responsible for the putting underground of the telephone and telegraph wires.

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A pleasant feature of any one's life is recognition of worth on the part of those who have watched the fruit of individual effort in the climb up the ladder of progress. An experience of this sort was the election of Mr. Lauterbach to the chairmanship of the board of trustees of the College of the City of New York. He was also for seven years a regent of the University of the State of New York, and received the degree of LL. D from Manhattan College.

EDWARD LAZANSKY

Manhattan has many wealthy Jews, charity is organized, and all communal work is done on a large scale. In Brooklyn the burden of this responsibility has fallen on a few prominent men, who are quietly doing their work, although the needs of the community have greatly increased with the growth of the Jewish population in Brooklyn. Among these men is ex-Secretary of State Edward Lazansky, who is now president of the Brooklyn Federation of Jewish Charities. During the last ten or fifteen years, Mr. Lazansky has devoted much of his time and energy to communal and relief work in Brooklyn. Mr. Lazansky deplores the fact that under present conditions, with the tremendous increase in the Jewish population, Brooklyn will never be able to do the excellent work that is being done by the Federation of Jewish Philanthropies in Manhattan.



Mr. Lazansky is not entering a plea for help, yet he feels that the excellent work being done in Manhattan might be extended to Brooklyn. In a few months Manhattan collected $2,000,000, while Brooklyn, with a population almost as large, collected only about $150,000 in 1916. Mr. Lazansky thinks that this condition cannot continue much longer and he hopes that what has been done in Manhattan will eventually be extended to Brooklyn. Mr. Lazansky has the work greatly at heart, for he was born and bred in the Borough of Brooklyn.

Mr. Lazansky was born on December 9, 1872. He was educated in the public schools and the Brooklyn High School. After leaving the Brooklyn Latin School he attended Columbia College, graduating in 1895. He then took a law course at Columbia Law School and received his degree with the class of 1897. That year he was admitted to practice law in the courts of this State. In 1906 he was appointed Assistant Corporation Counsel for the City of New York in the Brooklyn office. In 1910 he was elected Secretary of State, and at the expiration of his term resumed his law practice. As this work goes to press he is the Democratic nominee for Supreme Court Justice in the Second Department.

Mr. Lazansky has taken part in the political, educational and social activities in Brooklyn, in addition to communal work, with which he is connected. In 1908 Mr. Lazansky was appointed a member of the Board of Education, and trustee of the College of the City of New York; is a director of the Unity Club of Brooklyn, of which

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he was at one time president; Brooklyn Lodge of Elks, No. 22; Euclid Lodge, No. 656, F. & A. M., and Brooklyn League. He is also a member of the Columbia College Alumni Association and the Alumni Association of the Law School of Columbia University.

Mr. Lazansky has been connected with Jewish charity work in Brooklyn for many years, as president of the Brooklyn Federation of Jewish Charities, director of the Jewish Hospital of Brooklyn, and director of the Training School for Nurses of the Jewish Hospital.

That the Y. M. H. A. movement is a potent factor today in the development of foreign boys and girls, Mr. Lazansky believes firmly, and he is particularly pleased with the work being done at the Ninety-second Street branch in Manhattan. Mr. Lazansky deplores the fact that there is no similar institution in Brooklyn and he hopes that the movement will soon be extended all over the city.

When asked for advice to the young, Mr. Lazansky answered that hard work, thrift and hopefulness do much to bring about success. An honest, unselfish Americanism he felt carries a boy a long way.

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The compiler had an opportunity to interview one of the most intelligent and interesting personalities he has so far met in the world of Jews who have risen from the ranks. Said he, "if you wish to interview someone worth while and interesting, I would advise you to see Harry Elias Lazarus," and taking the cue, I did so, and without regret.

HARRY ELIAS LAZARUS

At the outset I might state that Mr. Lazarus cannot be put in the category of very wealthy Jews, nor has he achieved any niche in the hall of fame for his Jewish activities, but the writer unhesitatingly feels him well worth a place on the list of those who have worked their way up from the lowest rung of the ladder, eventually reaching a place at the summit. What stands out most forcibly is his democracy and extreme courtesy, and he at once impresses you as a man who does not follow the beaten path, but displays much originality.



Born on July 12, 1871, in Yeshinowka, Province of Grodna, Mr. Lazarus is a scion of a family which boasted of many rabbis and famous *Lamdanim*. At the age of five his parents emigrated with him to Canada, where he received the education which a poor immigrant family can afford to give their offspring, and began the struggle of life. He left Canada twenty-six years ago, realizing that the opportunities there were more limited than those in the United States, and, accordingly, came to New York, poor as the average immigrant just landed, but in his favor being the fact that he was conversant with the language.

He soon discovered that he had made no mistake, for he obtained a position as salesman for a firm manufacturing soda fountains, remaining with the firm for four years, and while earning a successful living, he was not satisfied. He went to Chicago as Western representative of a similar firm and met with greater success. Recognizing in himself his business ability he demanded an interest in the firm, and upon being refused, he embarked in business for himself. He started a mineral water business, which proved so successful that five years later he was able to sell out to the trust at a very large figure. Feeling that he had earned a rest, he spent a year abroad in travel and recreation and returning, remained in New York, where he entered business with a partner, but the business not being to his liking, he soon dissolved the partnership. Some of his friends advised him to go into the raincoat business, suggesting as a partner a gentleman who was recognized as an expert in the trade. Mr. Lazarus listened to their arguments, and seeing the great possibilities in the business, determined to embark in it, but rather than be handicapped with a partner, decided to go in for himself and if necessary pay the penalty of inexperience. But that was never necessary, for today he is at the head of the Lazarus Raincoat Company, which has its office and factory at No. 682 Broadway, another factory at No. 57 Hope street, Brooklyn, and still a third one at Montreal, Canada.

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Mr. Lazarus employs 400 people and has achieved fame as a United States Government contractor, and is held in high esteem by many officers of both the army and navy branches, with whom he has business dealings. He is one of the largest manufacturers in his line, and is president of the Raincoat Manufacturers' Association. He has taken a liking to fraternities and is somewhat of a "jiner," being a prominent Ben B'rith, a Scottish Rite Mason, an Elk, a Knight of Pythias, a member of the Royal Arcanum and other fraternities. He is a liberal contributor to many Jewish charities, enjoys a wide circle of acquaintances and is well esteemed as a very pleasant companion.

His wife (nee Fanny Levenson, of Chicago—her mother was a Reich Seligman of Kovna) comes of a very prominent Jewish family. Three children, a son, Joseph, and twin daughters, Ethel and Lucille, complete a happy family circle.

HYMAN LAZARUS

Bayonne may well be proud of some of their citizens, and one of the most notable examples of her public spirited men is the Hon. Hyman Lazarus, lawyer, real estate man, politician and owner and publisher of the Bayonne *Times*. Aside from being one of the best known men in Bayonne, no public movement or civic reform can be carried out to a successful finish unless he be one of the leaders of the movement.

Mr. Lazarus was born on September 2, 1871, at Utica, N. Y., and his father, Louis Lazarus, was the first Jew to settle in Bayonne. At that time his father was the biggest dry goods merchant in the city. After graduating from school at Bayonne he took up cigar making as a trade, at the same time studying law. Soon after being admitted to the bar he was elected Justice of the Peace. Then he became Clerk, and in 1897 Recorder of the Criminal Court, an office that he administered faithfully and honorably for twelve years. Then he engaged in law practice, but being a public spirited man he thought he could do additional good by owning a newspaper and through that medium advocate certain reforms and movements that might benefit the community. Thereupon he became the owner and publisher of the Bayonne *Times*, besides conducting a lucrative law practice which is constantly growing.

His activities are numerous—he is connected with every charitable organization in Bayonne and Hudson county. He was the man who helped organize the Hebrew Orphan Asylum; he is chairman of the Executive Committee of the Kehillah; founder and first president of the Temple Emanuel. He is also associated with the Hebrew Free School and the Gemilath Chasodim, and is a director of the Bayonne Hospital.

The Hon. Hyman Lazarus is not just a locally known man—his public spiritedness has made him known all over the country. During Wilson's first campaign he was appointed chief of the Jewish Bureau for the whole of the United States. He has just been elected delegate for the Jewish Congress to be held in Washington. He has also been president of the Board of Trade for five years, and the Mayor has appointed him on the Civic Betterment Committee. Even the Bayonne Opera House owes its existence to him. Aside from all his pursuits along peaceful lines, now that we are in a state of war, his interests are along war lines. He

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has assisted in the formation of the Home Guards, and holds the distinguished title of captain in the best equipped regiment in Hudson County. He also holds the title of Judge Advocate.

He is a member of every organization in Bayonne, including the Masons, Shriners, Foresters, Red Men and Maccabees.

Very few men can be so active and have so many interests as Mr. Lazarus, but according to this worthy citizen all can succeed in becoming honored members of a community and capable and successful business men by learning some useful work and applying their best effort to develop it.

JOSEPH LEBLANG

One of the best known men in New York City is Joseph Leblang, the founder of the Public Service Theatre Ticket Company.

The great benefit to the public derived by this organization is almost inconceivable as the Public Service Theatre Ticket Office make a specialty of supplying the working classes with theatre tickets at half rates.

The Public Service Theatre Ticket Office consists of almost 50,000 annual subscribers, and this means over 250,000 actual theatre ticket buyers.

Joseph Leblang is the son of Herman and Theresa Leblang. His father is a retired cattle merchant, very charitable and well liked in the community. Joseph was born in Budapest on June 29, 1874, and was brought to this country when a child of five.



He graduated at the age of thirteen and his career as a newsboy, salesman and man of business is typical of many of our famous men. He is thoroughly American in every detail. His business career began at the age of fifteen in a store on Fifth street near Avenue B, manufacturing cloaks and suits. He was so young that no one would take him for the owner of the place and he had a hard time to convince the many salesmen that he was not an errand boy, but a business man in his own right. Having made a great success of his first venture he eventually sold out to his partner and went into the real estate business with his father, opening an office at Seventy-second street and First avenue, where they were very successful in selling suburban property. This success however, was short-lived, for the senior Leblang insisted on a plan of constructing a number of buildings at Bellport, Long Island, and every cent they had made and had was lost in the building game. Joseph was then nineteen years of age, full of energy and a desire to come back.

He took a position with C. Bruckner & Co., dealers in raw furs and whalebone, on West Third street. His employer took a great interest in him and taught him to become a buyer of raw furs, so that in less than nine months his salary rose from six dollars to thirty per week. He then took seriously ill and remained at Mount Sinai Hospital for two months, being operated on the knee by Dr. A. A. Berg. He was no

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longer able to perform the work of raw fur buyer on account of the weak condition of the knee, and while his employer, Mr. Bruckner, kept his position open for him, he felt that he could not do justice to the firm and resigned his position. This was the beginning of his career as theatre ticket merchant.

He bought a cigar store at 400 Sixth avenue, corner Thirtieth street. The first day's receipts of this place was only $1.35. In less than a year he developed the place so that the average receipts in the cigar business only were no less than $200 a week. Not being content with this he employed several boys to follow advertising agents of various theatres and buy the passes which were given to the store keepers for displaying posters in the windows. The demand for these became larger than the supply, so that eventually he convinced several managers of theatres that instead of "papering" the house it was more profitable to sell the tickets, even though it was at a reduction. This proved a tremendous success, and as the space in the cigar store was small—he had sufficient confidence in his conviction to make the theatre ticket business pay—he threw out cigars and cigarettes entirely and had the first legitimate theatre ticket office ever known in New York City. This business increased so rapidly that around theatre time crowds waited outside his little shop to take their turn in getting into the place to buy theatre tickets at cut rates.

In 1912, he opened a branch ticket office at Forty-third street and Broadway in the rear of Gray's Drug Store. This place was so much nearer to the theatrical district that he eventually made this his headquarters.

In 1914, he rented a large space in the sub-basement of the subway entrance of the Fitzgerald Building at Forty-third street and Broadway and instituted the Public Service Theatre Ticket Office, selling subscriptions at actually half price of the box office rate.

Outside of the theatre ticket business he has produced many successful plays, such as the "Spring Maid" with Christie McDonald, "Elevating a Husband" with Louis Mann, "Miss Fix-It" with Nora Bayes and Jack Norworth, and several other big successes. He is also interested in several theatres.

He is a member of a number of charitable and social organizations —a Mason, Shriner, Elk, Knight of Pythias and belongs to several clubs.

Mr. Leblang was married on September 16, 1900, to Miss Tillie Richter, whose father is a retired wholesale grocer, and they are now the happy parents of two girls, Etta, 16 years of age, attending high school, and Dorothy, 11 years old, attending public school. Mrs. Leblang is an active helper and true assistant to her husband, and Mr. Leblang attributes his success to her untiring efforts and timely advice.

Promptness and adherance to promises are given by Mr. Leblang as the best qualities to attain success in any line. He counsels young men to be consistent, never to lose courage and above all—never say die.

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LOUIS LEFKOWITZ.

Mr. Louis Lefkowitz of the firm of Louis Lefkowitz & Bro., manufacturers of leather belts, etc., at Nos. 1-17 Greene street, is not only a successful man, but a man who is liked by everybody who comes in contact with him, undoubtedly because he is a man of the better kind, friendly to all, always inclined to help the needy and the reply of all those whom the writer spoke to in reference to Mr. Lefkowitz's success was, "Such men deserve to be successful."

Mr. Lefkowitz was born January 1, 1886, in Homona, Zemplen Com., Hungary. He came to America May 16, 1902, and started by peddling, later obtaining employment in a leather goods manufactory. In January, 1905, he started for himself in the basement of No. 25 Avenue D. Five years later—in 1910—he brought over his mother, who is here at present, together with his stepfather and his brother Aaron, whom he afterwards took in as a partner in the business.

Mr. Lefkowitz is a very generous man. He is a modern orthodox, taking interest in everything which is noble and is a prominent member of the Congregation Ohab Zedek and of many Jewish charitable institutions, although he is not personally active in any of them.

On the 10th of October, 1915, he married Miss Sadie Leah Weiss, and they have one child, Doris. His wife is a particularly accomplished young matron, and has made an ideal helpmate for him. Mr. Lefkowitz himself is a very interesting young man—one who creates a pleasant and lingering impression.

Mr. Lefkowitz's career is a striking example of the success of a young Jewish immigrant boy whose head was never turned as he advanced through the world. He is as devoted a son as ever, and many a young man about to start out on his career might well take Mr. Lefkowitz's sense of filial duty and respect as a pattern for his journey through life.

SAMUEL LENKOWSKY.

Success in the business world is usually attributed to hard work and persistent labor, but yet in many cases success has come to men because of their personality. Mr. Samuel Lenkowsky is one of the most prosperous diamond merchants in the city, but his high standing in the commercial world is to a great extent due to his fine personal traits. In the Jewish community he is recognized as a man of unusual qualities, a man who has always had the Jewish cause at heart and who has always been ready to help any worthy Jewish undertaking.

Samuel Lenkowsky was born in Kiamenitz Podolsky, Russia, in the year 1874. He is descended from a very prominent family. His father, Meyer Joseph, was well known throughout the province for his charitable nature and love for Judaism. Mr. Samuel Lenkowsky came to this country about twenty-four years ago, and, as he had no trade at hand, he began to peddle. He later connected himself with the business of his father, and after being with him about two years he branched out for himself. At first he was in the installment business, but later became manager of the Liberty Jewelry Company, at 80 Stanton street. Within two years he had made such rapid progress that he succeeded in buying out the majority stock. He then became an

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importer of diamonds at 71 Nassau street, where he has been for the past ten years, and his success has been a remarkable one. He is today recognized as one of the leading diamond merchants in the city.

However, it is not for his business success only that Mr. Lenkowsky is included in these series of reputable Jews, but rather because of the fact that he is one of the prominent communal figures in the city. There are very few institutions toward which Mr. Lenkowsky does not contribute in some form or another. He is vice-president of the Hebrew National Orphan House and contributor to the Beth Israel Hospital, Daughters of Jacob, Bessarabia Unterstitzung Verein and others. He is also a Master Mason.

Mr. Lenkowsky was married to Miss Ida Lieberman, who is also prominently connected with Jewish communal work in the city. Mrs. Lenkowsky is the daughter of Mr. Simon Lieberman, who in his native town was beloved and honored by all, as he never allowed the opportunity of doing good to slip by. Mr. and Mrs. Lenkowsky are the parents of six children—four sons and two daughters. His oldest son is a keen, intelligent youth, high school bred, and is now connected with his father's business.

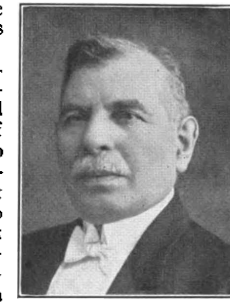
"Honesty and integrity are the qualities that make for business success," Mr. Lenkowsky answered when asked to give his advice to young men.

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LEO LERNER.

In the history of American Jewry, Mr. Lerner must be awarded a place in the foremost rank. His benign influence has been felt in all quarters where Jews have gathered and his name has been a symbol of all that is good and beautiful and noble and inspiring in this all too prosaic age. He has dedicated his life to the betterment of mankind in general, and his race in particular. He has devoted his time and given his money so that the less fortunate in this world might fare just a little better. By his devotion and kindness he has brought sunshine and joy into many a poor home and has dissipated the clouds that threatened to mar the happiness of not a few. But enough, let us record his deeds so that they might speak for themselves.

Leo Lerner was born at Bender, Bessarabia, Russia, on November 15, 1859, seventeen days after his father's death. His father was a Hebrew teacher of the first "Maskilim" in Russia. His mother was the daughter of a merchant.



In conformity with the traditions of his family young Lerner was given a thorough Hebraic training. He was sent to Cheder and then to "Beth Hamidrash" to prepare himself for the "Horoah." At fifteen he turned to "Haskalah," being pivately instructed. However, all he had learned up to this time had not taught him to earn a livelihood, so he turned to commercial studies and soon became an expert bookkeeper. He held the position of bookkeeper and superintendent of the largest commercial house for several years, then entered in the dry goods business for himself.

In 1877, at the age of eighteen, Mr. Lerner was married. His wife was a member of the "Chasidic Rabbinical" family. This house after his marriage was the meeting place for all the advanced young men of the time. Every cult, every "ism," every new idea was discussed under his roof, even revolutionary literature was distributed within his walls—something which had a good deal to do with his subsequent immigration to America.

He reached the shores of the United States in 1891 with his wife and five children, all girls. He entered New York University Law School in 1893, received his LL. B. degree in 1896 and was admitted to the bar in 1897.

Mr. Lerner has always been active in communal work, abroad as well as here. He was one of the organizers of the Hebrew Immigrant Aid Society, he is a member of the "Maskil El Dol" Jewish Publication Society, "Order B'nai Zion," I. O. B. A. Educational Alliance, "Ganai Yelodim" National School, United Hebrew Charities, Hebrew Free Loan, Ziboner Talmud Torah, Consumptive Relief Association of Denver. He is president of the Hebrew National Orphan Home, devoting a good deal of his time to the institution and taking an unusual interest in the children.

After the Kishineff massacre Mr. Lerner took active part in the organization of the Kischineff relief. Later the idea of organizing the Bessarabian Jewry into one federation was conceived by him. However, the untimely death of his oldest daughter marred his plan for the time being and his idea was therefore not bought into effect

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until the year 1911. Mr. Lerner was elected the first president of the federation and was re-elected every year since.

The idea to build a Jewish orphan asylum also originated with Mr. Lerner. Through his activities the Hebrew National Orphan House was founded and is being conducted in a strictly orthodox and Jewish national spirit. He was three times re-elected president of the institution. The Orphan House was first opened in June, 1914, at 57 East Seventh street. Since then it has been enlarged by the annexation of the rear house facing St. Marks Place.

Mr. Lerner was one of the originators of the Jewish Congress movement. The first meeting of the Jewish Congress organization was held at the Auditorium of the Hebrew National Orphan Asylum. At the convention of the Kehillah in 1916 Mr. Lerner was elected to the Executive Committee by virtue of which office he also became a member of the American Jewish Committee.

All of Mr. Lerner's children are well educated. The youngest one is exceptionally efficient in all branches of science, and also in music both vocal and piano. She is one of the best educated girls in the Greater City.

Three of the daughters are married. The oldest is the wife of Mr. G. Seymann, a successful real estate dealer. The second is married to Mr. M. Marias, who is engaged in the trimming business, and the third is married to B. Gordon, a prominent lawyer of the New York Bar. The unmarried one is assistant superintendent of the Young Women's Hebrew Association at No. 31 W. 110th street. All the three sons-in-law are descendants of the most respectable families of Russian-American Jewry.

Needless to say that Mr. Lerner is a man endowed with erudition. He is the author of several books on parliamentary rules. He is the owner of one of the biggest private libraries. His home today, just like of old in Russia, is the scene of many notable gatherings. Under his roof one frequently meets the intellegentia of New York Jewry.

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The distinction of being the only Jew holding a judicial office at Carteret, N. J., is the share of the Hon. Jacob Levenson. Mr. Levenson is foreign-born, a native of Russia, but when it came to select a man to hold the office of Recorder in the city it was Mr. Levenson who was chosen and made a splendid record for himself, highly creditable to our race, during his term of office, 1912-1913.

JACOB LEVENSON

Born in Mohileff, Russia, in 1874, Mr. Levenson was the son of a great Talmudic scholar and Hebrew student, Baruch Levenson, who was highly respected by his fellow-townsmen and all Russia for his Jewish learning and who spent the declining years of his life in Palestine, whither he went with his wife, Reva Levenson, the judge's mother, died in 1907, and her bereaved husband, whose heart was broken, followed her to the grave a few months later.



In 1894, after the "pogroms" in Moscow, Mr. Jacob Levenson wended his way to the shores of the United States. He came here to escape persecution and be able to lead a peaceful life unhindered by any excesses of ill-fated reactionary Russia. His first job in America was in a New York grocery store, where he worked very hard at $3 per week. Six years later we see Mr. Levenson in Elizabeth, where he took up some work and began to save assiduously, until, in 1903, he set up in business for himself in the city of Carteret. Here his rise was quick and remarkable, and it did not take long before the erstwhile grocery boy became the most successful merchant and business man in town, admired and respected by many, consulted in all the vicissitudes of life, inspiring awe and respect and the friendship of the greatest and best. In fact, Mr. Levenson is the most familiar figure in town and the friend of everybody in need or trouble.

The firm under which Mr. Levenson is doing business is known as Shapiro & Levenson, and employs about eleven people. Mr. Levenson's charitable connections are very varied: he is a member of the Denver Sanatorium, of the Jewish National Hospital, of the Hebrew Immigrant Aid Society, etc., etc. Judge Levenson is a charter member of the Independent Order B'rith Abraham, ex-president of the Congregation B'nai Yeshurun, an Odd Fellow, a Woodman of the World and a member of many fraternal organizations. Mr. Levenson also holds the office of Commissioner of Education.

Mr. Levenson was married in 1902 at Elizabeth, N. J., to Ida, daughter of Mr. Wolf Schapira, of Vilna, Russia, who is a famous Hebrew scholar and considered an authority on all matters relating to Jewish learning and education. There are four children of this marriage: Bernard, Dorothy, William and Beatrice.

In his judicial career, Mr. Levenson found his Jewish education coming in good stead. Very frequently, when he was called upon to decide a case, he would turn for light to old Jewish authorities and he never was disappointed. In fact, it is Mr. Levenson's sincerest conviction that Hebrew literature is a sure guide to the world's treasure of wisdom, and a man imbibed with the learnings of our sacred books stands a very great chance in all matters affecting human life and conditions.

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ISAAC LEVIN

The Borough of Brooklyn harbors many very prominent Jews, who are a pride to American Jewry, and one particularly prominent is Mr. Isaac Levin, of the Ellanam Adjustable Dress Form Company, of No. 378 Throop avenue. Mr. Levin is of importance not only because he is one of the wealthiest Russian Jewish immigrants in that borough, but because he is a true Jew, in the real sense of the word. He is a former Yeshiba Bochur, and is still interested in Jewish literature. He is charitable and a zealous communal worker.

In recording the life stories of Jews who have reached eminence, under no circumstances can one omit Mr. Levin, for he is one of those who has helped to make Jewish history in this country. He was born in the year 1872, in Trep, near Wilna, where he was brought up. His grandfather, Rabbi Mosche, was the government-appointed Rabbi of Wilna and one of the leading Jews of his time, his entire life being devoted to the interests of Judaism. He succeeded, through his entire career, in keeping his flock out of military service, but in his later years the government discovered a clew to his scheme and he was in jeopardy. He immediately left for Palestine, where he died a year later.

He was a sublime character, and he is still revered by thousands of Jews all over the world, and by Mr. Isaac Levin in particular. Inspired by the memory of his grandfather, Mr. Levin became a communal worker, and he takes advantage of every opportunity to perpetuate the name of his revered grandfather. In Brooklyn there is now being erected a great kosher hospital, to be known as the Beth Moshe Hospital, of which Mr. Levin is the president and prime mover, and this hospital is named after his grandfather. Mr. Levin is the president and one of the founders of the great Congregation Ohel Moshe Chevra Thillim, and here also the name of the late rabbi is perpetuated.

Mr. Levin came to America in 1886, when he was a boy of fifteen. He settled in Brooklyn and began his mercantile career by peddling writing paper. A short time afterwards he went to New Haven, Conn., to continue his peddling, and that proved a step which later led him to his ultimate success. In New Haven he had an American for a customer who took a fancy to him and advised him to give up peddling and offered him a position in his office. Mr. Levin took advantage of the opportunity and soon learned the business. Later the firm moved to Brooklyn, bringing Mr. Levin back to the place where he first settled on his arrival in America and where later he was to become such a leading figure. A short time after the firm failed and Mr. Levin went out for himself in the same line of business—that of making forms for ladies' tailors. He had no capital, and used his home for a manufactory, and little by little he climbed up high on the ladder of success—on which the climbing is often so extremely difficult. During this period there were granted to him eighteen patents in his line of business, which materially assisted him to his fortune. At the San Francisco exposition Mr. Levin was awarded a medal of honor for his products. The Ellanam Company have offices in various parts of the country, also conducting large advertising campaigns, and Mr. Levin today is one of the wealthiest Russian Jewish immigrants in New York.

But the thing of most importance anent Mr. Levin is his communal work and his real Jewish heart. He is a director of the Brooklyn Jewish Aid Society of the Brooklyn Federation of Jewish Charities. He formerly was a director of the Brooklyn Chesed Shel Emeth, of the Yeshibeth Reb Yankev Joseph, and now he devotes his entire leisure time and

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attention to the Beth Moshe Hospital and the Congregation Ohel Moshe Chevra Thillim.

On December 27, 1891, Mr. Levin married Miss Ida Meisel, and on December 30, 1916, they celebrated their silver wedding anniversary with an elaborate affair at Regina Mansion, where over 300 of the most prominent members of the Greater New York Jewish community assembled to do them honor. Their marriage has brought into this world seven children, five sons and two daughters. Two of the sons are associated in the business, in charge of branch offices of the firm, and one of the daughters recently won a scholarship at Cornell University, where she is at present attending. All the children have received a thorough Jewish education and all follow the footsteps of their father, who is a strict Sabbath observer.

Mr. Levin is doing his share for Judaism and mankind in general, and in his circles it is well known that he is a supporter of many indigent members of both his and his wife's family, and throughout Greater New York it is an axiom that he is always willing to enlist for any good cause.

DAVID LEVINE

There are two qualities which have made the Jews a unique people. One is pluck; the other is filial devotion. Both of these qualities are splendidly illustrated in Mr. David Levine. He was born July 18, 1877, in Sveksna, Russia. His parents were Mortimer and Anna Levine. When Mr. Levine was 12 years old his father, who had been ailing for a long time, became absolutely helpless to support the family. With true Jewish grit, the young boy took the burden upon his own shoulders. He crossed the border into Germany, peddled during the day, slept out of doors at night and sent every cent he earned to his family. When he reached the age of 14, America, with its wonderful opportunities, beckoned to him, and the plucky boy responded to the call. He began his career in America as a cutter in a clothing house, worked hard, earned little, saved all he could and sent his savings home. Two years later he sent for his mother and sister, and in order to support them was forced to work day and night. A year later, still as a plain working man, on the meager savings which he had scraped together, he managed to marry off his sister and even furnished her with a nice home, in which to begin her married life. A wonderful record, truly, for any man, and one of which the Jews in particular may be justly proud.

Mr. Levine's career as a business man began in 1900, when he went into the wholesale clothing line, with a capital of $500. Another example of his remarkable pluck. His first partner was Barnett Lieberman, and their place of business was 146 East Broadway.

For a long, long time things did not break right, and it was only the man's grit and determination that kept him from giving up in despair. At last Mr. Levine's industry and perseverance met their just reward, until today he is the head of one of the biggest wholesale clothing houses in the country, with headquarters at 46 East Fourteenth street. A simple story, but one that will prove an incentive and inspiration to countless Jewish young men.

Mr. Levine is very active in all the communal and charitable organizations of Borough Park, where he resides. But true to the best

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traditions of the Jewish people, he is a firm believer in the principle of "Mattan Baseyser." While he contributes liberally to all charitable institutions, no one is more ready to alleviate private distress. Many there are who bless him daily, for he has raised them from dire poverty to comparative affluence.

In 1904 Mr. Levine was married to Miss Anna Greenberg, and they are the parents of six children, one son and five daughters.

When asked to give his advice to the young, Mr. Levine stated the true philosophy of success is "Let every young man search carefully his own heart, find out what he can best do, and let him do it with all his heart and soul. This must bring true and lasting success."

ISAAC LEVINGSON

It is rather difficult to find a person in Brownsville or the Eastern Parkway section who does not know the Levingson family, and it is no wonder, for Mr. Isaac Levingson has been an inhabitant of Brownsville for almost thirty years, since his arrival in this country in 1886, and he is now the owner of thirty-five houses in Brownsville. He was the originator of the new building of the Stone Avenue Talmud Torah and president of the institution. He is a director of the East New York Dispensary, and one of the founders of the Congregation Petach Tikvah. He has always held office in the Chevrah Ohav Sholem, of Thatford avenue. Everything that was created in Brownsville is part of Mr. Levingson's activity, and he is part and parcel of Brownsville.



His wife, Elizabeth, who formerly was Miss Merowitz, was born and brought up in Brownsville and for years she has been considered the belle of Brownsville. Her parents, Daniel and Rose Merowitz, are prominent in Brownsville, and even her grandfather, Mr. Isaac Spinner, is one of the oldest citizens of Brownsville. It is, therefore, no wonder that the Levingsons are so well known in that section.

Isaac Levingson was born in Shlishtche, Province of Wilna, on the 16th of December, 1868. He is a descendant of a very prominent family, and Reb. Zalman Bulier, the famous lamdan of that vicinity, was his grandfather. When Mr. Levingson came to America he had a capital of $1.75, but he had a lot of energy, which he was determined to capitalize. On the first day of his arrival he earned 10c., which he received as a fee for writing a letter for a friend of his. This appeared to him to be an enormous amount. The next day he earned 35c., but this time it was not as easy as writing a letter. He earned his 35c. for carrying a stove from one place to another. Afterwards he began peddling chair-tops, and in three months he accumulated $15. He then gave up this business and went to work as a cloak presser. He followed this trade for three and a half years, after which time he was already in possession of $500. He then began peddling in the country, and within a year and a half accumulated another $800.

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Then an incident led Mr. Levingson to start business on a larger scale. He had a friend who was at that time building houses in Brownsville. Being short of money, he wrote to Mr. Levingson, asking him to loan him some. Mr. Levingson offered himself as a partner in the building business and was accepted. He immediately came back to Brownsville, and joined his friend in the construction of houses in Brownsville. Things went their way, so much so, that within a few years they were in possession of $40,000.

But the climbing on the ladder of success is not an easy matter. Very often a storm comes which will throw down men who were already high up. This time it was the wind known as the panic of 1893, and it threw Mr. Levingson and his partner down to the bottom, and when they attempted to rise again, they found that they were partners in poverty and misfortune.

But Mr. Levingson had much energy and determination—the raw material of which wealth is made. He became a real estate broker. For twenty-two months in succession he went out on business each day, walking around from one place to another, without even having his carfare and without making a single sale. But the reward for perseverence came to him at last. Business improved. Mr. Levingson again became very prosperous, and gradually climbed up to his present position of wealth and reputation.

Mr. and Mrs. Levingson were married on the 27th of March, 1906, and they have five beautiful children: three boys, Saul, Abraham and Lester, and two girls, Edna Gladys and Jeanette Frances. The children are brought up in a Jewish spirit, the oldest boy even receiving Talmudical instruction.

Mr. Levingson is a strictly orthodox Jew, and has always been an observer of the Sabbath.

AARON B. LEVINSKY

Mr. Aaron B. Levinsky, senior member of the firm of S. Levinsky & Sons, jobbers in underwear and generad dry goods, at Nos. 80-84 Canal street, is a good example as to what extent parents and a good bringing up can influence children. Mr. Levinsky was born in America, but it is difficult to find a Jew who is as thoroughly imbued with the real love for his ancestral faith as is Mr. Levinsky.

When he was a boy he was well developed physically, and on many occasions he fought for the honor of elderly Jews, and today this exponent of muscular Judaism has some scars on his head which serve as medals won in defending the cause of his people. Now that he has attained the estate of manhood he continues to do his best in the interest of the ideals of Judaism. He helps to support every Talmud Torah because he believes in Jewish education. He contributes to every Jewish institution, and particularly those for the relief of Jewish war sufferers.

Mr. Levinsky was born on April 7, 1877, at No. 57 Orchard street, this city. His father, Mr. S. Levinsky, is one of the most prominent old Jewish immigrants in this city. Aaron B. attended the Norfolk Street School and then entered his father's business, materially aiding in the success of the firm. He was vice-president and is at present

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a trustee of the Congregation Pincus Elijah, of No. 118 West Ninety-fifth street. He is a strict Sabbath observer, is a lover of Jewish literature and interested in everything that is Jewish.

He believes that the surest road to success is via education and honesty. Discussing the question of the Federation of Jewish Philanthropies, Mr. Levinsky expressed doubt as to the ultimate success of the movement, because the system of the organization must necessarily lead to a majority of our communal workers playing a minor role, which is not to their liking.

His wife (nee Ida H. Goldsten) is a famous singer, and she sings for charity only. Mrs. Levinsky is also very active in various communal causes.

BENJAMIN F. LEVINSON

Mr. Benjamin F. Levinson is a familiar figure in the city of Columbus, O. Although he is still a very young man, he has already made a mark for himself, and is well on the road to success. Mr. Levinson is conspicuous in Jewish activities of all sorts, well liked and highly respected. He has held at various times important honorary positions, and was frequently called upon to represent his Jewish fellow citizens in various enterprises. He has held the office of secretary of the Jewish community of Columbus, was secretary of the local Congress Committee, and a delegate to the preliminary Conference in Philadelphia. There is scarcely anything in the Jewish life of the country that escapes Mr. Levinson's attention or lacks his unlimited co-operation.

Born in Kieff, on the ninth day of March, 1888, Benjamin F. Levinson was brought to this country, a child of two. He is the descendant of a rabbinical family, and his ancestry is conspicuous by the large number of men of learning. His father, Charles, and mother, Sarah, both are living at Columbus. Mr. Levinson's school career was of the standard American type. He attended public school in Philadelphia, where his family first located. At the age of twelve he began his "business career" by selling newspapers, and at the age of thirteen he went to New York, where he learned the electrical trade and worked in a factory. In 1906 he went to Columbus, where he found employment as a messenger boy and locksmith with the Pennsylvania Railroad Company. In 1911 he became a collector for an installment house, at the same time taking up a course in stenography in a business college. He became a stenographer with a large law firm, and having made up all the preliminary high-school points, he was admitted to the bar in June, 1915. In the firm of Henderson, Livesau & Burr, Mr. Levinson obtained his legal knowledge. After his admission to the bar he started a general law practice at 44 West Broad street, Columbus.

Mr. Levinson is a member of the Congregation Beth Jacob and he is a modern Orthodox Jew. He was married on March 21, 1909, to Miss Esther Clebone, and they have four children, Inez, Maurice, Phyllis and Miriam.

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MORRIS LEVINSON-SOLOMON SHAPIRO

Morris Levinson and Solomon Shapiro are only business partners, but their life is so closely allied that the writer had to admit that Mr. Levinson was correct when at the outset he stated "we have no separate stories. We are partners in business, landsleute, and if our story is at all important for your purpose it has to be one story and not two separate ones."

Levinson & Shapiro is the name of one of the oldest wholesale dry goods firms on Canal street. It consists of the two aforementioned gentlemen, who began in 1890, and since which time the firm has worked up to a very high position and enjoys a great reputation. When you speak of Levinson & Shapiro in the business world it spells integrity and reliability.

Morris Levinson was born in March, 1867, in Zosli, Province of Wilna. He came to this country in 1884, and as is the usual case, started by peddling. Later he gave up this calling and worked as a cigar maker, but his business spirit precluded his remaining very long at this occupation. He resumed peddling, and this gradually led him to establishing his business in conjuncton with Mr. Shapiro.

In 1898 Mr. Levinson married Miss Minnie Levy, and they have three sons and a daughter.

Solomon Shapiro was born in the same year as his partner, in the same town, came to America at the same time and went through a similar experience, the only difference being that when Mr. Shapiro, tired of peddling, he worked as a furrier instead of at cigarmaking. In 1900 he, Mr. Shapiro, married Miss Dora Mannes.

Both partners contribute with a free hand and a willing heart to every good Jewish enterprise. It is difficult to find a Jewish institution to which they do not contribute and it is hard to find a man who has met with a negative answer if what he applies for is for a deserving cause. Both partners are orthodox and strict Sabbath observers, always keeping their place of business tightly shut on Sabbaths and holidays. Their remarkably harmonious copartnership stands out as an example worthy of emulation. Both are recognized as quiet, modest and thoroughly honest gentlemen, and this is the consensus of opinion of all who know them.

RABBI BERNHARD L. LEVINTHAL

A little over 25 years ago, Rev. Bernhard L. Levinthal was called to Philadelphia to fill the position left vacant by the late Rabbi L. Kleinberg. With him, Rev. Levinthal brought a noble heritage of orthodox traditions; traditions that have been passed down to him from an old and illustrious family of Rabbis and Talmudical scholars that have for more than three centuries held places of prominence in the life and thought of the Jewish community in their native countries. An idealist to the core, Rev. Levinthal unites with this faculty the rare quality of being both a leader and an organizer, and he has for the last twenty-five years been the guiding spirit in the organization of almost every communal, social and philanthropic association in the foreign community of his city. It is his sincere devotion to

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this work and a thorough heart-felt understanding of the needs and conditions of the foreign Jewish element that have made possible the many accomplishments with which the name of Rev. Levinthal is associated. He has improved the condition of his co-religionists in Philadelphia and is more than worthy of the high place of honor that he now holds in the Jewish community.

Rev. Bernhard L. Levinthal was born May 12, 1865, in Srednick, Kovna, Russia. From early boyhood he has been associated with Jewish life and learning. He was a precocious child and his father fostered the hope the young lad would continue in his studies and follow a rabbinical career. The young lad more than fulfilled the expectations of his parent and before he had attained his eighteenth year, he was recognized as a scholar and Talmudist of note and at the age of twenty-six he was honored by being offered the post left vacant by the death of Rabbi L. Kleinberg, in 1891.

Rev. Levinthal's charitable and social affiliations are as numerous as they are varied. He was the founder in the first year of his arrival of the Hebrew Free School, now known as the Central Talmud Torah, founder of the Hebrew Talmudical Institute, one of the organizers of the Home for the Aged, Mt. Sinai Hospital, Hebrew Orphan Home, Free Burial Society. He helped organize and has been at the head of the Kosher Meat Association during the whole period of its existence. He has been a member of the American Jewish Committee since its inception and was one of the first promoters of the Zion movement in America and has at various times held office in the Federation of American Zionists. Rev. Levinthal is also one of the officers of the American Rabbinical Institute of New York and one of the founders and many times president of the Union of Orthodox Rabbis of U. S. and Canada.

However, the grand work that Rabbi Levinthal has done for the Jews of Philadelphia is only a secondary cause for the high esteem with which he is held. It is his remarkable personality that has endeared him to the many followers that he has. A Hebrew scholar of national reputation, he combines with his learning a big heart and a loving, sympathetic nature. The community is largely indebted to Rabbi Levinthal for some of the finest welfare and relief work in the city, and his name will long be revered by all who are interested in the perpetuation of Jewish institutions and Jewish thought.

On March 3, 1886, Rabbi Levinthal was married to Miss Minnie Kleinberg and their union has been blessed with five children.

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The Wallabout Market, in Brooklyn, presents a very lively picture every morning. Situated on the Brooklyn waterfront, it is the central point for shippers East and West, and a noisy and busy place for people whose business is placed there. To do successful business along the waterfront one is obliged to go to work early and work hard and with all force. Such a man is Mr. Abraham M. Levy, wholesale butcher, located at No. 1202 Metz street, Brooklyn, N. Y.

ABRAHAM M. LEVY

Born in Brooklyn, on the fifth of August, 1867, Mr. Levy attended public school until the age of thirteen. He then entered business college for a year and a half. At the age of fifteen, he entered into the meat business with his father at the old West Washington Market. He remained there for two years, when, at the age of seventeen, he went back to Brooklyn, where he engaged in business at the Hudson avenue slaughter-house, selling sheep and lamb. He remained there for three years, leaving it for his father's business, who was then conducting a commission house for Nelson Morris. At the age of twenty-two Mr. Levy embarked in his present business. During the twenty-five years he is engaged in it he has built it up to a very large organization. He has spent over $20,000 to bring his building into a modern structure, dividing each department into proper shape and putting all into systematic form. The writer of these lines was shown all over the place, and the workings of each department have been clearly explained to him.



The organization includes the following departments: An ice plant, a pickling room, a sausage room and a general stock room. About sixteen people are employed in Mr. Levy's place, and all are treated with absolute fairness and to their greatest satisfaction.

Mr. Levy gives charity to many different causes as they come along. He is a member of the Brooklyn Federation of Charities and also of the Manhattan Federation. He takes very much interest in the Brooklyn Hebrew Orphan Asylum, and since 1908 has been a member of its board of directors. He is also a Mason, a member of Fortitude Lodge No. 19.

Mr. Levy in 1891 married Miss Susie Mayer, of Brooklyn. Mrs. Levy is a directress of the Hebrew Day Nursery, No. 320 South Third street, Brooklyn. Mr. and Mrs. Levy, who are the parents of one daughter, have traveled extensively and are fond of outdoor life. Mr. Levy is interested in athletics, is an enthusiastic baseball fan and attends many an afternoon game. He owns five automobiles, four for use in business and one personal car. He has traveled very much in Canada and with his family attended the Pan-American Exposition at San Francisco.

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In years to come, when the history of the American Jews will have been recorded, the trials and tribulations of Benjamin Levy will afford an inspiring example to the younger generation. Unfortunately it is outside the scope of this work to give all the details of his interesting life. Only the main events can be noted here.

BENJAMIN LEVY

Benjamin Levy was born on the second day of Rosh Hashanah fifty-two years ago, at Kurdinoff, Russia.

One day, quite suddenly, Benjamin decided to try his fortune in America, the land where so many of his co-religionists had been flocking to. He set out with fifty-nine rubels (about $29.50). When he reached Hamburg he had not enough money to buy a passage across the Atlantic. To meet the deficiency he pawned his overcoat and a few other things of his almost indispensable belongings.

The steamer which he boarded took him to Philadelphia, thence he came by rail to New York. He reached the metropolis on a wintry day, the thermometer registering below zero. With his hands tucked into his coat sleeves, hungry, cold and tired, the young immigrant of fifteen wended his weary way through the streets, asking each passer-by to direct him to a *landsman's* house on Division street whose address had been given him. He found his landsman. He was fed and clad and a new era began for him.

He started to work as a tailor at fancy wraps in the shop of his friend who had housed him. His first week's earnings amounted to $4. With the third week the slack season came and young Levy was without means of support. His trade of dressmaking, however, helped him out at this time. He began to make dresses for the women on Division street, and his compensation ranged from 25 to 50 cents per dress. "To be sure, it was trivial," commented Mr. Levy, "but it was enough to hold body and soul together."

With the commencement of the busy season young Levy found employment as an operator on ladies' wear at a wage of $14 a week. Thirty-five years ago this was a decent wage. But he was unable to save a cent, for he sent every available penny to his folks at home. Frequently he sent more than he could afford, actually depriving himself of the necessaries of life.

In 1898 Mr. Levy married Augusta Warshawsky. His employer gave him a wedding gift of twelve machines. Immediately thereafter he started out as a contractor of cloaks. He soon installed sixty additional machines and turned out as many as 4,000 cloaks a week, netting him a weekly profit of between $800 and $1,000.

In 1902 Mr. Levy ventured in business with a partner. The venture proved unsuccessful. His partner took advantage of him and before long pushed him out. His second attempt, however, proved more successful. At present Mr. Levy is the owner of a thriving business, located at 22 West Thirty-second street.

The Levys have three children. Adolph, the oldest has received a high school education and is married to a daughter of the late B. D. Kaplan. Jack is the youngest. Bertha, their only daughter, is married.

"Know one thing and know it well. That is how to succeed," said Mr. Levy. "Put your mind and your efforts to one thing, concentrate on one idea, and success is bound to come." Here, again, we have the same philosophy expressed by others. Mastery, concentration, efficiency are keystones of success.

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Mr. Levy is an observer of Judaism in all its particulars. "The great problem of Judaism," remarked Mr. Levy, "is how to make the old and young generations meet on common ground. We must not let the young drift away. We must not be too severe with them. We must go into their psychology, understand them. Once the young and old come to an understanding the problem is solved.

MOE LEVY

Although the firm of Moe Levy & Son is noted in this city for its extensive advertising and attractive displays, yet Mr. Levy himself gives the impression of conservatism and reserve mixed with a goodly amount of frankness and openheartedness. From lowly beginnings at 96 Baxter street, Mr. Levy has, during the past thirty-five years, improved and extended his business until today he occupies the five-story building at 119 Walker street, employs over 3,000 workers in his various factories, and does a mail order business in almost every city in the country.

Moe Levy was born January 4, 1865, in Suwalk, Russian Poland. As a boy he attended Elm Street School, and before he was fourteen years old he was employed in a retail clothing store at $3 per week. He swept the floors, ran errands, sold garments and kept himself generally busy from 7 a. m. to 11 p. m., yet he liked his work and was ambitious. At 16 he was given an attractive offer out of town, but he became violently ill the day he was to depart, and he stayed in the city after all, feeling it was the will of God that he remain. At the age of eighteen he went into business for himself, and, although he had his hard times, his old employers and customers stood by him and materially assisted him to success. He now has a plant up to date in every respect. Mr. Levy believes in treating his employes properly, and in all his career, he has always paid his employes in full when absent on account of illness.

On February 7, 1886, Mr. Levy married Miss Esther Cohen, daughter of Jacob Cohen, who, in those days, was the most prominent and charitable Jew below Fourteenth street. They are the parents of five children, Bessie (Mrs. Jonah Siegel), Isidore, member of the firm; Dorah, Ruth and Ralph.

Mr. Levy contributes to all charitable associations, is a member of the Central Lodge, is a Shriner and an Elk, and is a member of the Suwalker Schul and the Arverne Congregation.

"Never stay at a job if not contended, for you do an injustice to yourself and the man you work for," said Mr. Levy. He also added that savings give opportunity in life and that 25 per cent. of every man's earnings should be set aside as though he had never earned it.



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Nathan Levy, one of the heads of the Commercial Shirt Company, at No. 627 Broadway, belongs to the higher type of Americanized gentlemen with strong ideals in life.

NATHAN LEVY

He was born at Wiazn, District of Wilna, on August 20, 1874. He landed in America in 1890 with just four cents in his pocket, at the time of the great cloakmakers' strike, and his father, being out of employment, was unable to assist him. He started to learn shirt making. Being ambitious, he soon realized that Americanization was a necessity, and after toiling all day spent his evenings at night school. As soon as his earnings reached $5 a week he took private lessons.

Two years later found him a shirt contractor, and a little later with a capital of $140, he started manufacturing for himself. He climbed steadily and his firm now employs hundreds on its payroll.

Mr. Levy is a member of many charitable institutions and is treasurer of his Masonic lodge. He married in 1901 and has three children. Mr. Levy does not believe that economy is the one essential to life, but in order to succeed he thinks one should always "love thy neighbor as thyself," not be too haughty in dealings, but to treat everyone as an equal.

The career of Mr. Nat Lewis, clothier, furnisher and theatrical outfitter, of 1578-80 Broadway and No. 2 Columbus Circle, is full of thrills and romance. He was born in Charleston, S. C., October 15, 1881, as the son of Samuel and Rae Lewis.

NAT LEWIS

Most of Nat's early reminiscences and youthful associations are Southern. At the age of eighteen, he went to work for his brother as a salesman of ladies' wear, and after a year in this calling, he came to New York to seek his fortune.

It was not so easy for a lad not yet twenty years of age to establish himself in any way, so he took a small position as assistant salesman for Moe Levy, Broadway, near Forty-second street; after seven years' hard and continuous work, he advanced himself to the position of buyer for three stores. However, his ambition was to be in business for himself, no matter how small that business might be, so he went into the men's furnishings business, opening a shop 9 by 30 feet in size at 25 West Forty-second street. Giving the public the best that money can buy, it did not take long to gain for him their esteem and confidence. His business began to increase rapidly, so that after remaining at 25 West Forty-second street for five years, he moved to his present address, where he occupies five stores in one. His honesty, integrity of purpose and pleasing personality make friends for him at once and are helping him increase his business month after month. He recently opened a branch store at 2 Columbus Circle, occupying the block front from Fifty-eighth to Fifty-ninth street, and which consists of a large store of two floors.



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Nat Lewis is today one of the largest and best known retailers of gents' haberdashery, carrying one of the most complete lines of clothing, furnishing and theatrical outfittings in the city. His Columbus Circle store is under the management of his brother Ben.

Mr. Lewis is single and the main support of his mother, brothers and sisters; he looks younger than his age and his pleasing personality above mentioned has earned for him many staunch and true friends.

Mr. Lewis believed in private rather than public charity and many are the deeds he performs in secret, many are the offerings his noble heart pours out to those in distress. He is an Elk, and a member of the Friars' and Green Room clubs.

SAMUEL ADOLPH LEWISOHN

The name Lewisohn is one that is indelibly imprinted in both the communal and financial world, and few, indeed, are there of our readers who are not familiar with the history of this wonderful family. Their American career dates from 1863, when Samuel Lewisohn, a prominent merchant of Hamburg, Germany, descendant of a family which originally came from Copenhagen, sent his son Leonard to America. Three years later he was joined here by his younger brother, Adolph, and in 1866 the firm of Lewisohn Brothers was established. As early as 1868 they turned to the metal trade, in that year becoming prominent dealers in lead.

Quick to grasp the commercial future of electricity and the need of copper in that industry for conducting wires, etc., they specialized in that metal, and soon occupied a commanding position in the copper markets of the world.



Leonard Lewisohn died some years ago, but his brother Adolph survives him, and his efforts on behalf of the community are so well known that it would, indeed, be superfluous to recount them here. The Hebrew Sheltering Guardian Society, Columbia University, the City College, have all been recipients of his bounty in large measure, and the institution to which he has not contributed would be more the exception than the rule. And as Mr. Lewisohn advances in years and realizes that ultimately he will sever his vast business connections, he may do so with the assurance that they are in safe hands, for another generation has been in active training, gradually assuming much of the active management of the large Lewisohn interests, and Samuel Adolph Lewisohn, oldest son of Adolph Lewisohn, has already made his mark and is a worthy scion of a noted family.

Born in New York city on March 21, 1884, Mr. Lewisohn, after receiving his scholastic training, entered Princeton University, from which he graduated, receiving his B. A. degree. Later he entered Columbia University and studied law, graduating with the degree of LL. B. For some time he followed his profession, but later on

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gave it up to enter the firm of Adolph Lewisohn and Sons, of which he is such an active member, but he still retains his membership before the Bar.

Mr. Lewisohn is a composite picture of what one would expect from our modern young men of genius and business. Affable and courteous to a degree, displaying a remarkable insight on all topics of the day, either Jewish or general, the interviewer drew from him some interesting thoughts. He is particularly interested in the young, as evidenced by his active work on behalf of the Jewish Protectory and Aid Society, and his advice to the young man about to start his career is "character." The foundation for success, he maintains, is application and persistency, and this is only possible through the development of character.

Mr. Lewisohn, while a member of the Reform wing of Judaism, does not believe in a sudden lopping off of all the traditions of our ancestral faith. He believes that there should be a gradual evolution to fit modern conditions and surroundings. He believes that a man, while being a good Jew, should by no means confine his activities to Jewish affairs, and, while a resume of his activities will show that he does more than his alloted share for the Jewish cause in general, at the same time, he is to the front in civic and other movements, not merely to lend the prestige of the Lewisohn name, but as an active worker. He believes that one is entitled to devote a certain amount of time to his family, and just as much time to Judaism which he classes as a larger family, but a man should also be a member of the community at large. Mr. Lewisohn would hardly care to be called a Zionist, but at the same time he is strongly in sympathy with the movement to colonize Palestine with our co-religionists.

How active and how energetic Mr. Lewisohn is may be gleaned from the fact that not alone is he a member of the mining and banking firm of Adolph Lewisohn & Sons, but he is second vice-president treasurer and a director of the Miami Copper Company; second vice-president, treasurer and director of the General Development Company; vice-president and director of the Tennessee Copper Company; vice-president and director of the Kerr Lake Mining Company; a director of the Industrial Finance Corporation, and a director of the Morris Plan Corporation of New York.

While pursuing his studies at Columbia, Mr. Lewisohn was one of the editors and the business manager of the Columbia Law Review. He is a member of both the New York city and State bar associations. He is a member of the Merchants' Association, is treasurer of the People's Institute, a treasurer of the Municipal Government Association of New York State, a former member of the Board of Parole of the New York City Reformatory, a member of the Executive Committee and Committee on Legislation of the Citizens' Union, a member of the Executive Committee of the Civil Service Reform Association, a member of the General Administrative Council of the American Association for Labor Legislation, a trustee of the Bureau of Municipal Research, a trustee of the Civic Forum, and vice-chairman of the Board of Protocol Standards of the Waist and Dress Makers' Industry.

Mr. Lewisohn's Jewish activities include being treasurer of the Jewish Protectory and Aid Society, a director of the Hebrew Sheltering Guardian and Orphan Asylum, a director of the Young Men's Hebrew Association, a delegate to the Federation of Jewish Philanthropies (he was chairman of the Committee for the Metal Industry) and a director of the Jewish Institute.

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Mr. Lewisohn is a believer that a little relaxation is a necessity for a hard working business man and finds much of it at his clubs, which are as follows: The Harmonie Club, the City Club of New York, the Players' Club, the Princeton Club, the City Midday Club, the Bankers' Club, the Reform Club, the Automobile Association of America and the Rocky Mountain Club.

JULIUS LICHTER

About fourteen years ago the Sterling Button Company was organized by two young men just out of their teens, with a joint capital that could purchase only a small fractional part of the business at present. The two young men who are responsible for this phenomenal success are Mr. Julius Lichter and Mr. A. M. Turkeltaub.

Mr. Julius Lichter, who is Mr. Turkeltaub's senior by one year, of the firm, was born April 25, 1882. He received a public school education, and at the age of thirteen began to work for a suit and cloak house, continuing his studies at the Evening High School. While in the employ of this establishment, he became interested in buttons and trimmings. After working there one year he took a job with a trimming house, and two years later he became a salesman of buttons, and in this capacity he was employed for four years. After these seven years of business experience he organized the Julius Lichter Company, which did not actually transact business until, with the advent a few weeks later of his present partner, Mr. A. M. Turkeltaub, when the firm was renamed the Sterling Button Company. Today the Sterling Button Company controls three manufacturing plants, sells to the retail and manufacturing trade all over the country, and transacts business on a large scale. The unprecedented increase in trade during the last few years has forced expansion and enlargement, and now over 20,000 square feet of the Sterling Building, on Thirtieth street, are occupied by this firm for show rooms and offices alone.



The career of Mr. Lichter is interesting, not only because he has has been instrumental in building up a big business in a comparatively short time, but because during this time he has formulated business principles which do not readily coincide with the ideas of the average business man. Mr. Lichter does not believe that economy and hard work alone will make for success in the future. He is convinced that education and efficiency will, in the years to come, play a much greater part in a man's business success than they have in the past. He thinks that the days are over when an ignorant mechanic will rise in the business world by starving his stomach and working all hours of the day and night.

To become truly successful, Mr. Lichter believes a man must be trained to one particular specialty, which he must thoroughly master. In Mr. Lichter's case the specialty was buttons. He loved to play

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with buttons as a boy; his first job was with a firm that used buttons; later he became a salesman of buttons, and shortly after he imported and manufactured buttons. His whole business life was absorbed in buttons, and, perhaps, that explains why he is part owner of one of the largest button houses in the country.

Opportunity undoubtedly played a great part in Mr. Lichter's success, as in every other man's, and Mr. Lichter probably seized the opportunities when they arose, but after an hour's stay with him the interviewer felt that a secret source of Mr. Lichter's success is his ability to judge human nature, a faculty that he uses to advantage in his business relationship. Toward his subordinates and workers he assumes an attitude of affability, mingled with restraint, and he knows how to make them work with a will.

It is also known that he sedom loses the opportunity to employ a man that might in any way improve the efficiency of his business. It is this last fact which explains to a great extent Mr. Lichter's successful business organization.

Mr. Lichter is connected as contributor or member with almost every charitable organization of the city; the more important ones being the Y. M. H. A., Montefiore Home, Har Moriah Hospital, and the Hebrew Free Loan Association. He is a trustee of the Shaaray Tefilo Congregation of Far Rockaway; organizer of the Bronx Y. M. H. A., president of the Middleborough Club and a charter member of Gothic Lodge, No. 934.

On March 24, 1907, Mr. Lichter was married to Miss Sara Cooper, who is interested in social work of Far Rockaway, particularly in the Sisterhood work of that section of the city. They are the parents of Jessie Simon, aged 7; Annette, aged 4, and baby Beatrice.

In order to make one's mark, Mr. Lichter feels it is necessary to follow up some one thing. "Look at my case," Mr. Lichter said. "Ever since I was a boy I devoted all my time to a little thing like buttons, but I know everything about buttons. A man must know his business thoroughly before he can succeed, and even then he must be at least 80 per cent. efficient in all the work he does." But in addition to all that Mr. Lichter thinks that no man will get along in the future unless he has an education.

MAX LIEBER

Max Lieber, who today owns three successful leather goods stores in Cleveland, at the age of sixteen was arrested and served six months in prison for participating in revolutionary movements in Russia. He was born in Kiev, Russia, in 1880, the son of Tankel Lazebnick, a shochet, who died in Kiev in 1916 at the age of eighty-five. At the age of thirteen he started to learn the leather business in Kiev and has been in it ever since. After he was released from prison, at the age of seventeen, he started in business for himself in the town of Slobodka. His business prospered, but at the age of twenty-one he had to serve in the Russian army for four years. He was a musician in the army. When he was released he decided that Russia was not the place for him, so he left for America in 1904.

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For five years he was working at the leather goods trade at a very small salary. Fortunately he was a musician and could earn extra money by giving lessons in the evening. He was also a leader in an orchestra.

With this extra money, $200 in all, he made his first start in business. His first business venture was a small store on Woodland avenue, where he started to manufacture a folding lunch box, a patented article. This was in 1910. Since then he has made wonderful headway and now owns three stores, on Woodland, Prospect and Wade Park avenues.

In June, 1906, Mr. Lieber married Miss Jennie Goldstein. They have one child, Florence, four years old. Mr. Lieber attributes his success to his wife, who worked with him at all times very energetically, and even now takes charge of one of their stores.

Mr. Lieber is a fine Hebrew scholar and a strong Nationalist and believes in giving his child an education which is based on Jewish American principles.

He is an active member of the Knights of Pythias and the Knights of Joseph.

SAMUEL ELY LIEBOW

The man who has a cheerful disposition, who can meet reverses with a smile, will surely get ahead. It is this quality that has aided Mr. Samuel Ely Liebow in his struggle against overwhelming odds. Although he encountered many hardships he was always ready to accept conditions as they were, always hoping for the best. It is this buoyant nature that has made it possible for him to see beyond the immediate present. He always looked for the beautiful in life and found it. If more men could assume this attitude toward life there would be more successes and less failures in life.

Samuel Ely Liebow was born February, 1886, in the town of Eisesky, Russia. His father, Nochum Aaron, was a famous Mashulach and Rabbi and his reputation as a scholar and Talmudist spread throughout the province. At the age of six he was brought to Lujetz, where he was reared in an environment of traditional Judaism. Although his parents wanted him at home he was attracted by the opportunities that this land afforded and at the age of sixteen he left for America. The first few years were years of suffering. He was for some time an operator and cutter in a cloak and suit house, and after a number of years he saved enough money to establish himself in business. For a while he was in the wholesale cloak and suit business, but later catered to retail trade as well. He now conducts two of the finest suit and dress stores in Jersey City, one located at 635 Newark avenue and the other at 128 Monticello avenue.



Mr. Liebow has been prominently associated during the past few years with charitable organizations both in Jersey City and New York. Mr. Liebow was one of the organizers of Luptzer Young Men's Benevolent Association of New York and was also the first president—an office which he held for a number of years. Mr. Liebow is also a member of the Knights of Pythias.

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Mr. Liebow is an aggressive, earnest young man who has ideals and knows how to live up to them. His manner is most pleasant and inviting and undoubtedly accounts for the many friends and admirers that he has both in New York and Jersey City.

On June 9, 1912, Mr. Liebow was married to Miss Bessie R. Silver, whose father, Moses Silver, is a Talmudist and lover of Hebrew and Hebrew literature. Mr. and Mrs. Liebow are the proud parents of one son.

"Learn to look at the beautiful side of life and your life will be a happier one," is Mr. Liebow's favorite maxim. As to business success, Mr. Liebow adheres to the time-honored principles of hard work and honesty.

NORBERT D. LIGHT

The career of Norbert D. Light, his rise to a position of affluence and influence in the Jewish community, proves, despite assertions to the contrary, that success is not merely due to a lucky turn of events in one's life, but to a constant, steady grind and to an unquenchable desire to get ahead. "The heights of great men reached and kept," says the bard," were not attained by sudden flight, But they, while their companions slept, were toiling upward in the night." Indeed these words may be aptly applied to Mr. Light. Perhaps a great man he is not, but the success he has made is solely due to his untiring energy and to his keeping wide awake and at work while others took life leisurely.

Norbert D. Light is an offspring of a family that was among the first Jewish settlers on the East Side. He was born on Division street, December 19, 1873. His father, Philip Light, emigrated from Georbenburg, a German hamlet on the Poland border, more than fifty years ago. His grandfather owned a farm on Staten Island.



Young Norbert attended Public School No. 2, on Henry street, for several years. As a lad he manifested an independent spirit. No sooner he reached his twelfth birthday then he decided to earn his own living, though his father was well able to provide for him. He left school and went to work. His first week's pay amounted to two and a half dollars—rather encouraging for a lad of his age. But young as he was, he was already stirred by a feeling of unrest and adventure. So before long, at the age of 14, we find him on his way South. Two years later we run across him in Tuscaloosa, Alabama, as the owner of a store. The provincialism of the South, however, and its limitations were too narrow for so exuberant a spirit as young Norbert's. A year later he sold his store, returned to New York city and entered the employ of B. Light & Co., a clothing house, in the capacity of a traveling salesman.

Mr. Light remained in his new position about two years, just long enough to learn the business. In 1896 he ventured into business for

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himself, practically empty handed. When he received his first order he had not enough capital on hand to buy goods to fill it. What was he to do? He was face to face with a critical situation. His career depended upon it. Action, quick action was necessary. After mature deliberation he betook himself to Fred Butterfield & Co., laid his proposition before Peter Worrell, the head of the firm, and asked that the firm extend him credit to the amount necessary to fill the order. Mr. Worrell did not hesitate very long. He knew the fibre young Light was made of. "I'm sure you'll make good," he said to him, and ordered the necessary material shipped. The friendship, so auspiciously begun between the two men, lasted, despite their disparity in ages—Mr. Worrell being a much older man—for twenty years, until the latter's death.

After being in business six months Mr. Light formed a co-partnership with Sol A. Schlessinger. When Mr. Schlessinger died, in 1913, Mr. Light became the sole owner of the firm. His place of business is located at 18-24 Washington place, occupying four floors, a total space of 50,000 square feet. He employs an office and selling force of 80 men and women, and over 3,500 people are indirectly employed by him making up the clothes his house sells.

The writer had not the good fortune of interviewing Mr. Light in person. He was out of town. The facts set down here were given by a young lady, his private secretary. The high regard, the admiration and faithfulness showed him by his employes in his absence is a great tribute to the man.

In 1897 Mr. Light married Essie Herswitz. They have one daughter, Ruth, 13 years of age, who is attending school.

Mr. Light takes an active interest in the Jewish communal and social work. He was elected delegate to the Federation. He is on the board of the Mount Sinai Hospital, a member of the Jewish Consumptive Relief, a member of the Portuguese Synagogue, Montefiore Home and practically every other charitable institution in the Greater City.

In his own trade, too, Mr. Light is quite active. He is director of the National Association of Clothiers, director New York Association of Clothiers, treasurer of the American Association, and devotes himself to the betterment of the conditions of the workers in the trade. When the European war broke out Mr. Light found himself marooned on the Continent. His presence there at the time was a boon to many stranded Americans. He helped a great many to return safely to their homes.

Mr. Light is a man of prepossessing personality. He is genial, affable and sociable. Success has by no means turned his head. He loves this world and the people that live in it, and tries his utmost to bring sunshine and joy into the lives of his fellow men who are less fortunate than he.



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ADOLF D. LINDEMANN.

In the Galician Jewish colony of New York Dr. Lindemann, of 153 Rivington street, is one of the most conspicuous figures. For years he has been the most popular druggist on Rivington street and also the most successful on the East Side. Despite his success he has not devoted his time to his profession exclusively. He is at the same time a communal worker. He is actively associated with many of the most important institutions on the East Side.

Dr. Lindemann was one of the first founders and the first controller of the "Federation of Galician and Bucovinian Jews in America" and of the first donors toward the building fund of the Star Moriah Hospital. He was organizer, builder and contributor toward the "Home for the Aged" on Tenth street, known as the "Sons and Daughters of Israel." At various times he was vice-president and treasurer of that institution and at present is its controller. He was the first first president of the Israel Orphan Asylum on Second street and also one of the donors. He is still vice-president of this institution. He is in fact a member of and liberal contributor towards any number of institutions and organizations. He is also chairman of the local School Board, District 5.



Adolf D. Lindemann was born at Tarnopol, Galicia, on the 22d day of December, 1868, as the son of Judah and Perla Lindemann. His brother Gabriel was renowned through Europe. He was a famous chemist in Germany and before his death willed his fortune to an institute of Vienna for the benefit of students studying chemistry.

In the year 1889 Adolf D. came to America. At home he was a university student and had planned to continue his studies in this country. But he came here poor and lonely, not having a friend or even an acquaintance, and he soon regretfully learned that it was not an easy matter to carry out one's plans. He painfully discovered that in life events do not happen as they ought or as one would wish they would. So during the first years we find him working at odds and ends, and finally in 1892 as a drug clerk. In 1896 he entered the Brooklyn College of Pharmacy and graduated in 1898. In 1901 he completed his post graduate work in the same college and received his degree of Doctor of Pharmacy.

Under the circumstances, considering the uphill work Dr. Lindemann had to do, many would feel satisfied, particularly after becoming a successful druggist. But his ambition was still not at rest. So in 1901, he entered medical school and graduated in 1905 with two prizes: The obstetrical prize and gold medal for general medicine. He has never pursued the practice of medicine, but gives a good deal of his time to dispensary work.

Dr. Lindemann takes a great pride in his nephew, Joseph S. Goldwag, who had worked for him and is at present adjunct professor in the Brooklyn College of Pharmacy.

Dr. Lindemann married Miss Sallie Neustadter in 1896. Mrs. Lindemann is very active in community work. She is the organizer

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of the Orphan Aid Society and of the auxiliary to the Home for the Aged on Tenth street. The Lindemanns have two children. Their oldest, Lillian, 19 years, is a graduate of the Adelphi College and now is a law student at N. Y. University, and Jossie, a boy, at High School.

HARRY LINSK

Mr. Harry Linsk, at one time employed at $3 per week, now owner of one of the largest children's dress manufacturing concerns in Philadelphia, a company operating a number of factories and employing over four hundred hands, is one of the best examples of what hard work and perseverance can accomplish. Nineteen years ago he wended his way to America with nothing more than a working capital of youth, vigor and imagination, all united in a desire to get ahead. But this capital he has manipulated well, for there are few men in this city who in so short a time have won for themselves a higher place in the commercial world.

Harry Linsk was born May 6, 1880, in Shumsk, Wolin, Russia. His father Joseph, and mother Rachael, were extremely orthodox. In fact, his father's great hope was to retire to Jerusalem and there spend his last days. His demise was almost miraculous, for when he arrived in the sacred city he felt that he had fulfilled a long deferred hope. Two days later he died and was buried there.

Harry was given private instruction both in Hebrew and the vernacular, but at the age of fourteen he was set to work in his father's dry-goods store. This apparently did not suit the lad for before he was seventeen years old he was already broaching the subject of America. In his eighteenth year he left his home and town, his steps directed toward London. He remained in London a short while and then came to America. His cousin, who was then in Philadelphia, gave him employment in his factory where Mr. Linsk learned the cutting trade at boys' suits. For three years he continued at this work, at times operating at the machine, bu eventually after having saved a capital of about $300 he started in business himself. He began to manufacture ladies' aprons but within a year gave that up and turned to the manufacture of children's dresses. For four or five years Mr. Linsk experienced a variety of difficulties, but he was never daunted. Troubles only brought out the finer qualities within him. He struggled against many odds but persisted and finally won out.

To the closer observer, the personal traits that spell success and development are easily discernible in him. His twinkling eye, agile bearing and affable manner show confidence and decision. Mr. Linsk is in every way a splendid example of the self-made man who has made his mark in the commercial word at a comparatively young age.

The best advice that Mr. Linsk felt he could give to young men who would succeed in business is "Keep at it. When at business devote most of your time and attention to business and above all when opportunity comes your way, don't be too slow, snatch it."

Mr. Linsk was married to Miss Kate Guckel, December 9, 1912, and he is the proud father of four children, Frieda, Abraham, Joseph and Lester.

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RABBI MOSES G. LIPPMAN

One of the most prominent citizens of Passaic, N. J., and its conceded leader in every civic movement is Rabbi Moses G. Lippman. He is the highest authority on all matters relating to Jewish organizations in his community and to him all charities appeal for funds, knowing that he is most likely to obtain for them the needed support of every class of the Jewish population of the city.

Of very orthodox parents, Nahum Hirsh and Chasie Lippman, Rabbi Moses G. Lippman was born in Letzkai Korna, Russia, in June, 1866. At the age of ten, he became the pupil of Rabbi Abraham Hurwitz, one of the greatest Talmudic scholars of his age, who prophesied for the boy a great future. As a matter of fact, the young Moses was an exceptionally gifted child and had the most remarkable memory, so that at the age of thirteen he knew almost the entire Hebrew ritual by heart. He now became a student in one of the largest Yashibahs, where he accomplished himself in the study of the Talmud, and at the age of twenty was already ordained a rabbi. In August, 1887, he married Annie Steinberg, of Bansk, Kurland, and then continued his studies under Rabbi Mordchai Eliasberg, of Bansk. The rabbi, a great scholar, treated him like a brother, and in due time made him his deputy.



Rabbi Lippman came to Passaic in 1894, three years after his arrival in the United States. Here he found at last his real place of activity. At the time of Rabbi Lippman's arrival, Passaic had a very small Jewish community, torn with dissensions into one hundred and one groups, without any concerted action, any racial pride or any desire to do real philanthropic or organizational work. The rabbi saw the largeness of his field and with his wonted energy he began to build and rebuild all that was missing in the Jewish life of the city and all that his great experience in handling Jewish affairs and his profound Jewish learning could suggest to him. In a comparatively brief time, Rabbi Lippman reformed the conditions of Passaic in a most remarkable manner: today Passaic is one of the most progressive Jewish communities, with modern social activities, with a great systematized Jewish institution, the Hebrew Institute of Passaic, which Rabbi Lippman founded, and all that makes up a progressive, modern, up-to-date Jewish Kehillah. It was also due to Rabbi Lippman's untiring efforts that hundreds of organizations sprang up in Passaic, doing all sorts of highly charitable work, and it is not surprising to see Rabbi Lippman taking an active interest in all their doings, helping wherever help is needed and giving all the benefit of his lucid counsel and advanced ideas.

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In 1883 the Prussian police decided that "the Russian subject, one Israel Lippmann," was unwelcome to the country, and ordered his expulsion.

ISRAEL LIPPMANN

Mr. Lippmann was twenty-nine years of age, having been born in the province of Kovno in 1857. He was the son of Abraham and Gitel Lippmann; his father was a prominent building contractor and sent his son to Germany to gain his education and be able to establish himself in life. In 1882 Mr. Lippmann was married in Kovno to Miss Esther Greenberg, and when the Prussian authorities ordered the expulsion of Mr. Lippmann, he came to America with his wife and both went to work immediately to make a living.

They bought three knitting machines and began to manufacture bathing suits at 44 Forsyth street, moving first to 124 Stanton street, then to 109 Allen street, and finally to 136 Allen street, where they remained in business for twenty years, after which Mr. Lippmann decided to go into real estate.

There was a hereditary trait in Mr. Lippmann's interest in real estate, for, as has been stated, his father was a building contractor. He executed a number of big contracts for lofts and apartment houses, and among the important undertakings was the old Postoffice at Attorney and Grand streets, the loft buildings at 54-60 Lafayette street, at the corner of Walker and White streets, etc., etc.

In 1912 his oldest son, George J., was started in business. He was first located at 247 Canal street, then 414 Broadway, on property owned by his father, and finally at his present place of business, at 10 Bleecker street. Mr. George J. Lippmann is a graduate of the City College and shows wonderful capacity for business, coupled with a wide and extensive general education.

Of the other Lippmann children, his oldest daughter, Lillie M., was married in 1914 to Mr. Harry M. Sameth. Mrs. Sameth is a graduate of the Normal College and is very musical. The two younger daughters, Ida and Daisy, are also well educated, Miss Ida being a graduate of the Normal College and at present in business, while Miss Daisy is still attending college.

Leading a happy family life, contributing to hundreds of charitable organizations, a Free and Accepted Mason and actively engaged in the promotion of the work of the Jacob Joseph School, Mr. Israel Lippmann is a happy man indeed. He is a member of the Mount Sinai Hospital and Dr. Adler Young Men's Association, and wherever his aid or services are called upon, he is big-hearted enough to contribute his time, efforts, experience, energy and financial aid.

As can be expected from his own case, Mr. Lippmann believes that a happy married life, where the wife is a real partner and aids in the building up of a future, is essential to success. This, coupled with honesty and sincerity, will assuredly lead a man to the goal of his ambition.



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LEOPOLD J. LIPPMANN

One often hears people discuss the accomplishments of the foreign-born in this country, and many overemphasize the opportunities that this land affords to them. However, these same opportunities are open to every American lad, and those who possess a little grit and courage have found that the possibilities for advancement are far greater for them than most people imagine. There are few young men in this city who began life with the many handicaps that Mr. Leopold J. Lippmann had in his early life, yet today he is one of the most successful commission merchants in the city, having made his way from poverty to fortune. But his path was not an easy one; many a man with less courage would have stumbled and fallen, but Mr. Lippmann was always ready to put his shoulder to the wheel and, whether times were favorable or not, he was hopeful, and that quality doubtlessly helped much to win success for him.

Leopold J. Lippmann was born October 12, 1867, in Brooklyn. His father, Friedman Lippmann, was honored in the community, as he was a reputable business man who was always ready and willing to help any worthy Jewish cause. Leopold Lippmann was a lad of independent spirit, and he began to help toward his support before he was eight years old. At that age he began selling newspapers after school and continued to do so until his graduation, when he took the examination for clerk in the postoffice. He passed highest on the list. For seven years he was connected with the Postoffice Department in Brooklyn, having worked his way to the position of Superintendent of Carriers, which position he held until his twenty-third year, when he resigned to enter the contracting and building business. Here he accumulated a little fortune, but the panic of 1893 left him practically penniless. But he was undaunted. He started all over again, but this time as a commission merchant of fruits and produce. Through sheer hard work Mr. Lippmann has built one of the largest concerns in this line in the city, his business last year having amounted to over a million and a half dollars.

Mr. Lippmann is one of the most prominent men in the Jewish community. There are few Jewish charitable and communal organizations to which he does not contribute in some form or another. Mr. Lippmann is chairman for the Federation in the Washington street district, member of the Committee of National Defense, and member of President Marks' Committee on Markets, and member of the Committee of Food Supply appointed by Mayor Mitchel. Mr. Lippmann is also a Master Mason, member of the B'nai Brith, Progress Club, Wool Club and others.

In January, 1907, Mr. Lippmann was married to Miss Rose Rosenstamm, who is descended from a very prominent family. Mrs. Lippmann takes an active interest in Jewish charity and is a leading spirit in many Jewish communal organizations.

Mr. Lippmann is a man of unusual intelligence, for he has learned his lessons in the school of experience. He does not believe that there is such a thing as luck. "Persistent effort and introspection will bring success to any ambitious young man," Mr. Lippmann said. He also believes that if the average young man would spend less time deploring his lack of opportunity, he would have more time for accomplishing his aims in life.

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CHARLES LIPSCHUTZ

There are many successful men whose success is the result either of lucky chance or of extraordinary business ability. Just exactly what part chance played in the life of Mr. Lipschutz it is difficult to say, but whatever extraordinary business ability he has shown he has manifested through his remarkable personality. People are naturally attracted to him; he gains their confidence and friendship. This is one of the secret sources of Mr. Lipschutz's success.

There are very few people in Philadelphia who do not know Mr. Lipschutz, and everyone has only words of admiration for him. He is respected by all and truly of him it can be said that he is a "lovable character."

Mr. Lipschutz was born the second day of Rosh Hashana in the year 1872, in Mohilev, Russia. His father, Abraham, is an orthodox Jew and is president of the congregation Anshe Libovitz, in Philadelphia.

Mr. Lipschutz immigrated to this country at the age of seventeen and as he had a fair command of the German, Polish and Russian languages, he received employment as clerk in the United Hebrew Charities. He later left with his father to a colony in New Jersey where they began farming. At the same time Mr. Lipschutz studied engineering. Conditions, however, did not prove satisfactory and Charles returned to Philadelphia, where he took a job in a foreign exchange office. He made the best of his position, remaining over sixteen years with the same firm until he began a similar business of his own in partnership with Mr. Wurtzel. The firm of Lipschutz & Wurtzel has earned for itself a worthy reputation and has gained the confidence of the entire city.

In January, 1915, they organized the People's Bank, which is today one of the most popular banks in Philadelphia.

Among the communal workers of the city, Mr. Lipschutz holds a prominent place. He is the organizer of many popular building and loan associations, president of the Brith Achim, an organization which has a membership of over eight thousand; president of the Witebsker Benevolent Association, and honorary president of the Jewish Consumptive Institute, of which institution he was president for more than ten years. Mr. Lipschutz is also treasurer of the Jewish Congress movement, and is connected with almost every worthy charitable institution in the city.

On the eleventh day of June, 1896, Mr. Lipschutz was married to Miss Anna Stombler. Mrs. Lipschutz, who holds a high place in Jewish society of Philadelphia, is also active in charitable work and is beloved by all.

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JACOB D. LIT

The name of Jacob D. Lit is one that is indelibly imprinted in the communal and financial life of Philadelphia. During the past 20 years Mr. Lit has been associated with every foremost Jewish philanthropic activity in Philadelphia and his aggressive personality, high ideals and ennobling standards have served to put new life and vitality into Jewish relief work of the city.

The career of Mr. Lit is unique in that, young man that he is, he has not only achieved unusual business success, but has gained a wide recognition in public affairs and social work. And it is most noteworthy that this man who is now the leading spirit in charitable and social work was himself reared midst humble surroundings. At thirteen he was thrown on his own resources. At that age, after he had completed his elementary school course, he felt that the world owed him a livelihood. He walked down Front street and offered his services for two dollars per week to any merchant who could use him. No one then recognized the business acumen that this lad later developed and young Jacob returned home disappointed perhaps, but not disheartened. The next morning on his way downtown still intent upon finding a place that might make use of his youthful energies, he passed Leary's bookstore where he noticed a basket of Webster's dictionaries. He saw his opportunity. He purchased a quantity of these at a reduced rate and sold them. His success was assured from the start. He did a flourishing business in Philadelphia and later traveled to other cities. Shortly after a book house asked him to undertake an auction tour and many a household still treasures one or more of the famous old "Red Line" editions of the poets, "knocked down" by the auctioneer who now sits in a spacious office whence he guides the activities of more than four thousand workers. In 1891 after he had accumulated a little capital, Mr. Lit invested together with his brother Samuel, in a little storeroom at 45 North Eighth street, where they had a modest stock of millinery, suits and cloaks. Their cash capital amounted to about a year's rental for the place. From these little beginnings the brothers succeeded in building up the wonderful department store that they now conduct. It was a combination of grit, pluck, common sense and hopefulness that helped them to rise to the very pinnacle of commercial accomplishment and the life story of Mr. Jacob D. Lit is a worthy example to other poor boys who hope to make their way in the business world.

From the review of Mr. Lit's business career, it would seem that the opportunities that afforded themselves to him were not unusual. All that he inherited from his parents was his good name. His rise therefore in the financial and social world is almost phenomenal. His success in the various fields he pursues is a personal triumph. It is his magnetic personality, his warm heart, his business acumen, his deep understanding of all sorts and conditions of men, his rare combination of many characteristics—that have helped him mount to the place he so deservedly occupies. Personally liberal, he has a deep sense of public and political morality and rigidly adheres to business rules. He is a man that has the courage of his convictions, unafraid to stand for what he considers to be right. He is, however, always willing to listen to reason and if convinced that the stand he has taken on any public question is not for the benefit of those concerned, he is willing to recede from his position. He is a thinker guided by reason and not by emotion.

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Despite his enormous business enterprises Mr. Lit devotes a good deal of his wealth and energy to charitable and benevolent institutions. In fact to many institutions he gives his individual attention. He is president and one of the founders of the Mt. Sinai Hospital, a prominent figure and contributor to the Federation of Jewish Charities, and chairman of the Jewish Relief Committee of Philadelphia. Under his direction nearly a quarter of a million dollars was collected for relief work. Mr. Lit is also a member of the Mercantile Club, Manufacturers' Club, and a contributor to practically every charitable institution in the city.

In the history of American Jewry the name of Jacob D. Lit must be written in bold type. He is the finest example of what the Jew has accomplished in this country within recent years. His race may well be proud of him, and if there were many more men like him in this world, "what a beautiful world this would be."

Among the members of the first American Jewish Congress elected by popular vote on June 10, 1917, appears the name of a well known citizen of Hoboken, Mr. Solomon Lubash.

SOLOMON LUBASH

Mr. Lubash was born in Tarnow, Galicia, on the 25th of December, 1875. He is the son of Mendel and Sarah Lubash. He came to America in 1888, accompanied by his mother and two sisters: and when he arrived in this country, he began to look for work, but after an unsuccessful attempt at passementerie, he went to England, to a brother of his who was domiciled there. Six months later he was in Hoboken again. It was America after all where the young man was determined to make good. Here he urged his brother to go into home furnishing; for some time he was engaged in that calling until he went to Greenpoint, where he started in business for himself. Not long after he went back to Hoboken where he embarked in his present business, under the firm name of Sol. Lubash, 108 Washington street, Hoboken, N. J.



Mr. Solomon Lubash is connected with nearly every important organization of Hoboken. He organized a Jewish Kehillah there and is its president. He is also the president of one of the largest congregations in the city, Star of Israel. This is a very progressive body, consisting of active members who have not long ago erected a magnificent building to house their congregation. A large share of the work and credit is due to Mr. Lubash's untiring efforts to have this important congregation acquire a building that would suit its purposes and give its members a convenient place to gather for religious and social purposes.

In addition to the Kehillah and the Congregation Star of Israel, Mr. Lubash is vice-president of the Hebrew Orphan Home. It is Jewish education that Mr. Lubash is particularly interested in, and he is modern and orthodox in his religious views.

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Mr. Lubash was appointed, in 1910, Health Commissioner of Hoboken, for a full term of four years. He is at present treasurer of the Hebrew Free Loan Association, member of the Moses Montefiore Congregation of the Hoboken Zionist Association, and a Free and Accepted Mason.

In organizing a Kehillah for Hoboken, Mr. Lubash had in mind solidifying and concentrating all Jewish charitable and communal activities. The Kehillah was to embrace all these activities and provde for a common ground where all types of Jewry and Judaism could meet.

Mr. Lubash is an executive member of the Hoboken Merchants' Association and a very active member of the Hoboken Board of Trade.

He gives as much as lies in his power for charitable purposes, making no exceptions in regard to creed, color or race.

Mr. Lubash was elected to the Jewish Congress to represent the city of Hoboken and northern Hudson county. We may well expect that his work there will be fruitful in every respect.

Mr. Lubash was married, on June 4, 1899, to Miss Ada Lakinsky, who is of English ancestry. There are three children of this marriage, Elsie, Milton and Myron.

Honesty, loyalty and industry are the three qualities Mr. Lubash invariably practices and preaches to the young.

The Lubetkin family is of great importance in New York Jewry. In this work, the mission of which is to point out important Jewish personalities in America, this family should be written up in extenso, but the writer, so far, has had occasion only to interview

PHILIP LUBETKIN.

Mr. Philip Lubetkin, of the firm of Lubetkin Bros., flour jobbers and bakers' supplies, of No. 10 Front street. The firm from which his father, Mr. Max Lubetkin, retired in 1900, now consists of Messrs. Philip and Abraham Lubetkin.

Philip presents a very striking example of what the Lubetkin family is. Outside of the fact that he is a physical giant and a veritable Apollo, he is, in addition, very intelligent and polite and pleasant in conversation. Mr. Philip Lubetkin was born September 16, 1876, at No. 79 Bayard street, New York. He went through Norfolk street public school, the Packard Business College, and then entered his father's business. His father, who at home, in Kovno, Russia, was the son of a miller, entered the flour business in this city and was the first matzoth baker in New York who introduced machine-made, kosher matzoth. Later the father retired from the business and his two sons, who are two of eight brothers and five sisters, have taken over the establishment.

Mr. Philip Lubetkin contributes to every good Jewish enterprise. He is a member of the Federation of Jewish Charities. He is orthodox and maintains a strictly Jewish home and is a prominent member and former vice-president of the Congregation Brothers of Israel, in Mount Vernon, where he lives. He is also an Elk and the treasurer of his Masonic lodge. On January 24, 1900, he married Miss Estelle Waters, daughter of Mr. Henry Waters, and they have a son and daughter.

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Even at the present day when attempts at radical reform in every phase of social life are so manifest, the Jewish population in the old countries of Eastern Europen still retains, with traditionary attachment, the Rosh Ha Kohol. The Rosh Ha Kohol is characterized by every trait which tends to popularity and admiration. He usually comes of an esteemed family, is wealthy, and is well versed in the details and intricacies of Jewish law. But what distinguishes him more perhaps than these qualities, is his wise, benevolent and well-developed interest in Jewish communal affairs. He bears practically the entire responsibility of the Jewish community on his shoulders. And the success of the Jewish communal institutions as the Shule the Talmud Torah, the Bath, and the Beth Ha Midrash are proportionate to the wise management and executive ability of the Rosh Ha Kohol. The Rosh Ha Kohol invariably has the best interests of the community at heart, though very often in his capacity of benevolent despot, has very little respect for democracy.

JUDAH LEON MAGNES



For a long time, we, in the United States, had no Jewish community, that is, no organized Jewish life. We could boast of no social life that was intrinsically Jewish, and the million and one-half of Jews in America persisted in their refusal to realize that they were not so many individuals, but that even if involuntarily they perforce formed a community. As is customary in history, a common foe succeeded in uniting the apathetic forces of Judaism in this country. For in 1909, General Bingham, the well known police commissioner of New York City uttered a statement charging the Jews with producing three-fourths of the criminals of New York City. A bitter storm of indignation burst forth. Prominent Jews of New York met in Clinton Hall and then and there, while injured feeling ran high, agreed upon decisive action. A communal Jewish committee was forthwith appointed to take care of all Jewish interests in New York. This organization of the Jewish community was put into the hands of a young man who has since ably experimented with many forms of organization, Dr. Judah L. Magnes—the first Rosh Ha Kohol in America.

Judah Leon Magnes was born at San Francisco, on July 5, 1877. He received the degree of A. B. from the University of Cincinnati, 1898, and of Rabbi from the Hebrew Union College, 1900. He then attended the University of Berlin and Heidelberg, receiving the degree of Ph.D. from the latter in 1902. Very soon after that, he returned to America, accepting the post of instructor and librarian of the Hebrew Union College, at Cincinnati, Ohio, where he remained from 1903-1904.

In 1906, Dr. Magnes was appointed rabbi of Temple Emanu-El of New York, one of the wealthiest and most influential reform temples in America. Here, in this vertiable fortress of reform, Dr. Magnes had the courage and the daring to preach Zionism. Nor was his active and powerful nature content with mere preaching and with the fact that he was the first among reform rabbis to commit

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this great heresy. He took a most energetic part in the Zionist movement, especially in the organization of congresses. In 1905, he was elected secretary of the American Federation of Zionists and employed his efficient energy and powerful eloquence to the utmost for the cause. His remarkable eloquence and magnetic personality were great factors in making Zionism a force in American Israel. Naturally, the temper of the Congregation of Temple Emanu-El could not withstand Dr. Magnes' utterances very long, and requested him Magnes resigned in 1910, and took the pulpit of Congregation B'nai Jeshurun, where he strove to direct the congregation to modern and nationalistic tendencies. But Dr. Magnes failed in this undertaking and had to give up.

In 1916, Dr. Magnes went to Europe as delegate for the Joint Distribution Committee and traveled extensively through the war zone. His stirring addresses, occasioned by the terrible disasters and woeful sufferences which he had witnessed among the down trodden Jews of Europe, lead to the organization of the $10,000,000 campaign.

CHARLES MAISEL

There is a general opinion abroad that education and business are incompatible. A man with a high education will find more difficulty in securing a position in the commercial field than his less sophisticated fellow man. Brawn and not brain is held up as the quintessence of efficiency. Nothing, however, is so wide of the mark as this contention, and Mr. Charles Maisel is a living example of what an educated man can do in a line as far removed from letters and science as Venus is from Earth.

Charles Maisel, the son of Judah and Sarah Maisel, was born in Vilna on the second day of Chanuka, 1877. His parents were very pious, and young Maisel received a very rigorous Hebraic training. At the age of ten they sent him to the Yeshivah where he remained for five years trying to solve the intricacies of the Talmud. His father secretly hoped that some day his son might become a "Rav."

In 1893 the Maisel family immigrated to America, and forthwith young Maisel was confronted with the problem of making a living. To be sure, he was a scholar; he knew Talmud; he knew Hebrew; but he quickly found that his stored up knowledge could not be bartered for bread and butter—for even bread without butter. What was he to do? For the whole fifteen years of his life he studied and read and dreamed, and now came the prosaic question of how to provide for himself?

Work! This was the answer to his question. And although he was never before in his life called upon to do any manual labor, our young Talmudist laid aside his Gemorah and went to work in a cloak factory. From the sublime to the ridiculous. But he grumbled not. He adapted himself to his new mode of life and tried to take advantage of every opportunity offered him. After a while he left the cloak factory and took up the cutting trade. No sooner he learned the trade than he returned to his former position. Here he remained for a number of years. By paying strict attention to his duties, looking out for his employer's interests as if they were his own, his promotion was rapid. When he left his position to go into business for himself he had been advanced to manager.

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"No," observed Mr. Maisel during the course of the interview. "No, sir; the Talmudical education I had acquired did not hinder me in any way. On the contrary, it stood me in good stead; it clarified my thoughts, helped me to reach my goal by a straight line rather than by a zig-zag, and I assure you before I take my son into business I will see to it that he gets even a better education than I've received."

In 1901 Mr. Maisel started in the cloak business with a partner with whom he remained eleven years. The first years were long and trying, but Mr. Maisel kept steadily on his course. In 1912 the partnership was dissolved and Mr. Maisel inaugurated the concern of Chas. Maisel & Co., now located at 134 West Thirty-seventh street and occupying two spacious floors in that building. The Talmudist, the Hebrew scholar, the dreamer, became a successful business man, indeed a most successful business man.

The wife of Mr. Maisel, nee Annie Rappaport, was born in Minsk. They were married in 1899. Five children have been born to them, three sons and two daughters. Fred, the oldest, who is seventeen, is at high school: Rose, fifteen, and Freda, thirteen, are also at high school: Milton and Bernard are at public school. The children are being reared in an atmosphere of a Jewish home. Judaism in all its details is being observed in the Maisel home. Fred is a student of Jewish history and Mr. Maisel believes that if the younger generation of American Jews are properly reared they will make at least as good, if not better, Jews, than those who have come here from other lands.

Mr. Maisel is a liberal donor to many charities. He is a member of the Hebrew Free Loan Association, Tremont and Uptown Talmud Torahs, Jewish Maternity Hospital, Beth Hamedrash Hagodol of the Bronx and various other organizations and institutions.

A very unpretentious and a very unassuming man is Mr. Maisel. Success has not metamorphosed the man. He is today what he was twenty years ago, only older in years and richer in experience.

JACOB MAKOFF

Among the Jews of Cleveland who had the good fortune to climb high on the ladder of success is the name of Jacob Makoff, the well known baker. Mr. Makoff is the most successful man in his line, and a good many people are dependent on him for their sustenance. He is popular, chiefly because he is a good natured man, with a big heart. He is one of those who owe success solely to themselves, who claims nothing of the world and is satisfied with conditions as they are, even if it took time and effort to reach the goal. Mr. Makoff was born on March 12, 1866, on an estate kept by his father near Kobrin, Grodno government, Russia. His father, Simcha, was a well-to-do citizen, and his mother, Bashe Rachel, was the daughter of a rabbi.

That Mr. Makoff's parents gave their children a good education is to be seen from the fact that his brother, Chaim Sundel, was a great Jewish scholar, known as the Kremenitzer Maggid. Another of his brothers is a well known Shochet in London. Jacob Makoff took to business instead of study, and he was blessed with singular success in the work. At any rate, his success was more practical than the success of learning.

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When Mr. Makoff came to America, in 1888, he went to work in a bakery, simply because that was the only opportunity for him to make a living. Within five months after arrival in this country he went into business for himself. Always a hard worker, he stuck to his task, never giving his work over to others, but giving the best of his time and ability to the work—which, in the end, made him the most successful baker in the country. He is also interested in real estate.

Mr. Makoff is as simple today as he was at the time he was poor. A kind heart always shows its greatness, and he is a member of nearly every charitable organization in Cleveland.

In September, 1889, Mr. Makoff married Miss Shifra Minne Katz. They have four children—Lena, married to Mr. Bialotzky; Bertha, Morris and Rose. They all received a thoroughly Jewish education.

MAX MANDEL

One need not be in the lace business, in fact one need not be in business at all, to be familiar with the life story of Max Mandel, whose career is the foundation for many legends among the Jews of New York. All know him. Every one discusses him and many are the stories current about his financial greatness and the manner in which he worked his way up.

Indeed it is no wonder. According to the commercial agencies he is one of the wealthiest Jewish immigrants in New York and when you glean that Mr. Mandel came to America in 1892 and has been in the country but twenty-four years, you wonder still more at his success and conclude that it is not due to mere chance, but that Mr. Mandel is undoubtedly a born genius otherwise he could not have pushed his way through the world and reached such heights as he did.

The writer called to interview Mr. Mandel on an ordinary business day, when it is rather a difficult matter to interest a business man in anything but business, and the writer was agreeably surprised at the democratic surroundings in Mr. Mandel's office. No buffer asks you what is your name and the nature of your business. You just state that you want to see Mr. Mandel and immediately you are shown into his office and he listens very attentively to what you have to say.

Mr. Mandel is a comparatively young man, first having seen the light of day forty-five years ago in Berditchew, Province of Kiev, Russia. He tells this with a certain pride and when the interviewer asked if he had anything especial to point out respecting his ancestry Mr. Mandel gave a friendly smile and said, "Nothing more excepting the fact that my father was a great *Kabzan* and a real honest man."

Mr. Mandel came to America in 1892, worked in a shop and soon had learned three different trades, but did not know in which to perfect himself, or as he sententiously expressed it, "I did not have the fortune to remain a working man."

Mr. Mandel stated that after he had worked for some time and accumulated $30 he went in business for himself, conducting a stand at No. 42 Hester street, where he attempted to sell laces. Business did not prosper and in a short time he had but $8 left out of his $30. He was afraid further to risk his capital and so decided to go back to work. He went to his former employer and asked for his job. The boss asked how much money he had. When he replied, "eight dollars," the boss said, "If you still have $8 you will not return to your work. Go back

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to business, lose the $8, and then come back for your job." "I took his advice," Mr. Mandel remarked with a smile. "I went back to business with the $8, but up to the present time I have not returned to ask for my job."

Today Mr. Mandel conducts one of the largest lace houses in America. He recently removed from Broadway to the present building at No. 37 West Nineteenth street.

Mr. Mandel is a very sympathetic man, and commands the respect of all with whom he comes in contact. He is affiliated with nearly all the local Jewish institutions and is a director of the Hebrew Free Loan Association, the Orphan Asylum and the Yeshibah Rabbi Jacob Joseph. He is also one of the moving spirits in the new Jewish Centre now being erected on West Eighty-sixth street.

Regarding the question as to what qualification was most necessary for a young man to succeed in life he replied "Ambition. This one word is the lever which will raise every man to the highest stage of life."

Mr. Mandel some years ago married Miss Rebecca Davis, daughter of one of the most prominent residents of Brownsville.

KAUFMAN MANDELL.

It is just a little over three score years Kaufman Mandell, a lad of 14, reached the shores of America. He brought neither fame nor fortune. His only asset was the good name handed down to him by his forefathers. During his long career, so replete with incident and adventure, he has not only managed to keep the name untarnished, but has added lustre to it. A detailed account of his life would fill a handsome volume. Unfortunately, the scope of this work limits the accounts to the main happenings only.



As has already been indicated, Young Mandell came to America in 1854, with his pockets literally turned inside out. His first job was with a pork packing house on Worth street, at a wage of $4 a week. He remained at this four years. Having saved a few dollars in the interim, he organized a combination, seventeen in number, for selling goods. In 1858 he started out with the company he had organized for Africa and landed at Morocco. There he chartered a trading schooner, loaded it with merchandise and sailed down the west coast to a point within 300 miles of the Cape. In 1861, when the War of the Rebellion broke out, he returned to America and enlisted as a private in Captain S. Tyler Reed's Rifle Rangers of the Union Army. Apart from the numerous skirmishes he went through, he fought at the battle of New Orleans and participated in the capture of Fort Hudson. Singularly enough, he came out unscathed through all. During his active services he was promoted, first to sergeant, then to captain and finally to major.

In 1865, after the surrender of Lee at Appomatox, Major Mandell was mustered out of service and he went to New Orleans. There he

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met Caroline Schwartz, a native of Woodville, Miss., whom he married in the latter part of 1865. With his wife he returned to her native town in 1866 and started out in the dry goods business.

Naturally, the inhabitants of Woodville had little admiration for a Yankee, a sobriquet applied to a Federal soldier, and Mr. Mandell's first years there were rather stormy. Moreover, the fact that he was a Jew made matters slightly worse. The Jewish population of the town, numbering about 13 families, were not held in high esteem by their Christian neighbors. There was the impression abroad that the Jews could be easily imposed upon, that they were no fighters, without backbone. Mr. Mandell's attitude, however, quickly changed the impression. After a few altercations his antagonists realized that he was a Jew not to be trifled with. On one occasion he was challenged to a duel by an influential citizen. Major Mandell readily accepted the challange, chose his seconds and made all preparations for the encounter. When he was asked what weapons he would prefer, he answered, "Anything from a revolver to a twelve-pounder." A number of prominent citizens, however, soon interfered and tried to call the duel off. Mr. Mandell was at first obdurate. He had been insulted and he wanted to have it out. Finally, after a good deal of pressure brought to bear upon him by numerous emissaries of his opponent, and a promise that a public apology would be made by the challenger, Mr. Mandell reluctantly yielded to their request. Before long Major Mandell commanded the respect of every member of the community, and the very men who tried to make trouble for him have remained his life-long friends. He was honored with the nomination for the State Legislature, and when he left Woodville, six years later, the town was practically in mourning for him.

In 1872 he came to New York as a resident buyer for forty-seven Southern business houses. He has since remained in business here.

Although Mr. Mandell is already in his seventy-sixth year, he is still vigorous. He carries himself like a soldier. He is a grand old man of the G. A. R. He is genial, affable, kind and optimistic.

Before he reached his seventieth birthday, Mr. Mandell took an active interest in Jewish community work. He was a director of the Montefiore Home, Beth Israel Hospital, Hebrew Immigration Society, and the Y. M. H. A.

It is noteworthy that Mr. Mandell has during his long and variegated career remained a good Jew. His Judaism has never in any way hindered him from making his way in the world. During his four and one-half years in the army the question came up but once, and even then he had on his side the support of the commanding officer.



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SOLOMON J. MANNE

This is an age of social uplift. Almost every man of means aids his less fortunate fellow being, although not all who contribute do so with the same motive. Some give because they are practically compelled to give, others because they desire to emulate their friends, and still others because they seek honors and position. But in addition to these there are the true charity givers, who contribute quietly and inwardly reap the joy that comes to the one who helps. They seek neither praise nor honor, but find the reward in their own hearts and souls. But recognition and thankfulness will come to these men unsought, and the life story of Mr. Solomon J. Manne, president of the Krakauer Charity and Aid Society, proves the truth of this statement. For many years he lived in the Borough Park section, and in his unassuming, modest way he has done more than many of his more forward associates. Yet when he removed from this section he left a host of friends and admirers. No better testimony of the respect they bear for him could be offered than the invitation given to him to lay the cornerstone of the Y. M. H. A. Building when that structure was begun. All who know him honor him, for he is a man of refinement and intelligence, whose greatest joy in life is to help the needy and careworn.



Solomon J. Manne was born September 4, 1868, in Krakow, Austria. He is the son of Isser and Chaya Manne. His father was a wealthy merchant, religious and a lover of the Talmud. His reputation in the town was of the highest, and he had the full confidence of every Jewish family in the vicinity. Solomon J. Manne attended public school and received a Hebrew education. At the age of sixteen he decided to leave his native town and seek his own fortune, and in spite of the protestations of his father, he left for London. He remained there a year and a half and then wended his way to America. For two years he worked in the fur trade and then started in business with a partner. In a short while they made a little fortune, but after two years dissolved partnership. Mr. Manne resumed business himself, but ill health forced him to leave New York. In 1895 he returned, his health much improved, and he has been making steady progress since. In the trade Mr. Manne is recognized as a man of sterling qualities, whose spoken word is as good as his written promise.

By nature Mr. Manne is a home-loving man, who devotes much of his time after business to his wife and family, and, perhaps, that explains the fact that he has not taken a more active part in charitable work. Although he contributes to almost every worthy institution in the city, there is only one organization he is actively connected with, namely, the United Krakauer Charity and Aid Society. During the few years that Mr. Manne has held office as president of this organization more has been accomplished than during the twenty years since the inception of the organization. Through the personal solicitations of Mr. Manne a large fund was collected for the benefit of the war sufferers of Krakow. Mr. Manne also presented the society with a burial ground in Mount Hebron Cemetery. The ground is named after his father and is known as the Isser Manne Burial Ground

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of the United Krakauer Charity and Aid Society. Mr. Manne is also a member of True Craftsman's Lodge, No. 651, F. & A. M.

Twenty-two years ago Mr. Manne was married to Miss Bertha Zinner, and they are the parents of five children, Isidore, Helen, Julius, Rose and Jack.

The keynote of a man's success in business is honesty, Mr. Manne believes. "Let your word be law, never try to misrepresent and your path to success will become an easier one. Be liberal, for the man who is liberal with others will be dealt with liberally himself," Mr. Manne added.

JACOB MANOWITZ

To the man who is alert and watchful and does not let the opportunity slip by, New York affords many ways and means for success. Mr. Jacob Manowitz, manufacturer of jute and linen coat fronts at 123 Bleecker street, came to this country seventeen years ago without money or friends. For a few months he sold dry goods from house to house. Later he sold trimmings to the clothing trade. By chance one of his customers, knowing that Mr. Manowitz had the material, asked him to make up a special order for one hundred coat fronts. Although Mr. Manowitz had had no previous experience in this work, he hired a machine and, after three weeks, completed the work that would now take five or six hours. However, Mr. Manowitz realized that there were possibilities in this industry. He stopped selling trimmings and began the manufacture of coat fronts. He was the first man to produce on a large scale and, after thirteen years of growth, Mr. Manowitz is practically the leader of this specialty, having branch factories in Boston and Chicago.

Mr. Jacob Manowitz was born in Rodja, Russian-Poland, thirty-nine years ago. He is the son of Benjamin and Bella Monk, who owned and operated a flour mill in his native town. It was after his arrival that Mr. Manowitz adopted his present name. Until his eighteenth year Mr. Manowitz was a Yeshibah Bochur, but the lure of this country was too great for him and at the age of twenty-two he decided to come here and make his fortune. He did. About five years ago Mr. Manowitz visited his native town to see his parents who were then still living. Pressure was brought to bear to make him settle there and, although he was inclined to consider the idea at first, he soon found that his old ways of life had changed. Five weeks was the longest he could stay, and at the expiration of this time he came back to New York. Mr. Manowitz feels that no man who has lived in New York for any length of time could ever adapt himself to the life of a European country town.

Mr. Manowitz has for many years been interested in Jewish affairs and has given his financial aid to many Jewish philanthropic causes. He is a member of the Anshe Krasheushitz congregation and is a member of Goelet Lodge F. and A. M.

Mr. Manowitz is a good-natured man of retiring disposition and takes no credit for his success. He feels that this is a country where a dollar can be made very easily if only a little effort is applied.

Mr. Manowitz married Miss Sarah Cherivin and they are the parents of three boys, Abe, who is in business for himself; Meyer, in

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business with his father, and Sol, who attends school.

"Go out and sell," is Mr. Manowitz's advice to young men. "Save 40 per cent. of your salary and go into business the first opportunity you have. Stick and you'll make good. Avoid getting a job."

Not only is Mr. Abraham Marcus the best known figure in New Brunswick, N. J., but he is a man of national importance as a member of the American Jewish Committee.

ABRAHAM MARCUS

Born September 30, 1883, in the city of Dorpat, Russia, famous for its old university, he is the son of the late Samuel and Mrs. Sarah Marcus, with whom he came to this country in 1896. He first went to work in a shirt factory at Freehold, N. J., where he toiled for four years, until he saved up enough to go into the junk business at Perth Amboy. He remained at that place seven years, finally going to New Brunswick, where he became associated as a co-partner in the New Brunswick Iron and Metal Company, with which he is still associated and which employs about forty people. In 1910 he formed a corporation under the name of the Somerset Rubber Reclaiming Company, with works in Millstone, N. J., and he became its secretary and general manager.



The Somerset Rubber Reclaiming Company is the most progressive concern of its kind in the United States, and has on its pay roll a force of over a hundred people. There was scarcely any trouble with labor in the factory, and all seem to be extremely contented with their lot, since they find in their general manager a man who is wont to understand their position, wishes, and desires and sees things very much from their own point of view.

It is this absolutely human element in Mr. Marcus that makes him so very dear to all with whom he comes into contact. His heart is not known to have ever given out and the many untold and unspoken-of deeds of charity performed by him, of which nobody knows and which no one suspects, are a peculiarly touching testimonial to his exceptional kindness.

But this is not all. There is hardly an organization or institution of a charitable or semi-charitable character that does not count him among its most ardent and conspicuous patrons. He founded the Hebrew school in New Brunswick, and pays its expenses of $2,000 annually entirely out of his own pocket; he was organizer and first president of the New Brunswick Lodge, I. O. B. A.; he is the chairman of the Religious Committee of the New Brunswick Y. M. H. A.; a former president of the Sons and Daughters of Zion; a former vice-president of the Congregation Ahavas Achim; trustee of Congregation Anshe Emes; national director of the Rabbinical College of New York; former vice-chancellor of the Knights of Pythias; a life member of the American Red Cross Society, and a member of every important Jewish and non-sectarian organization in the country.

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The Young Men's Hebrew Association, which owes so much to the work of Mr. Marcus, was particularly active in the election campaign for the Jewish Congress, but all the other organizations which were the recipients of his untold acts of kindness joined it in its demand for the entrusting to Mr. Marcus' care the interests of our unfortunate brethren, victims of the war. Mr. Marcus was pre-eminently identified with the war relief movement, and his mite was always cheerfully and ungrudgingly given whenever called upon to do so.

Mrs. Marcus, who was Miss Lena Wolfson, is the daughter of a prominent rabbi of lower Massachusetts, and she aids and assists her husband in all matters relating to Jewry and Judaism.

Mr. Marcus is a member of the American Jewish Committee and the United States Chamber of Commerce. He believes that a good education, a Jewish training combined with thoroughgoing Americanism, and an application to work that is congenial are the essentials of any man's success.

NATHAN MARCUS.

The foremost figure among the lower East Side clothing merchants is Nathan Marcus, president of the East Side Retail Clothing Manufacturers' Association. Nathan Marcus was born in Tels, Russia, December 25, 1863, and was the son of Isaac Joseph Marcus, who was a respected Talmudist and teacher. In 1868 the family moved to Memel, and it was in this town that Mr. Marcus received his elementary school education. In 1880 the family immigrated to America, and during the first few years after his arrival, Mr. Marcus peddled. He started his retail clothing business in 1884 at 136 Division street. From there the store was moved to 74 Canal street, then to 95 Canal street, and finally to the present place at Canal and Chrystie streets, where Mr. Marcus has twice rebuilt his property.

Mr. Marcus contributes to almost every charitable institution in the city. Since 1891 he has at various times held offices of director, treasurer and vice-president of the Beth Israel Hospital. He is also a well-known contributor to the Montefiore Home and the Mt. Sinai Hospital.

On April 4, 1886, Mr. Marcus married Miss Carolyn Solomon, who, since her marriage, has been connected with many charitable organizations. Some time ago she was president of the Ladies' Auxiliary of the Beth Israel Hospital.

Mr. Marcus attributes his success to hard work and application. "My advice to the young is," he said, "don't watch the clock, but work for others as you would for yourself, for conscientiousness is always appreciated and rewarded."



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HYMAN S. MARGOLIES

Attitude toward life varies with temperament. Some live to gain wealth, some live for self-development, and yet others spend much of their energies for improving the condition of the poor. Mr. Hyman S. Margolies, owner of the Progress Skirt Company, has lived his life for his children. His entire life seems to have been spent for their improvement and welfare, and there are very few Jews in Philadelphia who can truly say that they have given so much time and thought to their families as Mr. Margolies has. By nature Mr. Margolies is of a quiet, retiring disposition, but he has from early youth imbibed a refinement of character which he has carried throughout life, and this trait he has succeeded in implanting in his children. In his immediate circle and among his business associates Mr. Margolies is recognized as a man of sterling qualities and it was a pleasure for the interviewer to be with him.

Hyman S. Margolies, son of Mordecai and Sema Margolies, was born October 9, 1869, in Sawel, Kovna, Russia. His mother is descended from the Chaimson family, which for years back has been noted for many Talmudists and famous Hebrew scholars. Mr. Hyman S. Margolies was given a thorough Hebrew training and himself attained recognition as a Hebrew scholar. He probably would have continued with his studies, but his uncle, who was in this country, persuaded him to come to America. In his seventeenth year, with just sufficient funds to bring him to these shores, young Hyman started out on his long journey. Upon his arrival he found employment in a country store, but as he could see no prospects before him, he learned a trade. For five years he worked in a cigar factory and then started in business in partnership with a friend. Although Mr. Margolies knew little of the skirt industry, he soon learned, and it was in this pursuit that he has made his financial success. About five years ago Mr. Margolies began to manufacture alone under the firm name of the Progress Skirt Company, and he has made a success.

Some years ago Mr. Margolies was one of the most ardent workers in Jewish communial organizations. He was one of the founders of the Mt. Sinai Hospital and was a member of the board of directors. He is still a member of the Hebrew Literature Society, Hebrew Orphan Home, and Congregation Adath Jeshurun. He is also a member of the Athelstan Lodge, F. and A. M.

On October 10, 1890, Mr. Margolies was married to Miss Anna Weinstock, and they are the proud parents of five accomplished children. Their daughter, Tinia, is married to Mr. Morris Malarsky, who is an artist of note; their daughter, Mollie, is a pianiste and has studied music abroad as well as in this country. Isidore is in business with his father, and Alexander is a medical student at the University of Pennsylvania, where he received his B. A. degree two years ago. The youngest daughter, Adeline, has just completed her high school course, where she was graduated with honors, having won a scholarship offered by that institution.



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The prevalent type of a successful American rabbi is either American or Americanized. The rabbis, who hold important positions in American Jewry and wield tremendous influence in the shaping of American Israel, are as a rule either people born in this country, but who have acquired Jewish knowledge in addition to a thorough secular education, or immigrant Jews who have brought their Jewish knowledge with them from eastern Europe, and who have managed in a few years to acquire Occidental culture in American colleges and universities. The type of Russian rabbi, the type which is given to Jewish learning so entirely that it has no opportunity, time or inclination for acquisition of secular education, is not very prosperous in this country. Usually the rabbis of this type find it very difficult to make their living in this country, and when they do obtain positions as regular rabbis, their influence, always limited to a small section of immigrant Jews, is very slight indeed. Only in cases of real genius is it possible for a rabbi of east European type to become really prominent and influential, for nothing short of that will suffice to make him a great force in an American environment. Such a genius is Rabbi Moses Zebulum Margolies, known as Remaz.

MOSES ZEBULUM MARGOLIES



Rabbi Margolies was born in Russia in 1842 to a famous family that could boast of many generations of rabbis and scholars. Very early in his youth the young Margolies proved that he was destined for the career of a rabbi. His parents gave him the best education in Talmud obtainable in their native city, but very soon his capacity for study exceeded the teaching ability of the instructors of his native town. So young Margolies had to go to the city of Kroz, in Russia, where he studied with his uncle, the famous Rabbi David of Kroz. At a very early age he became assistant to Rabbi Simcha of Kroz, a distinction which was rare even at academies in Russia where Talmudic talent abounds.

By the time Margolies was twenty-five years of age, his fame had spread so widely that even before he had been regularly ordained, he received offers of rabbinical positions from numerous communities. A year later he received S'micha, or ordination from Rabbi Yomtov Lippman Halpern of Bialystok. Though Rabbi Margolies had determined to devote himself exclusively to study, the call from the congregations was so insistent that he could not resist any longer, and took the position of Rabbi of Slobodka, government of Suvalk. For twelve years he was the honored and revered rabbi of that large Jewish community. His decisions in matters of law were sought by rabbis from all parts of the vast Russian empire. Even the Russian authorities, in spite of their contempt for Jews, were compelled to recognize the superior abilities of the great rabbi. He tried to use his influence with them to ameliorate Jewish conditions in Russia, which task proved so futile and hopeless, that broken hearted Rabbi Margulies had to admit there was very little chance to do any real constructive work in Russia under the old regime.

When in 1891 the Boston Congregation Adath Israel, attracted by his fame, called him to Boston to become its rabbi, Rabbi Margolies, after some deliberation, heeded the call. For fourteen years he served as rabbi of this American Jewish Congregation to the best of his ability,

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but instead of adapting himself to the American environment, he was inflexible in his efforts to adapt the American-Jewish environment to himself, with but varying success. But in time, Boston proved too small for a man of Rabbi Margolies' zeal and hunger for activity, and he accepted the call of the Kehilath Jeshurun Congregation, of New York City, one of the richest and most influential orthodox congregations in the country. Here he found a very fertile field for his activity, and proceeded to take a leading interest in all movements of orthodox Jewry. For example, it was chiefly due to his endeavor that the Agudath Ha-Rabonim, an important organization of orthodox rabbis, was called into being.

Rabbi Margolies was very active in attempts made to regulate Kashruth in New York City. He is also very much interested in Jewish education, and is serving with distinction on boards of education of the most important Talmud Torahs of the city of New York.

In New York City, Rabbi Margolies ranks as one of the most respected and one of the most influential orthodox rabbis that have ever come to these shores from Russia.

THE LATE RABBI SAM'L MARGOLIES

Rabbi Samuel Margolies is at rest in Mount Carmel cemetery, New York, in the lot of the Margolies family. On Sunday evening, July 1, 1917, the rabbi and Mrs. Margolies met with a terrible automobile accident near Parry, O., east of Geneva. He died of his injuries a few days later. His funeral was the largest by far in the Jewish history of Cleveland. The simple coffin was guarded by members of the Zion Council. On Sunday morning at nine the doors of the Talmud Torah were opened and thousands of men, women and children passed in procession and viewed the remains of their late leader, the man they loved. After two o'clock, when the synagogue contained as many people as was possible to crowd into it, the coffin was carried into the house of worship and Rabbi Margolies, the dead rabbi's father, was the first to speak.

A Margolies Memorial in the form of a Hebrew school is being fostered by his hundreds of admirers, and a $100,000 building is hoped for.

A monster mass meeting was held in the Hippodrome Theatre a few weeks ago in honor of the late leader, at which leading Jews spoke of his great work.

Samuel Margolies was born in 1887, in Slabodka, Russia. At the age of four he came to this country with his parents, and after leaving school, he returned to Russia, where he attended a theological seminary. Returning to America, he entered Harvard College, graduating in 1902. In 1903 he accepted a call to Beth Jacob, Brooklyn, N. Y. In 1904 he was called to Anshe Emeth, Cleveland, O., where he remained 12 years. He resigned to enter a business career, and at the time of his death was general manager of the *Jewish World*, the Yiddish daily. Rabbi Margolies was an ardent Zionist president of the Ohio Zionists. He worked night and day for the Talmud Torah. He is survived by his wife and two sons, Asher, eleven, and Daniel, seven.

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LOUIS N. MARGOLIN

The shortest phrase which would sum up Mr. Louis N. Margolin, of the firm of Mirken & Margolin, manufacturers of ladies' hats, at No. 636 Broadway, is "a young man of superfine character and attainments." This phrase was in the mind of the writer pending his interview with Mr. Margolin, for, in appearance and intelligence, and in character, Mr. Margolin manifested the finest type of man.

Mr. Margolin was born in Moscow in August, 1878. His father, who at present resides in Borough Park, Brooklyn, is a scholar who devotes his entire time to Jewish learning. Mr. Margolin came to America in January, 1892, and started as a furrier, and when he was only 18 years old, embarked in the millinery business together with his brother-in-law, Mr. Mayer Mirken.

Mr. Margolin is not only intelligent and a very interesting conversationalist, but knows the meaning of the word "Zedokah" and is charitable to a degree. He is on the Building Committee of the Home of the Daughters of Jacob, to which institution he contributes "a day," and not long ago donated $1,000. He has also promised to endow a bed in the Beth Israel Hospital in memory of a deceased brother. Mr. Margolin also plays an influential role in the attempt to bring about harmonious relations between the manufacturers and the workers in the millinery industry.

A few years ago there was a sad occurrence in the Margolin family. His brother, Eliezar, aged 30, was so accomplished that they justly expected him to become world-famous. Without any financial assistance he went through Cornell and Harvard universities, and became a Forest Engineer for the United States Government. He was sent to lay out a new camp site and was never seen again, the only trace of him being his hat and shirt, which were found, and although the family offered a reward of several thousand dollars for the recovery of his body and diligent search was made, it was never found.

The writer had occasion to make outside inquiries about Mr. Margolin, who was rather reticent about answering his questions, and the consensus of opinion was, "a young man of superfine character and attainments."

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MAX MARKOVITZ

Success has turned the head of many a man. In every walk of life, in art, in literature, in science, we run across men who have been spoiled by success, to a greater or lesser extent. Blinded by their own self-importance they look down disdainfully upon those who had not the good fortune, or the opportunities, to rise above the level of their station in life. Success, however, has not in any way metamorphosized Mr. Max Markovitz. He had quite a bitter struggle in life. What he possesses was not handed him on a silver platter. His achievement, by no means small, is the result of his own labor, but despite all this he has not become hardened. He is a man of broad human sympathy, and warm heart. He sees life through the glass of his own early experience and he is always prepared to help mankind when the occasion arises.

Max Markovitz, son of Victor and Sallie Markovitz, was born March 23, 1872, in Mezzo, Zemplin, Hungary. His father owned an estate and earned his livelihood by farming and dealing in grain. Max was reared midst Orthodox surroundings and was given a Hebrew education. Before he had reached his twelith year, Max came to the realization that there was no future for him in the land of his birth, so he turned his eyes westward to the land where so many of his compatriots had found a haven.

He came to these shores in 1885 practically penniless, but his financial deficit was more than compensated by his youthful energy. He did not care to learn a trade and he turned to peddling. For two years he continued in this work, saving as much as he possibly could from his meagre earnings. At the age of fifteen he had laid aside sufficient funds to start in business and with his brother David he opened a retail hosiery place. From the start their little business flourished and in 1892 they began selling at wholesale. Today the firm of Markovitz Bros. is considered one of the largest in its line of business in Philadelphia, with a beautiful building of their own at 321 Market street.

The interest Mr. Markovitz takes in life does not stop with his business career. His social and charitable activities are equally interesting. Now that success has crowned his efforts, he gives his financial and spiritual support to every deserving cause. He was one of the founders of the Hebrew Orphans' Home, of which institution he has been vice president for the past twelve years. He is director of the Hungarian Congregation Emanuath Israel, Ohev Sholom, member of the Congregation Rodeph Sholom, president and organizer of the Congregation B'nai Jeshurun, member of the Morris Haber Lodge, Brith Sholom and member of the Joshua Lodge, B'nai Brith. Mr. Markovitz has been designated a delegate to the Convention of United Synagogues—and takes an active interest in everything pertaining to Judaism. Among the many institutions toward which Mr. Markovitz contributes are the Hebrew Sheltering Home, Mt. Sinai Hospital, and the Central Talmud Torah.

On November 22, 1904, Mr. Markovitz was married to Miss Regina Neufeld, whose father, ex-Alderman Morris Neufeld, has for many years been a beloved and respected figure in the Jewish community of lower New York. Mrs. Markovitz, takes an active interest in many charitable institutions with which her husband is affiliated and for some time held office in the Ladies' Auxiliary of the Hebrew Orphan Home.

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Mr. and Mrs. Markovitz are the parents of three children, Elinore, Victor S. and Jerome L., all of whom attend school. They all receive a training in Hebrew and are being reared in an atmosphere of traditional Judaism.

Regarding Judaism, Mr. Markovitz has pronounced views. He believes that the teaching of the Hebrew language and Jewish history to the young would be an inspiration to our youth and that it is only through such teachings that we may hope to perpetuate Judaism in this country.

"Seek development, study the history of your own people and folow the footsteps of your parents," is Mr. Markovitz's advice to young men who wish to build for themselves a basis for future happiness and success.

HERMAN MARKOWITZ

Among the older *Baal Habattim* who came over with the first big influx of Jewish immigrants in the early '80's, and succeeded in spite of the tremendous difficulties with which they had to contend, the career of Mr. Herman Markowitz is a striking example. Born in 1858 in Weinuter, Lithuania, he was left fatherless at the age of ten, and as a boy had to fight his way to provide food and an education, and when he came to America he was already hardened to the battles of life and more fit to combat with the problems that presented themselves. He feared nothing and eventually won out.



On his arrival here he obtained work as a furrier at a weekly stipend of $3. He worked for some years and as soon as he had accumulated a little money started in business for himself, achieving a great success and prominence because he was always an originator and never an imitator, always a leader, and a creator of styles. He at one time made quite a stir in trade circles by importing a certain shawl, making a tremendous profit by his daring. At another time he originated a fur-lined coat which was also eminently successful. Today he heads the firm of Herman Markowitz & Sons at 90 Madison avenue, the firm making ladies' coats only, and being one of the most important in the industry.

Mr. Markowitz is a prominent member of the Ansche Chesed congregation at 114th street and Seventh avenue and a member and patron of nearly every Jewish charity listed. His wife Rachel, whom

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he married a year after his arrival in America, has been a wonderful assistant to him, encouraging him in his times of depression. They have five talented children, the sons being engaged with the father in business. A daughter, is Mrs. Edward Bramson.

Mr. Markowitz believes that success can be attained in life only if one is economical, diligent and is smart enough to open the door to success when opportunity knocks thereon.

ISAAC MARKS.

Isaac Marks, senior member of the law firm of Marks & Marks, has been for years a prominent figure in the social and political life of the great East Side. His father, Abraham, emigrated from Scumpa, West Poland, and came to America in 1858. The elder Marks lived on the East Side for half a century and gained the love and admiration of all whose good fortune it was to know him. He was commonly called the Peacemaker. People having disputes submitted their differences to him and accepted his verdict as final, rather than go to a court of law. They had implicit faith in him. He was above reproach.

Isaac, the third of four sons, was born at 320 Pearl street, New York city, on February 3, 1874. He graduated from Grammar School No. 1, on Vandewater street, and attended City College for three years. He then entered the N. Y. University and took up the study of law. He graduated in 1895 as honor man. In 1899 he was elected Alderman to represent the district in which he was born and raised. He was re-elected to the office for two consecutive terms, serving in all six years. For a time, during Mayor Van Wyck's administration, Alderman Marks was acting president of the Board of Aldermen.



If Mr. Marks were to live a month for every good deed he has done he would, undoubtedly, outlive Methuselah. And the good deeds he had done while in office were not merely for political aggrandizement. His good will toward his fellow men did not cease with the expiration of his official duties. He has never turned away any man from his door who came to seek his aid and counsel—regardless of the man's race, creed or color. "Every man is a human being," says Mr. Marks, "and as such one deserves the consideration of one's fellow beings." What a habitable place this world would be if his philosophy were universally accepted! All our reformers and muckrakers would immediately find themselves without jobs. Our millennium, our Utopia would be at hand.

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In one of his speeches at Shadow Lawn before election, President Wilson remarked that one way to eliminate the strife between capital and labor would be for the capitalists to give more heart to the problem. Men are too selfish, too greedy to stop to consider the other fellow's position. Mr. Marks is one of the rare few who sympathize with the under dog He has a big heart and uses it, and not infrequently lets it run away with him. Little wonder his friends are legion.

Alderman Marks has been identified with orthodox Jewry all his life. He has given every worthy cause his moral and financial support. To enumerate all the religious and charitable institutions and the various organizations of which he is a member would fill a printed page. Only a few are given here. He is a director and attorney for the Zion Hospital, trustee and attorney for Temple Emanuel of Borough Park, attorney for one hundred orthodox congregations, director of the Y. M. H. A. of Borough Park, member of the Machzikai Talmud Torah, Brooklyn Federation of Charities, and superintendent of the Jewish Sunday School of Borough Park, having an attendance of 750 pupils, the largest in America. He is president of the old Social Societies of the East Side, member of the Unity Club, Menora Lodge No. 903, F. & A. M., Concordia Social Club and New York County Lawyers' Association, etc.

For years during the industrial disturbances, Marks & Marks represented the House Dress and Kimona Association, Children's Dress Manufacturers' Association, Wet Wash Association and Boys' Clothing Association. Mr. Marks has the reputation of having closed more real estate deals than any other lawyer in New York city.

In 1906 Mr. Marks, accompanied by his wife, made a tour of Europe and the Orient. During the tour he visited the orthodox congregation of every city he passed through, and lectured from the platform on Jewish customs and manners the wide world over.

Mr. Marks married in 1904 Nellie Weinstein, daughter of Ascher Weinstein, the pioneer real estate dealer in New York. The Markses have one child, J. Gordon, aged seven.

The Alderman is a man of prepossessing personality. He is not given to mannerisms; he is not supercilious, does not look down upon any one. To be his friend all one must needs be is honest, straightforward and sincere.

For the past ten years Mr. Marks has resided at 1342 Fifty-first street, Borough Park, where his door is still open to all who seek his advice.

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MARCUS M. MARKS

Marcus M. Marks has been for years a most active and energetic worker in movements for civic betterment, and for broader and more popular education. He has frequently expressed the sentiment: "The greatest hope for the future welfare of our people lies in the spread of popular education everywhere." This statement proves that Mr. Marks has a deep understanding of our social structure. He, like many others of our foremost educators, realizes that the remedy for many of our social ills lies in the enlightenment of the masses. Toward this end he has worked and will continue to work.

Marcus M. Marks, son of David and Leontine Marks, was born at Schenectady, N. Y., March 18, 1858. He was educated in the public schools of New York and the College of the City of New York, from which he graduated in 1877. The same year he organized with his father the clothing firm of David Marks & Sons. In 1903 the firm was incorporated and Mr. Marcus M. Marks was its president until he retired, several years ago, so that he may devote himself to civic life exclusively.



Although an employer of labor, Mr. Marks, endowed with a keen sense of justice, has never failed to recognize during industrial upheavals the cause of labor. This attitude of mind has gained for him the respect and confidence of the workers; and whenever industrial disputes have sprung up, he was invariably asked to serve as arbitrator. He served as mediator in industrial disputes involving hundreds of thousands of workers, including coal, truckmen, taxi, express, textile, boiler makers, hat, and recently in the great garment strike, and conductors' and trainmen's dispute. Mr. Marks is a writer for magazines and a public speaker on questions of labor business, ethics, philanthropy. He was a member of questions of labor, business, ethics, philanthropy. He was a member of the Committee of One Hundred that nominated Seth Low and other Fusion candidates of New York city. In 1908 he was appointed by Governor Hughes on the Commission of Immigration. He is a member of numerous societies for the study of political economy and civics, member ex-President Roosevelt's Noble Prize Committee of Nine on Industrial Peace, which included such notable men as Archbishop Ireland, Seth Low, John Mitchel and others; organizer and ex-president National Association of Clothiers, member Executive Committee National Civic Federation, member Chamber of Commerce, one of incorporating directors of Merchants' Association and of Educational Alliance, president Tuberculosis Preventorium for Children, member of City and Republican clubs.

Since Mr. Marks has taken hold of the reins of the Borough of Manhattan the improvements he has effected pertaining to public welfare are varied and numerous. The reconstruction of Washington and Jefferson markets are most praiseworthy. It includes the most modern and desirable features in the way of convenience and sanitation. Fulton Market, which a few years ago was abandoned, is also about to be rebuilt. Despite a good deal of opposition, he secured appropriation for two additional floating baths, making a total of eight in operation during

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1917. New street signs, the removal of encumbrances of the highway and sidewalks, the building of a sewage screening plant in Dyckman street to prevent further pollution of the Rudson, and numerous other improvements have been inaugurated and effected under President Marks' administration.

Mr. Marks has endeavored to develop as far as possible personal relationship and co-operation among the employes and also between the administration and the employes. In 1914 he established a welfare committee for the purpose of fostering good will, increasing the happiness and promoting the co-operation and efficiency of the employes of the various departments and offices under his jurisdiction. The committee has arranged outings, festivals, balls, entertainments, the net proceeds of which have been devoted to the relief of needy employes or their families. He has also inaugurated a new system of Joint Trial Board, to hear charges against Civil Service employes. The trial board is composed of two officials, representing the administration, and two fellow employes of the one under charges, selected by lot. In the recommendations of the Joint Trial Board, which have in every instance been unanimous, the employes have the utmost confidence.

Needless to say that Mr. Marks has gained the admiration, confidence and respect of his employes and coworkers. The Department of Public Works, of which he is the head, runs without a hitch; there is no lost motion, no friction. Every one looks up to him for guidance, for counsel, and always finds a genial response. His magnetic personality, his catholic views, his natural optimism, his affability, his understanding of human nature, have inspired confidence in his employes, who have helped make his administration a success, which has redounded to the benefit of the people who have entrusted him with the office.

Mr. Marks married Esther Friedman in New York city, May 21, 1890. The Markses have five children: Bernice, born in 1891; Alan, born 1895; Eric, born 1896; Warren, born 1899, and Doris, in 1903.

ISIDORE L. MARROW

There are many different elements in New York's Jewry—radicals, reformers, agnostics, etc.—but there is one element which consists of limited numbers. This wing makes no noise and is unpretentious, but its components are doing noble work through their own example and their deep sincerity. We are alluding to a group of young men, strictly orthodox, who exert a great influence, both on the old and the young generation, and one of the most prominent in that circle is Mr. Isidore L. Marrow.

Mr. Marrow is a Lamdan and devotes some of his time to the study of Talmud, having organized a "shier" in the Borough Park section. He is a strict Shomar Shabbas and orthodox in the highest conception of this term, being an idealist despite the materialistic environment under which we are dwelling today.

Mr. Marrow was born on November 26, 1874, in Sidark, in the Province of Suwalk. He was reared in Germany and came to America at the age of 11. He peddled and had a bitter struggle for existence, but at no time did he permit circumstances to undermine or weaken his religious convictions, and this never stood in his way to success. He

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is now a prominent factor in the underwear industry. Mr. Marrow has never sought office, but is a director of the Borough Park Talmud Torah and ex-president of the Congregation Beth-El, of Borough Park. On May 5, 1899, he married Miss Rebecca Green. They have four daughters and two sons, who are brought up in strict accordance with Jewish traditions, and it is the sincere hope of the pious father that his children will follow in his religious footsteps.

LOUIS MARSHALL

Lawyers are in the front rank almost everywhere. In all countries great communal work is done by great lawyers. In Austria, Germany, France, Italy and to a great extent in Russia, the legislative assemblies and big executive positions are in the hands of lawyers. Although in America, of the 17th Century, it was the clergy who practically made the laws and set the standards of communal life, it had very soon to yield its power to the rising class of legal experts. Today this country is ruled by lawyers. There are few men in Congress who have not the LL.B. after their names, and in the city halls of our country the men who run the city and manipulate the great transactions of our municipal life are invariably graduates of law schools.

It is no wonder then that one of the greatest Jewish communal workers, one who for the last twenty-five years has practically ruled Jewish life in this country, Mr. Louis Marshall, is a great lawyer who has few equals in his line. Praised as one of the greatest living constitutional authorities of this country he has many times been mentioned for the United States Supreme Court, and it is still felt that were it not for the political vicissitudes which have beset the Republican Party for the last few years, Mr. Marshall, who is one of its distinguished members, would now be upon the United States Supreme Court bench, an ornament to the Jewish people and to the whole American nation as well. But even without this appointment, Mr. Marshall has a long chain of honorable achievements behind him.



Born in Syracuse in 1856, he was educated at a Syracuse High School, from which he graduated with high honors at the head of his class. He also passed through the Columbia College Law School, which has the reputation of being the foremost law school in the country, with great success. Since 1878 he has been a practicing attorney in which pursuit he devoted most of his time to specializing in constitutional law. He has shown such unusual ability that when in 1890 the very important judiciary article of the constitution of New York City had to be revised, Governor Hill of New York could find no one better qualified than Louis Marshall to serve on the committee to reframe it. Again when four years later the organic law of New York State had to be worked over and redrafted by the Constitutional Convention. Mr. Marshall's abilities in this direction were in such high repute among the foremost citizens of New York that he was elected to perform the tremendous piece of work. He was made a member of the Constitutional Conven-

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tion where he served as vice-chairman of the important Judiciary Committee and as chairman of the Committee on Future Amendments. The Bar Association of New York State appreciated Louis Marshall's services, and elected him vice-president of the New York State Bar Association. When in 1915 another constitutional assembly was called in New York City to redraft the obsolete constitution of 1894, Mr. Marshall was one of the foremost members of that body. There as everywhere he showed his strong Jewish feeling as well as his legal talent; there as everywhere he stood on guard to see that Jewish rights be not infringed upon. When an amendment to the constitution was introduced by the Constitutional Assembly, providing that only such people as can read and write English should be allowed to vote in the state election, Louis Marshall voiced the sentiments of all immigrant Jews in protesting vigorously against this attempt to deprive of their votes thousands of Jewish Americans, merely because they receive their knowledge of American life and institutions solely through Yiddish mediums, and were not as yet fully acquainted with the English language.

As a leader in Jewish communal work in this country, Mr. Marshall's position is as high as in the world of legal thought. There is hardly a big Jewish organization with which he is not connected. It is difficult to find a big Jewish movement in which his influence is not felt. As director and chairman of the executive committee of the Jewish Theological Seminary of America, as director of Temple Emanu-El, of the Educational Alliance, of the Jewish Protective Aid Society and of the N. Y. Branch of the Alliance Israelite Universelle, as the organizer and special promoter of the establishment of a Jewish Protectory for Delinquent Jewish Children—in all these capacities Mr. Marshall has for the last thirty years proved that his legal activities have not been allowed in any way to interfere with his efforts to make his love for Judaism a powerful force in this country.

It is, however, as the president of the American Jewish Committee that Louis Marshall has rendered his most signal services to American Judaism. It was through his efforts that this committee was organized with the aim of protecting Jewish rights all over the world. It was mainly through his efforts as chairman of this influential committee that the American Treaty with Russia was abrogated, when the Russian Government obstinately refused to recognize American passports in the hands of American Jewish citizens. When the question of calling a Jewish Congress arose, Mr. Marshall was one of the leaders of the opposition. He felt that a small conference could do far more work through diplomatic channels towards bringing about the emancipation of Jews in Russia and Roumania than could an unwieldy Congress. But, when after two years of tussling and fighting over this question among American Jews, it became evident that the great American Jewish masses desired the Congress, at which they could be represented by duly elected delegates, Mr. Marshall decided that the will of the masses ought to be done, and in the congress agreement entered into by the various congress committees and the American Jewish Committee, Mr. Marshall acted as a great force for peace and union in American Israel.

Of late Mr. Marshall has become intensely interested in Jewish education. He is one of the pillars of the Bureau of Education of the Jewish Community, and in 1916 he endowed to the extent of $150,000 a Florence Marshall Fund in memory of his wife—this fund to be used to give a Jewish education to Jewish girls of New York City. Thus the great lawyer, Louis Marshall, is also a great tower of light in American Israel.

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PHILIP MASLANSKY

The compiler of this series had the pleasure of interviewing Mr. Philip Maslansky, senior member of the New York Merchandise Company, which recently moved into the spacious building at No. 119 Fifth avenue, for so many years the home of Lord & Taylor. Mr. Maslansky is the son of the famous and popular orator. Rev. H. Maslansky, and the interviewer was especially interested in order to learn what Mr. Maslansky's son is. Young Maslansky creates a very favorable and sympathetic impression, for he is a refined young man, the type of the real Jewish-bred youth—a man of virtue. He is too modest to talk about himself, and the writer had to go to outside sources—people who know him—for information, but the unanimous opinion was "a brilliant son of a brilliant father."

Philip Maslansky was born on November 23, 1881, in Pinsk, Province of Minsk, and came to America with his parents in 1896. His father intended a rabbinical career for his son and enrolled him in the old Jewish Theological Seminary, at No. 736 Lexington avenue, but the son did not care for that calling, and after attending for only one day, he came home with the determination to devote himself to business where his keen perception had discerned much better chances. He began as an errand boy for a large concern and worked up with them to the position of buyer for a department. In 1906 he branched out for himself, organizing the New York Merchandise Company, of which his brother-in-law is now a partner. The firm is one of the largest in the line, frequently buying out an entire factory output.

Mr. Maslansky is not personally active nor does he hold office in any institution, but he is very charitable and never refuses to help any good Jewish cause. He distinctly declares that he is not a believer in non-sectarian charity, but as a Jew, he believes in doing Jewish charity, which he believes to be the duty of every Jew. He is orthodox and very active in the Washington Heights Hebrew Congregation and, in general, is a man about whom one can conscientiously say that the father has just as much reason to be proud of his son, as the son has to be of his father.

Mr. Maslansky conducts his business along different lines than his competitors. He shares his prosperity with his employes as far as possible, and recently organized his employes and created a bonus fund for them.

In September, 1905, Mr. Maslansky married Miss Hattie Hattenbach. They have two children, Dorothy, 10 years old, and Lawrence, 5 years old.



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The Magidim of old left us a glorious tradition. They wielded an influence which, as far as the masses were concerned, greatly eclipsed that of the rabbis. No rabbi, no matter how learned and versed in the law, could command that attention which came naturally to the Magid, holding forth in fiery language from the pulpit. The vision of God's omnipotence, of punishment after death, of paradise and hell, that the traveling Magid held before his gasping audience, had much more to do with the subsequent daily life of the masses than the dry codified articles of the "Schulchan Oruch." If the Magidim today have entirely forfeited their influence, it is chiefly because they could not adapt themselves to the great change that had taken place in Jewish life in the last century, it is because the Magidim were inflexible and continued to use the same similes and to make the same appeals as their predecessors had resorted to in centuries gone by. It was given to Zwi Hirsch Masliansky to be one of the first to restore Magidus, that is popular preaching among Jews, to its old glory, by taking note of the modern tendencies that have swept through the Ghetto. A born orator, all Masliansky had to do was to use his immense abilities in a cause that interested his people, to become one of the prominent figures in Jewish life.

ZWI HIRSCH MASLIANSKY



Legend has it that Masliansky, when a boy of six, was once detected in the Cheder late at night delivering an eloquent oration to the vacant chairs. Since that time many years have passed, and now when Masliansky speaks, the chairs are no more vacant. His work as a popular preacher, or "Mativ Le'umi," has gained him a reputation all over the Jewish world, and wherever he appears thousands flock to listen to him.

In 1917, thirty years having passed since his coming to America, the celebration which his friends arranged for him became the occasion of a Jewish rejoicing all over the country.

Zwi Hirsch Masliansky was born in Slutsk, government of Minsk, on June 6, 1856, and received a rabbinical education at the famous Yeshivah of Mir. The Haskalah in Russia was then in its full bloom, knocking at the doors of the centers of Jewish higher learning, and enticing the best young Jewish minds. So did Masliansky also become one of the adherents of the Haskalah movement. Surreptitiously he read the forbidden Hebrew books, and it was then that a passion for Hebrew and for Zion seized him, which has not left him since.

He settled as a teacher in Minsk, where he remained for fourteen years preaching as occasion required. But his talent for preaching could not be suppressed, not even by himself. In 1887, he went to Yetkaterinoslaf, where he became a preacher. But his goal was Odessa. There it was that most of the Haskallah had their abodes and it was there that Masliansky yearned to be. His wish was fulfilled in 1891 when he went to Odessa. The whole Zion movement had just started and Masliansky threw himself with might and main into the movement for the resettlement of Palestine. He attracted the attention of the Zionist leader, the famous Hebrew writer, M. L. Lilienblum, who advised him to devote himself entirely to preaching.

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Masliansky never had occasion to regret that he had followed Lilienblum's advice. He became the traveling agitator for the Choveveh Zion movement and during the following three years traveled throughout the great Russian Empire preaching the gospel of Zionism. His speaking tour was a tremendous success. Wherever he appeared the Jewish masses responded in an unprecedented manner. Never before had anyone played on their heart strings and stirred their emotions as Masliansky did. He became the idol of the masses.

The Russian government, always in fear of people of great influence, became suspicious of Masliansky's activities. Masliansky was thus forced to leave Russia, and in 1884 went to England.

The Jewish conditions in England at that time were far from attractive to a man who had had his being in Jewish activity. English Jewry resembled a stagnant pool. So Masliansky wended his way to the place where all Jews to whom Europe became narrow and intolerable were going. He came to America. Here he was soon recognized as a famous Jewish and Hebrew orator. His arrival created an uproar. The Jewish masses here were unaccustomed to orations like Masliansky's.

Since 1898, he has lectured every Friday evening in the auditorium of the Educational Alliance, New York City, on every conceivable topic, and there is never a vacant seat in the auditorium, for the sign "Masliansky Yedaber" (Masliansky will speak) hanging at the entrance of the Educational Alliance, is sufficient to attract large crowds to revel in the magic of his words.

In 1902, he founded the *Yiddishe Welt*, a Yiddish daily newspaper. This venture in Yiddish journalism was backed by German Jews from the richer section of New York City, and its aim was to raise the tone of Yiddish journalism in this country, and to make a new epoch in the history of Jewish public opinion in this country. At the beginning all expectations seemed to be confirmed. The *Yiddish Welt* exercised influence to a greater degree than any other Yiddish paper. But owing to some misunderstanding among the members of the editorial staff, the quality of the newspaper depreciated until its publishing was discontinued. Since then Reverend Masliansky has been a prolific contributor to Yiddish and Hebrew periodicals. He wrote many articles for such magazines as the *Ho-Ibri* and the *Ha-Pisko*. His literary contributions are valued highly by the press as his oratorical abilities are appreciated by the masses.

But there is no doubt that Reverend Masliansky—a great personality, a great orator, and a great Jew—has achieved most success in preaching, an ever-ardent champion of Jewish causes.



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The general appearance of a greater part of Jersey City might today be different had it not been for the fact that in 1882 a young lad named Louis Max settled there. He came from Russia, where he was born the 15th of May, 1864.

LEWIS MAX

From his earliest childhood Mr. Max was compelled to work for his livelihood, for at the age of five his father, Harry Max, died, leaving a poor, helpless widow. Lewis was left to his own resources and at that tender age began to work for his own support. He received practically no education in those years as his mother could not afford to send him to school, but as a result of this he has obtained a real practical education in the school of life and experience.

At the age of eighteen he landed in this country, where opportunities are unlimited. He settled in Jersey City, where he found employment as a glazier. It is difficult to conceive just what the hopes and aspirations of this young man were at the time, but few could ever dream that this young man would play so great a part in the development of Jersey City. But yet he did. He has developed a tremendously large glass industry, where he employs a number of workers, and he has become one of the largest factors in real estate operations in that city. In the course of his operations he has developed and rebuilt large areas of Jersey City, and in this way he has become one of the most conspicuous figures of the community.



His glass establishment at 52 to 56 Greene street is one of the largest of its kind in the country, and he contracts for glazing of some of the most important buildings throughout the United States.

Financial success and acquisition of worldly goods have not altered Mr. Max's kindly nature, as is often the case with other men who, when fortune smiles upon them, forget the sufferings of their fellow beings. He is a member of every charitable organization of Jersey City. He is a national director of the Denver Sanitarium and he is a director and founder of the Jewish Orphan Asylum of Jersey City. But in addition to all this he is always ready to help where want exists. He has reared the families of a deceased brother and sister and has given them all the comforts that his own children get.

Mr. Max was married to Miss Masha Smith in 1887. Mr. and Mrs. Max are the happy parents of four children, two sons and two daughters. One of the sons, Harry, is very active in his father's business. He has also shown marked ability in the real estate field, having consummated some very successful real estate deals. Both of the sons of Mr. and Mrs. Max are members of the Masonic and Elk orders and also members of auxiliaries for home defense.

"Honesty combined with hard work will bring success to any man," Mr. Max answered when asked to give his opinion as to what makes for success.

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Every man with a wide outlook upon life will naturally imagine himself only a small drop in this great stream of human existence. When the writer came to interview Mr. Joseph Meisel, of Joseph Meisel & Co., manufacturers of clothing, at 107 Bleecker street, Mr. Meisel modestly said that he did not feel himself worthy of being classed among the more prominent Jews of the community. A few minutes, however, sufficed to prove that Mr. Meisel is one of the bigger minds, who in contemplating larger things in life, underestimates his own finer qualities. Mr. Meisel is of the older Jews that have come to this country with the first wave of Russian immigration, thirty or forty years ago, who has struggled against all kinds of odds in the attempt to attain economic independence, but one who at the same time has not forgotten that his mental and spiritual desires must be fulfilled as well as his physical ones. He is a man of unusual intelligence, well-read and self-educated.

JOSEPH MEISEL

Joseph Meisel was born in Kudinow, Province of Minsk, Russia, September 1, 1868. From both his father's and mother's sides he is descended from most illustrious families. His father, Pincus, is a direct descendant from the Meisels of Krakow, and his uncle was the well-known Rabbi Meisel from Lodz. His mother, Rebecca, traces her ancestry back through many generations of prominent and influential rabbis. Mr. Joseph Meisel spent much of his earlier life in the study of Hebrew and the Bible. He spent four years at Mier and a year and a half at Valosen, and up to his eighteenth year was under the inspiring care of his uncle, Chaim Meisel, who was noted throughout the province for his learning and religious spirit. At eighteen Mr. Meisel came to this country without friends or relatives, without funds and with no immediate means of support. The first ten years were years of hardships and struggles, but in the course of this time Mr. Meisel had mastered the cutting trade, had gotten some experience in salesmanship and had contrived to save some money. In 1901 Mr. Meisel began manufacturing and has made a remarkable success in his own industry.

Although Mr. Meisel has done much for the support and maintenance of the less fortunate members of his family, he has also done much for charity in the city. Among the charitable organizations that Mr. Meisel contributes are Home for the Aged, Denver Sanitarium, Beth Israel Hospital, Montefiore Home, Uptown Talmud Torah and others. Mr. Meisel is also a member of Citizens' Lodge, F. & A. M.

On May 26, 1907, Mr. Meisel was married to Miss Tina Katz, daughter of Jacob Katz, who was prominently connected with Jewish affairs, particularly with the Uptown Talmud Torah. Mr. and Mrs. Meisel are the parents of one daughter, Goldie.

Honesty, perseverance and ambition are the three qualities that will bring a man fame and success, Mr. Meisel thinks. But yet he prefers moderation in all three. "The man who tries to monopolize everything will find his path a hard one; be moderate and let others grow, too, and the world will honor and respect you for it," Mr. Meisel added.



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ISAAC MEISTER

Friendless and penniless, with no one to receive him, Isaac Meister reached the shores of America twenty-four years ago. Today his friends are legion and his fortune is written in six figures. His first night in the New Land he passed under the roof of "Hachnosas Orchim," at 210 Madison street. Many strangers have since found shelter and hospitality under the roof of his own home.

Born in Tephek, Russia, forty-two years ago, he was drafted into the army at the age of 18. Young Meister, however, found army life uninteresting, and he took French leave of it. With 60 kopecks in his pocket, he left for the border, stole across it, and then spent eight months in travel until he reached the United States. His first position, as button-hole maker, netted him $6 a week. Shortly thereafter he found employment at $7 a week in a French steam laundry. There, among Italian workers, he acquired their language, an accomplishment that has stood him in good stead in his real estate development. After eight months he saved a few dollars, bought several steamship tickets on installment and sent for his parents. Soon as his folks came, finding that his earnings were insufficient to support them, he began to look around for a field of activity more remunerative. He finally took a position as a real estate broker with E. V. Pescia & Co., an Italian firm, which he subsequently bought out. At present Mr. Meister is the head of five different real estate developing corporations.

In 1899 Mr. Meister married Fanny Davidson, daughter of Rabbi Moshe Davidson. They have three sons and one daughter. David, the oldest, is at high school; the others are attending public school.

Mr. Meister's home is kept strictly kosher and the children receive a thorough Hebraic training. He is also a strict observer of the Sabbath—an observation that he keeps up at a sacrifice.



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There are many Jews in New York who lay claim to being strictly orthodox, but many of them can hardly be classed in this group. Many are too ready to overlook their religious scruples when business makes demands upon them; they work on Sabbath and in a general way allow circumstances to mold their religious observances. There are some Jews, however, who have sacrificed much in their effort and zeal to uphold their religion. They are praiseworthy exceptions, and Mr. Hyman Meltzer, of the firm of Meltzer & Karron, manufacturers of fancy metal work, at 380 Snediker avenue, Brooklyn, is a conspicuous example.

HYMAN MELTZER



Mr. Meltzer is the only Jew in the United States and Canada engaged in the manufacture of his specialty, and this fact alone would naturally require that he conduct his business on the Sabbath, but during all the thirty-three years of his business career, he has always been a strict Sabbatarian. Many years ago he owned a retail store on Canal street, and even though his very subsistence was threatened he observed this day and adhered to his faith. He was instrumental in building the large factory that the firm now owns, and when the contracts for the building were awarded it was with the understanding that no manual labor of any kind be performed during the Sabbath. His friends and associates smiled at this, but he maintained his own religious views.

Mr. Meltzer is a pious Jew in the strictest sense of the word. A section of his factory is arranged and set aside for a synagogue, where prayers are conducted on the Sabbath and Holy Days. His children, too, have been brought up according to traditional Judaism, and they follow proudly in the footsteps of their father.

The birthplace of Mr. Meltzer is the town of Wolozin, Province of Wilna, where he was born in the year 1867. He is the son of Moses and Chiene Meltzer. Rabbi Simson, of Wolozin, the famous Dayan, was his cousin. In 1884 Mr. Meltzer arrived in this country, and as is the case with most immigrants, he had a hard struggle for existence. He peddled, worked at the clothing trade, became a real estate broker, owned a machine shop and store for cutlery and hardware. Some years ago he began the manufacture of pocket-book frames and other fancy metal novelties, and gradually his business developed to the large proportions upon which it is now conducted.

Mr. Meltzer is connected with many Jewish activities. He is director of the Pennsylvania Avenue Talmud Torah; he was one of the founders and vice-president of the Congregation Ez Chaim, where he is still an active member, and at present his hopes are centered in the building of a Yeshiva in the Brownsville section, and he has done much toward attaining this ideal. He has already obtained a charter and he is about to purchase a building for the "Yeshiva Naftali Zwie Jehuda Berlin," named after the famous Yeshiva in Wolozin.

The wife of Mr. Meltzer, Sheina Leah, to whom he was married in 1893, is descended from a well-known family. Her uncle was the famous Reb Bear "Kapuliar Rabbi." She is also a cousin of the Rev. "Welvele" Margulies, of this city.

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Mr. and Mrs. Meltzer are the parents of six children. Their oldest daughter, Flora, is married to Mr. Harry M. Goldstein, son of Abr. J. Goldstein, of Jersey City.

SAMUEL JAMES MELTZER

Whenever the fields of broad education have been available to them, Jews have taken advantage of the opportunities to abnormal extent. So much so that there has arisen an intellectual proletariat in the most popular of the liberal professions, law and medicine. The overcrowding of these professions among Jews with the attendant failures of many to make a living has given rise to serious discussion and consideration as to the advisability of choosing these professions in preference to well-paying vocations.

Here in America, especially in New York, the overcrowding has been so very great that these two professions are already designated as the "Jewish Professions." Statistical reports show that the competition is so strong that many a young man is struggling or floundering about in the dregs of the liberal professions who at an intelligent vocation would have made much success. There is no doubt, however, that keen as competition may be, or overcrowded as a profession may be, true genius cannot be obstructed, and is bound to emerge and rise to the top. Of this latter class, Dr. Samuel James Meltzer, the eminent physiologist, is probably one of the most prominent.

Dr. Meltzer was born in Russia, on March 22, 1851, and received his general education at Konigsberg, Prussia. He was especially interested in medicine, which he studied at the University of Berlin, from 1875 to 1882, receiving his degree of M.D. from that institution in 1882. He came to the United States in 1883, and has since practiced at New York. His diligent and clever research work caused his appointment as head of the Department of Physiology and Pharmacology of the Rockefeller Institute for Medical Research, in 1906, since when he has devoted all his brilliancy and splendid energies to his chosen work. Dr. Meltzer has also held a foremost position in medicine as consulting physician of the Harlem Hospital. He is a very distinguished member of many prominent medical societies, among which are the New York Academy of Sciences, the New York Academy of Medicine, the Association of American Physicians, the American Pharmacological Society, the Association of American Pathologists, the American Society of Naturalists. He is president of the American Physiological Society, of the Harvey Society and of the Medical Brotherhood, and ex-president of the Society for Biology and Medicine. His membership is also highly valued in the German Imperial Academy of Natural Sciences, and in the National Academy of Sciences. In 1904 Dr. Meltzer was chairman of the section of physiology in the International Congress of Arts and Sciences at St. Louis.

Only very recently he has been honored by being awarded the degree of LL.D. by the University of Maryland in 1906, by the St. Andrew's University of Scotland in 1912, and by the Washington University of St. Louis in 1914. Dr. Meltzer is of much assistance to other members of the profession by his prolific contribution to medical journals and is the author of over two hundred papers on biology, physiology and scientific medicine.

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HARRY MILLER

There is a legend of an ancient king who, whenever fortune smiled upon him, became a prey to fear lest his good fortune should arouse the jealousy of the gods. There is a profound philosophy in this point of view, and its modern version was rendered very pithily by Mr. Harry Miller—"In times of prosperity prepare for adversity."

Mr. Harry Miller was born July 1, 1881, in Telsz, Russia. His parents were Jacob and Bessie Miller. He received the usual Cheder education up to his Bar Mitzvah, and at the age of 14 opened a flour mill with a capital of 50 rubles. His early business venture did not prosper and he decided to try his fortune in America, where he settled in 1898. During the first three days after his arrival he was by turns an operator in the cloak industry and a cutter in the same line. On the third day he secured a position in a trimming establishment at $3 a week. At the end of two months the young boy demanded a raise, and when refused promptly looked about for another position, which he found the same day at double the wages he previously received. After working in his new place for four months, he impressed his employers so favorably that he was given an opportunity to prove his mettle as salesman, and immediately made good. This gave him a chance to save a little money, and with the first $200 in his possession he started his present line of business, that of selling cotton goods. At the end of his first business year, because of successive failures, he found that he had practically nothing left. With pain in his heart, but a smile on his face, he began again, and once more his boundless energy and sound business acumen yielded a rich harvest. "My philosophy of life," Mr. Miller said to his interviewer, "is never to be dismayed in times of adversity, nor to be unduly dazzled when the sun of prosperity shines upon a man. To this I attribute whatever success I may have achieved."

Mr. Miller believes that it is the duty of every business man to take an active interest in the charitable and religious organizations of the community. He is a member of Temple Emanuel of Borough Park, the Jewish Maternity Hospital and the Mount Sinai Hospital. Mr. Miller also values highly the work of the Talmud Torah in fostering Jewish ideals and traditions in the rising generation; and he contributes liberally to a number of Talmud Torahs.

Mr. Miller has a most lovable and genial personality, and boasts of a number of friends who esteem him not merely as a successful man of affairs, but as a man of fine and sterling manhood.

On January 29, 1902, Mr. Miller was married to Miss Sarah Tanenbaum, and they are the parents of one child, Samuel, aged 13.



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ISRAEL MILLER

Born in Grodno, Russia, in 1861, Mr. Miller while but a youth emigrated to France, where he learned the trade of shoe making. After mastering all of the principles of the trade, his natural artistic temperament caused him to seek new fields, where he would have better opportunities of proving his skill, and he accordingly moved to Paris, where he worked for nearly five years on theatrical work exclusively.

In 1890, Mr. Miller landed in New York, where he decided to combine his Parisian experience with the fads and fashions of American artists; working four years under the tutelage of John Azzimonti, who was recognized as the greatest authority in the country on professional women's footwear.



In the early part of 1895 Mr. Miller began business for himself in a small way at 160 West Twenty-third street, moving shortly after to his own building at 202 West Twenty-third street. From this time forth the growth of his business has indeed been something phenomenal, for to-day the name of Israel Miller is known to the theatrical profession throughout the world. With an extensive factory at No. 1 Carlton avenue, Brooklyn, retail stores at 50 Church street, 15 West Forty-second street and 1554 Broadway, in the heart of the great New York theatrical district, and a similar location at the corner of State and Monroe streets, Chicago, Mr. Miller has approximately four hundred employes and maintains without exception the largest individual concern in the world, selling exclusively theatrical footwear direct from manufacture to consumer.

Mr. Miller's extraordinary buying power, practical knowledge of materials, personal supervision of every detail of business, combined with a natural knack for handling big propositions, has caused him to be recognized as an authority in the great lesson of obtaining and retaining patronage: his strong personality and natural faculty of saying the right thing at the right moment, makes friends for him, not only among his legion of patrons, but enables him to receive the best there is in his army of employees.

Mr. Miller has gained the confidence of the public through his strict adherence to his well-known policy of honesty and fair dealing. Mr. Miller is married, and has five sons and one daughter.

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SAMUEL MILLER

When a man over fifty can look back upon his past life and feel proud of the obstacles and difficulties that he has overcome, and can at last feel secure against the ravages of Dame Fortune, he is reaping a large part of the joy that life can bring forth. When, in addition to this, a man has reared a large family, every member of which is well provided for and established independently, then, indeed, life is a blessing. This is the blissful state that Mr. Samuel Miller, of the firm of S. Miller & Sons, finds himself in at present.

Samuel Miller was born May 16, 1862, in Rodamishel, Galicia. He is the son of Abraham and Cheva Miller. From both his father's and his mother's side he is descended from a family of well-known and respected Talmudists and rabbis. Until his twentieth year Mr. Miller devoted his time to the study of the Bible and the Talmud. His experience with practical life was almost nil. In his twenty-third year he landed on these shores penniless and friendless. But within his heart stirred the great hope that through hard work and persistent effort he could earn enough to bring his wife and little children to live with him. This hope urged him to endless sacrifice. At first he peddled for a while, but he could earn very little this way. He learned the tailoring trade, and with his hardest efforts he could earn but three to four dollars per week. After a year had passed he was earning $9 per week, the largest sum he ever earned in a factory. But with this amount he accomplished much. He supported himself and also managed to save enough money to send for his family in Europe. When his wife and children arrived they were in direst poverty. One dingy little room, at $1 per month, served as their parlor, living room and bedroom. Mr. Miller soon realized that by working for others he could never make great progress, and so he began to do a little contracting at home. With the aid of his wife he managed to make ends meet, and at the same time they succeeded in putting a little aside. After six or seven years they accumulated about $300, and with this limited capital Mr. Miller went into partnership with a friend that was also engaged in the tailoring trade. Their business proved a success from the start. Within four years they had cleared a little fortune, and with that as a new foundation they built up a business on a large scale. However, as the years went by and his children were growing to manhood, Mr. Miller dissolved the partnership with his former associate and established himself with his sons. Today the firm of S. Miller & Sons is recognized among the leaders of the cloak and suit industry in the city.

Mr. Miller is a quiet, unassuming individual, intelligent and well versed in Hebrew and Talmud. During all his life Mr. Miller has shown an unusual love for his children. He has given each one of his older sons a share in his business, and has always done everything in his power to make them valuable citizens of the community.

In 1883 Mr. Miller was married to Miss Dora Keil, and they are the parents of 4 sons and 4 daughters, Anna (Mrs. Abraham M. Stern), Abraham, Isidore, Max, Gussie (Mrs. Louis Hirschberg), William, Sadie (Mrs. H. Mendelowitz) and Blanch, who attends college.



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ABRAHAM MILLMAN

Mr. Abraham Millman, of the firm of Bloom & Millman, ladies' waist manufacturers, of 20 West Thirty-third street, is one of the most successful Jewish manufacturers in New York. In compiling his biography it is unnecessary to dwell much upon his business career, for there are other more important facts concerning him. But first, however, a brief outline of his business record.

Mr. Millman, who was born in Odessa on the 12th of March, 1877, came to America in the year 1882, and at the age of fourteen he began to work for a living. He started as an operator for L. Stern & Co., the originators of the ladies' waist industry. Then he worked in the shipping department of the H. B. Claflin Company. He also peddled over the country, acquiring much experience. At the age of nineteen he joined his father, who was one of the pioneers of the waist trade, in business, and within a short time the name of the firm was changed to Millman & Son. When his father died, Abraham gave up the business, and for five years traveled for various houses. Then he started business for himself, and on October 1, 1906, together with Mr. Harry Bloom, he organized the present firm. They were the originators of the "$9 a dozen" waists.



Mr. Millman has a very engaging personality, and plays a large part in social life. He was one of the founders of the Hebrew National Orphan Home, 57 East Seventh street, in which he takes a very active part. This home, which only two years ago cared for but four orphans, now takes care of 120 Jewish children and is the only orthodox institution of its kind in America. Its special feature is to take out Jewish children from non-Jewish institutions, and Mr. Millman is particularly proud of his activity in this institution, which he had the honor of opening, and also was the chairman of the House Committee. On Sunday, March 18, 1917, Mr. Millman was the toastmaster at a banquet which this institution gave to celebrate the Bar Mitzvah of some of its wards.

Mr. Millman was also one of the founders of the Besserabia Verband. He was one of the founders of the Waist and Dress Association, of which he was a member of the Ways and Means Committee, chairman of the Weight and Scale Board, member of the Grievance Committee, and the recognized leader of the popular priced waist manufacturers. On the 11th of August, 1914, he was the chairman of the dinner given by the Dress and Waist Manufacturers' Association, on which occasion he was complimented by Mayor Mitchel and other high city officials.

Mr. Millman is an ardent Zionist and is closely affiliated with the Zionist movement. He is on terms of intimacy with Supreme Court Judge Louis D. Brandeis, whose acquaintance he made through his work in the Zionist movement, and particularly through Mr. Brandeis' activity as arbitrator in the ladies' waist industry. Mr. Millman is a well-read man, and also the author of a number of articles which appeared in the Yiddish newspapers under the pen name of "Der Yiddisher Millionchik."

On the 1st of June, 1901, Mr. Millman married Bella Gudinsky, the famous and talented Jewish actress. For twelve years after their wedding Madam Gudinsky followed her vocation, from which she could not part.

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and Mr. Millman expresses the appreciation that during this time his wife was greatly influential in helping him to success.

Three years ago Madam Gudinsky gave up the stage, but recently she leased the National Theatre on Houston street, together with Mr. Edward Relkin, where she will, beginning May, 1919, appear as the leading lady. Madam Gudinsky is greatly beloved by the Jewish theatre-going public, and she is also one of the founders of the Jewish Actors' Club.

Mr. and Mrs. Millman have one son, Sydney Irving, seven years old, who is already a musician, playing the violin. He is also an apt Hebrew pupil.

Mr. Millman is a very interesting and intelligent man and a pleasant companion. He is good-hearted and contributes to almost all Jewish institutions and every good Jewish cause.

MAYER MIRKEN

There are men who are entitled to a place among distinguished Jews because they have made their mark, but when it comes to writing about their personality one has to search for material for something to say about them. But Mr. Mayer Mirkin, of the firm of Mirkin & Margolin, manufacturers of ladies' hats, at No. 636 Broadway, certainly cannot be put under this classification.

If the writer would be asked for either a private or public opinion as to what he has to say about Mr. Mirken as an individual, he would conscientiously reply, "a clever, good-hearted and very interesting man," and this would certainly characterize him. Mr. Mirken was born on July 23, 1874, in Moscow, and came to America in 1892, and as was so common among emigrants of that period, he endured great hardships; he vividly recalls the day when in Newark, N. J., he was given employment salting hides, without being provided with a pair of gloves, which resulted in his fingers being poisoned, and his suffering for weeks without being able to resume his work. He struggled in various fields of endeavor, but his pleasant and magnetic personality always aided him, and eventually lifted him to the heights of success.

Mr. Mirken is very prominent in Borough Park, where he resides. He is a director and ex vice-president of the Machzicka Talmud Torah of Borough Park, a prominent member of Temple Emanuel and Congregation Beth-El, and the many other Borough Park communal institutions. Mr. Mirken is a modern orthodox and does not attend to business on the Sabbath.

January 9, 1896, Mr. Mirken married Miss Anna Margolin, a sister of his present business partner, and they now have four sons and one daughter. One of the sons, Henry, is a student at New York University. Mr. Mirken believes that honesty and perseverance will bring success to almost every more or less able young man.



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All the essentials of clever diplomacy have always been manifested in the Jews. They have always shown great talent in this direction, for they excel in versatility, ingenuity, perspicacity, skill and polish. Even during the Middle Ages when contempt and hatred of the Jews was at its height we find that the rulers of Europe could not afford to dispense with the diplomatic services of the Jews. Here in America, the administration, knowing the Jews' adaptability and aptitude for this capacity, was deterred by the refusal of European courts to receive Jews. The Sublime Porte of Turkey, strange to say, was the only court in Europe that was inclined to receive Jews in diplomatic offices, preferring them to Christians. The government of the United States was quick to take notice and advantage of this condition, and under the administration of Cleveland, Oscar S. Straus was the first Jew to be nominated as Ambassador to Turkey, and since that time that position has always been held by Jews. Oscar S. Straus, who was well-versed in all the arts of diplomacy in this field, won for America the good-will of Turkey. Simon Hirsch, of Portland, Ore., succeeded him and following directly in his footsteps and probably eclipsing him, came Henry Morgenthau.

HENRY MORGENTHAU



Henry Morgenthau was born at Mannheim, Germany, April 26, 1856. He came to America at the age of nine and attended the public schools and the College of the City of New York. In 1877 he received the degree of LL.B. from Columbia University and entered the practice of law immediately. Very soon, by his shrewd management and business skill, he was amassing great wealth. It was he who first saw the possibilities of the expansion of New York City beyond the Harlem river. To forward this plan, he proceeded to buy up vast tracts of land in the Bronx and thus made fabulous profits. He was the president of the Central Realty Bond and Trust Company, 1899 to 1905, and of the Henry Morgenthau Co., from 1905 to 1913. He was a director of the Underwood Typewriter Co., the Lawyers Mortgage Company, the Equitable Life Insurance Company, and the president of the Herald Square Realty Company.

Mr. Morgenthau has always been one of the ranking men in the Democratic party. In the presidential campaign of 1912, he was chairman of the Finance Committee of the Democratic National Committee, and exerted his efforts to the utmost to bring about the election of President Wilson. Upon Mr. Wilson's election, it was thought originally that Mr. Morgenthau would be chosen as one of the members of the Cabinet, but in 1913 he was appointed ambassador to Turkey instead. In this capacity, he showed himself to be a clever diplomat, a friend of the Jews, and above all a friend of humanity. When the great war broke out, Mr. Morgenthau, who represented the only great neutral nation, the United States, had to handle the cases of all the belligerents, and was immediately placed in charge of the interests in Turkey of Great Britain, France, Italy, Russia, Belgium, Montenegro, San Marino and Switzerland. It was no small victory for the Jews, moreover, that Russia should be forced thus to

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honor one of them. It was a difficult and bitter task, and one that required all of Mr. Morgenthau's shrewd tact and skillful management to hold out against the Turkish Government, which wished to pursue a policy of ruthlessness against all enemy aliens. But by adroit persuasion and often by shear threat, he finally entreated Turkey to accord humane treatment, thus saving thousands of lives, among them those of countless American missionaries.

Henry Morgenthau has been very prominent in Jewish work. He is a generous contributor towards Jewish social work in this city, and built and organized the Free Synagogue, of which Dr. Stephen S. Wise is the eminent leader. But the most difficult of all his tasks in the direction of Jewish enterprise and the one which crowned him with glory in the Jewish world was connected with the Jewish settlement in Palestine. For the most part, this settlement is composed of Russian Jews who either because of the stringency of Turkish rule or through fear had not been naturalized. When the war broke out Turkey was on the verge of wiping out the Russian-Jewish settlement in Palestine. Here again all Mr. Morgenthau's capability was brought to the front in his successful struggle against the ruthless policy that Turkey was prepared to adopt towards those innocent offenders. Mr. Morgenthau's firm stand and courage in withstanding the Turkish power, prevented the Jewish colonies in Palestine from being wiped out altogether. As the leading figure in the Joint Distribution Committee and as chairman of the ten million dollar fund, he has been of inestimable service to the Jewish War Sufferer's Relief Fund in his position as judicious distributor of the money that was being sent to Palestine. Of late, he has been very favorably disposed towards Zionism, and when in the summer of 1917, President Wilson realized the necessity for appointing a committee to proceed as far as the English lines in Palestine, to investigate the Jewish situation there and to decide on the practicability of a Jewish commonwealth, Mr. Morgenthau was appointed to head the commission.

In view of his tremendous success in all these delicate situations and troublesome dilemmas, it is not to be wondered at that when Mr. Morgenthau returned to the United States he was greeted with a great reception by the administration and people of New York City.

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MORRIS BROTHERS

Aggressiveness, vigor, keen business insight and absolute faith in one another have made the firm of Morris Brothers, manufacturers of suspenders, at Nos. 365-367 Broadway, the leading manufacturers of this specialty in the city. The two brothers, Abram and Jacob H., have been manufacturing and selling suspenders since 1881, and they have mastered every detail of the business. The writer was more than impressed by the absolutely systematic method with which this establishment is run. Every nook and corner of the stock and show rooms and the factories shows that it has received care and attention; the place is scrupulously clean, and the working conditions of the factory hands are admirable. Perhaps that explains the fact that the Morris Brothers have in their employ a great number of men, who have been with them over twenty years. Sabbath observers lose none of their pay, and no employe of this firm ever lost any part of his wage because of illness. These facts, in a way, explain why it is that the employes of Morris Brothers never enter into any strikes and are always happy in their employment. It might here be stated that the Morris brothers feel that satisfied workers are the mainspring of a manufacturer's success.



The Morris brothers are a typical example of what brains and hard work can accomplish in spite of early disadvantages and handicaps. They were poor East Side boys, who were compelled to leave school at an early age. At twelve they were already earning their own livelihood. Abram was employed in a suspender factory, while Jacob worked as salesman. At the ages of seventeen and sixteen, respectively, they ventured into business at No. 13 Essex street, with a joint capital of $100, a greater part of which was spent for fixtures and display. Abram looked after the office affairs and Jacob did the buying and selling. After thirty-five years there is no change in this business relationship. Abram, large of stature, serious, methodical, conducts the executive and manufacturing end of the business, while Jake, as he is known to his friends, is the buyer and salesman. He is alert in every movement, with a twinkle in his eye, a laugh on his lip. He is a keen judge of human nature, and he made many a business deal through his ability to handle men. Mr. Jacob Morris confessed that he himself had sold over $600,000 worth of suspenders during the last year to the trade all over the country.

To stimulate trade and to keep in touch with their buyers all over in the various States, Mr. Jacob Morris issues a four-paged publication called the Morrisinia, which contains many pithy epigrams and suggestions. It is undoubtedly through novel means of this sort that these two brothers have succeeded in building up a tremendous business from small beginnings. Their case has been one of steady and increased growth, for from Essex street they moved to larger quarters at Orchard street, where they began to manufacture, and later they took quarters at Walker street, moving to bigger quarters at Howard street, and then to No. 573 Broadway, where they remained for twenty years, until they came to their present location at 365 Broadway.

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Mr. Abram Morris was born in New York in August, 1864. He married Miss Ray Hamburger, and they are the parents of George, Sam and Emanuel.

Mr. Jacob Morris was born in Baltimore, December 25, 1865. He married Miss Rose Epstein, and they have a happy family of six children, Ethel, Harry, Armanda, Mildred (Mrs. Daniel Samuels), Clayton and Lee. Mr. Morris is very fond of his children, who treat him like a friend rather than a father, and he enters into their sports with them and that, perhaps, explains his youthful, buoyant nature.

Mr. Morris contributes to almost every charitable organization, regardless of creed or color, and he is a member of many prominent organizations, among them being the Empire City Lodge, F. & A. M. He is a member of the Elks and Knights of Pythias, and member of the Ad Writers' Club.

"Know what you sell," is Morris' advice to young men in business. "Don't misrepresent your goods and when in doubt about anything, don't be ashamed to ask, for if you don't ask you will surely go wrong." Mr. Morris believes in economizing and he feels that every young man should save at least one-third of his earnings, for he must always be prepared for an emergency.

BENJAMIN S. MOSS

Some individuals think that most successful men owe their good fortune to favorable circumstances. Others, on the other hand, feel that men of genius have been great enough to mould successful careers for themselves in spite of unfavorable environment and humble origin. Mr. Benjamin S. Moss, one of the foremost younger showmen of today, typifies the aggressive individual of the latter class. By sheer force of character and tenacity of purpose, Mr. Moss has succeeded in making his way from poverty to fortune and fame. Being the oldest of a family of six, the burden of support rested upon him even in his early boyhood and it was undoubtedly the exigency of the moment that brought out the finer qualities within him. At the age of ten he was already selling papers, and with his earnings helped support his mother and other members of his family. Mr. Moss still remembers of the blizzard of '88 when, a lad of eleven, he ventured downtown and brought back his newspapers, happy at the thought that the day afforded a lucky harvest—the papers sold at a quarter apiece. But those days are only little incidents in a life of great commercial endeavor. As Mr. Moss grew older he established himself in the cloth-sponging business, which he still conducts, but his real success came when he ventured into theatricals. During the last four years Mr. Moss has built and conducted some of the finest vaudeville and motion picture houses in the city and in addition to building up a fortune has has made an enviable reputation for himself. His life story is another example of the opportunities that this country affords to boys and young men who are earnest and willing to apply their energies into proper channels.



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Benjamin S. Moss was born August 20, 1875, in a little town near Vienna, Austria. He is the son of Albert and Rose Moss, who came to America in the year 1877, when Benjamin was not quite two years old. He was given a grammar school education, having been a pupil at P. S. 70 on East Seventy-fifth Street. However, before he had completed his third grade, he was compelled to leave school and help in the support of the family. His first position was that of messenger boy. He remained at this for one year and then associated himself with a wholesale grocer, where, at the age of sixteen, he was selling on the road. His folks disliked his being on the road and to satisfy them he took a position in the city with a wholesale clothing concern. He gradually worked his way through the various departments. He realized that the sponging department required little financial investment, and as he had mastered that end of the industry, he formed a partnership with Mr. William Fox. Their business experiences at first were a series of trials and difficulties, but eventually they managed to establish themselves permanently and business was fairly prosperous. After being in business about six years Mr. Fox became interested in penny slot machine enterprises, and he sold out his interest in the sponging concern to Mr. Moss. Little by little Mr. Fox drifted into the theatrical field and persuaded Mr. Moss to make similar investments. At first Mr. Moss made his investments together with Mr. Fox, but later branched out for himself. Mr. Moss' career has been a most active and successful one. Within a short time he had erected some of the finest moving picture houses in the city. His first venture was the Washington Theatre, located in the Washington Heights section. Next he erected the 86th Street Theatre, the Hamilton at 116th Street, and the Jefferson on East 14th Street. Later he acquired the Regent, 7th Avenue and 116th Street, the Prospect on Westchester Avenue, and the Flatbush at Flatbush and Church Avenues, Brooklyn. Mr. Moss' energy at present is directed toward the completion of his new million dollar theatre at 181st Street and Broadway, where he will show high class vaudeville and feature photoplays.

Despite his phenomenal success Mr. Moss makes no pretenses. One is struck by the matter-of-fact way he looks upon his achievement. His manner and bearing is plain and simple. No frocks or frills about him; no affected airs. He is what he is and assumes nothing else. He looks down upon no one and treats everyone as his equal. He is a keen, intelligent, sober-minded man.

During the past years Mr. Moss has done much for the improvement of the poor. Not only through personal gifts but through offering the use of his playhouses he has been instrumental in raising funds for various charitable organizations throughout the city. He has made liberal donations to various hospitals and has done everything within his power to help the poor and needy.

In addition to being honorary director of the United Krakauer Aid Society, Mr. Moss is also secretary of the Vaudeville Managers' Association and president of the Amalgamated Vaudeville Agency.

On November 12, 1901, Mr. Moss was married to Miss Estelle Dreyfus and they are the parents of two children, Beatrice and Charles.

Hard work, loyalty and honesty are the three qualities that Mr. Moss thinks are essential for success in the business world.

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SOLOMON MUNVES

The ukase issued by Alexander the Third of Russia in 1890, prohibiting Jews to reside in Moscow and other large cities in the Russian Empire, brought an unprecedented wave of immigration to the shores of America. The class of Jews swept in by this wave was entirely different from the class brought at other times—those seeking a livelihood. The majority of this class had been established in business. Solomon Munves, only a youth of 18, was already a prosperous man in Moscow at the time. He was forced to abandon his business and came to America in 1890 with several thousand rubles in his pocket.

Solomon Munves was born in Minsk. He received his education in the government school and in the cheder. At the age of 13 he left his native town and went to Moscow, where he remained for seven years, until the nefarious ukase of 1890.

With the money he had brought, Mr. Munves, on landing here, ventured into business. Inexperienced and unaccustomed to the business methods of the land he soon lost his capital. This setback, however, left him undaunted. He realized that to make a success in any line of business one must study it from A to Z. He lost no time and took to the cutting trade. After seven years, he learned the clothing line and ventured once more in business for himself. A few years later, in 1912, he formed the partnership of Munves & Berlin, which is still in existence and doing a thriving business at 725 Broadway.

In 1899 Mr. Munves married Lizzie Bakst. They have two children, a daughter and son. Edith, who is 18, is a graduate of Adelphi College, and is studying languages at the Berlitz School, specializing in French and German, and Hyman, aged 13, graduated from public school.

Mr. Munves was for thirteen years treasurer of the Minsker B. B. A. Recently, owing to ill health, he resigned. In 1913 the society tendered him a banquet and presented him with a gold watch for the faithful services he had rendered.

Mr. Munves is a strong nationalist. He deplores the fact that the Jews in America do not stick together. "The Jews," observed Mr. Munves, "would accomplish considerably more effective results in social and charitable work if there was more harmony in the camp. There is too much strife among the various organizations. Too much charity is being done for the sake of charity alone. Many of the charitable organizations may be dispensed with without injuring the work. A good many charitable organizations have been established by ambitious persons who like to keep in the limelight."

Mr. Munves, however, pins great faith in the Federation. He believes that in course of time the Federation will eliminate many of the so-called superfluous charitable institutions and concentrate its attention on the institutions which are necessary for our social welfare.

Although a successful business man himself, it is noteworthy that Mr. Munves does not revere monetary success to the exclusion of all else in life. He respects the honest man above all. "Unless one can achieve success honestly," remarked Mr. Munves, "it isn't worth while battling for it. To achieve success at the expense of honesty is too great a sacrifice. It is regrettable that in this commercial age of ours we make so light of the fundamental principles of life."

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SAMUEL NEMIROW

Success in the business world is usually attributed to hard work and persistent labor, but yet in many cases success has come to men because of their good will and honesty of purpose. Mr. Samuel Nemirow is considered one of the most prosperous auctioneers in this city, but his high standing in the commercial world is to a great extent due to his fine personal traits. In the Jewish community he is recognized as a good-hearted, well-wishing individual, a man who has always had the Jewish cause at heart, and who is always ready to help any worthy Jewish undertaking. During the past year alone Mr. Nemirow contributed more than two thousand dollars to various charitable institutions in Philadelphia, and he has pledged to do as much every year in the future.

Samuel Nemirow, son of Jacob and Esther, was born February 18, 1869, in Odessa, Russia. He attended Cheder a number of years, but at an early age he was compelled to make his own livelihood. When he was less than ten years old he was already tending store, at a small wage, it is true, but he was working for others, nevertheless. For some time he also worked for his brother, but there were little prospects of his building up any business in his native town. He came to America about twenty-six years ago. Here he followed a variety of occupations, which included a clerkship in a paint shop, operator at shirts and storekeeper. The work in the last place proved too hard, and Mr. Nemirow engaged an auctioneer to dispose of his good. It was in this casual way that the became acquainted with the auctioneer, who later gave him employment. Mr. Nemirow was awake to the possibilities his new place afforded, and at the first opportunity he embarked into the auctioneering business himself. For the last sixteen years he has enjoyed the reputation of being one of the sincerest and most upright men in the city engaged in this work.

Mr. Nemirow is a director of the Building Board of the Mt. Sinai Hospital, member of the Hebrew Sheltering Home, member of the Brith Achim and member of Joshua Lodge, I. O. B. B. During the past three or four years Mr. Nemirow has taken keen interest in the work for the Consumptive Home, and through his personal solicitations large donations for this institution have been made.

On April 25, 1892, Mr. Nemirow was married to Miss Beckie Borges.

"Work hard and gain the confidence of your people to make headway in the business world," is what Mr. Nemirow answered when asked to give his advice on the subject of business success.



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What must one do in order to succeed in life? Different men have different opinions regarding this question. Mr. Jacob Newman, of the Newman Skirt Company and National Dress Company, of 130 West Twenty-ninth street, has succeeded He has had much experience and has his answer to the above question, and in reply to the writer's query as to what is most essential in order to be successful, Mr. Newman said, "One has to do what I have done: Work hard and be honest and he will succeed."

JACOB NEWMAN

Mr. Newman is right. He has received no education. He never went to school. In Brest, Litowski, Province of Grodno, where he was born in the year 1876, particularly in his family circle, they did not have educational opportunities, and perhaps did not understand the necessity of giving their children an education. He was a child of extremely poor parents, and from his early boyhood he had to support himself and he began in the tailoring trade.



And it was this trade that has enabled him to climb up high on the ladder of success. When he came to America, in the year 1892, he started to work as a tailor. In the year 1904, after having worked hard for years and living economically, he started business for himself.

He lacked the education which helps many a man to succeed in life. He lacked the knowledge of American methods, which are of such great aid to some people. He had no influential friends to help him over the rugged paths of life. He had no one to lend him any money or indorse notes for him. He had no one to help him in any way or manner, but he did have remarkable energy, honest intentions, and the desire to work hard. And that is what helped him.

He has worked up his business to a high standard, and not only has he acquired comfort and wealth for his family, but he has also acquired a high reputation, for he has reached the top without the least blemish on his reputation, which is priceless.

Mr. Newman makes a very good impression. He is a plain and sympathetic man, a man who means what he says, who is honest and is known as such. He belongs to many clubs, orders and other organizations and is beloved by all.

Mr. Newman married on the first of January, 1899, and is the happy father of three accomplished children, Pauline, Willie and Dora.

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MEYER NEWMAN

"Let your word be as good as your bond," is the advice given to young men by Mr. Meyer Newman, of Newark, N. J. His remarkable rise from an unsuccessful dry goods peddler to one of the most prominent in the poultry markets of this city, is ample proof of the fact that to the resourceful and the honest nothing is too hard of realization. Today Mr. Newman is a well known personality of his community, a highly prosperous merchant and a great philanthropist.

Mr. Newman was born in Cracow, Austria, in July 4, 1858. His father, Solomon Newman, was a prominent architect in his native city and one of those sturdy types of a former generation whose splendid courage we are prone to admire and whose sweet lives stand like milestones on the road of progress of our race. The son of such a father must needs make a mark for himself. At the age of twenty-four, it was in the month of Cheshvan, 1882, Mr. Newman married Annie Haller, the daughter of a wealthy land-owner of Cracow, and then, two years later, in July, 1884, emigrated to America.



It was the high-tide of emigration from Cracow, and every week saw a number of young men and women leave their native town for an unknown future, but full of determination to make good and a mark in the world. Cracow contributed to the ranks of American Jewry some of the best there are here of our race, and Mr. Newman could easily be classed among them.

Mr. Newman came directly to Newark, and like many of his race, took to peddling. He peddled dry goods, had a very hard time with it and then turned to custom peddling, at which he was engaged till 1882, when he managed to accumulate a little money which enabled him to open a slaughter house. He acted as his own Schochet until he began to prosper. He is considered to be very wealthy now; he owns a summer home in Orange and a city home on High street, Newark, which is in many respects the most beautiful home in the town. Mr. Newman owns considerable real estate, among others also the market at 118-122 Prince street, Newark, N. J., where he conducts his business under the firm "Newark Live Poultry Company," of which he is the sole owner.

Mr. Newman contributes to every charity that comes along irrespective of race or creed. A worthy cause always appeals to him. He is a modest man and would not accept to serve as an officer in any organization, but he is a member of the Congregation Tiferes Jeshurun, The Talmud Torah of Newark, the Jewish Hospital, the Free Loan Association (Gemilas Chasodim), Orange Memorial Hospital, Newark German Hospital and many, many others too numerous to be mentioned.

Not only is Mr. Newman blessed with a successful business, but he is also fortunate in leading a most happy and contented family life. His wife Mrs. Anna Newman, is a woman of remarkable intelligence, a real consort who understands many of the details of her husband's business, taking a strong interest in his doings. Mr. Newman's children, nine in number, are: William I., a druggist, married to Theresa

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Herman, of Bayonne, N. J.; Jacob H., in business with father, married to Miss Weinberger, of Bayonne; Bella, married to Nathan Mark, clothing manufacturer of New York; Mollie, married to Benjamin Goodman manufacturer of trimmings, New York; Aaron, in business with father; Lillian, a graduate of high school, at home; Minnie, in her father's office and Julius and Nathaniel in high school.

SOL NEWMAN

About thirty years ago Mr. Sol Newman came to this country alone, a lad of fourteen. His imagination was fired with all the great opportunities that this land would afford. Little did he then dream that even in this wonderful land only the toilers were welcome and that only with the sweat of the brow could one reap the harvests. Yet a few months sufficed to teach him. Once he realized that he must toil, he concentrated his energies and made capital of them. The first ten years were years of struggles and hardships, but he was ambitious to succeed and he persisted. At an early age he learned to appreciate the value of effort and application, and work has become second nature to him. Today work and pleasure are synonymous terms to Mr. Newman and that explains why it is that he has made a remarkable success in the commercial world.

Sol Newman was born July 1, 1873, in Kovna, Russia. He is the son of Bella and David Newman. Although his father was not well supplied with worldly goods, he was well equipped mentally. He was known as a Hebrew scholar and Talmudist and was honored for his learning. Mr. Newman received a public school education and attended gymnasium until his fourteenth year, receiving at the same time instruction in Hebrew. At fourteen he left the land of his birth and came to his older brother, who had previously immigrated to America.

When he arrived on these shores he began immediately to work for his livelihood, his first job being that of errand boy. Shortly after he learned the cutting trade and worked at the bench for a number of years, until the opportunity was given him to become a traveling salesman. He worked hard and managed to save part of his earnings. Twenty years ago he started in business for himself with a capital of about eight hundred dollars. The obstacles that he encountered the first few years of his business experience would have disheartened a man with less courage, but Mr. Newman persisted and finally won out. Today he is a well-known manufacturer of men's trousers and is recognized as a leader in his specialty.

But the most remarkable fact about Mr. Newman is not his business success but rather his personality. He is best characterized as a man of wide mental range who makes no attempt whatsoever to impress those he comes in personal contact with. He is modest and unassuming in manner and is always ready to greet a stranger with a happy nod. It is these qualities that have doubtless aided him considerably in his relationship with other men. His matter-of-fact bearing has won the admiration of his friends and business associates.

During the last few years Mr. Newman has taken active interest in Jewish communal work. He is a director of the Philanthropic Hospital. Mr. Newman has been studying closely the work of the Federation of Jewish Charities and he feels that the federation should

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deal more liberally with the smaller institutions, which in many cases depend upon a limited number of men for their means of support.

On December 25, 1906, Mr. Newman was married to Miss Sadie Siegel, daughter of Mr. Abraham Siegel, a well-known silk merchant. Mr. and Mrs. Newman are the parents of two daughters, Abbie Florence and Dorothy Anne.

"Hard and persistent work will bring success to any man," Mr. Newman said. "Economy helps, but only when one works enough to make saving possible," Mr. Newman added.

MAX NIEDELMAN

It is hard to understand just exactly what qualities in an individual tend to bring about his success in life. There are many men who from outward appearances show every indication of being successful, yet in the struggle for success they fall on the wayside. Mr. Max Niedelman, of the firm Niedelman & Hoffman, manufacturers of coats and suits of 45-51 West Twenty-fifth street, is the quiet, unostentatious type, and a casual observer would hardly differentiate him from the many thousands of other men, yet in his quiet, retiring way, Mr. Niedelman shows strength. Seventeen years ago he came to this country with the other members of his family, practically penniless, and during this short time he has built up a large business and has helped the various members of his family to material improvement.

Max Niedelman was born September 1, 1882, in Mozier, Minsker Geberna, Russia. He is the son of Louis and Gussie Niedelman. His father was an orthodox of the old order, and was honored among his relatives and associates for his piety and religious bearing. Before he came to this country Louis Niedelman was connected with the Talmud Torah work of Kiev, and was considered fairly prosperous, in fact it was a surprise to his friends that he was preparing to depart for this country. But the impending military duty of his son Max hastened his decision to embark for America. He came with his son in 1900. Mr. Max Niedelman learned the tailoring trade, and worked hard for a number of years, saving a little capital from his earnings. After being here four years he began manufacturing in a small way, and now he employs over 600 hands in his factory. It was only pluck and nerve that carried Mr. Niedelman through five or six years of anxiety and difficulty, but he persisted, and he is now reaping the benefit of his labors.

Mr. Niedelman is a loving man with little in common with those that boast of their accomplishments. He contributes quietly to many charitable organizations, but makes every effort to keep from the public eye. He is a member of the Uptown Talmud Torah, Congregation Anshe Mozier and Beth Hamedrash Hagodol.

Six years ago, Mr. Niedelman was married to Miss Ida Cohen and they are the parents of two children, Louis, named after his grandfather, and Beatrice.

"Be honest and have patience in whatever you undertake," is Mr. Niedelman's advice to young men. "Be square with others, and don't do unto others what you don't want others to do unto you." Mr. Niedelman feels that saving plays an important part in a man's success, but yet being a man plays a greater part.

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JOSEPH NOVIGRODER

It has been frequently said that America was the country of unlimited possibilities. The career of Mr. Joseph Novigroder is another instance to prove this. There are immigrants who have been in this country for some time, but who have not succeeded. There are many Americans who never accomplished anything. Mr. Novigroder achieved his success, though he came to America only in 1901, at a time when many claimed that the opportunity to succeed in this country was not good. Mr. Novigroder went to the top, because he is a man of ability. There is always room here for such men, for they see the possibilities in time. Born April 15, 1878, in Ostralenka, Poland, Mr. Novigroder is the son of Elihu and Sarah, both still in Europe. When he landed in New York, Mr. Novigroder was a Talmudic scholar, and his parents hoped he would be a rabbi. The young man himself was also bent on a rabbinical career, bound to become a leader of Orthodox Jewry. America changed all that, however, and he at once began to show his business ability.



Like most immigrants, Mr. Novigroder secured work in a cloak factory. Two and a half years later he came to Cleveland, continuing at his trade. In 1909 he went into the real estate business, and here success began. He is in this business at present, and one of the most successful in the line.

Mr. Novigroder is a member of a great many Jewish institutions in Cleveland, where he contributes liberally, and he is a prominent member of the Congregation Kneses Israel, Anshe Emes and the Anshe Agudas Rumania. There might be some who question Mr. Novigroder's Orthodoxy, but no one ever doubted his devotion to the Jewish tradition and ritual, which have become a part of his self.

In 1898 Mr. Novigroder was married to Miss Minnie Gerver, and they are the parents of four daughters, Tinnie, Rea, Yetta and Sarah. A son, Julius, died at the age of one. All children received a Jewish education. Mr. Novigroder will teach them to read Hebrew and Yiddish.

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ZELICK PESHKIN

When Mr. Zelick Peshkin, owner of the well-known livery stable at No. 130 Christie Street, New York, first came to this country, he was twenty-four years of age and possessed a capital of 36 cents. To-day he is one of the most successful in his line of business, well-known and admired throughout the city, and his credit is practically unlimited, due to his great business integrity and high standing among his business associates. Such is the career of one of the most progressive stablemen in the country.

Born in August, 1864, in Russian Poland, Mr. Peshkin is the son of the late Isaac Peshkin and his wife, Blanche, still living. He came to America in 1888, and, as has been stated, had just 36 cents to call his own. He became a peddler of general merchandise in the country, and after ten years of continuous and uninteresting drudgery, he was able to save up $1,000, which gave him an opportunity of going into the shoe business, establishing in Canal street, where he stayed for two years. After that time, he found two partners with whom he embarked in the livery business, at 47 Chrystie street. He soon brought out his partners' interest and became a stableman in his own right, at 130 Chrystie Street, his present place of business where he had been staying since 1898, becoming highly prosperous and doing very much for his children and family.

Mr. Peshkin is a member of many charitable institutions, and an active member of the New York Coach Owners' Association. He had been married, in 1884, while still in Russia, and only twenty years of age, to Miss Goldie Fagen, and there are six children of this union: Harry C., the oldest son, a civil engineer; Abraham, the second son, an expert accountant; Dr. Murray M., the third son, a practicing physician at 54 St. Nicholas avenue; Louis B., in business with father; Miss Pearl, at present engaged to Dr. Melisson, who patriotically is giving his time to the United States Government, and Miss Jennie, an expert stenographer, staying at home with parents.

MOSES H. PHILLIPS

At No. 1150 Broadway, New York, we find the salesrooms of the firm of Phillips-Jones Company, manufacturers of shirts. In Bradstreet's and Dun's, this firm has the highest rating given to any concern, a million and over. As a matter of fact the firm is worth a few million dollars. You would naturally assume that this is a well established firm which has existed for generations. One is surprised to learn, however, that the founder and organizer of this firm is a man who was in this country a shochet, cantor, mohel and melamed, and that the firm is owned by himself and his children. It happened in this way:

Moses H. Phillips was born on the eve of Rosh Chodesh Tebeth, 1845, in Suwalk, Russia. He came to America in 1881. Being a shochet by trade, he settled in Pottsville, Pennsylvania, where he became a shochet, mohel and ritual marriage performer, cantor, etc. He soon took over his family from Russia, and, as can well be surmised, he was particularly successful. Nevertheless he stuck to his trade for five years. His oldest son, Isaac Leib, who was then fifteen years old, went out peddling in the country, and his daughters learned to sew. In this way

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the family was able to make a living and even save a few thousand of dollars.

He soon decided to quit communal work, and together with his seven children, they removed to New York, where he opened a little store at No. 1 Orchard street, making shirts. They would then deliver their manufactured product to peddlers, who forgot to pay for the goods, and pretty soon their scant capital was gone. But Mr. Phillips would not give up business, and he continued to work in the following manner: his children made shirts, which he took along with him to various little towns in Pennsylvania, where he was known as a mohel. In this way he was able to sell a good many shirts, and business began to improve. They took a shop in Church street, then in Lispenard street, and later at 47 White street.

Business became so prosperous in a short time that when Dramon Jones, the head of a well established shirt concern, died, and his children could not agree and decided to sell the firm, Mr. Phillips and his son bought the place, paying not less than $460,000 in cash. The firm became Phillips-Jones Company.

The firm possesses now thirty-four large factories in all parts of the country. One of these factories is in Pottsville, the town where Mr. Phillips was shochet and mohel. The factory at 829-849 East 134th street, occupying a solid square block, is under the personal supervision of Mr. Phillips, who remains there from nine o'clock in the morning to five in the afternoon, every day in the year. There are over ten thousand workmen employed by the firm.

Mr. Phillips is very active in Jewish communal affairs. He is the president of the Machzikei Talmud Torah, the Adath Israel, and the Kehilath Jeshurun Congregation. He is a director of the Immigrant Aid Society and many other institutions. A Jew, with a big Jewish heart, he spends freely and contributes to all worthy causes.



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NATHANIEL PHILLIPS

One of the great problems of a cosmopolitan city is the Americanization and assimilation of its adult immigrants. The League of Foreign-Born Citizens, of which Mr. Nathaniel Phillips, lawyer, of 261 Broadway, is the organizer and president, has done a great deal toward solving this big problem. The work of this institution has been so remarkably successful that it is getting national recognition, and Mr. Phillips receives letters of inquiry as to the methods of his "Melting-pot Club" from cities all over the country. The league is a non-racial, non-sectarian organization, founded October, 1913, and, according to Mr. Phillips, the purpose of the organization is "To foster loyalty to our city, State and nation; to aid, encourage and instruct people of foreign birth to become citizens of the United States, and to spread the message—America, the land of opportunity and of reciprocal obligation." The membership now exceeds 2,500, including from twenty to thirty nationalities. Good moral character is the only requirement for membership. Although there are smaller trade clubs, singing clubs, chess clubs, etc., into which the larger organization is divided, race groups are not allowed and only English must be spoken. The benefits the league afford are manifold. Mr. Phillips has arranged to have various city officials talk on the workings of their respective departments, and many judges have come to address the members on civic pride and citizenship. Mayor Mitchel and Mrs. Astor, who contributed $1,500 to the league, have, at various times, visited the clubhouse, which is now located at 138 Second avenue, and have often congraulated Mr. Phillips on the splendid work that he and his associates are accomplishing.



Although Mr. Phillips has lately come before the public eye through his connection with the League of Foreign-Born Citizens, he has long been a prominent and beloved figure on the East Side, for Mr. Phillips has been associated with the public day and evening schools of that section for more than ten years. In the evening Mr. Phillips taught English to foreigners of all nationalities in various schools. There were Greeks, Italians, Russians, Turks, Jews, Germans, Hungarians, Bulgarians and Poles. It was during his association with these pupils that he learned of their hardships and difficulties in procuring their naturalization papers. Among other considerations, there was the difficulty of the language, and great loss of time and pay before they obtained their naturalization papers. It was the frequent requests for advice of these foreigners that suggested to Mr. Phillips' mind the need of an institution like the one he eventually formed.

Mr. Phillips is himself foreign born, having come to this country before he was one year old. He was born at Kalverie, Russian Poland, December 25, 1883. He attended Public School No. 75 and was valedictorian of his class. He received his academic training at C. C. N. Y., from which institution he graduated in 1903. He studied law at New York University, and from this institution he received his LL. B. in 1907 and his LL. M. in 1908. From 1903 to 1904 Mr.

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Phillips was employed in the Civil Service, and from 1904 to 1910 he taught school. His old pupils and associates at school still remember him for his sincerity, kindness and cheerful disposition It is, undoubtedly, these very qualities that have won for him the high regard in which he is now held in his profession. His high moral character, his reliability, his straightforwardness and directness make him an example that others in his profession may well follow.

Mr. Phillips has taken great interest in the civic, political and communal activities of this city. He is chairman of appeals of I. O. B. A. and a member of the Kehillah. He was a member of the Mayor's Fourth of July Committee in 1914, 1915 and 1916: a member of the Committee for National Defense, member of the Mayor's Committee on Food Supply, member of the Mayor's committee at the opening of the Catskill Aqueduct, member of the Committee of One Hundred appointed by United States Commissioner of Education Claxton, and also a member of the committee appointed by Commissioner Howe to welcome new citizens. He is the organizer of the Home Defense League, member of the Judaeans, New York County Lawyers' Association, Hebrew Sheltering Guardian Society, Downtown Men's Association for Women's Suffrage, and member of the East Side Committee appointed by Borough President Marks to act as adviser on borough methods.

Mr. Phillips feels that every young man who gives his fellowman a square deal will come out right in the long run. But he also thinks that honesty, concentration and thrift play a great part in a man's success.

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DAVID V. PICKER

David V. Picker, born in Russia in 1874, came to America in 1892. He proudly states that he started work at $4 per week for Mark L. Abrahams, wholesale clothier; his clear insight to business, however, was so much appreciated by his empoyers that five years later he was made a partner in the firm.

In 1903 he started in the wholesale clothing business for himself, under the name of David V. Picker, and through integrity and a strict adherence to sound business he occupied a prominent place in the industry for eleven years.

Continued office confinement making severe inroads into his health he was compelled, under physician's orders, to retire from business. It was then that the moving picture business appealed to him, as he would be enabled to have the out-door exercise he so much needed.



Mr. Picker bought the interest in the largest theatre in the Bronx, which, owing to its many failures, was known as "a white elephant"; he was strongly advised by everyone to keep his hands off the proposition, but Mr. Picker's strong determination, keen foresight and self reliance led him to disregard their advice and he accordingly took charge of the house in 1914.

In less than six months his theatre was such a success that, in spite of the extraordinary capacity of 4,000 seats, he was unable to accommodate the crowds that sought admission. His methods were then so highly commended by all of the trade journals that quite a number of people came from all parts of the country and Europe to study his ways of successfully running a great moving picture house; he was also immediately recognized as an expert authority on the quality of productions.

Mr. David V. Picker today owns and controls a chain of theatres, with a weekly attendance of about one hundred thousand patrons, who are always assured of finding a high class of entertainment that is pleasing, instructive and clean.

It was Mr. Picker who originated the movement for holding special "children's morning performances," and his efforts in this direction have been approved by clergy and laymen alike.

Mr. Picker's humanitarian ideas have gained him the respect of the entire community; he has always responded to calls for benefits in aid of worthy charities, irrespective of race, creed or color.

Some time ago Mr. Picker purchased the estate of the late ex-President Grover Cleveland, at Princeton, N. J., with the intention of presenting it to the United States Government, but his plan had to be abandoned, owing to his inability to obtain a clear title. It is his ambition that give his children a military education and has them serve their country in either naval or military capacity. He prays that they may serve the flag which gave him liberty and equal rights.

In 1903 Mr. Picker married Miss Celia C. Weinberg, of New York; they have four boys, Eugene, aged fourteen; Sidney Irving, aged twelve; Leonard, seven years, and baby Arnold, aged four.

Mr. and Mrs. Picker are both affiliated with many charitable movements and take particular pride in their individual social service.

Mr. Picker believes that the success of every man must start with his domestic happiness; he attributes his success in life to the following

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causes: Honest methods of advertising, cordial treatment of his patrons, general interest in their welfare, and last but not least, to the faithfulness and devotion of his loving wife, Mrs. Celia C. Picker, whose individuality, companionship and advice gives him continued inspiration to greater and nobler efforts.

It is citizens like Mr. Picker that do credit to our race.

ABRAHAM PLEET

Industry, thrift, keen business sense and assiduous attention to duties are among the qualities that have placed Mr. Abraham Pleet in the foremost rank of the milling industry, and the Jewry of Philadelphia may well be proud of the man who during the last fifteen years has not only obtained the respect and admiration of his business associates, but has won the heart and good wishes of every Jew in the city who is in any way whatsoever connected with Jewish relief or communal work.

Abraham Pleet was born April 15, 1870, in Sadawor, province of Kovno, Russia. His father, Gerson Mendel, was a Hebrew scholar of note, and his mother, Anna Leah, was everywhere known for her kindly and amiable spirit. Abraham was next to the oldest in the family, but he realized at an early age that his parents could little afford to support him very much longer. At twelve he left for America, without a sou in his pockets. He landed in Baltimore, where he peddled with silverware for more than six months, during which time he not only maintained himself, but also sent money for the support of his parents. He was of an enterprising spirit, even in his boyhood days, and within a year after his arrival he was the owner of a retail store in Sumter, S. C. After accumulating a little capital he came back North. In the meanwhile he had sent sufficient funds home to bring his parents and sisters to this country. The added responsibility urged him to greater efforts; he came to Philadelphia and began the manufacture of caps in partnership with an old friend, but he met with reverses. But reverses with him served only as a stimulus for greater efforts. He began buying and selling cloth in a small way, and gradually built up a large jobbing business in partnership with Mr. Harry A. Miller. Twelve years ago they jointly purchased the Yorkshire Mills, at Lenni, Pa., and have, during this time, succeeded in building one of the largest mills for the manufacture of cloth for men's wear in this part of the country. In addition to being part owner of the Yorkshire Mills, Mr. Pleet is also president of the Caledonia Mills, at Clifton.

Mr. Pleet is unassuming and unpretentious, but yet one requires only a few moments of personal intercourse with him to appreciate the many finer qualities that have secured for him both the eminent position that he now holds in the business world and the love that is shown him by the Jewish population at large. The interviewer was impressed by his unusual intelligence, his remarkable business acumen, his open-hearted, frank, sympathetic nature, and, above all, his sincerity. It is this quality, his sincerity, that strikes the keynote of his personality. One instinctively feels that Mr. Pleet means what he says, and never says anything that he does not mean.

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Mr. Pleet is a contributor to almost every institution in the city. He is a director of the Hebrew Sheltering Home, member of the Orphans' Home, Mt. Sinai Hospital, Federation of Jewish Charities, Temple Mikveh Israel, Sons of Halberstam, life member of the Manufacturers' Club and member of Shekinah Lodge, Keystone Chapter, F. and A. M.

Mr. Pleet is on the board of the First National Bank of Media; president of the Pennsylvania Bank of Philadelphia; president of the Record Building and Loan Association, and treasurer of the Magna Building and Loan Association.

On March 7, 1899, Mr. Pleet was married to Miss Lena Susskind, and they are the parents of two sons, Herbert P., aged seventeen, who is a student at Pennsylvania Military College, and Gilbert, aged twelve, who attends school.

"Honesty, straightforward dealing and promptness play a great part in success," Mr. Pleet said when asked to tell what he thinks are the qualities that lead to accomplishment.

MORRIS POLIN

When one achieves fame in literature, art or science we generally ascribe such achievements to the drawing out of one's potential powers and we call him a genius. When, however, one achieves like success in the business world we are wont to attribute his success to powers other than his own; that is, to a fortunate combination of circumstances over which he had no control. That in many cases this has been the case is undeniable, but in the case of Mr. Morris Polin it is not so. His success in the business world did sot come to him by mere chance. It was his potential powers, his foresight, and his untiring efforts that have won for him the high place he now holds in the industrial life of Philadelphia. At seventeen he arrived a poor immigrant boy with no one to turn to for aid or advice, and during the last twenty-five years he has made for himself an enviable reputation, both in the commercial and social life of this city.

Morris Polin, son of Samuel Saul and Miriam Polin, was born April 10, 1876, in Kovna, Russia. His father was a merchant, a pious Jew of the older order, and Morris was brought up in an atmosphere of orthodoxy. He received a Hebrew training and for a while was a Yeshibah Bochur at Reszin, where he remained until his sixteenth year. It was at this age that he was fired with the ambition to come to America and win wealth and fame as so many of his compatriots had done before him. He landed on these shores in 1893, and from the start manifested remarkable business ability. A year later he was conducting a business of his own. Before he was nineteen years old he was already fairly well established in the business which he made his life work and which he is pursuing to this day. Mr. Polin is one of the few Jewish merchants in Philadelphia who is manufacturing cloth and fabrics.

In spite of enormous business responsibility, Mr. Polin has during the last few years devoted much of his time to communal and charitable work. He is vice-president of the Hebrew Sheltering Home and Day Nursery, and takes active interest in various charitable organizations. He is also a member of the Athelston Lodge, F. and A. M.; Joshua Lodge, I. O. B. B.; Federation of Jewish Charities and others.

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In the business world Mr. Polin's name stands for honesty, integrity and reliance. His success is due entirely to the splendid business methods he has adopted. When asked what in his opinion are the methods that led to success, he answered: "Good judgment, good foresight and honest, straightforward dealing." Mr. Polin also stated that the man who takes a chance occasionally has every opportunity to make good in the long run. Economy, he felt, plays little part in a man's success, for, as Mr. Polin put it, "The man who spends more must earn more."

On November 23, 1899, Mr. Polin was married to Miss Anna Michaelowitz and they are the parents of three children; Miriam attends high school and Leona and Franklin Robert are still at school.

Mr. Polin is both a reader and a thinker. During the interview he displayed an unusual knowledge and understanding of Jewish affairs. Much to Mr. Polin's credit, it must be said, that his opinions are his own and not merely adopted from the opinions of others. Mr. Polin is a man of intelligence and refinement, and can best be characterized as a man who is a Jew at heart, but has learned to acquire the best traits of the American.

ISAAC POLLACK.

Many a man has attributed another man's success to luck. Yet the most fortunate thing for a man to do to attain success in life is to work hard and persistently. In this respect there are few men in the city who can be more proud of their accomplishments than Mr. Isaac Pollack, manufacturer of cloaks and suits, at 35 West Thirty-third street. In the course of the last twenty years he has built up one of the largest establishments in the city. His growth has been continual and steady, and he is today one of the leaders of this industry in the city.

However, it is not only in a commercial way that Mr. Pollack is an important figure in the Jewish community. He has for the last ten years been one of the most prominent men in the Willoughby section of Brooklyn, having taken part in almost every activity of the Jews in that part of the city. Mr. Pollack is a man of attractive personality; a man who makes friends easily, and that fact has produced the many admirers that he has in both his business and social world.

Isaac Pollack was born December 1, 1869, in Geberda, Russia. His childhood was spent with his grandparents, as his father died when Isaac was an infant, and naturally he was deprived of many advantages that many of the other children of the village enjoyed. His early years were years of struggle and hardship, and he decided to come to America to make his livelihood here. He went to work at the tailoring trade, where his initial salary was four dollars per week. He worked hard and saved, and when he had saved the first thousand dollars of his hard-earned money he went into the cloak and suit business. The first three years barely gave him enough to live on, but in his fourth year he was more fortunate, for at the end of that year he found that he had cleared over $20,000. This was the foundation of his later success. He left his old quarters at Spring street and moved to Thirty-third street in 1909, being among the first manufacturers of his industry to move uptown. In addition to his manufacturing business, Mr. Pollack has also made very successful real estate investments, and he is considered one of the largest real estate owners in the Eastern District section of Brooklyn.

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Mr. Pollack is connected with almost every worthy charitable organization. He helped lay the cornerstone of the Synagogue at Willoughby and Throop avenues, and he is an ardent supporter of the Moore Street Congregation and the Stockton Street Talmud Torah.

Mr. Pollack was married in Russia in 1890. His wife's father and grandfather were very prominent rabbis in their native town. Mr. and Mrs. Pollack are the parents of eight children—six sons and two daughters. Their oldest son, Morris, who is now twenty-seven years old, has been connected with his father's business for the last twelve years. He is shrewd and a hard worker, and much of the success of the business has resulted from his untiring efforts.

"Hard work and honesty will bring success to any man," was Mr. Pollack's answer when asked to give his advice for success.

During the few decades that Jews immigrated to America a new Jewish aristocracy has formed itself; an aristocracy of wealth, intelligence and reputation. Mr. Joseph H. Polstein belongs to this new class of Jewish nobility.

JOSEPH POLSTEIN

Mr. Polstein is a very wealthy man, being one of the biggest real estate men in the city. He is the owner of many fine apartment houses in the finer sections of New York, with headquarters at 220 Broadway. But he does not belong to that class which prides itself with great wealth only. His importance in the Jewish community lies in the fact that he is a man of high intelligence and great reputation.

He is a Lamdan and a gentleman with whom one can interestingly discuss many Jewish and worldly problems. He is also an ardent Zionist. He was the president of an organization named "Tuvoi Zion," which bought land and built houses in Palestine, in order to settle American Jews who desired to go there. The Government of Turkey put many obstacles in the way, and the plan had to be abandoned. The land was turned over to Baron Rothschild and Mr. Polstein has assumed the responsibility of seeing that all moneys collected be returned. Mr. Polstein was also a director of the Lebanon Hospital. He is a trustee of the Zichron Ephraim Congregation and a prominent member of the Kehilath Jeshurun Congregation.



Mr. Polstein was born December 15, 1864, in Wilna. He is descended from a very prominent family named Palestine, and his mother was a cousin to Rabbi Matus Strashuner, a famous Lamdan and author.

Mr. Polstein came to America in the year 1888. During the first year he worked as a salesman in a paint store, and after that he started contracting in building construction, having had experience in this line from home, and gradually he drifted into the real estate and building field, where he now holds a high position.

In the year 1889 Mr. Polstein married Sarah Seplow, who was the daughter of the government-appointed Rabbi of Postaw, Province of Wilna. The Polsteins have five daughters and two sons. Their

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oldest daughter, Ray, is married to Mr. Harry Engel, of the firm of Engel, Hess & Co., the largest concern in New York manufacturing artificial flowers. His oldest son, Abraham, is in business with his father, and his second son, Herman, is a college student. Their second daughter, Rose, is married to Dr. Weisberger, a prominent New York dentist, who is the son of the famous Reb Aaron Weisberger. The late Mr. Weisberger, who died at the young age of forty-five, was one of the most educated, pious, charitable Jews of the Hungarian Jewish colony of New York. Through his nobility of character he acquired such a high reputation that his name until the present day is a pride to every one in any way connected with him.

Mr. Polstein is a strict Orthodox and a Sabbath observer. He is highly interested in the maintenance of traditional Judaism and does all he can in its interest. In general, he is a very interesting and important person, and the writer found great pleasure in the interview with him, during which many subjects of interest were discussed.

LOUIS POMERANZ

While Mr. Louis Pomeranz, of the firm of Pomeranz Brothers, cloak and suit manufacturers, of No. 31 West Twenty-seventh street, cannot literally be classed as one who has reached the topmost rung of the ladder, yet figuratively he is eminently successful, as attested by his close association with the giants of the cloak industry and the eminent respect which his name commands in philanthropic circles. He was born in 1880 in Ruzshana, Province of Grodno, Russia, and came here in 1892. For a few years he attended school, working after school hours, eventually going into business with his brother. He has been very successful and employs 200 people.

He is charitable to a degree, giving to many institutions, but does not believe in holding office. In 1903 he married Jeannette Levy, of Jersey City. They have two children.

Mr. Pomeranz is a firm believer that honesty and hard work are essential to success in life. "When I worked for others, I worked much harder than I do for myself," he said, "and I am firmly convinced every man who really wants to work hard and has any latent ability will sooner or later succeed."



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ABRAHAM PRICE

A prominent figure in the community life of Brooklyn is the subject of this sketch, Mr. Abraham Price. For a time he was the president of a school for Biblical instruction on Meserole street, for four years he was the president of the Brooklyn Hebrew Free Burial Society, he is a director of the Brooklyn Hebrew Free Loan Society, of the Beth Moses Hospital, of the United Jewish Aid Society, of the Tifereth Israel; in fact, it is extremely difficult to find an orthodox Jewish cause in Brooklyn in which Mr. Price is not more or less active. The compiler of this series interviewed Mr. Price in order to include his name in the list of those who have helped write Jewish history for Greater New York, and he found in Mr. Price not only a communal worker, but in general a gentleman in the highest conception of the word and a man who well deserves the high reputation which he enjoys in the Brooklyn Jewish community. Mr. Price is a firm believer in Gemilath Chassodim, and does much to assist people toward independence, and has loaned many thousands of dollars for this purpose. He is also active in the Zionist movement.

Mr. Price was born on February 14, 1865, in Zagar, Province of Kovno, and came to America in June, 1885. Upon his arrival here he was advised to start by peddling. He was rather abashed to go out with a basket in New York, where he had many friends and countrymen, and he determined to go out of town. He knew not where to go—all he had for traveling expenses was 50 cents. He went to the Grand Central Depot and explained to the ticket seller as well as he was able that he wanted a train ticket to cost 50 cents, it mattered not where to. So he took a train which landed him in White Plains. There he started his peddling, hustling the entire day, and at night seeking rest in the shrubbery. But one night, after two weeks of this experience, the heavens opened up, there was a terrific thunder storm and cold rain fell in torrents. Mr. Price sought protection in a saloon and asked for shelter over the night. This was refused, and all the patrons of the place refused to take him home. So for the entire night he slept on a bench outside, caught a severe cold, which forced him to go back to New York, and this ended his career as a peddler. He found employment at $2 per week making ladies' purses. Some time later, having saved a little, he opened a milk store in Delancey street. In 1890, through a connection with a brother-in-law, he went into the paper and stationery business, and eventually developed a big concern, dealing in paper and cardboard for printers, with present headquarters at 61 Whipple street, Brooklyn. He worked up to a high stage of success, acquiring not only wealth, but an excellent reputation in the business world.

Mr. Price does not belong to that class of men who seek success for no other purpose than to feed and enjoy themselves. No sooner was his own material problem more or less solved than he started giving his time, energy and part of his money to aid others. He devotes himself to charity and general communal work and today is counted as one of Brooklyn's most prominent "Baal Habbattim."

Mr. Price was united in marriage to Miss Agnes Safyer, and they are now the proud parents of four accomplished children, one son and three daughters.

Discussing the problems of the success in life, Mr. Price thinks that the fundamental principle on the road to success is to be industrious and ambitious.

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SIDNEY S. RAYMOND.

The man who forms the theme of this story is an admirable instance of the latent spark of race-loyalty which lurks in the breast of every Jew. He came to America at a very tender age, was forced by circumstances to live among non-Jews, and for ten years had no Jewish affiliations whatsoever; and yet, when confronted with the choice of holding a lucrative employment or standing by his people, he did not hesitate for a moment. His fine manhood and inherent Jewish instinct asserted themselves.

Mr. Raymond was born November 12, 1877, in Ponevez, Russia. He is the son of Solomon and Anna Raymond. He came to America at the age of eleven. It took him twenty-eight days to make the trip, earning his passage by working on a cattle boat. In the land of his dreams he found no one to befriend him and was thrown entirely on his own resources. When he earned his first dollar, by carrying a valise, he felt as though he had entered paradise; and when he secured steady employment at a salary of $6 a week, he wrote home that he was already "established." His career continued a very checkered one, until at the age of 16 he secured a position in the famous Westchester County Club, where he met some of the biggest men in the country. It was there that the instance previously referred to occurred. A Jewish peddler hawking his wares passed through the gates of the club and tried to make his way into the sacred precincts. He did not go far, when an officious head-waiter, a descendant, no doubt, of the arch Jew-baiter, Haman, pounced upon him with the cry, "Get out of here, you —— Jew! We want no Jews in this place." Mr. Raymond, who stood by, said, "In that case, I, too, ought to get out, because I, too, am a Jew." "Had I known you were a Jew you would not have remained here one day. Pack your things and go." Fortunately for Mr. Raymond the members were not imbued with anti-Semitic bias, and the story of Haman repeated itself.

Through his connection with the Westchester County Club, Mr. Raymond gained the friendship of the biggest hardware merchant in the United States, J. L. Mott, who offered him a position as traveling salesman. But Mr. Raymond was ambitious, and after trying out many ventures, decided to go into business. At the age of 26 he began his present line of business, that of plating, with a capital of $300. His first experiences were none too encouraging. Friend and foe alike predicted dismal failure. Their predictions all came to naught. Men of the type of Sidney S. Raymond are not born to failure. Obstacles thrown in their way, discouragements and disappointments are so many spurs that bring out the best that is in them. Today Mr. Raymond is the head of the large plating firm of Raymond & Co., a recognized leader in a line where success comes only to the most deserving.

Mr. Raymond is the organizer and builder of Temple Tiferes Israel, of Kensington, and has been president of that congregation from its very inception to this day. He is the organizer of the Raymond Lodge, one of the most prosperous fraternal organizations in Brooklyn. He is a Shriner, an Elk and a member of the Knights of Pythias. He is a liberal supporter of all the charitable institutions of Greater New York, and the cry of the distressed and needy always strikes a responsive chord in his heart.

In 1904 Mr. Raymond was married to Miss Kate Cohen, and they are the parents of three children, Robert, age 10; Myron, age 8, and Milton, age 3.

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As a rule, when a man is in the public eye he makes enemies more or less, but the contrary has been established in the career of Samuel D. Reich, who has always been a leader and a communal factor, yet the writer has yet to hear other than a favorable word spoken of him.

SAMUEL D. REICH

Mr. Reich was born in Neu Sandetz, Galicia, on August 18, 1866, the son of Isser Reich, a merchant of that city. He came to America in 1888 and began by peddling, gradually worked himself up and started in business for himself in 1895. His advancement has been progressive and steady, culminating in 1916 by the formation of the firm of Katz, Fishel & Reich, Inc., manufacturers of cloaks and suits, at No. 33 East Thirty-third street.



Twice Mr. Reich was grand treasurer of the I. O. B. A. Twenty-eight years ago he organized the Neu Sandetzer Sick and Benevolent Society, which has 350 members; he is the president of that thriving organization, the Judah Halevi Congregation of the Bronx, and it was through his efforts that the present beautiful edifice was erected. He is a member of numerous other organizations. Mr. Reich's father, who now resides in Berlin, has visited him here twice. On the latter occasion he was unanimously elected an honorary member of the Neu Sandetzer Sick and Benevolent Society.

Mr. Reich's family life is ideal, his wife (nee Lena Fisher), whom he married in this city in 1895, coming from a prominent family, natives of Mishkoltz, Hungary. They have four sons and a daughter, and the oldest son, Daniel, received his diploma as a lawyer in June last from New York University. All the children attend either public school or high school, and are receiving a thorough Jewish training along modern orthodox lines.

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Conditions over which man has no control ofttimes remove him from the sphere he is by birth and inclination most fitted for and place him in a hostile and exotic climate, where he cannot grow and develop. This is life's greatest tragedy. Given the opportunity to play in life's arena the part he has been born for man can accomplish wonders.

EDWIN A. RELKIN

One of the happiest of men is Mr. Edwin A. Relkin, the "Napoleon of the Jewish Theatrical Business World." His remarkable activity, his restless disposition, his desire to do things —things that are worth doing—manifest that despite painstaking efforts and numerous hardships he experienced, he has the good fortune to play the part in life he is best fitted for by birth and temperament. He is a man of the theatre through and through. The speculative, the insecure, the haphazard theatrical life hold out irresistible charm to him and harmonizes with his inner self.



The late Jacob Gordin, in one of his inimitable addresses from the stage, characterized Mr. Relkin as "A living wind." And this is precisely what he is—nay, he is even more than that, he is a sweeping storm in society.

Mr. Relkin is known to all. His name is frequently mentioned in the newspapers in association with the Jewish theatre. Few, however, know his life's history and his accomplishments.

Edwin A. Relkin was born in Orchard street, New York city, on the 12th day of August, 1881. His father, Joseph Relkin, who emigrated from Marienpol, Russia, came of distinguished stock. He was recognized as one of the foremost Jewish immigrants. He dedicated his life to Jewish charities and was one of the leading founders of "Hachnosas Orchim." The elder Mr. Relkin died several years ago.

Mr. Relkin attended the Public Schools of New York and Chicago. From childhood he felt the call of the theatre. The theatre was a magnet he could not withstand, and at the age of sixteen he ran away from home and joined a circus in Buffalo as a program boy.

When he was 19 he worked as an usher at Glikman's Theatre, Chicago. Gradually he was advanced to the managership of the same theatre. Later he was engaged as publicity agent by Boris Thomeshefsky to advertise the latter's production of Zangwill's "Children of the Ghetto." This was the beginning of Mr. Relkin's theatrical career. For five years thereafter he was associated with the late Michael Mintz, and then started the "theatrical booking business," being the first to book theatres throughout the country. Endowed with unusual executive and organizing abilities, his success was instantaneous. He books for Jewish companies such theatres as the Belasco in Washington, Nixon in Pittsburgh, Auditorium, Chicago; Olympic, St. Louis; theatres controlled by Klaw & Erlanger and the Shuberts, who never before permitted Jewish companies to play in their

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houses. Mr. Relkin developed the booking business to such an extent that he had at one time during the summer of 1914 fourteen Jewish companies on the road and there was no confliction of dates between them. He sent five other companies from coast to coast, and he holds the record of taking in $3,400 in one evening at the Auditorium, Chicago, while presenting Esther Rachel Kominsky. His companies played in American cities numbering only 200 Jewish families: such as Pittsfield, Mass., and Pueblo, Colo.

The coming summer he will have control in New York of People's Theatre, Grand, Goebel's and Liberty. He will have under his management, Adler, Kessler, Bessie Thomeshefsky, Lipzin, Prager Yavoler Company and Max Goebel's Company, which played last Passover to 8,000 people under his management at the Grand Opera House, Boston. Mr. Relkin is also the representative of Shuberts, David Belasco, Gest and others in all matters concerning the Jewish theatrical field. He has also, in association with Mme. Gudinski, hired the National Theatre for 1919.

Psychologists have frequently observed that men with unusual abilities for great enterprises are, as a rule, not frugal, they are not money mad, they are men with warm hearts that beat as fast as their minds work. It is a fact that stands test in the case of Mr. Relkin, who is what is commonly called, a "Brilliant boy," a man with a great, big heart.



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KALMAN RESS

Twenty years ago, at a time when the Jewish immigrants hardly knew anything about American methods of advertising, the Yiddish newspapers printed big advertisements of K. Ress, the well-known tea and coffee dealer. Mr. Ress was among the first in this business to give premiums with the sales of tea and coffee. Many followed his footsteps, and with this scheme developed large business enterprises, of which up to the present day Mr. Ress remains one of the leaders, having his wholesale place at 77 Gerry street, Brooklyn, and his retail place at his old headquarters at 121 Essex street, New York.

Mr. Kalman Ress was born August 15, 1869, in Baszelan, Province of Kovna, near Savaler Uiest. His father, Reb Jacob Ress, who was once here on a visit, was a famous Lamdam and died in Jerusalem, and his mother, Rachael Charnie, was a very pious woman. His brothers, Samuel and Isaac, both of whom are dead, were famous Talmudical schloars.



Mr. Ress came to this country in 1887, and after working for others a short time, he opened a little grocery store on the East Side, and this later developed into the tea and coffee stores with premiums. Mr. Ress at one time had fifteen branch stores in New York, Brooklyn, Newark, Philadelphia and Providence.

Mr. Ress is a contributor to almost all Jewish charitable institutions. He is a strict orthodox and Sabbath observer. He was one of the organizers and is ex-president of the congregation Glory of Israel in Brooklyn. Mrs. Ress was treasurer and vice-president of the Brooklyn "Malbish Arumim."

In 1890 Mr. Ress married Miss Sarah Levine, and they are the parents of three sons and four daughters. Samuel, the oldest son, is in the business with his father, and his daughter Sylvia graduated from Columbia.

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BERNARD REVEL

In Ghetto life, the Rosh Yeshibah, that is the head of the Jewish Talmudical Academy, was the highest dignitary of the community. It was inevitable that this should be so among people who considered learning the chief ambition and noblest attainment that society could offer. The Rosh Yeshibah combined profound knowledge of the Talmud and familiarity with the Talmudic Commentaries and the entire Jewish literature, with shrewd insight into human nature together with pedagogic skill. By virtue of these qualities he was naturally regarded with the respect and admiration due one, who bore the greatest responsibility of Jewish communal life on his shoulders. Especially in his capacity as instructor of future leaders, did the Jewish people feel that the Rosh Yeshibah held their future in his hands. A Rosh Yeshibah of this excellent type, with the additional qualification of a modern American background, is the Reverend Doctor Bernard Revel.

Dr. Revel was born in Russia, in 1884. He comes of a very distinguished rabbinical family, and as is customary in Jewish families of high order, commenced the regular scholastic career at the age of three. In the very few years, he had already become renowned to some degree for extraordinary keenness of intellect and for his proficiency in the intricacies of the law, and excelled so highly that all propliesied a scholarly career for him. At the early age of twelve, he entered the Talmudical Academy where he soon became known as a student of great promise, attracting the attention and interest of scholars beyond the limits of the immediate province and corresponding with erudite men all over Russia. At the age of eighteen, he was ordained with great honor.

In 1908, Dr. Revel came to America. Here he found that despite the broadness of his culture and his scholarly training, he was unable to cope with American life. But, while weaker men than he would have succumbed to the discouraging and dreary prospects facing them, Dr. Revel triumphed in his decision to adapt himself to his new environment. Aiming to rank with scholars in America, Dr. Revel entered the ranks of the student body at New York University, speacilizing in semities in which subject he excelled, and receiving his degree of Doctor of Philosophy from that institution. Later, he attended courses at Dropsie College for which he wrote a dissertation on the Karaitic Code.

Two years ago, when the orthodox leaders of New York City decided to establish a seminary for the training of orthodox Jewish rabbis, they immediately turned to Dr. Revel as the man most capable for the position because of his detailed knowledge of the intricacies of the law, his keen mind, and his sound modern education. And within these two years, Dr. Revel, who is still a young man, has proven to the world by his great success in the conduction of this institution and in the attraction of a distinguished and eminent faculty that he bids fair to be recognized as the great leader of reborn orthodoxy in the United States.



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ISSER REZNIK

Mr. Issar Reznik is not enumerated among the wealthy uptown Jews, for he is an East Side business man, dealing in cotton goods at No. 77½ Eldridge street, but he is one of the most prominent East Siders, charitable to a fault, strictly orthodox and one who gives his personal service to every good Jewish cause. Mr. Reznik was born in 1871, in Shelep, State of Minsk. His father, Rev. Abraham Reznik, who at present lives in Eretz Yisroel, is a Lamdan and a very pious Jew. Mr. Reznik landed in America with $6 between him and starvation, but today he is counted among the wealthiest East Side Jews and stands high in the commercial world, with an unsullied business reputation. He is treasurer and a director of the Talmud Torah Tifereth Jerusalem, on East Broadway, in which institution he became interested at the behest of the founder, Mr. M. Z. Harkavy. Mr. Reznik advanced the money with which to purchase the building, and with his own money purchased a cemetery for them. He is a director of the Yeshibah Chaim Berlin, Prospect avenue, Brooklyn, to which he has devoted a lot of time, money and effort. He is the treasurer of the Relief Committee and one of the leading members of the Congregation Anshe Shelep, and is affiliated with almost every local orthodox institution. He has also been a donor to a number of institutions in Jerusalem. At present Mr. Reznik is deeply interested in the idea of establishing an asylum for the Jewish insane, for he has had many applications to free some Jews who were confined to Gentile insane asylums, where, he believes, they endured great suffering.



In 1895 Mr. Reznik married Zelda Kopolow, whose father was a schochet in Minsk and in Ezrow, Province of Poltov. They have three sons and two daughters. The oldest son, Jacob Koppel, announced his engagement to Miss Esther Savitzky, December 23, 1916.

JACOB RICHMAN

Jacob Richman, the subject of this sketch and head of the firm of J. Richman & Co., dealers and converters of remnants and seconds, at No. 324 Canal street, is one of the most important men among the orthodox Jews of the old type and surely deserves his place in the list of Distinguished Jews of America. Born on November 15, 1866, in Alexot, a suburb of Kovno, he came here in 1880 and had a hard struggle, beginning at the very lowest rung of the ladder. He came here with his father, who passed away six months later, and went to live with a cousin in Scranton, Pa., remaining there a year, peddling for a living. He then returned to New York with his savings, brought over his family and embarked in business. He opened a picture store, later manufactured shirts, but was unsuccessful. In 1894 he began dealing in remnants, and in this field made his mark.

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In 1887 Mr. Richman joined Miss Flora B. Goldenson in matrimony, and their union has resulted in three sons, two of them, Joseph and Reuben J., at present associated in business with their father, and Ezekiel, the younger son, at present attending college.

Mr. Richman is a strict orthodox Jew of the old type and likewise a communal worker. He is a director of the Uptown Talmud Torah and the Yeshibah Rabbi Jacob Joseph, vice-president of the Harlem Yeshibah and director of the Maskil El Dol. He is a prominent member of the Congregation Tifereth Israel, No. 126 Allen street, and of the Congregation Anshei Poland, West 114th street. His children all received a thorough Jewish training and are well versed in Hebrew.

WILLIAM C. RITTER

The story of William C. Ritter's career, his rise from the humble and obscure calling of cobbler to a position of wealth and influence, adds an interesting page to the history of Jewish American Romance. He has refused to be held down by the old maxim of "Shoemaker Stick to Your Last." He has put a crimp in the ancient aphorism, robbed it of its effectiveness, and rendered it obsolete.

William C. Ritter was born at Bergazasz, Hungary, on March 30, 1873. Ere the lad had reached his fourth birthday, his father died, and it was not many years after that the boy expressed a desire to become self-supporting. His native town, however, offered scant opportunities to the rising generation, and for want of better occupation he took to shoemaking. Several years of apprenticeship then ensued, but all the while the boy cobbler was stirred by a feeling of unrest and spurred on by ambition. These emotions finally culminated in his bidding good-bye to the Fatherland and emigrating to America, that land of opportunity, peace and plenty, whose fame had reached across the waves and brought about William's resolve to carve out a career in its wider fields of endeavor.



On September 2, 1887, he landed here and went to McKeesport, Pa. The munificent sum of twenty-nine cents constituted his entire active and reserve fund, so he was thrown on his own resources from the very start. He was equal to the occasion, however, and the trade learned in his old country netted him a wage of $4.50 per week. On this income he lived and even saved something. While in McKeesport he boarded with a family having several school children. He made friends of these children, soon borrowed their books, and even enlisted their aid to acquire an education.

In a couple of years he managed to save $135 and ventured to open a little shoe establishment of his own. His little business thrived for a while, but illness suddenly overtook the youth and he was, perforce, obliged to transfer the reins of management to other hands. A few months later, when he returned to resume charge of his business, he found neither stock nor trade.

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Without wasting time in fruitless recrimination, he again sought employment. In his new position he remained long enough to save $450, and then ventured into business again, this time in Pittsburgh. However, this second venture fared no better than the first, for the constant indoor work undermined the young man's health and on advice of physicians he reluctantly abandoned his new enterprise and returned to Europe to recuperate. Fifteen months afterward he again set foot in Pittsburgh with as much (or as little, rather) capital as when he had first landed. For the third time he started anew; secured a position as a shoe salesman and later became an agent for a life insurance company.

To remain in the employ of others, however, was distasteful to the young man, the spirit of independence and ambition, which had impelled him to seek a new sphere of endeavor, instead of being content with conditions in his native town, made itself again manifest, when (after having saved a few dollars) he came to New York to join his brother Leo in business.

The road to success is rarely strewn with roses; unforeseen obstacles blocked their path and wrecked their plans. Eventually, they were overwhelmed by financial difficulties, and (unable to weather the storm) they voluntarily requested the appointment of a receiver to take charge of the assets for the benefit of their creditors.

The failure was but a temporary check upon their exuberant ambitions; the effects of their reverse (although at first a considerable damper in their hopes) soon disappeared beneath their inextinguishable zeal to attain the goal of success. With renewed energy, they started out once more, determined to utilize the experience gained previously. William C. became a manufacturer's agent; Leo, a designer and manager for a cloak house. Close application, constant grind and economic living enabled the brothers to save about $2,800 in two years, and, although that sum might seem little enough to most men, it was sufficient for these two, fortified as they were by their determination and faith in the belief that everything would come out all right in the end. With this capital, in 1903 they rented a tiny loft at 62 East Third street, and embarked again on the waves of business. Long hours of hard work followed. The brothers encountered one handicap after another, but each time the sterling ability inherent in each found a way to solve the difficulty. Throughout, however, they maintained their unshaken conviction that *this time* they would *not* fail, and eventually Fortune crowned their efforts.

From that small beginning has evolved the present firm of Ritter Brothers—a monument to the sagacity and industry of the erstwhile cobbler and his brother. Their offices, showrooms and stock rooms only, occupy the complete sixth floor, covering an entire block on Broadway, from Thirty-fifth to Thirty-sixth streets, and they are considered one of the most successful cloak houses in New York.

It is particularly worthy of note, and a striking commentary on the characters of the two brothers, that after their discharge from bankruptcy and consequent release from all legal obligation, they nevertheless felt themselves morally bound to repay their creditors. The consequence was that within three years after their re-establishment, every cent which was owing when they failed had been paid voluntarily—their name was clear before all the world. No more lasting testimonial to the honesty and integrity of the two brothers could have been devised. The first outcome was to restore the full confidence of all; the most skeptical were convinced that *here* were two honest men.

Despite the fact that he has every reason to be proud of his success, William C. Ritter does not preach or sermonize to others about the "Gos-

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pel of Success"—a very different trait from the great majority of other successful men. While he believes that perseverance, steadfastness and honesty of purpose are the principal ingredients from which success is moulded, he knows that other elements (beyond mortal control) also enter into it. This viewpoint proves that he has not only acquired knowledge in the school of experience, but also in the school of letters.

During all these years of incessant toil and striving, Mr. Ritter has not failed to enrich himself spiritually. His spare hours he has spent in study (a more laudable pursuit than pinochle, as many would do well to heed). Unlike many of his business confreres, he has come to realize that material welfare is not the all-essential in life. He has always respected learning, and has always cherished a desire to get the education he was deprived of in his boyhood days. As a consequence, he is, today, a fairly well educated man.

He is deeply interested in political economy, theology, astronomy, mineralogy and kindred sciences. He is the owner of a library replete with bulky volumes, which are not on the shelves for ornaments.

His collection of minerals includes some rare and very fine specimens, others of scientific value; in fact, a mineralogist once termed Mr. Ritter's collection "a miniature museum." Arteraft, too, has not gone unnoticed by him, for the Ritter home has some excellent ornaments, hewn out of stone and carved from wood, by Mr. Ritter's hands.

Mr. Ritter is a man of simple habits and prepossessing personality. He has a quiet, suave manner, never imposing or overbearing. He does not suffer from an exaggerated ego, so common among self-made men. His conversation and bearing reflect refinement, culture and intelligence.

Given though he is to business and study, Mr. Ritter, nevertheless, takes an active interest in social, charitable and educational work, many good causes having his financial and moral support. He has been a charter member and president of the West End Forum, an educational league organized in Bath Beach for the purpose of giving lectures free to the people, and for years he has been practically the mainstay of the undertaking.

Mr. Ritter is a director of the Brooklyn Federation of Jewish Charities, a president of the Bath Beach Hebrew Free Loan Association, a thirty-second degree Mason, and member of Kismet Temple of Mystic Shriners, director of the Bath Beach Young Men's Hebrew Association, an active member of the building committee that is doing so much toward obtaining a new synagogue for the Congregation Sons of Israel, a director of the Zion Hospital, and a trustee of the Bath Beach Hungarian Benevolent Society (a well-known charitable organization).

He is also an honorary member of the Grand Army of the Republic, which recently presented him with an engrossed set of resolutions, in grateful acknowledgment of his interest in and services to veterans and the widows of old soldiers.

Mrs. William C. Ritter was formerly Miss Tillie Schlanger, of Pittsburgh, Pa. Their union has been blessed with a daughter, Lillian, and three sons, Sidney, Alfred and Milton, the two elder children (Lillian and Sidney) attending high school and the other two grammar school. A Hebrew tutor has the children in charge, and they are being reared in the atmosphere of a thoroughly Hebrew home, the kind of a home that produces *real* men and women.

The Ritters reside in Bath Beach, a suburb of Brooklyn, and are looked upon in the community as being among the foremost of its members and ever ready and eager to do their share and more on occasions when it is possible to do something for the public weal.

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In years past older men, men of retiring age, looked upon charitable and communal work as a means of relaxation; nowadays younger men consider such work a duty, and this newer attitude probably explains the efficiency and effectiveness of our modern institutions. Mr. Louis J. Robertson, president of the L. F. Robertson & Sons, Inc., tanners of fancy and shoe leathers, at No. 41 Spruce street, is comparatively a young man, yet he has been a prominent figure in the Jewish communal work of this city for many years. He has been connected in one form or another with almost every institutional work of prominence in the community, but of late his efforts are directed mainly toward the organization of the new centre established by the Society for the Welfare of the Jewish Deaf. It was through the personal efforts of Mr Robertson that the community centre for the Jewish deaf was established on 115th street. In this institution the graduates of the Sixty-seventh Street Institute as well as other deaf mutes, both young men and women, are admitted to membership. Members have at their disposal the gymnasium, social room, billiard room, employment bureau, etc. Services are also conducted in the sign language by the Rev. A. J. Amateau, the only ordained rabbi for the deaf and dumb. Mr. Robertson enters into the work of this institution whole-heartedly, and there is no doubt but that the Society for the Welfare of Jewish Deaf will set a standard that institutions of a similar nature might well take example from.

LOUIS JESSE ROBERTSON



Louis Jesse Robertson was born in Hoboken, N. J., January 18, 1880. He is the son of the late Julius Robertson, who was one of the first directors of Montefiore Home and who was prominently connected with Jewish philanthropic work in this city. Louis Robertson attended the Academy in Hoboken, from which institution he graduated in 1895. He later entered the engineering department of the New York University, leaving in 1898 in his junior year. After traveling in Europe for some time and becoming acquainted with trade conditions he entered into business with his father in 1899. It might here be stated that the business was established as early as 1866, and the offices and stock rooms are practically on the same site on Spruce street where they were fifty years ago. However, the business of the firm has greatly increased during the last decade, and today the concern employs over 400 hands and has its factories in Newark and Wilmington, Del. Mr. Robertson takes great interest in the welfare of his employes, and a great majority of them hold insurance policies issued at the expense of the firm.

Mr. Robertson is an example of the modern progressive, energetic, business man. He displays a remarkable insight into topics of the day, both Jewish and general.

In addition to being the chairman of the Executive Committee of the Society for the Welfare of the Deaf, Mr. Robertson is an original member of the Woodmere Club, of which he is now president; director of the City Athletic Club, member of the Chamber of Commerce of the United States, member of the Merchants' Association, director of the Union Exchange National Bank and director of the National Association of Tanners.

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On March 15, 1905, Mr. Robertson was married to Miss Lillian Liebeskind and they are the parents of Frances Eleanor and Elizabeth Claire.

Mr. Robertson's advice to young men is that they keep on working. However, he feels that education and economy are prerequisites for real success, although he thinks that opportunity plays a great part.

LOUIS ROBINSON

In recording the names of reputable Jews in this city the name of Mr. Louis Robinson must not be omitted, for his personality embraces the qualities that have made for better men and better Jews. Among his associates and friends he is recognized as a man of high moral standing; a man who has always kept on the path of truth and honor. The writer spent a most pleasant hour with him, for he is a man of unusual intelligence, whose outlook upon life is a wholesome and happy one. In fact, his optimism is the expression of a bouyant, sympathetic heart.

Louis Robinson was born March 30, 1870, in Suwalk, Russia. His father, Isaac, was a grain commissioner in the town, a Hebrew scholar of wide renown, who was honored for his generosity and high moral standing. His mother, Sarah, is descended from a well-known family, her grandfather being the Dayan of Suwalk. The early demise of Mr. Robinson's father left the support of the family upon the mother, who wended her way to America, where her older sons had come some years previously. When Mr. Robinson came to this country he was seven years old. He attended Public School No. 75, and after graduation went to work. In 1896 he began the manufacture of clothing and during the last twenty years he has made for himself an enviable reputation in the clothing industry.



During the last ten years Mr. Robinson has been a liberal contributor to charitable organizations in this city and in Brooklyn.

Mr. Robinson was married to Miss Ida Levine, June 22, 1902, and they are the parents of four children, Edith, aged 13; Sylvia, aged 11; Mortimer, aged 7, and Joseph, aged 6.

"The first principle for success in life is honesty," Mr. Robinson said. "If in addition to honesty, a man were to persist and hammer away at what he undertakes, there would be no such thing as failure," Mr. Robinson concluded.

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DAVID RODBELL

The story of David Rodbell would make a good scenario for a moving picture, for if ever a man was beset by misfortune and successfully surmounted every obstacle, it is the subject of this sketch. He was born in Stawisk, Lomza. His father was a poor man, a scholar, and like many of his compatriots, played the government lottery, and when David was two years old his father won a prize of 20,000 roubles. When the news was brought to him he was so overcome with joy that it affected his heart and he died on the spot. The money was deposited with a prominent man of the town, the interest to be used in the maintenance of the widow and children, but soon thereafter the custodian decamped for America with the entire fortune and the poor woman was left penniless, and when David was nine years old he was apprenticed to a tailor, working and suffering for years, finally coming to America in 1888.

He worked as a tailor here, and after five years started a shop in East Broadway, paying a monthly rent of $12 and having a capital of $200. Later he entered partnership with Mr. Germansky. They soon made over $60,000, and he bought out his partner. Not long thereafter he was worth over $200,000, but the evil side again presented itself and heeding the advice of a firm to start on a much bigger scale and take advantage of the unlimited credit which they offered him, he soon lost every dollar he possessed.

But undaunted, he decided to start again, beginning with a plant of four machines (bought on installments), and today he is back to where he was, carrying on a large manufactory of ladies' cloaks at 158 West Twenty-seventh street. Here is indeed a tale where fact is stranger than fiction.

Mr. Rodbell is a strict Sabbath observer and belongs to the Kalvarier Congregation, to the Montefiore Congregation, the Beth Hamedrish Hagodol of the Bronx and to Stawisker Lodge of the B'rith Abraham. He married in Europe and has raised four daughters and three sons, the latter in business with him. He is extremely proud of his oldest son, George, a typical modern Jewish young man twenty-five years of age and married to a daughter of Mr. I. Schreiber. All the children have received a thorough Jewish education.

A remarkable insight as to his character may be gleaned from the following: For ten years he employed a man in his establishment making a *Paroches* (Curtain for the Ark) at a cost of nearly $10,000. He always planned to present this curtain to some synagogue to commemorate the wedding of his daughter, but when it was completed he had met misfortune, and although he was offered a substantial sum of money for it, and despite the fact that he was in almost dire want, he refused to sell, feeling confident that some day he would regain his wealth and be in a position to carry out his original idea, and when his daughter was married he presented the *Paroches* to the Montefiore Congregation, although he was still poor. Later on to celebrate the birth of two grandchildren, he presented the congregation with a Sefer Torah.

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When one passes the tall building at Twenty-first and Broadway and observes the large display of upholstery goods on the first few stories and then observes the signboard marked "M. H. Rogers," he would hardly suppose that the owner is a Jew.

MARK H. ROGERS.

But yet this is the case, nor did Mr. Rogers assume this name upon his arrival here, for the name Rogers is what he was known by in his native town, Kulodva, Poland, where he was born July 14, 1873. Mr. Rogers is not a Jew in name only but a Jew at heart, for he adheres to the traditions of his forefathers and upholds strictly the tenets of Judaism, even though he was only a child when he came to this country.

In 1914, after war had already been declared, there were many newspaper reports about the Lusitania, which had picked up a crew of men shipwrecked from another vessel. Many of the details of this occurrence were reported both in this country and in Europe, and particularly the methods employed for aiding the victims and sufferers. It was then related that a well-known Mr. Rogers, having been appointed chairman of the relief committee by the captain, donated $1,000 for this cause, in addition to helping in many other ways. The Mr. Rogers referred to in these newspaper reports is the very Mr. Rogers that the writer had occasion to interview. Mr. Rogers made the business trip to Europe each year, and it was on his last voyage that the opportunity for serving suffering mankind was afforded.

Until his eleventh year, Mr. Rogers attended the Henry Street school, and then he found employment as cash boy in the old Ridley store at $1.90 per week. At thirteen he left for San Francisco, where he went to his older brother Sol, who is now one of the most prominent and successful men of Seattle. At San Francisco he returned to school, and after he was graduated he left with his brother for Tacoma, Wash. He soon realized that the field of endeavor was too small for him there and he returned to New York. For some time he was employed as office boy, but before he was nineteen years old, he started in the upholstering goods business, and he has made a wonderful success as a result of his intelligence, honesty, untiring effort and persistence. Today he is the owner of a large concern of importers and jobbers of upholstering fabrics, being one of the two Jews in this country connected with this line. He also has branch stores in Paris and San Francisco. He is a member of the Merchants' Association and the Credit Men's Association and his standing in the commercial world is a very high one.

Mr. Rogers contributes to many Jewish and non-Jewish charities. He is treasurer and a past master of National Lodge No. 209, which is the third largest Masonic Lodge in New York. He is a member of the Jewish Publication Society, Temple Peni-El, and many other worthy institutions.

Mr. Rogers is the youngest in the family of eight, six of whom are still alive. His father died when he was only eight weeks old. His mother Lena, who is now almost eighty years old, lives happily with the support of Mr. Rogers. Mr. Rogers, who was married to Miss Minnie Samuelson on the 16th of February, 1897, has a family of four children: Herbert, aged nineteen; Sidney, aged seventeen; Evelyn, aged fifteen, and Mildred, aged thirteen. The two older children attend college and the younger ones attend high school.

When asked to give his advice for success Mr. Rogers answered, "The young man who works for others as he would work for himself and maintains a high standard of honesty is bound to succeed."

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OTTO A. ROSALSKY

Fifty-four years ago there lived in Allen street in the city of New York a devout Jewish couple, Solomon and Yetta Rosalsky. At that time Allen street was still a street open to God's light and sunshine; open to the refreshing showers of heaven which fall alike on the just and the unjust; also shaded on both sides by pleasant and verdant trees, and its houses roomy and comfortable to live in. In one of these houses, No. 26 Allen street, on the 24th of December, 1873, Otto A. Rosalsky was born.

In 1878 the Second avenue "L" was extended to Allen street and young Otto's heart was cut to the core, when he saw the trees of his beloved Allen street go down under the axe and give place to the gloomy posts and pillars of the elevated structure. There were many then who at the flight of the birds from Allen street pulled up stakes and went to live uptown, but the Rosalskys remained and continued their influence for good in darkest Allen street, and there Otto A. Rosalsky lived and struggled throughout all the days of his youth. There was his home, humble indeed and poor, yet rich in manifold blessings which adorn and surround a pious Jewish home. There his beloved mother lit the Sabbath candles every Sabbath eve, bid strangers welcome to the Sabbath meal and there at the synagogue "Mishkan Israel" she poured out her daily prayers and devotions in behalf of her children that they should grow up in the fear and love of God. As for Otto he was "Mamma's darling," her "good boy" and in him were centred her fondest hopes and dreams.



Did she ever dream that at the age of thirty-three her boy would be sitting in judgment upon his fellow men on the exalted bench of the judiciary? Hardly ever. Truly, life is romantic.

Young Otto's boyhood was very much the same as that of any other boy in like circumstances. He attended public school, took private lessons in Hebrew, in the study of which he became quite proficient, and he did much reading in the Bond street library and Cooper Institute, the only places then available to an East Side boy thirsting for knowledge. There was no Educational Alliance, no literary societies on the East Side at that time. So young Otto organized the Argosy Literary Society and became the moving spirit. He distinguished himself, especially in oratory, and he was frequently called upon to speak on subjects of history and general literature as well as on topics of daily interest, both civic and political.

In the midst of these, his activities, there appeared a cloud on young Rosalsky's horizon, threatening to take him away from the city and putting on him the burden of providing for the family. It was in 1891 that his father met with reverses in business, which was that of a Kosher meat butcher. But it was then in the most trying of times that Otto showed what metal he was made of. He took up the study of law in the day time, taught school at night, and every dollar he earned went toward keeping up the house of his beloved parents. The following year he began to interest himself in Republican poli-

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tics, and was then made president of the Alexander Kalisher Association, which was a Republican club in the old Third Assembly District, now the Eighth Assembly District. His value as an organizer and hard worker was soon recognized and appreciated by Judge Murray, then Police Commissioner, and on his recommendation young Rosalsky was made clerk to Judge Sutherland, who at that time conducted the Lexow investigation. The work prepared by the young clerk materially aided the examination of witnesses before the said committee.

In 1894 he graduated from the New York University Law School and the same year was admitted to practice. From that time young Rosalsky met with great success in his profession. The people of the East Side knew him and trusted him. They knew also that he was in politics, but his politics were clean. He always sided with the better element, and whenever a wave of reform struck his beloved town he was for Reform.

During the year 1893 he moved from Allen street and, with the aid of Frank Moss, he commenced an attack on the vicious elements on that street, and succeeded in driving them out for good. In 1896 he was appointed Assistant District Attorney, in which office he became the associate of James W. Osborne, and under his supervision young Rosalsky distinguished himself greatly, and became a terror to the evildoers. He prepared and prosecuted many murder trials, famous among which was the trial of Martin Thorne and Augusta Nack for the murder of William Guldensuppe. From 1898 to 1905, as a result of his untiring energy and industry, he succeeded in winning the respect and confidence of his associates at the bar, and of the judges of New York county. Young as he was, he had already been considered a leader at the criminal bar.

He was appointed a judge of the Court of General Sessions to fill a vacancy, and so satisfactory were his services that in the fall of 1906 he was nominated for a full fourteen-year term. He was indorsed by the Independence League and was elected by a handsome majority. His term will expire in 1920.

And so we have briefly sketched Judge Rosalsky's civic career. How to enumerate his activities on behalf of the Jewish community is beyond the capacity of the writer, especially with the limited space at his disposal. To state the good causes to which he gives his time and his influence would simply mean the publication of the entire list of Jewish charities and communal bodies in Greater New York, for we have yet to hear of one that Judge Rosalsky has turned down when a request for material or moral aid was asked.

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If the saying that bad circumstances harden a man's character and make him cold and indifferent is true, then Mr. Harry Bernard Rosen is an exception to the rule. It is hard to find a man who has gone through more than Mr. Rosen. He is now one of the most successful Jewish business men in New York, and at the same time has a lovable personality. He belongs to those men who are governed by their heart and who win your sympathy as soon as you learn to know them.

HARRY BERNARD ROSEN

Mr. Harry Bernard Rosen is the senior member of the firm of Rosen Bros., 20 West Thirty-third street, one of the biggest in its line in the country, and employs over 1,200 people. Mr. Harry Bernard, together with his brothers, Norman and David, created this gigantic concern, not with the aid of any outsider, not with any inheritance, but through hard labor and honest and persistent activity.



Mr. Harry Bernard Rosen, the only member of the firm whom the writer had occasion to interview, was born on June 17, 1878, in Ackerman, Besarabia. He came to America in 1891.

He had to struggle for existence. Mr. Rosen belongs to those self-made men about whose biographies one could write a book. But our business is to record occurrences, and the reader, if only he is an immigrant himself, who had to go through similar experiences, will, with the aid of his imagination, be able to picture to himself the details of Mr. Rosen's experience.

Mr. Rosen started his career in Sherbourne, N. Y., working in a cotton mill. Afterwards he worked in cotton mills at Utica, N. Y. Although he and his brothers were the only Jewish family working in that factory, they were liked very much and Mr. Rosen was made the assistant foreman of the factory. Then he returned to New York, and as he could not secure a job in New York, he went to Norwich, Conn., where he worked in cotton mills for four more years. This time he came back to New York possessing a few hundred dollars and began work as an operator on ladies' waists. After working at this trade for five years he started a business under the firm name of Reliance Waist Company. Three years later he withdrew from that concern, and Mr. Rosen organized the present firm of Rosen Bros., which were the first to specialize in popular priced waists.

Mr. Rosen is also socially active. He is a director and executive member of the Hebrew National Orphan House. He is an executive member of the Waist and Dress Manufacturers' Association, a prominent member of the Congregation Shaari Tephila, on West Eighty-second street. He is a member of the Federation of Jewish Charities and of various other institutions and organizations.

Mr. Rosen married Miss Sadie Morganbesser on the 8th of September, 1906. They have four children, Jacob Joseph, Edith, Anita and Jerome.

The writer asked Mr. Rosen what, in his opinion, is most essential for a young man to succeed in life. His reply was "education, hard work and economy will surely lead every young man to success."

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Despite the fact that he has been in various enterprises and was successful in them all, Albert Rosenblatt has never been content to vegitate, but was always looking to the future, and that is probably the prime reason for the successful career which has been his. He was born in Deneberg, Province of Dwinsk, Russia, on September 25, 1870, the son of a noted scholar, Gezel Rosenblatt, who died some years ago in *Eretz Yisroel*. Mr. Rosenblatt left his native town with his father, intending to go to Paris and study, because he was the only son, and his father desired to perpetuate the family tradition of having a line of scholars. But he changed his mind, coming to America, with the understanding that he would eventually send for his father. He landed here with just $2.50 and began as a peddler, and later found employment in a cloak factory. After some time he started as an installment collector in Jersey City, and later entered the life insurance field, and although he was successful and bettered himself with each succeeding venture, he later on entered business as a manufacturer and now is a leader in his line—that of making housedresses, kimonas and bath robes. He has been in this business for the past twenty-two years and has an extensive plant at Nos. 135-141 West Twenty-ninth street.

ALBERT ROSENBLATT

Mr. Rosenblatt, who is a *Yeshivah Bochur* and *Lamdan*, believes that every man can succeed in any line if he has sufficient determination. He is a staunch adherent to orthodoxy and brings up his children accordingly. He is a director and chairman of the Membership Committee of the Hebrew Immigrant and Aid Society, ex-president of the Gemilath Chassodim, of Bath Beach; a director of the Ninth Street Young Men's Hebrew Association of Brooklyn, and of the Bath Beach Young Men's Hebrew Association, a director of the Zion Hospital and ex-president of the Sons of Israel Talmud Torah. His wife (formerly Miss Lena Goldberg) is descended from a famous Kovno family. They have three sons and one daughter, the oldest son, Eli, being a particularly bright youth, at present attending Syracuse University.

Mr. Rosenblatt is a great believer in Jewish nationalism, is a free giver to every cause, and has the real old Jewish heart, and is a good Jew in the most comprehensive sense of that oft-misused term, and from its inception his place of business has been closed on the Jewish Sabbath and Holy days. Some years ago he brought his father to America, and later Mr. Rosenblatt was in a position to send him to Jerusalem. So liberally did he maintain his father there, that when he died some time ago he left over $1,000, which the authorities offered to send Mr. Rosenblatt, but he directed that it be distributed to Jerusalem charitable organizations.



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Attitude toward life varies with temperament. Some live to gain wealth; some live for self-development and yet others spend much of their energies in improving the condition of poor. Mr. Morris Rosenfeld, manufacturer of coats and suits, at 36 West Twenty-fourth street, has lived his life for his children. His entire life seems to have been spent for their welfare, and there are very few Jews in New York who can truly say that they have sacrificed so much for their families as Mr. Rosenfeld has. By nature Mr. Rosenfeld is of a quiet, retiring disposition, but he has from early youth imbibed a refinement of character which he has carried throughout life, and this trait he has succeeded in implanting in his children. In his immediate circle and among his business associates, Mr. Rosenfeld is recognized as a man of sterling qualities, and it was a pleasure for the interviewer to be with him.

MORRIS ROSENFELD.

Morris Rosenfeld, son of Pincus and Keila Rosenfeld, was born May 2, 1870, in Kamnitz Podolsky, Russia. Until his eighteenth year he aided his parents in their business but the condition of the Jews became intolerable in his native land, and Mr. Rosenfeld decided to come to America. When he arrived he was practically penniless. He had neither friends nor relatives toward whom he could turn for aid, and he was left to his own resources. He began to work in a shirt factory, where with other workers he became the leading spirit of the "Shirt Makers Trade," which was the first step toward the formation of trade unions in this city. After working at the shirt trade for about two years, Mr. Rosenfeld learned the cutting trade, and after five or six years he had accumulated enough money to enter into business for himself. His growth in the business world has been slow but sure, and Mr. Rosenfeld now operates on a large scale.

Although Mr. Rosenfeld does not take active interest in communal work, he is known to be a liberal contributor to many charitable organizations in the city. Among the institutions toward which Mr. Rosenfeld contributes are the Mt. Sinai Hospital, Beth Israel Hospital, Hebrew Orphan Asylum and Montefiore Home.

On June 2, 1895, Mr. Rosenfeld was married to Miss Ray Gilman, and they are the parents of two daughters. On June 10 his older daughter, Rose, who is a graduate of Columbia College, from which institution she received her B. S. degree, was married to Mr. Saltman, of Bridgeport. The ceremony and reception were held at the Hotel Astor, where over a hundred guests were invited. Mr. Saltman is a lawyer and graduate of Yale, where he was elected to the Phi Beta Kappa Fraternity. Mr. Rosenfeld's second daughter, Jessie, is an accomplished pianist and a student at Columbia College.

Mr. Rosenfeld feels that home training plays a great part in the development of children. Every boy and girl, Mr. Rosenfeld thinks, should get a good schooling and good breeding, and his chances for success will be greatly enhanced.



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The Glory of Israel is one of the greatest and most important congregations of Brooklyn. It has among its members many of the most prominent Jews, and the leader of this congregation is Mr. Morris Rosenfeld, who for many years has been its president.

MORRIS ROSENFELD

Mr. Rosenfeld, whom the writer had the pleasure to interview, is not only the president of this congregation, but he is a very important figure in Orthodox Jewry. He is the vice-president of the Stockton Street Talmud Torah, and director of the Smargoner Congregation, at Market street, New York. He has, through his congregation, accomplished a great deal for the war sufferers' relief fund and he personally contributes liberally to every good Jewish cause.

Mr. Rosenfeld was born in the year 1866, in Hab, Province of Wilna, but he was brought up in Smargon, where his folks later settled. His father was a prominent flour and grain merchant and a scholar. His uncle was for twenty years the "Dayan" of Smargon.

In the year 1887 Mr. Rosenfeld came to America. After working in a shirt factory for one year he started in the wholesale grocery and fruit business, with an investment of three hundred dollars. Later he became a salesman in the same line and for a great number of years was connected in this capacity with the largest firms in this line. In 1908 he started the present business of selling flour to merchants, at the same time specializing in Matzoth flour. He became a member of the New York Produce Exchange and is now one of the biggest men in the line. He was the first one to introduce on the American market the so-called "half-silk" flour.

In 1890 Mr. Rosenfeld married Miss Pauline Hollander and they are the happy parents of three sons and two daughters.

Mr. Rosenfeld is a strict Orthodox and has reared his children to follow his footsteps in the observance of traditional Judaism.

Mr. Rosenfeld enjoys a high reputation in the business world, and also the social circles of New York Jewry.

Samuel Rosenthal was born in Panemun, Poland, 43 years ago. He was an infant of three months when his parents brought him to America. Up to his seventh year he attended public school. About this time, however, his father, who was a strictly religious Jew,

SAMUEL ROSENTHAL

began to fear that America was not the place where his son could get a Jewish training, so he returned with the boy to his native town and sent him there to cheder. Two years later father and son returned and Samuel resumed his school studies. He graduated from Public School No. 75, on Norfolk street, then started to work at a wage of $2.50 a week. Finding that he could do better elsewhere, he soon gave up his job and got a position at $4 a week. So, on and off, he worked for various concerns until he saved $250. Then, still in his eighteenth year, he organized the clothing firm of Mendelsohn & Rosenthal, at 120 East Broadway. Two years later the partnership was dissolved and Mr. Rosenthal started in business for himself at 9 Walker street. Gradually, with steady application and constant grind, he worked his business up, taking in his brothers, one by one, as he prospered.

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The firm of Samuel Rosenthal & Bros. occupies nine floors at 55 Fifth avenue, or a total of 180,000 square feet of floor space. The firm also owns the trade names of I. & H. Rosenthal, Great Six and Rochester Special.

Despite his phenomenal success, Mr. Rosenthal is very reluctant to talk about himself. One is particularly struck by the matter-of-fact way he looks upon his achievement. His manner and bearing is plain and simple. No frocks or frills about him; no affected airs; he is what he is and assumes nothing else. He looks down upon no one, he treats everyone as his equal. He is a keen, intelligent, sober-minded man.

"To what do you attribute your success?" the interviewer asked Mr. Rosenthal. He thought for a few moments, then answered deliberately and slowly: "To liberality of mind and of business methods. It is impossible to succeed if you are conservative. One must be liberally disposed towards one's fellow beings, one must have faith in people and then others will have faith in you. Conservative business methods will only yield conservative returns."

Undoubtedly Mr. Rosenthal has built his success on this theory. The man as he is proves it. He is liberal-minded to the nth power. He treats his employees as if they were on his own footing; they do not stand in awe and reverence before him. They respect him, to be sure, but they do not fear him.

Mr. Rosenthal is a member of practically every charitable institution in Greater New York. He supports two houses in Palestine, where the poor get habitation free. His father, who emigrated to Jerusalem, and subsequently died there, bought these houses in his son's name.

In 1900 Mr. Rosenthal married Dora Siegel. They have no children, but Mr. Rosenthal takes a lively interest in the offsprings of his brothers and his other relatives. Every one of his relatives, cousins, uncles, aunts, nieces, nephews, have found a haven in the firm of Sam Rosenthal & Bros.

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A perescuted race and one that has had to struggle bitterly against abuse and injustice, the Jews have always been the staunchest defenders of oppressed peoples. In Europe to-day they are to be found foremost in the ranks of those who fight for the existence of suppressed nationalities. Here in America the Jews have always felt great sympathy for the negroes and have felt constrained to treat them with consideration, in spite of the fact that such action has often involved unpleasantness. Especially in the South, where there is a distinct line of barrier between the negroes and the rest of the population, the Jew's democratic attitude has often directed the ire of the snobbish white people against himself.

JULIUS ROSENWALD

More than any other white man and more than any other Jew, Mr. Julius Rosenwald has accomplished wonders in the amelioration of the conditions of the negro. Julius Rosenwald was born at Springfield, Illinois, on August 12, 1862. He attended the public schools at Springfield and entered business in New York at the age of seventeen. He immediately began to display wonderful business ability and keen discernment and judgment. In 1908 he became president of Sears, Roebuck & Co., one of the largest mail-order houses in the world, and used all his enterprise and expert power of efficiency to the successful growth of the firm. But accumulation of great wealth was not the final goal of Mr. Rosenwald. It was only a means to an end. He was already one of the foremost figures of reform in the country, when on a pleasure trip to the South, the wretched and deplorable need of the negroes forcibly compelled his attention. He immediately decided to devote his immense fortune to the improvement of their condition. He realized that efficient administration of the benefactions could be best directed through two channels, that of industrial education and that of facilities for social life. He became the director of the Chicago branch of the National Association for the Advancement of the Colored People, and contributed much time and money to this organization. On the occasion of his fiftieth birthday, August 12, 1912, he made gifts, totaling $687,000, a large per cent. of which went for the betterment of the condition of the colored people. On January 1, 1913, he offered $25,000 toward the cost of a Young Men's Christian Association building for colored men and boys in any city in the United States which raised by popular subscriptions an additional sum of $75,000. As a result of this generous offer, about $1,200,000 has been subscribed during the past four years in eleven cities. Washington, Chicago, Indianapolis, Philadelphia, Kansas City and Cincinnati have complied with all the conditions and have been paid $25,000 each. Moreover, he was the chief supporter of Booker T. Washington, who was the principal leader of the industrial education of his race, and the president of Tuskegee College.



But this kind interest in the welfare of the negroes has by no means caused Mr. Rosenwald to forget his own people. He is intensely interested in Jewish national affairs and is keenly alive to the conditions and needs of his own people. When, at the outbreak of the war,

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a ten-million dollar fund for the relief of Jewish war sufferers was organized and contributions began to lag, Mr. Rosenwald promised to give 10 per cent of the total fund to stimulate donations. Mr. Rosenwald is an ardent and active Zionist. He is a distinguished member of the American Jewish Committee and has played a prominent part in the recent discussion of the American Jewish Congress. Mr. Rosenwald has made extensive tours in Palestine and organized charities there, and since the beginning of the war has been helping financially to the maintenance of the Jewish settlement in Palestine, contributing at the rate of $1,000 a month for the duration of the war.

Mr. Rosenwald is a large contributor of time and money to educational and philanthropic activities, and has shown a wide and multifarious interest in civic life. He is one of the trustees of the Jewish Publication Society of America, and president of the Jewish Agricultural Experiment Station. He is on the executive committee of the Chicago Peace Society, Chicago Terminal Plan Commission, and the Immigrants Protective League. He is a trustee of the Chicago schools of civics and philanthropy, the Hull House, the Tuskegee Normal and Industrial Institute, and the Union of Chicago. He is the director of the Committee of Fifteen and of the Infant Welfare Society, the vice-president and chairman of the board of trustees of the Chicago Bureau of Public Efficiency, a member of the advisory committee of the Illinois Industrial School for Girls, and member of the National Council of Survey Association.

Such prestige has Mr. Rosenwald gained for his efficiency and systematic enterprise in business and for his interest in public affairs, that, upon America's entrance into the war the highest talent and organizing ability of the country being in demand he was appointed member of the Council of National Defense. In this capacity he is proving himself of inestimable service to the government and the nation.

GUSTAVE S. ROTH

Ask any one in Borough Park who is the leading figure in Jewish communal activities and the reply is almost sure to be Gustave S. Roth, and the tribute is well merited, as a resume of Mr. Roth's activities on behalf of his co-religionists in this and other sections will testify. Mr. Roth, who devotes almost his entire time to Jewish work, believes in the old Biblical maxim that a man should give a tithe of his income to charity, in fact, Mr. Roth devotes over 15 per cent. of his income towards helping those less fortunate than himself.

Gustave S. Roth is a native of Ratzky, Poland, and a scion of the old Ratkowsky family, his father having been a large land owner in the old country, where he reared a large family, eight of whom married on the farm where our subject was born on July 8, 1862. Prior to his coming to America he dwelt in Germany for a year and a half. Arriving in New York in 1881 with the munificent capital of $2.50, he was taken in tow by a friend and made his first home in this land at No. 118 Eldridge street. He had many struggles until he eventually found employment as a traveling salesman. In 1903 he embarked in business for himself as the G. S. Roth Clothing Company. Later on he shifted to the petticoat business and now the firm of G. S. Roth, Son & Co., at 113-119 Fourth avenue

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are well to the fore in their line. Associated with Mr. Roth are his son Philip and his son-in-law, Mr. I. A. Rubinstein.

Mr. Roth is one of those Jews who has not bent the knee to materialism and agnosticism and is a strict observer of the traditional Sabbath and holidays. The beautiful Shomray Emoonah Synagogue in Borough Park is a lasting monument to his services for the cause, for he literally built the synagogue and is its president today. A leading factor in the Borough Park Talmud Torah, he is also a director of the War Relief work in the Borough Park section and is a liberal contributor to most of our established causes, while his unostentatious and unrecorded charity is away beyond what would be expected of him.

Mr. Roth married Miss Dora Rubinstein in New York city in 1885. In addition to their son Philip, who married Miss Cherunosky, of Augusta, Me., they have a daughter, Mrs. Hattie Rubinstein. He has imbued his children with the same religious and charitable spirit, and that they are staunch Israelites is hardly a matter of wonderment.

LOUIS ROTH

Mr. Louis Roth, of the Randall Underwear Company, No. 99 Madison avenue, is one of those interesting young men that one meets among the successful Jews of America. He was born on December 16, 1877, at Serre, Province of Suwalk. He is a son of one of the oldest and most prominent Jewish immigrants in America, who is now associated in business with him.

When Mr. Roth came to America in 1892 he obtained employment at $2.50 per week, and for ten successive years worked for one concern in the clothing line. Then, for a time, he traveled and later came back to New York, where he joined his father in the manufacturing of ladies' underwear, and the success of this firm is largely due to his energy and ability.

Mr. Roth's communal activities include being a director of the Borough Park Young Men's Hebrew Association, the Borough Park Hebrew School, and the Congregation Shamray Emoonoh. He is a member of many charitable organizations and a director of the Cotton Garment Manufacturers' Association. On March 23, 1903, he married Miss Sarah Smolensky, a daughter of a prominent family of Fall River, Mass., and their union has been blessed with two sons and a daughter. Stanley, the oldest son, will celebrate his Bar Mitzvah on January 7, 1917.

Mr. Roth, who is a strict Sabbath observer, is a firm believer in modern orthodoxy and gives a thorough Jewish training to his children. He is a devoted son and practices the fifth commandment and believes that the young should try to follow in the footsteps of their elders.



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MAX ROTH*

When you mention the name of Max Roth in New York no one will inquire who he is, for he is well known as one of the leading factors in the waist trade. Mr. Roth is only 44 years old, first having seen the light of day on April 12, 1872. He has accomplished wonders in formulating his career. Mr. Roth told the compiler that five times he had lost a fortune and stood on the brink of ruin, and several years ago it was generally known that Mr. Roth had lost several hundred thousand dollars in one day through unfortunate real estate speculation. But Mr. Roth was undaunted and today he is at the head of a big waist concern at No. 1115 Broadway, where he employs over 1,000 hands.

Mr. Roth did not care to discuss very widely his experiences in his ups and downs. He limited himself to a few biographical facts, stating that he was born in Mekillinitz, Galicia, and his father died when Max was but an infant, the father being but 19 years old at the time. When Max was fifteen years old he took charge of a big business which his grandfather had carried for years. He came to America in 1893 and at first worked for others, but at the first opportunity entered into business on his own account.

Mr. Roth contributes liberally to all the Jewish charities, although he is active in none. He has one son, who is engaged in business with him. Mr. Roth thinks that attending strictly to business is the most essential thing to success in life. He thinks that education doesn't matter so much, but if one attends strictly to business he will be bound to succeed.

* Since the above was written Mr. Roth passed away.

BERNARD ROTHBLATT

Mr. Bernard Rothblatt is the president of one of New York's most prominent Jewish congregations and as one looks through the list of membership of the congregation Pineus Elijah, which has selected Mr. Rothblatt as their leader, one sees the importance of Mr. Rothblatt as a communal factor.

Born in 1862 in Peinemen, Province of Suwalk, he came to this land in 1881. After working as a tailor for two and one-half years he embarked for himself and became successful. He now maintains a big factory, making men's clothing, at No. 718 Broadway, and is one of the most successful business men who has climbed up to the heights of commercial success with an unblemished and unsullied reputation.

Mr. Rothblatt is also a director of the Gan Yeludim and is a member of the Federation, through which he contributes to all New York charities. He is a quiet and modest man who does not seek the applause of man for what he does, but believes it his duty to do what he is doing.

Discussing the problem of the success of young men, Mr. Rothblatt said, "honesty and hard work have brought me success, and I believe every young man will be able to succeed through these two factors."

In 1886 Mr. Rothblatt married Miss Ida Singer. They have one son, Jesse, who is the business manager of his father's firm, and a daughter, Bessie, who is married to Dr. H. Eliasberg, a prominent practitioner.

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Mr. Aaron David Rothkowsky is one of the most respected Jewish citizens of the Borough Park section of Brooklyn. A real Orthodox, a strict Sabbath observer and a philanthropist in the best sense of the word: these are the chief characteristics of the man.

AARON D. ROTHKOWSKY

Aaron David Rothkowsky was born in Serki, Government of Suwalk, Russia, in 1856. He came to America in 1888. Like other poor immigrants, he took to peddling, then becoming a contractor on ladies' muslin underwear. In 1904 he began manufacturing the same line, and then the firm was reorganized and enlarged by the addition of his accomplished son, Louis. At present the firm consists of Mr. Rothkowsky, his son, and his son-in-law, Mr. Max Levine.

Mr. Rothkowsky was married in Europe, in 1873, to Sarah Leah Rogalsky. Mrs. Rothkowsky comes from Senie, Government of Suwalk, of a respected family. Their happy marriage resulted in three children, the son Louis and two daughters.

Mr. Rothkowsky is active in nearly every important Jewish undertaking in New York. He is a member of the Beth Israel Hospital, the Free Loan Association, the Rabbi Jacob Joseph Yeshiba, Yeshiba of Reb Isaac Elchanan, the Beth Hamedrash Hagodol, the Talmud Torah of Borough Park and is the "Gabbai" of the Congregation Shomre Emunah of Borough Park. He is very proud of the fact that in spite of the many vicissitudes he was compelled to undergo in America he would never violate the Sabbath. He is an Orthodox of the very finest type, a man who has no enemies and who is uniformly considered the best in every sense of the word.

There are so many faiths,
So many creeds,
So many roads that wind and wind
Whilst just the art of being kind
Is all this world needs.

This quotation cited by Mr. Rothstein epitomizes his own life, his own philosophy, his own work, his own aims and aspirations. This world is peopled with a good many men kindly and charitably disposed; few, however, combine with this quality

ABRAHAM E. ROTHSTEIN

the stability of purpose and penetrating intelligence found in Mr. Rothstein. He possesses that social imagination which, though growing among us, is still so rare. Like the great humantarian Tolstoi, he cannot feel at ease in a world inhabited by so many unfortunates. "So long as I have superfluous food and another has none," said the Russian genius. "So long as I have two coats and another has none I cannot rest." Such are the sentiments permeating the body and soul of Mr. Rothstein. He has dedicated his life to the betterment of existing social conditions.

Abraham E., son of Harris and Rosa Malkoh Rothstein, was born in New York city in 1857. His parents emigrated from Kalwarie, Poland, seven years before Abraham's birth. The elder Rothstein started in the cap business and, after attending school for several years, the young son joined his father. Nineteen years later Mr. A. E. started

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out in the cotton goods line—a line he is still engaged in at 87 University place. Mr. Rothstein is married to Esther Rotschild, a native of California.

If the communal worth of a man were measured by dollars and cents then perhaps Mr. Rothstein would not be numbered among the influential Jewish citizens of America. Fortunately the social value of man is not thus measured. It is by one's deeds rather than by one's means that the value of the man to the community is assized. The chronicler of events, therefore, if he be faithful to his task and to himself, cannot help awarding a place of honor to Mr. Rothstein for the myriads of good deeds he has done for his fellow men. To enlist his services for any good cause all one must needs do is but ask him. No hour is too late, no time unpropitious. He is ever ready to serve.

To attempt to enumerate the individual activities of Mr. Rothstein is beyond the power of the writer. As vice-president of the Beth Israel Hospital, as one of the leading spirits in the new orthodox community house being erected in West Eighty-sixth street he has been brought prominently before the public and that the community appreciates his work is manifested by the implicit faith people have in him. When a certain sum of money is needed for a worthy cause Mr. Rothstein is approached. He thereupon immediately sets the machinery in motion and the necessary sum is raised forthwith. No one asks any questions, no one doubts his word. The mere fact that he has interested himself in a matter is in itself sufficient proof that it is worthy.

Given as Mr. Rothstein is to charitable work, it is noteworthy that he deplores charity as it is organized today. "There should be no such word as charity in our vocabulary," he observed. "The word itself is obnoxious. The idea that one must accept timidly what another may bestow, even ungrudingly, lacerates one's soul. And after all, there is little difference between the donor and the recipient. One simply happens to be more fortunate than the other. A turn of the wheel of fortune and conditions might be reversed. I feel that every human being walking the face of this earth is entitled to a decent livelihood. Unfortunately the strife is so intense that the weaker ones fall by the wayside and cannot keep apace with those better equipped to combat adversity."

Mr. Rothstein's remarks reveal his character. He loves the world and the people that are in it, and he finds the greatest joy in being able to render mankind happier. Verily, no other activities gives as much self-gratification in life as that of being able to be of service to humanity. Faust came to this realization after he tried all sorts of diversions in life. If this world were peopled with many more Rothsteins what a beautiful world it would be.

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SAMUEL ROTTENBERG

Although Samuel Rottenberg was born on October 23, 1873, his coming to America was directly due to the influence of his grandfather who came to this country as early as 1865. Later on the grandfather sent tickets to bring over the rest of the family, but the tickets were lost, and so he returned to his native land. But he had become imbued with the American spirit and constantly talked about America, and so following his grandfather's advice, Samuel Rottenberg left the paternal roof in Luko, where he was brought up, having been born in Zemete, Hungary, and arrived in America in July, 1888.

Samuel Rottenberg is the son of Herman Rottenberg, a noted *Lamdan*, who died in this country in 1911. He was a Yeshibah Bocher at home and is well versed in the Talmud and Hebrew lore. When he sailed for America he promised his father he would seek his future in the mercantile field. On arriving here he peddled for two weeks, and then obtained employment with the firm of the Hartman & Co., who supplied peddlers with their wares. He worked for his board and $4 per month, putting in seventeen to eighteen hours work each day. After a year he was raised to $5 a month. He remained with this firm, displaying thrift and good business judgment, and eight years after he entered their employ he took over the entire business with a partner, then at Houston and Ridge streets. In 1900 he moved downtown, entering the jobbing business. In 1901 he went into the knit goods business at 145 Centre street, beginning in a little room ten by twenty, and it is a wonderful tribute to his ability to record his steady progress from that time. Successive moves found him at 86 Walker street and 45 Walker street, and in 1907 he removed to 232 Throop avenue, Brooklyn. In 1911 he built a big factory at East New York avenue and Christopher street, Brooklyn, where he knits sweaters and cloth under the name of the Ess Arr Knitting Company, employing over 250 people. Mr. Rottenberg is also the head of the Knit Goods Exchange, dealers in woolens etc. at 465 Broome street New York.

Mr. Rottenberg is a great believer in altruism and his Brooklyn factory is equipped with every convenience and appliance tending toward the welfare of his employes. He operates a restaurant, where his help are regaled with Kosher lunches at a uniform rate of 8 cents per diem. In case of illness, no matter what the origin or duration, each employe is carried on the pay roll for half salary. The factory is closed tight on the Jewish Sabbath and holidays, but Mr. Rottenberg pays full salaries for these days. As soon as an employe has been with Mr. Rottenberg one year he is provided with a $500 life insurance policy, which is automatically increased $100 per annum, and a paid up policy is delivered when he leaves, or if he remains for fifteen years he is given a paid up policy for $1,500 with a cash surrender value of $1,000. Mr. Rottenberg defrays all the premiums.

Mr. Rottenberg, who is president of the Knit Goods Manufacturers' Association has a wonderful personality and is a true idealist. He is proud of the fact that in spite of business and the incidental accumulating of wealth his idealism has not been engulfed in the maelstrom of business, and, in fact, expresses himself very forcibly to the effect that he would immediately stop business were he to find himself merely a money making machine.

To record Mr. Rottenberg's communal activities would require more space than is at the writer's command. He was the moving and leading spirit in the erection of the Ahavath Chesed Synagogue at

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742 Jefferson avenue, is a director of the Hebrew School Ohel Torah and is a member of every Talmud Torah in Greater New York. He is a director in the Brooklyn Federation of Jewish Charities, a director of the Beth Moses Hospital, and achieved fame for his unyielding efforts for the installation of absolute Kashruth in the Brooklyn Jewish Hospital.

When Mr. Rottenberg married Miss Fannie Roth in 1900 his father, who was a prominent lumber merchant, came from Hungary especially for the event, and became so enamored with America that he decided to remain here permanently. Five boys and one daughter have blessed the happy life of Mr. and Mrs. Rottenberg and a private tutor is employed in the home (which by the way is one of the handsomest in the Eastern Parkway section) to see that they receive the strictest Jewish education.

SAMUEL RUBEL

Mr. Samuel Rubel believes in sticking to every bargain made. He does not by any means object to a close deal, but the thing he emphasizes particularly is to make it in an absolutely honest way.

The first impression Mr. Rubel's personality is apt to leave on one is that we have here a man who is absolutely reliable and a perfect gentleman in every sense of the word; here is a man one will undoubtedly like on closer acquaintance, a man who is well respected by all with whom he comes into contact, the type that strikes you as one of the finest men one can meet.

Samuel Rubel was born in Kurland, that intellectual province of Russia, as the son of a famous Jewish scholar, Hersh Rubel. He came to America in 1901, where he was thrown on his own resources and had to go to work for a living. But a man of Mr. Rubel's type could not work for others; he very soon went into business for himself, first as a restaurant owner, which was not very successful, then he started his present business of ice and coal, which quickly brought him to the top of his trade.

Mr. Rubel owns, with his brother, coal and ice pockets at Glenmore and Junius streets, Brooklyn, under the firm of Rubel Brothers, Inc. They have three places, and Mr. Samuel Rubel is president of the corporation and its senior member.

Modest and unassuming in his exterior, Mr. Rubel is an exceptionally hard, earnest and diligent worker. He rises early and attends personally to almost every detail of his extensive business; he takes pride in the toil of his workers, looks after their personal welfare and is intimately acquainted with the needs of all. It is almost touching to observe how well he cares for the comforts of those who are associated with him in his enterprise, treating his workers not like hired employes, but like friends and co-workers.

Mrs. Dora Rubel, a Brooklyn girl, whom Mr. Rubel married in 1912, is a real partner of her husband, helping him in his business, taking interest in the coal and ice pockets her husband owns and looking after the welfare of their help. She also contributes to every charity with which her husband is associated and helps every worthy cause that happens along her way.

Mr. Samuel Rubel is an officer in a number of charitable organizations and there is hardly a cause that escapes his merited help. He aids

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not only organizations, but individuals finding themselves in need appeal to his generous heart. An appeal to Mr. Rubel's charity never remains unheeded. There is no philanthropic organization in Brooklyn to which Mr. Rubel does not belong and he contributes to every charity, no matter what its race or creed.

Mr. Rubel is a well known man in his community, who takes delight in education and learning.

HYMAN B. RUBIN

When a man possesses genius for business affairs, no matter what the circumstances are, he will soon forge to the fore, and if there is a more remarkable manifestation of business genius in this country than that shown by the subject of this sketch, the writer has yet to hear of it, for, while Hyman Rubin is a leader in his line, remember it is but twelve years since he first set foot on these shores and at the time was absolutely without capital. Mr. Rubin was born in Washilisky, Province of Wilna, on October 15, 1882. He is a near relative of the greater Koppelman family, famous as brewers in both Russia and Germany. At home he was a lumber dealer, but the outbreak of the Russo-Japanese war found conditions so intolerable for him that he was compelled to leave his native land and he decided to make his fame and fortune in this country. Peruse these lines and learn how he succeeded.

When he came here in 1904 he obtained a position as a cutter of infants' wear. A little later he was able to borrow $200, and with this capital he started in business with Joseph Durst, and six years later, his business genius had brought the firm to a position where they had a capital rating of $200,000. Later the partnership was dissolved, and now Mr. Rubin is in business for himself. His establishment at No. 36-54 West Twenty-fifth street is one of the largest in the line that makes ladies' cloaks and suits—an idea of its magnitude being possible when it is known that 1,000 hands are employed there. Mr. Rubin has the faculty for grasping things instantly, and in business circles he is marvelled at as being the man who made the greatest possible success in the shortest period of time. And all his business has been constructive and not speculative.

Mr. Rubin subscribes to almost every good cause, but is too busy to hold office, although he was a member of the committee in charge of the organization of the cloak and suit industry for the cause of federation. He is a Mason and an Elk and is a Hebrew scholar of note and well versed in the Talmud. He is a firm believer that honesty and ambition will lead every man to ultimate success, and while his rise has been rapid, he has lost none of his democracy, and believes that no man is too insignificant to be granted a hearing.

Six months before he left home Mr. Rubin married Miss Sarah Schlnasky and they have four sons, two of whom are now attending the Kohut School for Boys, at Riverdale, N. Y



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If more of our Jews would adopt the liberal attitude toward Jewish questions that Dr. Louis S. Rubinsohn does, it would not take long for us to bring about a united Judaism. Dr. Rubinsohn, who has been connected with Jewish affairs for many years, deplores the fact that Judaism is broken up into so many sections. The Jews as a race are most responsive and charitable, and with effort united toward one end he feels the Jewish race would develop into a unit that the rest of the world could well take example from. He thinks it is the duty of all Jews to sacrifice their petty differences and unite on general common principles, and that the Reformed and the Orthodox Jews ought to meet half way and adopt means for uniting into one grand religion. In his own case he would sacrifice all personal tendencies if such agreement could be made.

LOUIS S. RUBINSOHN

Dr. Louis S. Rubinsohn was born November 22, 1862, in Wilna, Russia. His father, Saul, died when Louis was only six years old, and the responsibility of supporting the family devolved upon the mother, who conducted a clothing store in their native town. Louis was given a thorough training in Hebrew and the vernacular, and although he contined with the study of the Hebrew language and literature for many years, he did not choose to make that his life work. In his twenty-sixth year he came to America. From the first hour of his arrival he planned to prepare himself for a professional career. The hardships he experienced were many, but by giving private instruction in Hebrew he earned enough for his own support and for tuition fees. A year after his arrival Dr. Rubinsohn entered Pennsylvania Dental College, from which institution he received his D.D.S. degree. Dr. Rubinsohn has been a successful practitioner in this city for many years.

For the past twenty years Dr. Rubinsohn has been actively connected with Jewish communal and charitable work, and wherever he has allowed his personality to enter it has always proved a valuable asset. He was the first chairman in the city under whose direction relief work for European sufferers was organized. He was one of the organizers of the Independent Order B'rith Sholem, when he served as endowment treasurer for many years and where he has been serving as grand master for the last four years. He is also president of the Hebrew Literature Society and president of the Congregation of the Sons of Halberstam.

Dr. Rubinsohn is an ardent Zionist, and he thinks that through the acquisition of national territory many of the problems of the Jew will be solved. He does not, however, adhere to the doctrine that every Jew return to Palestine, but he does believe that the working conditions of many of the Jews in countries where oppression existed would be ameliorated if an outlet existed for some of them.

On November 29, 1883, Dr. Rubinsohn was married to Miss Anna Antowill, and they are the parents of seven children, Dr. Saul L., Emma, married to Mr. Samuel Goldstein, of Altoona, Pa.; Bella, married to Dr. Morris M. Deutsch; Benjamin, Rosa, Dora and Lily.



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MAX RUDNER

The Jewish youth growing up in America is forming a generation different from any of the previous ones. He knows nothing of sufferings and persecution. Usually well educated, brought up under favorable circumstances, he knows of no want and grows up to be a happy and contented citizen of this free and rich republic. He cannot, for this reason, understand the sufferings of the previous generation, and cannot realize the handicap of his parents, who were obiged to stand so much. When you come into contact with the Jewish youth of America, physicians, lawyers, wealthy manufacturers, and other successful young men, who are successful because their parents gave them the education that established their position, you will rarely find one who appreciates the real worth of his parents, who in spite of tremendous odds against them, have created all for their fortunate children. Whenever these children hear their parents discuss their bitter struggles they do not understand, for it is impossible to realize it unless one has really gone through it himself.



Hundreds of books could be written, if only single cases were described of the happenings and occurences in the lives of these unfortunate Jewish immigrants, who having come to this country without a cent or friends, without knowledge of the language and customs of the country, staking all on their ambition. They have built homes, created industries and accumulated fortunes.

It is the aim of the book, for which this story is written, to bring out such life-histories, and one of the most interesting is the biography of Mr. Max Rudner, of Canton, O. The writer of these lines has been taken upon himself the trouble of going purposely to Canton to interview Mr. Rudner personally, and he is going to tell his story as accurately as possible within the confines of this limited space.

Mr. Rudner was born in the fall of 1869, in Horodek, government of Vilna, Russia, as a son of Gershon Fischel and Rachel Rudner. The family was well known and very prominent in the section, counting among its numbers some of the greatest rabbis of Russia. Mr. Rudner's father was not only a learned man, and an Orthodox Jew of the finest type, but he was also a man of rare accomplishments and known to all in the province as a man who always spoke the truth. He was not one of those who are religious out of habit or because they think it so much more convenient for themselves. He was a religious man in the highest sense of the word, one who understood religion in its deepest and most philosophical sense, and who lived in accordance with his convictions.

Mr. Rudner, the father, was ninety-three, when he died in Canton, O.

Max Rudner came to America in 1887. As an immigrant without means, without a language and without friends to help him in the first months of his struggle, he was compelled to lead a bitter fight for existence. He was not one of those who are satisfied with their fate, no matter how poor they might be. He was a young man with ambition

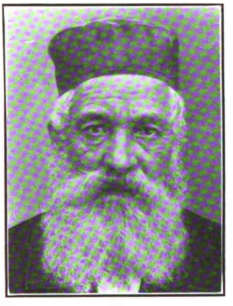
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and he decided to make his children happy and give them a future which a father might desire, and which he himself did not inherit.

Volumes could be written on what Mr. Rudner had to suffer in those years. His wife, who before her marriage in 1887 was Jennie Gurans, made many sacrifices to help her husband in his struggle to prepare a brighter future for their children.

Mr. Rudner started his career by peddling in New Haven, Conn., in Kansas City, and many other places. He also lived in New York. He struggled everywhere against the terrible odds which confronted him.

He had not always the opportunity to peddle. There were times when he would go out to do common labor at seventy-five cents a day, and with this scant sum the children had to be fed. And as it did not suffice, even if Mr. Rudner were to go hungry and forget his ambitions, he kept seven boarders in the house, for whom his wife worked very hard.



Mr. Rudner is now one of the wealthiest Jews in Canton. He is in the iron business, which developed out of a second-hand store. In addition, he is interested in real estate and is the chief stockholder in a number of manufacturing corporations. He lives in one of the most beautiful homes in Canton, and is in a position to give his children every comfort and luxury they may desire.

How rarely do children think that the comfort they receive is bought by the flesh and blood of their parents, and by their health and youth, which they have buried prematurely to be able to give their children every comfort they might wish.

Mr. Rudner worked very hard to gain success, but when it came, he did not egotistically turn to enjoy his wealth for himself and his children alone. He began to divide his fortune with the Jewish people and humanity in general.

It is hard to find a Jewish undertaking in Ohio, or anywhere in the country, with which Mr. Rudner is not connected, to a great or small degree. He helps not only with his money, but also by his personal interest and activity.

He was the founder and organizer, during a Brith Milah celebration, of the war relief fund in Canton, O., for which he has helped to collect large sums. He was for two terms president of Canton Lodge, Independent Order B'rith Sholom, of which he is the deputy grand master. He was president of the Canton Talmud Torah for five years and maintained it almost entirely with the aid of his money and energy. Every Sunday, when others give their time to personal pleasures, he devoted his time to the work of collecting money for the maintenance of the educational facilities for over a hundred Jewish children.

Mr. Rudner was a candidate for delegate to the American Jewish Congress. His friends worked very hard to elect him, but their efforts were in vain, Mr. Rudner's opponent being elected by a small margin. While Mr. Rudner's friends desired to contest the election, Mr. Rudner was opposed to it, fearing that it might injure the reputation of the Congress.

In addition to his Jewish activity in Cleveland, Pittsburgh and other cities, Mr. Rudner is a devoted Zionist. He was president of

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the Zionist Council of his district, and the writer was informed from a reliable source that Mr. Rudner has written into his will that a considerable part of his property be spent for a fund to purchase homes for poor Jews in Palestine.

Mr. and Mrs. Rudner are the parents of seven children, who will not only inherit their parents' wealth, but also receive a thorough modern and Jewish education.

The oldest child, Rae, is married The second, Louis; the third, Fanny, now Mrs. Fisher. Then follows Benjamin, Edward, a law student: Morris and Anna.

Discussing with Mr. Rudner the question as to what he considered essential for a young man to make a success in life, he said that in his opinion parents ought to prepare their children to start work early in life. "The trouble with most children of the wealthy is that they are not educated to work, and when they are forced to work, they fail because their parents did not prepare them for it. Every man must work, and if he wants his children to succeed he ought to teach them to work and not to go idle."

LOUIS SACHS

Among the older aristocratic Jewish families of Newark, N. J., Mr. Louis Sachs holds a very prominent position. Not only is he one of the richest Jews in Newark, but he belongs to the higher circles of the Jewish community.

Mr. Louis Sachs, son of Herman and Yetta Sachs, was born in Baltimore, Md., January 27, 1852. He received only a public school education and at the end of his fifteenth year he began to work. It did not take him very long to realize that by working for others he would never get very far, and at the age of twenty he was already the owner of a little shoe store in Newark. And this was the first step in his great struggle for success. Slowly but surely he traversed the paths and by-paths that lead to the high road of accomplishment. However, Mr. Sachs is proud of the fact that his real fortune was made after his fortieth year. Until then he was continually struggling against fate, trying hard to overcome the blunders that he made as a result of his inexperience. In his case it was a continual struggle for the first few thousand dollars without which no one can make a real success.



When the writer asked Mr. Sachs as to what in his opinion makes for success, Mr. Sachs answered with a smile, "That is very simple: a man must learn to live according to his means. He must manufacture good wares, know how to sell his goods and collect his bills, and the rest is comparatively easy."

Mr. Sachs is the proprietor of the large iron foundry at Hamburg Place and Avenue L. He is one of the few Jews in this country who have made a success in this industry. Associated with him in his business is his only son, David L., who has inherited all the wonderful characteristics of his father.

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Mr. David L. Sachs attended public school and business college. He is a shrewd business man of wide experience and outlook. He is a Mason and a member of almost every charitable organization in Newark. He is also one of the board of governors of the Mountain Ridge Country Club in Orange, N. J. On the 23rd of March, 1916, Mr. David L. Sachs was married to Miss Pearl Schlang, the daughter of Mr. Louis Schlang of Brooklyn.

Katie Sachs, the wife of Mr. Louis Sachs, was born in Alabama and is descended from an old aristocratic Jewish family named Markstein.

The writer had the good fortune to get his interview with Mr. Sachs in his magnificent home in the presence of Mrs. Sachs and their son, and he spent a most pleasant hour in this most pleasant company. Mr. and Mrs. Sachs and their son are intelligent, pleasant and interesting people.

SOL E. SALLAN

Around a little corner in Detroit, Michigan, 20 by 75 feet square, there is woven the romance of the life of a young man who succeeded because he was bent on a definite purpose, and because he would fight the devil and not yield, even when everybody else, not excluding his nearest relatives, despaired and would not believe in the glorious possibilities of the future his vision foresaw. Sol E. Sallan was determined to make good, and when he had decided to do a thing one could be pretty sure that the thing would be "done" and done with a vengeance.

It was a matter of editorial comment in nearly every important American paper from coast to coast, that an obscure corner at Woodworth and Gratiot streets in Detroit has been leased for twenty years to an otherwise unknown young man for the unusual sum of $25,000 per year. The man was Sol E. Sallan. Born September 12, 1879, in Leavenworth, Kansas, he came to Detroit as a jewelry salesman in 1907, and opened a store eight feet wide. It was in an old shack and the business, while prosperous, was not yet of a kind to demand the attention of Bradstreet's or Dun's mercantile agencies. But Sol E. Sallan saw visions. Before his mind's eye there danced the image of a new Detroit, swarming with life and a little corner raised to heights unknown and nationally prominent. He saw the possibilities of the intersection of Gratiot and Woodworth streets. Nobody else ever dreamt of it. When Mr. Sallan made his offer leasing the little corner for twenty years at an exorbitant rent, the whole country sat up and began to take notice of the man. It was something worth thinking about.

The next step was even bolder than the first. He immediately tore down the building occupying the corner and began to erect a new one in its place. To be sure, the ground on which he built was not his, and on expiration of his lease the new building was to become the property of the owner. Mr. Sallan did the most unusual thing and on this site started the building of a structure costing $75,000. But here he struck competition that was bent on crushing him. It was simply too bold a plan to gain popular approval. People began to see and foresee very much in the way Mr. Sallan foresaw the possibilities of Detroit—with the idea, however, of destroying the young

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and enterprising Kansan. His enemies saw to it that no bank would extend its credit to him and that strikes were organized among the workers who were to put up the building. In a thousand and one ways his position was undermined—the young man was almost facing ruin and destruction—nothing, nothing seemed to be accomplished; yet never even for once did he falter or despair. Mr. Sallan was undaunted and facing his odds calmly as long as his capital lasted and he could get along without any outside assistance. But in the long run money was needed; his jewelry store must be filled, but no wholesaler would extend any credit to him.

His scheme was deemed that of an adventurer and doomed to failure. His nearest relatives deserted him, everybody turned against the poor visionnaire of a business that, in their opinion, could never exist. Mr. Sallan decided to take the most radical step he could think of and force a wholesaler in New York to help him; he was sure that his plan was good and that its real significance would be seen once it had been given a fair trial. Outside of a well-known New York diamond house he stood, waiting for the moment when its owner would step into his car for lunch to take up with him the matter of credit for the opening of his store. The moments were long and the matter was urgent. At last the wholesaler arrived and motioned to his chauffeur to go on. Mr. Sallan jumped on the automobile and began to speak to him. At first the lattel would not even listen to him, but gradually Mr. Sallan talk began to impress him and by the time they reached the restaurant they partook of their noonday meal in a spirit of perfect sympathy and mutual understanding. As a result, Mr. Sallan got a line of credit of $10,000 and his store stands there today as a monument to his great ambition.

Detroit has grown, grown in leaps and bounds, and there is no city in the country today that can boast of such a rapid increase of its population. The little corner where an offer of $25,000 a year rent was considered the deed of a madman, is today paying in taxes $116 per inch. The building itself brings in rent $41,000, leaving a clear profit of $11,000 to its lessee. Mr. Sallan's jewelry store does business to the amount of $300,000 a year and he is among the most successful men in the growing metropolis.

Mr. Sallan donates with a free hand to all charities and is a member of the Reformed Temple. He was married October 31, 1905, to Miss Birdie Johallenstein, a descendant of the family Johallenstein who were among the founders of the New York Tageblatt, and they are the parents of one child named Raymond Benjamin.

Personal charm and a sweetness of character mark Mr. Sallan's whole career—and even though he struggled hard to gain his success and made many enemies, no one envies him today, for his graceful manner disarms all enmity.



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PAUL SALVIN

As the owner of one of the largest restaurants in the United States, "Rector's," in New York, Mr. Paul Salvin is almost a national figure. Born in the city of New York in 1863, he is the son of a well known but very poor rabbi, and even while in public school, he was obliged to go out to work to help his family. At first he peddled notions during the day and sold newspapers at night, till he reached the age of fifteen, when he found a berth as a stock boy for Cohen Brothers, at Catherine and Cherry streets, in their clothing department. He gradually worked himself up to the position of salesman, and after seven years of work, he accumulated enough savings to open a small clothing store at Pearl street, corner of Park Row, where he was successful for a time, but when the neighborhood changed, he closed his store and decided to try his luck in another trade.



Having a little money, he opened a small restaurant at Sixth avenue, between 28th and 29th streets, where he made a tremendous success in such a short time that he opened a hotel at 35th street, between Broadway and Seventh avenue, and a short time afterwards he opened another one at 40th street, between Broadway and Seventh avenue, calling it the Hotel Criterion. After running these places for about four years, he sold them at a big profit. He then bought a place, which was on the verge of bankruptcy, at 50th street between Broadway and Seventh avenue, remodelled the entire building, calling it the Garden Restaurant, and in a very short time made such progress that he opened another place at 53d street and Broadway, calling it the Auto Restaurant Company. Both of these places he kept for about eight years, selling them at a large profit.

He noticed that people further uptown were in the need of a first-class restaurant where concerts were given, and he opened the finest restaurant in that part of the city, naming it the Carlton Terrace Restaurant, giving the people of that section a splendid cuisine and a wonderful dancing and musical program. After conducting it for about four years, he saw that his work was completed and he sold the restaurant at a large profit. He returned again to his activities in the lower end of Broadway and built Rector's at Broadway and 48th street, which became known the country over as one of the finest restaurants, with a splendid ballroom, the best music, a vocal program and dancing, and a place of which picture post cards are circulated everywhere. Being very successful here, he built another place across the street from Rector's, calling it the Palais Royal, which is a building in the French style, where the cuisine is French throughout and the public is given the best musical productons with around forty people in the show.

Mr. Salvin showed the writer of these lines through both of these places, explaining all the details of arrangement and showing the efficient manner in which the place is administered. Two more places are under construction, and will be open shortly, one to be called the Moulin Rouge and the other near Pelham Park to be known as the Pelham Heath Inn. In addition to his hotel and restaurant interests, Mr. Salvin is in the

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real estate business, operating the Salvin Realty Company with offices at 1600 Broadway.

In 1888, Mr. Salvin was married to Miss Matilda Solomon, the daughter of a wealthy real estate man of New York. The ceremony was performed at the Henry Street Synagogue and Irving Hall. There is one son and one daughter—the son, Samuel, connected with Mr. Salvin in the management of Rector's, and the daughter, Irene, married to Mr. Oscar Abel, who is resident buyer for over twenty Western department stores, with offices at 34th street and 5th avenue.

Mr. Salvin advises the young to work hard, save, and be honest.

SAMUEL SALZMAN

Among the immigrants to this country who came here from Russia in the eighties, among the vast number who immigrated to this country without funds, relatives or friends, not knowing exactly what the future held in store for them, was Mr. Samuel Salzman. Considering the hard conditions of life Mr. Salzman was to struggle against, his singular success stands out as a milestone on the road to success for the future generations of the Jews.

Mr. Samuel Salzman was born in Chelm, Province of Kovno, Russia, in 1867, being the scion of a distinguished family, his father being Abraham Salzman, a noted Kovno lamdan. Abraham Salzman was a great Talmudic scholar and was associated with the largest Hebrew schools in Russia, devoting practically all his life and money to this work. He died in 1916, at the age of 86. Samuel, a scholar and student, at the age of nineteen decided to go to Germany to complete his education, but finding no encouragement there, he decided to come to America, landing here, in 1886, with a capital of 50 cents, but with a heart full of determination and ambition to succeed.

His first work was shoveling coal, unloading boats at the dock, being paid $2 a day. He then secured work as a buttonhole-maker on clothing and then cutter on underwear. In the year 1889 he was married to Miss Minnie Kessler, who came to this country with him, she being one of a large and well-known family of Reuben and Ida Kessler, of Russia. After eight years of hard work and many sacrifices, at the suggestion of his devoted wife, they started in the manufacturing of underwear at No. 47 Pike street, New York, moving from there first to Walker street and then to No. 476 Broadway, until they came to their present place of business, at No. 472 Broadway, where they employ from 150 to 200 people.

Mr. and Mrs. Salzman have been blessed with four children, three daughters and one son.

The oldest daughter, Anna B., was married to Mr. Herbert Cohen, a college graduate, associated in business with Mr. Salzman.

Miss Evelyn Salzman is a graduate of Barnard College, New York; Miss Estelle Salzman is a pupil in the Erasmus High School, of Brooklyn, N. Y.

Mr. Salzman's son, Harmon T., is a graduate of Syracuse University, and is at present attending law school.

Mr. Salzman contributes to various charitable institutions and hospitals, being connected with the Federation of Charities. He attributes the greatest part of his success to the untiring efforts of his

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devoted wife. He realizes the value and importance of education, and with the aid of his wife he gave all of his children a thorough education. Mr. Salzman's advice to any young man is to find out the line of work he feels he is best suited for and then apply these two rules: honesty and conservative effort, and success is bound to be his reward.

K. ISIDOR SANES

Throughout the country, Dr. K. Isidor Sanes is known as a medical authority, particularly in his specialty; in Pittsburgh, where he resides, Dr. Sanes is a name that embodies the highest popularity and he is not only universally admired, but literally adored by all classes of the population.

Speaking broadly, there are two points of view by which a man can be judged: first of all, one's social position can be considered, one's position in a profession, business or politics, the other aspect is one's personality or character.

In writing the biography of a man, especially if it is meant for a book containing a number of life-histories, little attention is usually paid to his character. Ordinarily, we consider almost exclusively his public achievements. I might do the same in writing the biography of Dr. Sanes, but I feel that if I were to do that, it would be unjust to the man, whose story we are about to present, and it would also be unjust to the book containing the story, because in Dr. Sanes' career his character plays a part almost equal to his great professional achievements, and to see Dr. Sanes' life in a proper perspective, we are bound to consider both at the same time.



If I were to write biographies of the great men of the medical profession or speak of the part Jews have played in the medical world, I should naturally speak only of the professional achievements of Dr. Sanes. But it is my task to write the life-histories of distinguished Jews, and in Pittsburgh, which is one of the largest Jewish communities in the country, Dr. Sanes plays a prominent part, not only as a physician, but also as a Jew and a man.

But let us first turn to his life-history:

K. Isidor Sanes was born in the city and province of Suwaik, Russia, on November 3, 1871, as the son of Joseph and Sarah Sanes. In his earliest days, the child showed remarkable talent for learning; not only did he acquire a very thorough Hebrew education, but his father determined to furnish him also the essentials of a secular education, and he sent the boy to the local gymnasium, where he soon distinguished himself, and graduated with honors in 1889. The young student soon discovered how limited was the field of work for a Jew in Russia, and seeing no future for himself in his country, he determined to establish his future beyond the Atlantic Ocean. For a whole year he journeyed throughout Europe until he came to this country

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in 1890, and settled in New York, where he started immediately on his work to acquire the rudiments of the English language.

In 1892, he entered the Western University of Pennsylvania, where he began the study of medicine. In 1896 he was graduated from this institution with the degree of M.D. He immediately became an interne at the Western Pennsylvania Hospital to obtain the necessary experience before he went on his practice of medicine; the future course of Dr. Sanes' career was destined to connect him so prominently with the same hospital, where he made his first steps as a medical practitioner.

Two years later, in 1898, Dr. Sanes opened an office and began to practice medicine in his own right. He took post-graduate courses in America and in Europe in the years 1898, 1899 and 1904; in addition, Dr. Sanes engaged in a serious and intensive study of his chosen profession, until he was sufficiently prepared to become the medical light he had become. In 1899 and 1900, Dr. Sanes was an assistant to the chair of obstetrics and gynecology in the medical department of Western Pennsylvania University. He is now the chief gynecologist of the Western Pennsylvania Hospital and, since 1909, he had been the consultant in gynecology and abdominal surgery at the Montefiore Hospital of Pittsburgh.

His ability and tireless energy have quickly earned for Dr. Sanes a success in the medical profession, hardly rivalled by anyone of his age. He is one of the greatest authorities in the country, in the field of gynecology and obstetrics. His circle of patients includes inhabitants of many cities and states, and he is a tireless and restless worker in his field; his friends often warn him not to let his desire for constant work carry him away too far, but Dr. Sanes still insists on working every day in the year, performing many operations and seeing many patients, and he rarely thinks of rest for himself. He likes his work, and he would never allow a half-hour to slip by without accomplishing something, and he would utilize his spare moments in writing medical treatises, which have contributed to a large extent to the development of our science, and particularly advanced the stage of gynecology and obstetrics.

Dr. Sanes is a prominent member of the county, State and national medical associations, fellow of the American Association of Obstetricians and Gynecologists and of the American College of Surgeons. He is also a member of the American Association for the Study of Internal Secretions. For many years he has been vice-president of the medical board of the Western Pennsylvania Hospital, and he is a director and a member of the Board of Trustees of the Montefiore Hospital.

As I have remarked before, Dr. Sanes is just as important as a man as he is as a medical practitioner. There is hardly anyone in Pittsburgh whose popularity should be greater than that of Dr. Sanes. The writer of these lines had occasion to interview a good many people in Pittsburgh, and in every case, whenever he mentioned the name of Dr. Sanes, he noticed a remarkable admiration and respect paid to his character.

This is by no means surprising. Dr. Sanes is the type of a man who is so unselfish, kind hearted and noble in his intercourse with others that he must gain the respect of all. He is a great disburser of charities, not only through membership in nearly every local charitable organization, but as a man of an open hand in every case where humanity may demand it.

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But that is not all. Dr. Sanes is not only a noble man, but a good Jew. In his magnificent private library, at his residence, 250 South Atlantic avenue, Pittsburgh, he possesses a beautiful collection of books on all Jewish subjects in which he takes interest. He is a prominent member of Temple Rodoph Sholom, and a very active member of the Pittsburgh Judeons.

The writer happened to discuss with Dr. Sanes the problem of Jewish nationalism. Dr. Sanes declared that years ago he did not believe very much in a Jewish nationalistic movement, but at last he came to the conclusion that Jews must keep together in their national interests, the future of the Jewish people lying only in national unity.

HARRY SAPIRO

Mr. Harry Sapiro is one of the most prominent citizens in the Borough Park section. He is a man who has a very clean reputation, and not only is he successful in business, but he also gives much of his valuable time to communal work. He is a trustee of the Machzikah Talmud Torah, of Borough Park. He is an active member of Temple Emanuel and of the Y. M. H. A., of the same section. He is a prominent member of Abarbanel Lodge, O. B. A., and is connected with many other institutions as member and contributor.

The writer, who went to interview Mr. Sapiro, spent a pleasant hour with him, for Mr. Sapiro is a very intelligent and interesting man. Mr. Sapiro was born on December 17, 1873, in Yanowa, Province of Kovna, and came to America in 1893. He started his career in Milwaukee, Wis., as a peddler. Later he opened a small furniture store and he succeeded. Some time after he went to his brother-in-law in South Africa, but his energy and ambition were too great for small places, and he determined to go to New York, where there are great opportunities.

In New York he learned the ostrich feather business. Then he embarked in business for himself in that line, and he was very successful. In 1916, after the ostrich feather business diminished on account of the war, he entered into the field of ladies' hats, in addition to that of ostrich feathers, and he now conducts a large establishment at No. 85 Bleecker street.

Mr. Sapiro has gone through many experiences in his life and his opinion as to the problem of success is of great value. His advice is that when a young man starts out on the battlefield of life he should adopt two fundamental principles, hard work and honesty, and success will be assured. He declares that the practice of these two principles have brought him success, and so they will to all those who will practice them.

Mr. Sapiro and his wife, Anna, who before her marriage was Miss Riklansky, were married in Milwaukee in the year 1898. They have three children, Ida, who is a very accomplished girl; Nathan and Sylvia.

The writer has made inquiries about Mr. Sapiro and found that the opinion about him everywhere is very favorable. He is considered a good-hearted gentleman, and is respected and beloved by all who come in contact with him.

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RAPHAEL LEIB SAWITZKY

Mr. Raphael Leib Sawitzky is at the present moment a dry-goods merchant in Eldridge street, but his life-history is not that of a trader who came here to make money. Mr. Sawitzky came to America in 1906, as a delegate of the Yeshiba of Lida, under the supervision of Rabbi Isaac Jacob Reinis. At the same time he became a successful man of business.

Mr. Sawitzky was born in the year 1868 in Shetlin, Grodno Government. He spent all his life in the study of the Torah, with no material aims or ambitions, and when he came to America he never dreamed of becoming a trader. But such is the force of circumstances that even this world-far scholar became a merchant.

He came here with two children, who attended school and worked for a living. He himself traveled about the country in the interests of the Yeshiba. When he returned to New York, he went out peddling. He then began to trade in bags, while his son worked in a dry-goods store, learning the business. In 1898 this son, Jacob, opened a dry-goods store, in which his father later became interested.

Mr. Sawitzky is not only an Orthodox, but a pious man, and one who is a religious devotee in the strictest sense of the word. He was married in 1888 to Miss Frume Ruditzky, and they have seven children, four sons and three daughters. All children are educated in thoroughly Jewish fashion. One of the sons, Isidore, even as a little boy, was a great Talmudic scholar, and so were the other sons, Jacob, David and Moses. One of his daughters, Esther, is married to the son of the well-known philanthropist, Iser Reznick. She is an accomplished young woman, speaking Hebrew, as do her sisters, Rachel and Muscha.

MAX SCHAFFER

Mr. Max Schaffer, the well known manufacturer and dealer in lamp shades and fixtures at 26 Warren street, is one of the most interesting figures met with among the younger and successful Jews, and apart from his enormous business success is a very fascinating and intelligent young man.

Mr. Schaffer was born on April 15, 1875, in Wolkowisk, State of Grodna. His father, Reb Isaac Benjamin Schaffer, is a famous scholar in this city, who is devoting his entire life to Jewish learning. Mr. Schaffer came to America in 1892 and started by peddling gas lamps. When he was in the country but two years he started for himself, opening a little store at 19 Chrystie street, later moving to 121 Chrystie street, thence to the Bowery, to Grand street, and a few years ago to Warren street, always enlarging the business.

Mr. Schaffer resides in Mt. Vernon, where not long algo he purchased a $40,000 home, and is one of the most prominent Jewish citizens there. He is on the Building Committee of Temple Emanuel, which is soon to be erected. He believes the way to success is to be progressive and do more than the other fellow. He does his share for charity, and it is especially known that he does much for his relatives, having established them all in business and assisted them to material success. In April, 1896, he married Miss Regina Friedman, and they have three children.

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JACOB SCHAPIRO

When Mr. Schapiro came to the United States in 1886 he had already attained his twenty-first year. His childhood and youth he spent in Kurson, Russia, the town where he was born, June 15, 1866. His father, Aaron M. Schapiro, died when Jacob was two years old and his mother, Miriam, died seven years later. Up to his fourteenth year he remained at the Yeshivoh supporting himself as best he could by working at odds and ends. However, he soon discovered that his studies would lead him nowhere, so he forsook his Talmud and took to the trade of cap making. His new enterprise was also far from satisfactory. At best it only netted him a poor livelihood; it held out no future to him. He therefore decided to turn his back on the land of his birth and seek his fortune in the New World, where so many of his compatriots had preceded him.

He reached the shores of America practically penniless. Relatives he had none, acquaintances very few. He just had enough money in his pocket to pay for a meal and not a very sumptuous meal at that. But his material impecuniosity was more than compensated by his spiritual wealth. He was fired by ambition and fortified by an unquenchable desire to make good. America, he was told, was a land of unlimited possibilities, the limitations depending only upon one's individual powers. He went at his task with herculean strength. Long hours did not terrify him, hard work did not discourage him. Little wonder he succeeded.

The trade he had learned in the old country, that of cap making, stood him in good stead. The first week in New York he earned $3, not a salary to boast of, to be sure, but just enough to keep the wolf from the door. He remained at his trade for nine years, earning during busy seasons between $30 and $40 a week. In 1896, having saved a little money, he ventured into the cap business with a partner. This enterprise was not very successful. Six years later he dissolved partnership and ventured into ladies' hats, a kindred business. His growth has been gradual but steady since. Today he is the owner of a thriving manufactory located at 594 Broadway.

This brief history does not relate one tithe of the hardships and struggles Mr. Schapiro had encountered. Suffice it to say that the success which has come to him in the autumn of life was acquired only after battling with obstacles well-nigh insurmountable.

In 1888 Mr. Schapiro married Rebecca Schaeffer. Four children have been born to them. May, the oldest, now married, is a graduate of Wadleigh High School and taught at the Public School for three years; Harry, the next in age, attended Stuyvesant High for several years and is now assisting his father in business; Clara, a younger daughter, has also received a high school education and she, too, is with her father downtown; Jesse, the youngest, a lad of seventeen, is still attending high school.

"To succeed in business," observed Mr. Schapiro, "one must have ambition, the power of endurance and be not afraid of hard work." Indeed, a formidable combination.

Mr. Schapiro is a member of the Montefiore Congregation in the Bronx and is a liberal donor to almost all the Jewish charities.



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If hereditary traditions are coupled with natural-born abilities, and these qualities are in turn aided by a great ambition and an indomitable will and courage, there is no doubt that success, and success of the highest possible kind, will crown the achievements of a man in whom such qualities are found. The history of Mr. Morris S. Schector, who at this time holds the important office of a Deputy Attorney General of the State of New York, falls under this category.

HON. MORRIS S. SCHECTOR

Born on the 11th of January, 1878, in Roumania, he was brought here by his parents when an infant. His father, Samuel, was a son of Rev. Doctor Solomon Schector, who was related to the late president of the Jewish Theological Seminary of America, whose contributions to Jewish learning and familiarity with all phases of Jewish life, have made him the unquestioned spiritual leader of our race. When young Morris reached the age of ten, his father died, leaving him with five sisters, and a responsibility which was beyond the ability of a stronger man—not to speak of a boy of ten. He had been attending Public School No. 20, and after his father's death, he sold papers after school hours in front of No. 115 Broadway. After graduation from public school, at the age of fourteen, he took up a business course, selling papers in the afternoon to pay his education. He continued in this occupation until he was eighteen years old, when on October 1, 1897, he entered the New York Law School, securing a job as stenographer and law clerk with Messrs. Atwater & Cruikshank, at 115 Broadway, to whom he used to sell papers.



Two years later he graduated from law school, but being below the statutory age, he waited until his twenty-first birthday, when he was admitted to the bar, passing his examinations with the highest honors. He then became associated with E. H. Moeran, of 34 Pine street, and while there he helped to organize the first Marconi Wireless Telegraph Company of America. In 1905, he opened a law office for himself at the same address where he is still engaged in the practice of the law. In addition, he maintains a highly successful law office in the Bronx, at 391 East 149th street, where he is well known by all for his eminent ability.

In 1911, Mr. Schector was elected to the Legislature of New York from the 32nd Assembly District, and while in the Legislature was instrumental in enacting the act changing the Borough of the Bronx into a county. Mr. Schector appeared as a candidate for State Senator, but was unable to secure the election, as his district is preponderingly Democratic. He succeeded, however, in reducing the regular Democratic majority from 10,000 to about 400. On January 1, 1914, he was appointed a deputy attorney general of the State of New York, which position he still holds.

Mr. Schector was the first Jew elected to the presidency of the North Side Republican Club, which is the oldest Republican club in the State. He held this office for three years, and at the expiration of his term was presented with a diamond watch fob by its members as a token of esteem and friendship.

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On December 30, 1909, Mr. Schector was married to Miss Jasmine Cerf of Maxahachie, Texas, the daughter of the late Henry Cerf, a local banker. Mrs. Schector is a directress of many Jewish organizations in the Bronx, very active and highly charitable.

Mr. Schector's advice to the young is: "Be honest and ambitious, work hard, and if you succeed, do not stop until you have reached the very top of the ladder. Help others if you are in a position to do so."

Mr. Morris S. Schector is a member of the Independent Order B'nai Brith, the Bronx Maternity Hospital, the Knights of Pythias, the Royal Arcanum, the North Side Republican Club, Prospect Republican Club, Hunt's Point Republican Club, the Unity Club, member of the Bronx County Bar Association, the Bronx Board of Trade, and every club and organization throughout the county.

LOUIS SCHECHTMAN

The subject of this sketch, who is a very successful jobber in ladies' waists at No. 525 Broadway, has a career a little out of the ordinary, for, when he came here from Odessa thirteen years ago, directly after the Kishineff massacres, when conditions were very unfavorable for our brethren in Southern Russia, he had in his possession 10,000 rubles. As is often the case, he heeded the advice of his *landsleute*, who think conducting candy and stationery stores the only method of earning a livelihood in America, and embarking in that business, lost almost his entire capital and soon faced poverty. But he pulled himself together in time to avert disaster, and became a jobber in a small way on Allen street, meeting with instant success. He continued to prosper, as evidenced that after being in this country but five years he was the owner of his own home in Borough Park, valued at $14,000.

Mr. Schechtman was born on July 26, 1871, in Zwontzik, Province of Podolia. He is a grandnephew of the famous "Apter" rabbi and a grandson of Rabbi Judah Loeb Sofer (after whom he is named), who was sopher to the "Apter" and who is mentioned in his book, "Ohab Yisroel." One of Mr. Schechtman's treasures is the "Apter's" tephillin. He is a founder and vice-president of the Anshe Sfard Congregation and active in the Hebrew Immigrant Aid Society, the Chesed Shel Emeth and the Gemilath Chasodim, besides being founder and president of the Ackermaner Society. Mr. Schechtman is a *Lamdan* and a strict Sabbath observer. He has three children, his oldest son, thoroughly Americanized and Jewish bred, being associated in business with him.



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One of the most charitable and honored members of the Jewish community is I. O. Schiff, of the firm of Schiff Bros., New York. Good felship and good-heartedness seem part of his very personality, and these characteristics undoubtedly give the cue to his high business and social standing. His commercial life is a story of continuous achievement and growth, for today the dry goods house of Schiff Bros. has its representatives and agents in almost every country of the globe.

I. O. SCHIFF

I. O. Schiff was born April 2, 1872, in Montgomery, Ala., whereto his parents emigrated immediately after their marriage. His father, Abraham J. Schiff, was the best Hebrew scholar in Wolosin, considered by many the largest Hebrew college in Russia. His mother, Sheve, was the only daughter of the Kaplan family, the richest leather manufacturers of Russia. Abraham J. Schiff was strictly orthodox, and was rabbi in Montgomery, Ala., until 1888, when he came to New York and became rabbi of the Congregation Beth Hamedresh Hagodol, with which he was connected until 1910.



I. O. Schiff received a public school education, and in 1890 came to New York to seek his fortune. From his earliest youth Mr. Schiff had his mind set on business, and at the age of twenty-one he opened his first dry goods store at 105 Essex street.

When Schiff Bros. moved to their present place of business, on Broadway, their success had already been assured and their continued prosperity lay not only in the natural growth of their plant, but in their good fortune of noting the value of a patent fringing machine that a certain engineer in Paterson had invented. For many years they manufactured fringes and tassels by machine, while their competitors continued making them by hand. This little innovation, Mr. Schiff explained, was a tremendous aid in his business career.

However, it is not only through his business success that Mr. Schiff's personality is attractive, for he is of a lovable nature and he has gained the admiration of friends and associates through his liberality and comradeship. He is extremely modest by nature and takes no honors upon himself for his accomplishments. It might be added that Mr. Schiff is a great lover of music.

Mr. Schiff was married January 31, 1897, to Miss Stella Newmark, and they are the happy parents of three children. Ruth was graduated from Morris High School and is now attending Southern Seminary, University of Virginia, where she is getting a musical training. Stanley T. attends Clark University, North Hampton, Mass. Roslyn still attends school.

Mr. I. O. Schiff is recognized in Jewish circles as an individual ready to do a kind deed for anybody at any time. Many a poor woman gets her daughter's outfit free of charge directly from Mr. Schiff. Even as Mr. Schiff was being interviewed he was busily engaged in looking over some letters from private families in need, and his face beamed as he told the writer that every evening he gets himself into a happy mood after his daily toils by writing checks for those worthy of them.

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Mr. Schiff is the first trustee of the Congregation Judah Halevi. He practically built this temple himself, being the signer of the original mortgage. Mr. Schiff's business cares prevent him from actively attending the communal work, but the burden of this duty is gladly assumed by Mrs. Schiff, who is a well-known figure among the social workers of the city. She is a director of the Home of the Daughters of Jacob, treasurer of the Sisterhood, and active in all Hebrew charities—for she devotes almost all her time to this kind of work.

When asked for reasons of his success, Mr. Schiff answered that "congeniality and generosity played a great part in it." And as for the younger generation, the soundest advice he could give, he said, is "Get up early and go to bed early."

JACOB HENRY SCHIFF

Charity, derived from the Latin word "Caritas," that is kindness in the sense of a favor that a person of resources confers upon one without means of livelihood, is of Christian origin. And the Christian theologians are very proud of it. It is true that prior to the advent of Christianity, the notion of being kind to the poor in the sense of condescending to them and trying to lift them to a higher level, has had very little sway. The great nations of antiquity like the Greeks and the Romans were very hard on those who went to the wall. The poor and the helpless dependents were given short shrift and society was purged of them in the shortest possible way, which was often the most cruel way. The Jews, the only great moral people of antiquity, were also ignorant of the conception of charity as it was interpreted by the early and later Christians.



Among the ancient Jews charity was more than voluntary alms-giving that depended only upon the mood and inclination of the benefactor. According to Jewish law, charity was not an indulgence, but a charity, and it is significant that the Hebrew word for charity is "zedokoh," which stands for "righteousness," not kindness. The Jewish conception of charity was that a person was in duty bound to help those who were less fortunate than he. It was considered a social duty, not a privilege, to care for the weak, and in the course of centuries this conception of charity flourished so well in the Ghetto that a whole section of Jewish legal code is devoted to charity, something which is unprecedented in the legal codes of other nations.

Here in America the Jews had an added incentive for putting these laws into practice, for in addition to their social tradition of charity as a duty, there arose the great need of caring for the Jewish dependents in such a way that they would not fall a burden of charity upon the shoulders of their neighbors. In the 17th century the Jews of New York agreed with Peter Stuyvesant, then Dutch Governor of what is now the Empire State, to take care of their own sick and dependents, an agreement which has been kept sacred, never to be violated by the

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Jews all over America. There is hardly a modern philanthropic institution in which wealthy Jews do not play a prominent part.

Probably the greatest of our American Jewish financiers and philanthropists is the eminent and versatile Jacob H. Schiff. Jacob H. Schiff was born at Frankfort-on-the-Main January 10, 1847, and was educated in the public schools at Frankfort. He adopted the vocation of his father, who was one of the brokers of the Rothschilds of that city. He emigrated to the United States in 1865 and became one of the foremost of American citizens.

Mr. Schiff is connected with many industrial and commercial activities and has been most successful. He has made many valuable connections with some of the chief German banking houses and attracted much German capital to American enterprise, particularly in the field of railway finance. His judicious moderation and discretion enabled him to ward off disaster in the panic of the Stock Exchange, May, 1901, and caused the firm of which he was director to become one of the leading influences in the railway financial world, controlling over 22,000 miles of railway stock and $1,321,000,000 of stock. To him also was largely due the establishment of the regime of "community of interests" among the chief railway combinations to prevent ruinous competition. He is a director of the Union Pacific, the Baltimore and Ohio, and the Chicago, Burlington and Quincy Railway companies, of the Western Union Telegraph Company, of the Equitable Life Insurance Company, of the National Bank of Commerce and the National City Bank, of the Guaranty Trust Company, the Columbia Bank, the Fifth Avenue Trust Company of New York, and of various other trust companies in New York and Philadelphia.

Mr. Schiff has devoted himself ardently to philanthropic activity of both a general and a specifically Jewish nature in the most approved modern methods. There is hardly a single big charitable institution in New York City to which he does not contribute. Mr. Schiff is one of the founders and the president of the Montefiore Home, N. Y., and has helped to establish social settlements, among which are the Henry Street Settlement for Nurses and the Young Men's Hebrew Associations to which he gave the handsome building they now occupy.

Mr. Schiff is greatly interested in education. He recently founded at the Columbia University a chair in social economics and established at the same institution scholarships for economic science. He donated a building and fund for Semitic studies at Harvard and presented to the New York Public Library a large number of works dealing with Jewish literature. He is a trustee of the Zoological Gardens in Bronx Park, and has made many donations to the Metropolitan Museum of Art and other museums.

As regards his religious convictions, Mr. Shiff is connected with the reform wing of the Jewish religious activities and is a trustee of Temple Beth-El, New York. Despite that, however, he has very generously donated a large building and has contributed greatly to the main fund of the Jewish Theological Seminary of America.

Mr. Schiff has shown great interest in the fate of the Russian Jews, and his interest has been displayed in an active and admirable manner. In 1904 and 1905, during the Russo-Japanese War, the firm of which Mr. Schiff is director subscribed for and floated the three large Japanese war loans, and not content with this blow against Russia, Mr. Schiff contributed large sums of money for the publication and dissemination of radical, revolutionary literature among the Russian war prisoners held by Japan. This action is in direct cintrast to the methods employed

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by the Rothschilds and others who loaned large sums of money to Russia immediately following the ghastly Russian Pogroms of 1905.

Even as late as 1915 Mr. Schiff exerted his powerful influence and prestige to combat successfully Russian influence in America and to prevent the floating of the war loan, although this procedure entailed a great personal financial loss. Very recently in 1917, directly after the Russian Revolution, Mr. Schiff proved by his generous contributions to the Liberty Loan that his former attitude was aimed merely against the government and not against the people of Russia.

As the most successful American Jew living, Mr. Schiff exercised and still continues to exercise an enormous influence on the march of events in American Jewry. Among the American Jews of German ancestry, the Schiff influence was never challenged, and it is only among the Russian faction of the American Jewish population that his authority as the representative of American Judaism was at all questioned. Mr. Schiff's well-known opposition to Zionism was chiefly responsible for the clashes that occurred of late between him and the representatives of the Jewish masses in America. Nevertheless, no matter how vigorously the East Side masses fought Mr. Schiff's political views or his conception of the development of Jewish community life in America, they always retained a warm affection for the person of Jacob H. Schiff as a great philanthropist and as a sincere friend of his people. Now that the Russian revolution has caused Mr. Schiff to come out in favor of the establishment of a Jewish center in Palestine, a quick rapproachment between Jacob H. Schiff on the one hand and the nationalistic Jewish masses on the other is fondly to be expected.

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SAMUEL SCHIMMEL

The average American is bred in an environment of ease and comfort, and he lives a smooth, uneventful existence. In fact, it is unquestionable whether he could ever endure the vicissitudes of life that some of the older foreigners have experienced. And then, too, it is a remarkable fact that in spite of all their hardships these very foreigners become leaders of American industries. Mr. Samuel Schimmel, of the Schimmel Electrical Supply Co., of 318 Market street, Philadelphia, has experienced much in the seventeen years he has been in this country. He had during this short time built and lost a business, and has succeeded in rebuilding a new one. He has felt the pang of disappointment, but he always maintained his courage, and has eventually won out. The Schimmel Electrical Supply Company is one of the few Jewish concerns in Philadelphia handling electrical supplies which is run on strictly modern methods and up-to-date principles.



Samuel Schimmel was born May 10, 1882, in Dubiecho, Galicia. His father, Joseph, and mother, Bella, were strictly orthodox, his mother being descended from the well known Chajes family of Brode, a family of Talmudists and Hebrew scholars. Samuel was sent to Chader, and until his sixteenth year spent most of his time in studying Hebrew. He was also given private instruction in German. From his early boyhood Samuel displayed remarkable intelligence and showed every tendency of becoming a prominent figure in the community. However, before he was seventeen years old he decided that America would offer better opportunities than his little home town, and he left with a number of friends.

When he landed he had about a dollar and a half in his pockets. He found employment in a dry goods establishment in New York, where he worked for three dollars per week. Two weeks later he left his job, for he had been told the raise he asked for could not be given. He was advised to peddle, but he had no capital to invest, and it was through the kind offer of a friend that a few weeks later he invested in a stock of stationery. He later drifted into selling gas mantles. Although he knew little of the language, he left the city and sold his wares in the country. He traveled through more than twenty States and was fairly successful. In 1904 he went into the gas supply business, and through an unfortunate investment lost all he had. He started over in 1911 in the electrical supply business, and he has made a remarkable success. Today he is catering to the best class of trade and is doing a flourishing business. Mr. Schimmel has a splendid business organization, and he attributes this fact to the liberal treatment that he accords to his employes.

Mr. Schimmel is a scholar as well as business man. He is well versed in Hebrew and devotes much of his time to study. He has taken courses in philosophy and Talmud at the Gratz College and is now pursuing courses in psychology. According to Mr. Schimmel's system of life it is as important to develop one's mental calibre as it is important to attain material wealth.

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On December 27, 1908, Mr. Schimmel was married to Miss Anna Feigenbaum, and they are the parents of five children, Herbert, Ruth, Leonard, Bernard and Nathaniel.

In the course of the interview Mr. Schimmel laid great stress on the importance of living a systematized life. "In your home, study and business life have an accounting for your hours," he said. Mr. Schimmel also feels that not only is it necessary to read and know what is good, but it is also necessary to do what is good.

LOUIS SCHLESINGER

Born in Newark, December 16, 1865, the son of Alexander and Fannie (Fleischer) Schlesinger, the whole life of Mr. Schlesinger has been spent in his native town. His early education was gained at the Morton Street Public School, whence he was promoted to the High School, from which, in 1879, he went directly into business. He was, in 1887, assigned by Mayor Joseph E. Haynes to a clerkship on the Newark Aqueduct Board, a position which he held till 1890. An opportunity then offering to go into the real estate and insurance business with ex-Sheriff William H. Brown, he resigned from the Aqueduct Board. The association terminated at the close of ten years, when Mr. Schlesinger went into business for himself.

On May 8, 1904, largely through his efforts, was organized the Union Building Company with Morris Rachlin and the late Leser Lehman. This company has erected the ten-story fireproof Union Building, having 200 offices, and the twelve-story fireproof Essex Building, having 330 offices, both located on Clinton street, which thoroughfare is known as the "Wall Street" of Newark. These buildings are the largest structures in the State of New Jersey devoted exclusively to office purposes, and number among its tenants some of the leading corporations and firms in the United States.



Some of the most valuable work done by Mr. Schlesinger in his capacity as vice-president, treasurer and managing agent of the Union Building Company has been the reclaiming of some of the unsightly waste places of the town and transforming them into beautiful and attractive regions. The company purchased in 1905 the Farley & Treacy tract lying north of Clinton avenue and west of Seymour avenue, which consisted of 520 city lots. By means of scientific grading and paving, by the installation of gas and electricity, and by the planting of lawns and shade trees, a wilderness has been, in a short time, changed into one of the most beautiful residential sections of the city and about two hundred one and two-family residences have been erected, representing a value of at least one million dollars.

The business activities of Mr. Schlesinger are not confined to real estate operations and improvements. He is extensively engaged in the fire insurance business, and represents the Newark agency of

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many old and important companies. His business acumen and judgment in all matters relating to the valuation of property are regarded so highly that he has been appointed by the Court of Chancery receiver of properties in litigation, executor and administrator of estates, and he serves also as appraiser for many financial institutions, and has acquired realty holdings for numerous enterprises in the "Industrial City," which has helped to change the map of Newark in many instances.

His business cares with their manifold ramifications do not absorb all of Mr. Schlesinger's attention. He gives a goodly portion of personal oversight to the charitable work that interests him. One of these institutions is the Hebrew Orphan Asylum, of which he was vice-president and is a director. He is also a member of the Board of Trustees and chairman of the Finance Committee of the Congregation B'nai Jeshurun, and was chairman of the Building Committee that erected the new temple, one of the finest synagogues in the United States. He is a member of the Progress Club, Northern Lodge No. 25, F. and A. M.; charter member of Salaam Temple, Mystic Shrine, New Jersey Historical Society, the Board of Trade and Mountain Ridge Country Club of West Orange, N. J.

He was married in Newark October 8, 1890, to Miss Sophie Levy, and is the father of two sons—Alexander L. and Joel L. Schlesinger. The older son was born in Newark on August 5, 1891, and graduated from Princeton University with the degree of L.B. in 1912. On his twenty-first birthday, in the same year, he entered the office of Louis Schlesinger, Inc. As a member of Battery A, New Jersey Field Artillery, he was stationed at Douglas, Arizona, in the summer of 1916. When war against Germany was declared, he enlisted in the Reserve Officers' Training Camp at Fort Myer, Va. He received his commission as provisional lieutenant in the United States Regular Army, and is now stationed with the Third Field Artillery at Fort Myer, Va. Joel L. Schlesinger, born July 1, 1896, is engaged in business.

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SAMSON A. SCHNEIDER

In this age of strife when man strains his every sinew to store away material gain for his bride and brood, it is delightful to meet one who has not been caught in this whirlpool of commercialism, one who, despite his business concerns, clings to ideas and ideals that seem to the average man impracticable and visionary. Mr. Schneider is a man of ideas and also ideals. As president of the United Cloak, Suit and Skirt Manufacturers' Association, he has been brought face to face with the biggest of all problems, the problem of industrialism—a problem that has taxed the minds of political economists and social workers for more than half a century.



In a pamphlet entitled "Industrial Organization," published by the Society for the Study and Improvement of Industrial Organization, Mr. Schneider unfolds a practical plan to prevent strikes and lockouts and to build up industry. In this booklet he analyzes comprehensively our present industrial organization, diagnoses its ills and formulates plans to cure them. He pleads for a better understanding between employer and worker and invites the public to take an active interest in the solution of the problem.

Unfortunately it is outside the scope of this work to go into detail about Mr. Schneider's panacea against industrial disturbances. Any one interested in the subject can readily obtain the booklet and read it. What one must dwell here on is Schneider the man, his life, his work, his aims.

The place of Mr. Schneider's birth is Alexoten, Russia; the date, September 25, 1869. His father, Joseph, who died at the ripe age of 80, and his mother Yetta, also deceased, were also born in the same town. As a boy Samson went to Cheder and subsequently to the Yeshivoh at Kovno. At the age of fifteen he joined the famous Yeshivoh and Volozhen, having been a pupil of the renowned Rosh Yeshivoh Naphtoli Zvi Judah, Berlin. There he remained a year, and then proceeded to Kalwarie to continue his Talmudical studies. At the age of 17 he returned home and took up secular studies, to the regret of his father, who was a pious Jew. "The early eighties in Russia," remarked Mr. Schneider, "marked the beginning of the era of an enlightenment for the Jewish young men who had hitherto been cloistered in the Yeshivoh. The young men at the Yeshivoh began to study art, literature and the sciences. The Jewish gymnasium students gave instructions free to those who sought it, and I took advantage of it."

Mr. Schneider came to America in 1889, landing originally in Chicago. He started to work as a collector in a furniture house. In 1894 he came to New York as a representative of the Michigan Furniture Corporation. On June 23, 1895, he married Nellie Egdenberg. His wife's family being engaged in the cloak and suit industry, he was prevailed upon to enter the same field.

Mr. Schneider has not amassed a great fortune in business. But what he lacks financially he more than compensates by his spiritual wealth. He is a man of erudition, of heart and of brain. He is a Hebrew scholar, having contributed when he first came here to a Hebrew monthly publication. Moreover, having come here at the age of 19, it is most sur-

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prising to find Mr. Schneider master of the English language. His booklet on industrialism is written in a clear, terse, idiomatic style.

This is a world of values. Man's worth to society is estimated by the services he renders. Mr. Schneider has endeavored all his life to bring about a better understanding between classes whose interests are diverse. How far he has succeeded is yet to be seen, but that the world is a little better for his being in it no one will doubt.

The Schneiders have three children. The oldest, Jesse, a boy of 19, is taking his B. A. degree at Columbia; Edith, a girl of 15, is attending Hunter College, and Florence Ray, 8 years, is at school.

BARUCH H. SCHNUR

The descendants of many illustrious orthodox Jewish families of Europe have during the last generation settled in this country. They form the nobility of American orthodoxy, for not only have they inherited all that is grand and beautiful in our religion, but they have fostered its traditions in their adopted land, and have helped to plant the seed of Judaism in the younger generation of Americans. It is the whole-hearted work of these Jews that will perpetuate the old Jewish learning and observances in this country. Mr. Baruch H. Schnur, treasurer of the Talmudical Institute of Harlem, can well be classed in this group of men. His grandfather was the famous Chaim Eliazer Wax, noted as the greatest Hebrew scholar in Poland. He was also actively connected with Zionistic movements when this movement was still in its infancy. He was among the first to start a colony in Jerusalem, and through his personal solicitations, collected as much as $30,000 yearly for distribution among the Jews in Palestine. It was also through his influence that the importation of "Esrogim" from Jerusalem was begun. Mr. Baruch H. Schnur received a thorough Hebrew training, and in fact his grandfather hoped to prepare him for a rabbinical career, and it was only when the Jews were exiled from his native town that Mr. Schnur decided to come to this country. His father, Simcha Schnur, also received a thorough Hebraical education and is recognized among his associates as a Talmudist and scholar.



Although Mr. Baruch H. Schnur has spent the greater part of his life in this country, having come to America at the age of eighteen, he has nevertheless adhered strictly to the religion of his forefathers. He has always been a strict observer of the Sabbath, and has done everything in his power to foster Judaism by example and his moral and financial support. Mr. Schnur is a man of refinement and intelligence, and displays the characteristic Jewish mind developed in an atmosphere of American ideals.

Baruch H. Schnur was born May 6, 1872, in Shinawa, Galicia. When he was four years old his family moved to Lodz and he remained in this town until his eighteenth year. During most of these

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years he was under the personal influence of his grandfather who had great hopes for the youth for he showed every indication of following his own footsteps. He hoped to make him a rabbi. But fate willed otherwise. The foreign born Jews of Lodz were compelled to leave their native town by the government and rather than settle in Galicia, the family came to America. The first few years were years of hardships and struggles. The young Baruch who had lived in comparative ease, enjoying the study of the Bible and Talmud, was now compelled to earn his own livelihood, and he did so by peddling. For three he sold goods from house to house, and gradually drifted into selling jewelry, at which work he remained for two years. After having been in this country five years, Mr. Schnur entered the button business, in which industry he finally made his mark. Mr. Schnur began in a small way, jobbing at first, but his business gradually improved and during the last ten years Mr. Schnur has been manufacturing and is today recognized among the leaders of this industry in the city.

Mr. Schnur has great faith in the outcome of Judaism in this country. He is optimistic about the future of Judaism, and believes that with the present revival, there need be no fears for orthodoxy in this country. He believes that during the next twenty-five years the younger generation will have more reasons to be proud of their religion than even their fathers had. He is wrapped heart and soul in the movement for more Talmud Torahs and he feels that it is only through these institutions that Judaism will find its salvation.

On January 9, 1896, Mr. Schnur was married to Miss Bella Rosenberg, daughter of the well-known Joseph Rosenberg, and they are the parents of two daughters, Lillian, who attends Hunter College, and Beatrice, who attends public school.

Mr. Schnur's advice to young men is, "Concentrate and do your work with all your heart."

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ABRAHAM L. SCHULMAN.

Mr. Abraham L. Schulman, manufacturer of cloaks at 27-33 West 20th street, New York City, is one of those strong characters that never "say die," no matter how hard circumstances may go against them. Born in Dolinoff, Russia, a son of Baruch Shulman, a well-known cantor there, he came to America in 1894. He was but sixteen years old at the time, having been born in 1879.

When the inexperienced country boy landed on these shores, he had neither friends, nor money, nor even a trade which might enable him to make money. He was absolutely stranded in the big city, and having no other choice grasped the first job offered to him and started work in a butcher shop in Brooklyn. But the work was not to his liking, and he saw no opportunity in it to advance himself in any way, so he decided to quit it and took a situation as operator on pants. The factory where he found employment was in Brooklyn. But then Passover came, and there was no place for the boy to eat Kosher food. A cousin of his was friendly enough to extend an invitation to him to spend the holiday season with him, but he was too proud to accept such invitation and for three days he went without food. Hungry and weary he crossed the bridge and came to Manhattan, walking aimlessly about the streets of the lower East Side until he reached the door of the Educational Alliance Building, where he fell exhausted in front of the building. A policeman picked him up, took him to a restaurant to eat, and then brought him to a station house where the sergeant on duty gave Abraham a letter of introduction to a pants manufacturer, who engaged the boy and gave him a good position.



Mr. Schulman stayed at his new job long enough to save up $150. As soon as he had a capital that would enable him to do business for himself, he left for the South to peddle dry goods. On his travels he came to New Orleans at the time when the yellow fever broke out in that city. That was a period of great financial depression and in the crisis Mr. Schulman's scanty capital was swept away and he found himself again without funds facing starvation and ruin. He had some friends in New York who sent him money to come back to New York. He went into custom peddling, but having no money of his own he would not endanger his friends' money in trade, so he took a job as operator on cloaks, working until 1900, when he saved up enough to go into business for himself.

While working, Mr. Schulman did not neglect his education. He attended high school in the evening and graduated with honors.

There were three partners at the time, and they started business under the firm of the S. S. & H Cloak Company. The partners were Schulman, Schapira and Huttner. Mr. Huttner retired from partnership in 1904, when the name of the firm became Schulman & Schapira. In 1911, Mr. Schulman bought a farm and for a year and a half he followed the calling of a farmer. But the lure of business was too strong to resist, and Mr. Schulman started his present concern at 27

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West 20th street, employing over 100 people, although he still owns his farm.

Mr. Schulman is connected with nearly every charity in the city, and donates and is a member of every institution worth while. He is an Orthodox, member of the Congregation Shomre Emuno, and is a 32d degree Mason and also a Shriner. He was married in 1903 to Miss Anna Rosen, and is the proud father of five children: Bernard, Samuel, Sarah, Bessie and Julius.

Mr. Schulman's rue of conduct is: "Success is due to your own efforts. If you don't succeed once, try, try again."

SIMON ROBERT SCHULTZ

If more of our Jews would adopt the liberal attitude toward Jewish questions that Dr. Simon Robert Schultz, of Washington Heights, does, it would not take long for us to bring about a united Judaism. Dr. Schultz, who has been connected with Jewish affairs for many years, deplores the fact that Judaism is broken up into so many sects. The Jew, as a race, is most responsive and charitable, and with effort united toward one end, he feels the Jewish race would develop into a unit that the rest of the world could well take example from. He thinks it is the duty of all Jews to sacrifice their petty differences and unite on general, common principles, and that the Reformed and the Orthodox Jews ought to meet half way and adopt means for uniting into one grand religion. In his own case, he would sacrifice all personal tendencies if such agreement could be made.

Dr. Simon Robert Schultz was born May 12, 1876, in Minsk, Russia. His father, Abraham M., was a noted rabbi and was famed as a scholar and Talmudist in his community, while his mother, Rosie, was known for her charitable nature and for deep interest in philanthropic work of all kind. Dr. Schultz received a thorough training in the Hebrew language and literature and in Talmud, for in his early youth he aspired to a rabbinical career. But in 1892, after having passed his examinations for the Teachers' Institute, his plans were cut short when he emigrated to America. After being in this country three years, during which time he studied and earned a livelihood by teaching Hebrew, he passed his Regents examinations and entered medical school, receiving his doctor's degree from the Long Island Medical College. For two years he continued with reasearch work at McGill University, where he specialized on the "Chemistry of Foods, as Appertaining to the Stomach and Purin Bodies." For some time he was also connected with the German Hospital. Although Dr. Schultz now has a general practice, he specializes on digestive diseases.

For many years Dr. Schultz has been actively connected with Jewish communal and charitable work throughout the city, but he is now before the public, because of the splendid work that he is accomplishing in the Washington Heights section. It was through his efforts that the organization of the Y. M. H. A. for Washington Heights was made possible. The movement is now fairly well under way, and if Dr. Schultz will put as much effort into this work in the future as he has in the past, the Y. M. H. A. in this part of the city will accomplish as much as the best in New York or Brooklyn.

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In addition to being the organizer and first president of the Washington Heights Y. M. H. A., Dr. Schultz has been prominently connected with many other Jewish organizations. He is a Past Grand of the I. O. O. F., he is prominent in the I. O. B. A., first treasurer of the Congregation of Jewish Fraternal Organizations, member of the F. & A. M., and first Deputy Grand Master of I. O. B. Sholem for the last six years.

On June 5, 1902, Dr. Schultz was married to Dorothy, daughter of the famous Chief Rabbi, the late Rabbi Jacob Joseph. Mrs. Schultz is connected with almost every charitable organization in the city, and is president of the Washington Heights Sisterhood.

Hard work and continuous application are, according to Dr. Schultz, the sure means of achievement in life. Dr. Schultz believes that the modern tendency for change of environment and occupation has turned many a brainy fellow from success to failure. Dr. Schultz is of the opinion that the average man of the ranks who continues one kind of work is just as successful as the genius who attempts one thing after the other, and attains great success in nothing.

BENJAMIN H. SCHWARTZ

Benjamin H. Schwartz is still a young man, having been born in Braila, Roumania, on February 22, 1892, the son of Robert D. and Deborah Schwartz. Judging, however, from his rapid rise in public life, a great future is predicted for him. Mr. Schwartz is at present the only Jewish member of the City Council, of Cleveland, O. Whenever he can, he advocates measures of benefit to the Jewish people. If we consider that Mr. Schwartz is only twenty-five, and how much he has accomplished in that brief time, we do not doubt that the future holds in store for him more, and there is no way of telling where it will ultimately place him.

He came to this country in 1903. As a child of poor immigrants he went to work the next day after his arrival. He started to peddle with a fruit wagon; that was in August. When school opened, the boy went there and took work as a messenger boy. School closed at 3 o'clock and he found work in a newspaper office from 4 p. m. to 1 o'clock in the morning. After graduation from public school, he went to work in a shoe factory. He then went to a business college and learned bookkeeping. Three years later he became a filing expert, taking a position with the East Ohio Gas Company. But in this period of hard struggle for his existence, he continued his education until he was graduated from high school. He attended the Cleveland Law School in the evening, and in 1914 he was graduated and admitted to the bar. Recently he became a partner of Mr. Henry Rocker.

On the first of January, 1916, a vacancy occurred in the City Council. Mr. Schwartz was then already active in politics, being president of the Twelfth Ward Newton D. Baker Club. He was a friend of Mr. Baker and through his influence he was elected to the office.

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BERNARD SCHWARTZ

One of the most prominent cigar manufacturers of Detroit, Mich., and a man who deserves the high repute he has gained among his friends and acquaintances on account of his rugged and perserverant honesty, is Mr. Bernard Schwartz. Born in Oshtchiluga, Poland, in the month of April, 1872, he is the son of Moses and Gerta Schwartz, both deceased. At the age of fourteen he determined to change his lot by emigrating to the New World, and he landed in Montreal, Canada, where he went to work immediately as a beginner in the cigar trade.



There was scarcely an opportunity for him to gain any education in the country of his birth, so when he landed in Canada, he entered an evening school, where he learned the rudiments of modern education, while supporting himself by work at the cigar factory, earning $1.50 per week. Four years later his weekly wage was increased to $4, when he decided to come to Detroit, Mich., again assuming work at the same trade. After staying at work for some time, he began to save as much as he could, and when he reached the sum of $75, some twenty-three years ago, he opened a factory, which was a success from the very start, and which has ultimately grown to its present proportions, giving employment to 150 people.

Mr. Schwartz is a man of civic interest, who belongs to all local charities and is a great contributor to every worthy cause. He is a very active member of the Temple Beth-El and was repeatedly offered office there. In religious affairs Mr. Schwartz believes in Reform Judaism.

On March 26, 1895, Mr. Schwartz was married to Miss Esther Rothstein, and he is the father of two sons, Norman and Theodore, and one daughter, Yetta.

HERMAN B. SCHWARTZ

The Talmud Torah of the Glory of Israel in Brooklyn is one of the most efficient institutions of its kind in the city, and one of its most ardent supporters has been Mr. Herman B. Schwartz. During the past three or four years he has supported this institution most liberally and has given up much of his time for its improvement. Although Mr. Schwartz is comparatively young, he has devoted much of his time and money to various charitable institutions in Brooklyn.

Herman B. Schwartz was born November 15, 1879, in Siroka, Russia. His father, Samuel, is strictly orthodox and one of the organizers of the Rabavicher Shul which he also helped to build. Herman B. was given a Hebrew training and a grammar school education. At the age of twelve he came to this country and apprenticed himself to a tailor. He worked at the trade for five years, being con-

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nected as shareholder in one of the concerns at the age of seventeen. He worked hard and after a number of years managed to save enough to start in business for himself. Mr. Schwartz has developed his business on a large scale and his factory employs nearly 150 hands.

Mr. Schwartz contributes to almost every charitable institution in Brooklyn. He is director of the Talmud Torah of the Glory of Israel, and is a member of the Gemilath Chasodim and Home for Aged. Mr. Schwartz has devoted much time and thought to the Talmud Torah work, giving both advice and financial aid. In recognition of his devotion to the work, the board of directors have recently voted to name one of the classes in his honor, a similar testimonial never bestowed upon so young a man heretofore. Mr. Schwartz is a big-hearted, good-natured individual who finds joy in giving and helping, a fact which probably accounts for his happy buoyant nature.

On February 16, 1901, Mr. Schwartz was married to Miss Fannie Scharf, and they are the parents of five children, three boys and two girls. All of Mr. Schwartz's children are refined and polished and show the result of splendid home training. Their oldest son, Theodore, attends high school, and Lester and Harold attend public school. Their younger children are Ruth and Evelyn.

When asked to give his advice to the young, Mr. Schwartz smiled. He felt the question permitted of a wide range of answers, but he said the surest way to accomplishment is to follow the footsteps of parents. He does not think economy plays a great part in success, but feels that the man who must spend must also earn.

Mr. Schwartz is the brother of Dr. J. Schwartz, who is a prominent figure in the Brownsville section of the city.



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Although man often prides himself on his individual attainments and successes in life, yet isolated cases seem to indicate that man's destinies are molded less by himself than by Fate. Mr. Julius Schwartz

JULIUS SCHWARTZ

was the son of a prominent and respected merchant of Moscow, descended on his mother's side from a line of reputed rabbis, being the grandson of the well-known Reb Chaim Rutenberg, who was honored throughout the community for his piety and learning. As in the case of all prominent Jewish families, his parents did not want him to serve in the army. He left his native town a young man of twenty, inexperienced in the ways of the world, with thoughts and hopes directed toward America. He knew that his mother was against his coming to this country, and at Riga he stopped and bethought himself. Perhaps it were best to consult the wishes of his parents. Through the influence of a cousin, who was a noted figure in the Zion movement, a post was offered him in Palestine as representative of the Zionists. His grandfather was at that time living in Palestine, and his mother urged him to go there, too. The young man was reluctant. He would ask his grandfather's advice. The suggestion pleased his mother. She naturally expected that her pious old father who, in his old age, had retired to the land of his forefathers, who had nothing in common with this free-living, free-thinking America, would dissuade his grandson from coming here. Contrary to all expectations, he wrote: "Palestine is a poor country, America is the place for the young and ambitious." Fate prompted this judgment and Mr. Julius Schwartz continued his original journey. With hope, courage and a desire to make his way his only assets, without friends or acquaintances, Mr. Schwartz landed on these shores. After twenty-seven years he proved that his grandfather did not misjudge him. Mr. Julius Schwartz, of the firm of Schwartz & Jaffee, No. 568 Broadway, is recognized among the largest manufacturers of boys' clothing in the city, employs over 8,000 hands in his various factories, and caters to the trade all over the country.



Julius Schwartz was born September 26, 1870, in Chesnick, Russia. He was the son of a prosperous merchant and was given a liberal education. He learned the embroidery business, and six months later started in business for himself. When he had accumulated some money he began the manufacture of clothing, and discontinued his embroidery business, only after the clothing business was well established.

However, it is not only through his business success that Mr. Schwartz has come before the Jewry of New York, but also because of his kindly and lovable nature. He is always ready to give a helping hand to any good cause, and there are very few charitable organizations to which he does not contribute in some form. He is a director of the Beth Israel Hospital, director of the Westchester Avenue Bank and one of the founders of the West Side Centre. He is an ardent supporter of the Federation of Jewish Charities and was for some time on the Advisory Committee.

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On May 4, 1893, Mr. Schwartz was married to Miss Rosa Rappaport, daughter of Isaac Rappaport, a Maiden Lane jeweler and an old acquaintance of Mr. Schwartz's family, the man to whom he turned for advice and help when he arrived. Mr. and Mrs. Schwartz are the parents of three children, Hannah (Mrs. Abraham Landau), Harry, a Columbia graduate and now in business with his father, and Nathan.

ABRAHAM A. SELIGSON

Years ago, when the great immigration swamped America with Jews who were compelled to take up a bitter struggle for their existence, there came a strong wave of radicalism and religious indifferences, which threatened to destroy the last vestige of Judaism which survived for thousands of years in spite of all difficulties.

At a time when the air was saturated with religious indifference and so-called progressivism, there were a few young men in New York who understood that they were compelled to oppose this movement so destructive to traditional Judaism at the time when even the leaders of the great Jewish papers did not dare to do it.

Among these fearless fighter was Mr. Abraham A. Seligson. He organized the Adath Bnei Israel, an organization which aimed to gain the interest of the Jewish youth in the Judaism of their elders. This organization, so important in itself, prepared the ground for a dissemination of the knowledge of Judaism among the youth of the country. Mr. Seligson is a staunch believer in youth and its possibilities and he is sure that only if the young will continue the traditions of their ancestors, will Jewish ethics and moral principles survive.

Mr. Seligson was born on the 17th of February, 1880, in Augustova, Government of Suwalk. He came to America in 1900 and then took over the paper box business of his father-in-law, Abraham Isaac Silberblatt, who went to complete his life in Palestine. Mr. Seligson was married in 1901, and is the father of two sons.



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ISAAC M. SHACKTER

Mr. Isaac M. Shackter is one of the reputable members of the Jewish community of Jersey City. He is well established financially and is one of the largest ladies' and men's outfitters in his city. However, very few outside of his immediate circle know of the many hardships and difficulties that he endured in his efforts to establish himself. Mr. Shackter lived in various cities throughout the country, particularly in the South, and at times it seemed that he would never come back North. But it was the desire of his mother that he live North and she finally persuaded him to come back to this city. His life story is another example of accomplishment in spite of overwhelming odds. Mr. Shackter is a man of indomitable spirit and he has made good.

Isaac M. Shackter was born March 15, 1871, in Braslau, Austria. His parents, Hersh and Sarah Schackter, were orthodox Jews and respected in their native town. At the age of seventeen, finding little opportunity for growth and development in his native country, Mr. Shackter decided to come to America and make his fortune. But the accomplishment of his dream was harder than he anticipated. He had no money to invest in business and he began to peddle. There were moments in his life when he yearned for his old home and associates, but yet he realized that his future happiness depended upon his success in this country. He never gave up doing his best, and in the end won out. In his effort to sell his wares he travelled to Wilmington, N. C.; to Birmingham, Ala., and Atlanta, Ga. When he had succeeded in saving a little money he opened a little store in Fairfield, thirty miles from Mobile. Here he was fairly successful and he undoubtedly would have remained in this town but for the fact that his mother urged him to come North again. And to satisfy her he settled near New York. Mr. Shackter has made an enviable reputation for himself among the Jews of Jersey City, and is held in highest esteem by all who know him.

In the course of his travels Mr. Shackter has made friends all over the country. He is a man of charitable nature and he contributes to many institutions all over the country. He is one of the directors of the Hebrew Orphan Asylum of Jersey City and contributes to the Lebanon Hospital in New York and Denver Consumptive's Home. He is a member of the Order B'nai Brith and Temple Beth El and others.

On June 23, 1903, Mr. Shackter was married to Miss Esther Minnie Blair and they are the parents of one daughter. Mrs. Shackter's parents are reputable business people in Holyoke, Mass., and are noted for their charity. Mrs. Shackter, too, has taken active interest in the work of Jewish communal organizations and her heart and purse are always open to deserving charities. Two years ago Mrs. Shackter personally donated a dormitory in the Hebrew Orphan Asylum in memory of her daughter, Roslyn Lythiew, whom she lost in 1915.

"Be honest and upright and you will surely attain your goal," Mr. Shackter answered, when asked to give his advice to the young.



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DAVID AND IVENS SHERR

The success of David and Ivens Sherr reads almost like a fairy tale or some fiction, and so many stories are current about their remarkable success that the writer went to get the facts at first hand with a good deal of anticipation. The reader will glean that he was not disappointed after perusing this interesting sketch of their most remarkable careers.

The interview was obtained from Mr. Ivens Sherr, the junior member of the firm, who is but thirty years of age, his birth having occurred at Baltio, Kaminitz, Podolsk, on October 2, 1886, where his father was one of the leading woolen and cloak merchants of the vicinity, and it is from paternal sources that the sons doubtless absorbed their business spirit. Mr. Sherr's father was a strict Orthodox Jew.

Ivens came to America in 1893 with his widowed mother. He was brought up on the East Side and attended Chrystie street school. When he was fourteen his mother died and he went to work as a cash boy in Lord & Taylor's. Later he worked at ladies' waists, learning the business—perhaps much more rapidly and thoroughly than his preceptors, for today Sherr Brothers are classed as leaders in their line. Their factory is at 546-550 Broadway, where their 1,500 employes attest their claim to leadership—and remember, they only started in business in 1904.

On March 21, 1909, Mr. Sherr married Miss Ettie Kurlansky, daughter of Mr. T. Kurlansky, an orthodox Jew of the older school, who devotes his entire time to *Zedokah* and communal work. Two children are the fruits of the union. Mr. Sherr is a member of the Adler's Young men's Association, is a Scottish Rite Mason and a member of many other organizations. He is possessed of rare intelligence and his spare hours are occupied in literary pursuits.

I was extremely interested in knowing to what the remarkable and rapid rise of Sherr Brothers was due, and limited space will not preclude recording some of his maxims, which might be aptly termed the ten commandments of success. They are instructive to the embryo business man and are as follows:

1. Watch your business. 2. Be upright and on the level with every one. 3. Never be too hasty. 4. Be ambitious. 5. Know that you can never afford to be independent of men The larger your business, the more you have to cater to everybody's trade, because the small man can pick his customers—the big man needs everybody. 6. Don't manifest too much pride. If one gets very big he must restrain himself and be to people as he was when he was small. 7. Give every boy or young man another chance. Do not condemn him if he makes a mistake the first time. The second time he may make good. 8. Do not allow your employes to commit a wrong in your interest, because if you permit it, eventually they may commit one against you. 9. Do not be too egotistical and think too much of "I." 10. Be prompt and punctual in everything.

The writer did not have the pleasure of personally interviewing Mr. David Sherr, but gleaned that he is entitled to an equal share of the praise due for the remarkable success of Sherr Brothers. David, who is two years and nine months older than Ivens, came to America with his brother, received the same education, struggled with him, shared the same vicissitudes, entered business with him and now shares the same prosperity. David Sherr some years ago formed a marital alliance with Miss Tillie Abramson, daughter of a very pious Israelite, and they have two daughters and one son.

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ALFRED R. SIEGEL

The writer recently interviewed Mr. Alfred R. Siegel, of the firm of Palestine & Siegel, wholesalers of ladies' hats, at 653 and 655 Broadway, and found in him a very interesting young man. It is not usual to meet a business man who knows English, French, German, Hebrew and Arabic fluently, but Mr. Siegel is versed in all these languages, because he was born in Paris, then his parents settled in Palestine, where he went through the Alliance School.

Mr. Siegel was born in September, 1886, and came to America in 1901. As is usual, he tried various enterprises in order to succeed. He was diligent and economical and in 1908 he entered into partnership with Mr. Palestine in the millinery business, and they have been quite successful.

Mr. Siegel believes that the way to success is ambition and being faithful to one's duties when performing them. He is a devoted Jewish nationalist, particularly because he comes from Palestine, which he loves.

On January 14, 1912, he married Miss Jeannette Frank, daughter of Meyer Frank. They have two lovely and beautiful children, Pearly, aged four, and Murray, aged three.

DAVID SIEGEL.

A large proportion of men in the commercial world attribute their success to hard and persistent work. A smaller number have succeeded through their efficiency and thorough understanding of their vocation. Mr. David Siegel, of the firm of D. Siegel Co., manufacturers of men's clothing, at 88 University Place, owes his business growth to the fact that he has devoted practically all his life to the clothing industry. He is a master of the trade and is known for producing the finest garments in the country.

Mr. D. Siegel was born January 16, 1870, in Riga, Russia. His father, Jacob, and mother, Yetta, were loved and respected in their native town. In his early youth Mr. David Siegel learned the tailoring trade and continued with it because he really liked it. Although his parents were financially well fixed he left his native country for America, as he did not desire to serve in the Russian army. He landed on these shores in 1889, and as he was a master workman he had no difficulty in obtaining work. He worked diligently and saved considerable. About twenty years ago he began contracting, and within the last four or five years he has been manufacturing.

By nature Mr. Siegel is lovable and charitable. It is a known fact that he will never allow an opportunity for doing good to pass by. He is of a buoyant, happy disposition, and this probably explains the fact that he has many admiring friends and associates. He takes great pride in his home life and has reared a family of refined and intelligent children.

On November 6, 1892, Mr. Siegel was married to Miss Fannie Zagorsky, and they are the parents of five boys and girls. His oldest son, Abe, who is connected with the firm, is of the real American type. He bears a great part of the responsibilities of the business and will doubtless prove instrumental in making his concern one of the largest in the city. Mr. Siegel's other children are Paul, Hannah, William and Joseph.

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Mr. Siegel thinks that young men in this country should be induced to follow a business career. The opportunities afforded in business he thinks are much greater than in profession. A young man of more than mediocre ability will have a hard struggle making his way in the professional field, while he would be doing much better in business. His own son, Paul, showed unusual abilities at school and high school, yet his father consented to his entering upon a business career.

BENNETT E. SIEGELSTEIN

Mr. Bennett E. Siegelstein is one of those rare and lucid personages whose indomitable courage and power of will in the face of almost unsurmountable obstacles, coupled with ability of the finest and energy of the highest type, made him climb the ladder of success in never-ceasing stride and gave him a place in the community hardly rivaled by anyone. The career of Mr. Siegelstein is ample proof of the fact that "it is not in the stars, but ourselves" to make a name and establish one's reputation.

Born in Jassy, Roumania, in December, 1880, he was the son of Paul Siegelstein, a well-known and well-liked teacher of languages, who was highly honored and well esteemed by the people of his community. The family emigrated to America in 1885, and Bennett entered elementary school. At a very early age, seeing that his parents needed his help, he secured a job in the office of Daniels & Sons, after school hours. After his graduation from public school, he entered City College, supporting himself by clerical work for the Cooper Union Institute. He graduated from City College in 1897 and entered the law school of New York University. In 1900, just before his final examinations, as a result of hard work and study, he took very ill and was taken to the examination room with a doctor on each side of him. He was persistent and would not have his examination postponed, and so he passed it as one of the highest on the list. Owing to the fact that he was still below the age of 21, he was obliged to wait until December of that year to be admitted to the bar. In December, 1900, he opened an office at No. 99 Nassau street, where he is still engaged in the practice of the law.



At the age of twenty-three, Mr. Siegelstein was elected to the State Legislature from the Eighth District of Manhattan. He was the youngest member of the Assembly at the time and when he was re-elected a year later. The bills he introduced and the legislation he carried through were in every case for the benefit of the poor, whose champion Mr. Siegelstein now became. He succeeded in having the charge for telephone calls reduced from 10 cents to 7 cents per call and the charge for gas from $1 per thousand cubic feet to 80 cents. Mr. Siegelstein went further than that and demanded 75-cent gas for the people. He also succeeded in passing a bill prohibiting the making of explosives in tenement or apartment houses. He introduced a bill

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making it optional for juries in murder cases to sentence the prisoner to death or prison for life.

Mr. Siegelstein's marriage, on June 28, 1904, to Miss Fannie Lucatcher, was an event on the East Side. The ceremony was performed in the First Roumanian-American Synagogue, whose first president he became.

Mr. Siegelstein is one of the directors of the Federation for the Support of Jewish Philanthropies for the City of New York, an officer of the Home for the Jewish Aged and Infirm, one of the organizers of the Young Men's Hebrew Association of Far Rockaway, whose president he became and which chair he still holds. He is a 32d-degree Mason and a Shriner, an officer of Independent Lodge No. 185, F. & A. M., and a member of the I. O. B. A., member of Mount Sinai Hospital, of the New York State Bar Association and American Bar Association, and is one of the governors of the Progress Club.

Mr. Siegelstein was offered the position of City Magistrate by Mayor McClellan in 1908 and again in 1909, but, having built up a practice, he was obliged to respectfully decline the appointment. His principal work at this time consists of commercial and corporation law. In 1912 and 1913 he organized several million-dollar corporations and was made their general counsel.

During his legal career Mr. Siegelstein has been connected with a number of important cases, which he has conducted, in a majority of instances, with success. He is very highly thought of by both bench and bar.

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ARTHUR SIEGMAN

One of the largest manufacturers of men's neckwear in the city if not in the country is the firm of Arthur Siegman, Inc., of 906 Broadway. The writer, who was sent to interview the owner of this concern, expected to find a man of middle age or older, perhaps of foreign birth, but he was pleasantly surprised when Mr. Siegman proved to be a smiling young American. During the first few moments Mr. Siegman showed a little reluctance to submit to the ordeal of an interview, but finally acquiesced. In manner and disposition Mr. Siegman displays a most happy, bouyant nature, which seems to spread to every one about him; a disposition that explains to a great extent the source of his successful business career. The writer spent a most happy hour with Mr. Siegman, for truly nothing in all the world is as inspiring as a happy man.



Arthur Siegman was born in New York August 15, 1881. He attended P. S. 83, and at the age of thirteen went to work in the neckwear business. As is usually the case with young boys, he worked at odds and ends, and made himself generally useful, sweeping the floor, looking after the stock, running errands, etc. However, he was ambitious and industrious, and it did not take many months before the watchful eyes of his employers realized that the boy possessed finer qualities than the average lad in their employ. His advancement was assured; within a few years he was the general manager of the firm. It might here be added that this was the only concern for which he ever worked, for at the age of twenty-two he started in business himself with plenty of confidence and ambition, but with mighty little capital. Today Mr. Siegman is the owner of one of the largest concerns of its kind, has one of the finest equipped factories in the city, employing over 250 hands. The cutting, shipping and stock rooms alone occupy over 18,000 square feet at 906 Broadway.

Mr. Siegman is not overjoyed with his wonderful success, and is extremely modest about his accomplishments. He typifies the energetic industrious young American, who does not overestimate his own personality and who merely hopes to keep on improving both himself and his business.

On January 4, 1912, Mr. Siegman was married to Miss Beatrice Rosenzweig, of Brooklyn, and they are the parents of two daughters, Roselle and Dorothy.

Mr. Siegman's advice to young men in business is: "Work hard, be steady, learn to love your business and make friends." However, Mr. Siegman does not believe in the policy of all work and no play: he thinks that a man who knows how to get enjoyment and recreation after working hours is as a result a better man the next morning.

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One of the advantages of partnership in business is that the policy of the firm is outlined by a combination of temperaments and each member offers his best qualities for the improvement and success of the business. Messrs. Isidore Silberberg and Barnet Tannenbaum, owners of the Eagle Swiss Embroidery Manufacturing Company, at 84 Green street, are a splendid example of variety of temperaments working harmoniously toward one goal. Mr. Isidore Silberberg has helped to build up the business through his kindly nature and generosity. Among his friends and associates he is recognized as a big, good-hearted fellow, whose word can always be relied upon, and who is always ready to do a kind deed. This happy faculty, combined with his assiduous application to duty, has made him a valuable asset to the firm, which in the course of the last ten years has taken its place among the leaders of the embroidery trade. However, Mr. Silberberg can still look back to days when fortune did not smile upon him as she does today, for the first few years of his stay in America were years of trouble and suffering.

ISIDORE SILBERBERG



Mr. Isidore Silberberg was born March 18, 1873, in Pinsk, Russia. His father, Gerson, was a merchant in the city and respected for his piety. His mother, Dora, is also known for her deep religious spirit. Mr. Silberberg came to this country in May, 1890, and during his first few years in America he encountered all the hardships that an untrained foreign boy must endure. He first took to peddling, then learned tailoring, and when this did not agree with him, he opened a grocery store. But it was only after he entered into a partnership with his brother-in-law, Mr. Tannenbaum, that he finally found himself. Mr. Silberberg is very proud of the fact that even though he is conducting a large business and even though he employs scores of Christian help, he, nevertheless, closes his place of business on Saturdays and holy days.

On February 2, 1897, Mr. Silberberg was married to Miss Tillie Harris, who is connected with many Brooklyn charities. She was one of the founders of the Home for Aged, and contributes to almost every charitable institution. They are the proud parents of seven children. Esther, 19, who is accomplished in many ways, is a graduate of Girls' High School. The others are Mary, Louis, Larry, Florence, George and baby Leonard.

Mr. Silberberg feels that in order to succeed, a young man must live according to the law of Moses: he must be honest, and must not expect to get something for nothing. He also believes that no man should go into business unless he has money of his own to invest.

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SAMUEL H. SILBERT

It is usually assumed that a man with the proud title of "Judge" is a child born of wealthy parents and reared in an atmosphere of abundance, who went through college and has his way well mapped out to reach his high position. But when it is the case of a Jewish immigrant, it is clear that such could not be his career. The Hon. Samuel H. Silbert, judge of the Municipal Court of Cleveland, is a living proof of the fact that a young man of energy, talent and sincere devotion to work, can reach in this country any goal he might set before him. Judge Silbert's position of influence is not due to parents, friends or outward circumstances, but is the direct result of his indomitable energy and will-power that swept all obstacles from his chosen path and in the end placed him in the high office he occupies today.

How did it all happen? Perhaps we could answer the question in a number of volumes if we could describe the details of his career. But we can only deal here with facts, and the reader's imagination will have to supply the missing links of this highly interesting life-story.

Judge Silbert was born on the 15th of April, 1881, in Kiev, Russia. His father, Rabbi Joseph Hirsch, was the official rabbi of the province. At the age of six, Samuel lost his father, and his mother, Miriam, who is now with her children in California, came with her family to the United States to seek her fortune. Little Samuel was called upon to help his family, and at the age of six, when other children are still under the tutelage of their parents, he went out selling newspapers and at the same time attending public school and Talmud Torah. He was then living in Newark, N. J., where he stayed until his eleventh year. He left school at eleven years of age and began to look for work. He found employment with some relatives in Denver.

At the age of seventeen the boy showed remarkable proclivity for learning and his mother urged him to go to the Cincinnati Rabbinical Seminary to follow the calling of his late father. He went to Cleveland, where he slept in the Union Depot and walked for blocks, having no money to pay his fare, or "stole" rides on the street cars, until he finally landed a job, which afforded him the means to work during the day and study at night. He would attend high school one night and law school the next, gaining general and professional education. Poor, without friends and unable to speak English correctly, he was the laughing stock of his fellow-students. Today he is lecturing in the same law school and has only recently published a treatise on "Domestic Relations," giving an accurate and complete account of legislation dealing with the problem of family life.

Judge Silbert's rise in the field of politics was remarkably swift, being blessed with a wonderful personality that draws to him friends and makes him beloved by all. For five years he served as prosecuting attorney, being appointed to this office by Mr. Newton D. Baker, then mayor of Cleveland, at present Secretary of War. In 1915 he was elected judge of the Municipal Court, by a vote which was larger by 5,000 than the largest on the ticket. It was his reform as prosecuting attorney to settle cases out of court, and in his career he effected such settlements in over 28,000 cases.

In 1916 the Eastern press paid much attention to an unusual banquet given in his honor in Newark. It was a banquet arranged by his former newsboy-friends, many of whom are at present wealthy.

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At this occasion the Judge addressed his former comrades as fellow-graduates at the College of Hard Knocks. The judge is a great orator and addresses a number of meetings every week.

Judge Silbert was married June 29, 1909, to Anna R. Weinstein, of Steubenville, Ohio, and Mrs. Silbert is universally regarded as in every way fit to be the Judge's wife—which means very much.

JOSEPH SILVERMAN

About the middle of the nineteenth century, Reform Judaism was transplanted from Germany to America. It was brought here by a number of prominent rabbis, among whom were Einborn, Wise, Lilienthal and Kohler. These rabbis, coming from Germany as they did, brought a German product to that class of German Jews, who had become Americanized, and with native efficiency and enterprise had accumulated wealth and were now in prosperous circumstances. Thus, by historical coincidence, Reform Judaism in America became synonomous with wealth and with the German demand of American Jewry. Since the reform movement has, for a number of reasons, been limited to German Jewry, the number of reform temples in America has never been very large. Few though they are, they are exceedingly prominent; their congregations are distinguished and wealthy, and are headed by rabbis of culture and capability, who combine thorough knowledge of Judaism with broad secular training and an interest in public affairs.

Of such congregations, that of the Temple Emanu-El, is the most prominent in America. Because of its wealthy and eminent membership, and because of the prestige and ability of its Rabbi, Temple Emanu-El wields influence which is so enormous as to be out of all proportion to its numerical strength. Distinguished as probably the wealthiest temple of its kind in America and as one which has attracted to an extraordinary degree the interest of so many distinguished philanthropists and social workers of America, it is singularly fortunate in its possession of Rabbi Silverman.

Joseph Silverman was born in Cincinnti, Ohio, in 1860, and received his education in this country. One of the first native American rabbis, he has been rabbi of Temple Emanu-El in New York city since 1888; until 1899 as assistant to the famous Gustav Gottheil, one of the first eminent reform rabbis in America. Dr. Silverman combines remarkable personality and magnetism with a gift for eloquent and animated oratory. He is a strong force in the development of Reform Judaism in America, and was president of the Central Conference of American Rabbis, an organization of reform rabbis in this country. He has also been able by his numerous contributions to the current Jewish periodicals to exert considerable influence on many people with whom he cannot come in direct contact. Rabbi Silverman has a leaning towards ultra reform and advocated the substitution of Sunday for Saturday as the rest day of the Jewish people. He wages a relentless war against Zionism, maintaining that the Jews are a religious group, not a nation, and as such have no need for a political center.

Rabbi Silverman is a prominent figure in civic life. He stands for reform, and has rendered great services to the city in which he lives by fighting corrupting influences in political life. He has been honored

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by the administration of the city of New York by appointments on important commissions.

He is actively engaged in social service and has organized a number of sisterhoods which are very effective in the amelioration of the conditions of the poor. The growth of attendant work of the congregation has necessitated the appointment of assistant rabbis as preachers, but Rabbi Silverman remains the distinguished and well-known religious and moral leader. He is now generally recognized as one of the foremost figures in the world of Jewish reform and demonstrates his great faculty and power daily.

ELIAS SILVERSTEIN

The Star Skirt Company, of No. 15 East Twenty-sixth street, is the biggest firm of its kind in America. Mr. Elias Silverstein is a member of the firm and the writer, who had the occasion to interview him, found him to be a very interesting and intelligent gentleman. Mr. Silverstein was born January 30, 1868 in Schuchin, Province of Lomza. He is descended from a very prominent family, his mother being a lineal descendant of the famous Shapiro family of European rabbis. He came to America in 1888 and fought his way to his present stage of success.

Mr. Silverstein is the vice-president of the Business Men's League for the Jewish War Sufferers and is one of the founders and trustees of the Congregation Peni-El of Washington Heights. He is an ardent Zionist and a director of the Federation of Zionists. In addition he is interested in Jewish literature and everything that is Jewish.

On August 3, 1888, Mr. Silverstein married Miss Sheva Schwalbe, and they have eight children—four sons and four daughters.



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A spirit of independence and self-reliance has led many a man to success, but not without his feeling the hardships that one must endure in passing unaided to the high road of accomplishment. Few have contended more stubbornly with the by-paths and crossroads along this narrow road of success than Mr. Isaac Sindel, manufacturer of boys' and children's garments, at 841 Broadway. Many were the reverses that he met until he found himself well established, and it is a source of both pride and pleasure to Mr. Sindel that in the many years of his business experience he never sought or received financial aid of any one, although it was often offered to him.

ISAAC SINDEL

Mr. Sindel came to this country a lad of thirteen, and learned the tailoring trade during the day, while he attended school at night. His initial salary was $3 per week, but he was ambitious and industrious and his salary steadily increased, and after a year's time he was earning $18 per week. At sixteen he was made foreman in the factory of Blumenthal Brothers. He continued in the clothing trade for many years, and in 1893 started in the restaurant and saloon business in Philadelphia. He met with business reverses and he was left penniless. It was then that Mr. Sindel chose to fight his way to success rather than get there through financial aid of his friends. He went to Texas and began merchant tailoring, but after staying there some months he was compelled to return to New York because of labor difficulties. Here he contracted for a firm that later sold out to him, and through hard work and persistence he has succeeded in making himself one of the leaders in the clothing trade.



Isaac Sindel was born March 15, 1870, in Krakow, Austria. His father was a merchant, not overprosperous, and the young lad was sent to this country to make his fortune. Although it has been a continual struggle, until about twenty years ago, Mr. Sindel nevertheless takes his success philosophically; he does not give himself all the credit, but rather feels that any young man who is willing to fight his way independently will eventually come out at the top.

Mr. Sindel contributes to almost every charitable organization in the city and is a member of many societies, among which are Humboldt No. 359, Philadelphia, F. & A. M.; Elks No. 1, and Francis Joseph Lodge, I. O. B. A.

On January 1, 1889, Mr. Sindel was married to Miss Esther Commander, and they are the parents of Pearl (Mrs. Samuel Kaiser), Jennie (Mrs. Louis Kessler) and Mildred.

Hardships, Mr. Sindel feels, bring one to the top; the easy road never does. He believes that young men should learn to face difficulties, for it is only under stress and trouble that men grow in power and character.

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BARNEY SINGER

Mr. Barney Singer, junior member of the firm of Singer Bros., wholesale candy jobbers, at No. 326 Montgomery street, Jersey City, experienced many of the hardships of the average foreign boy, but since some of the older members of his family had come to America some years before him he had the advantage of getting some of their advice and assistance. However, his success has in the main been the result of his own personal efforts, and whatever he now possesses has been the result of his own hard work. Not only in a commercial way has Mr. Singer made his mark, but he is an important figure in the communal life of the Jews in Jersey City.

Barney Singer was born May 28, 1881, in Stebnick, Austria. His parents, Mayer and Rebecca, were prominent members of the community and were engaged in oil and wax mining. Barney Singer came to America in 1899 and did what his older brother had previously done, peddled with candy. After three years he became a member of the firm of Singer Bros., with his share amounting to $12,000. However, Mr. Singer's financial success is not due only to his remarkable progress in the candy business, but also to shrewd real estate investments that he had made. He is a keen real estate operator and his investments have, within recent years, netted him large sums of money.



There are many charitable organizations which are supported by the Jews of Jersey City. Mr. Singer does not discriminate, but lends his support to practically every institution. He is a liberal contributor and is always ready to help any worthy Jewish cause. He is a member of the Congregation Tifereth Israel, a Mason, Shriner and Elk. He is also a member of the orders B'rith Abraham and B'nai B'rith. He contributes to the Hebrew Orphan Asylum, Talmud Torah, Hebrew Free Loan and Denver Consumptive Home.

On August 28, 1904, Mr. Singer was married to Miss Jennie Wasserman and they are the parents of three children, two boys and one girl, all of whom attend school. Mrs. Singer's parents were by no means wealthy, yet they were extremely charitable. Their daughter Jennie is following in their footsteps in a bigger and more extensive way. She belongs to a number of organizations and is always a free giver wherever charity is needed.

"To reach one's goal of success," Mr. Singer said, "it is essential that one be honest and straightforward. But even honesty is not enough —to that one must add hard work and ability and then the road of success is opened."

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ISIDORE SINGER

A few years ago, the two hundred and fiftieth anniversary of the arrival of Jews in America, was celebrated. Since 1881, the number of Jews had grown rapidly until today the United States may boast of 3,000,000 Jews. Among these three million of American Jews there have always been many scholars and men of distinct literary and professional ability, but these worthy and significant qualities could not become articulate because of a lack of men with the requisite organizing ability. As soon as this need was filled, American talent and scholarship achieved for Jewish culture what European countreis had failed to accomplish—that is, the compilation of the Jewish Encyclopædia.

These essential prerequisites of great organizing ability were found in Isidore Singer ,the originator and editor-in-chief of the Jewish Encyclopædia. Dr. Singer was born in Weisskirchen, Moravia on November 10, 1859. He received his education at Kremsier and Troppau, and at the universities of Vienna and Berlin. In 1884, he founded the *Allgemeine Oesterreichische Literaturzeitung*, which he edited and published in Vienna, discontinuing it in 1887 on receiving the appointment of secretary and librarian to Count Alexandre Foucher de Careil, the French ambassador at Vienna. He then accompanied the ambassador to Paris and there became attached to the press bureau of the French Foreign Service. Afterward, he founded and became editor-in-chief of *La Vraie Parole* (1893-94), a journal which was launched to counteract Edouard Drumont's anti-Semitic sheet *La Libre Parole*.



In 1895, Dr. Singer came to New York for the purpose of publishing "The Encyclodædia of the History and Mental Evolution of the Jewish Race." This title was subsequently changed to "The Jewish Encyclopædia." It was no light task to set about so great an undertaking. In the first place, it was very difficult to persuade any publishing company to launch an encyclopædia of twelve volumes, the success of which could not at all be assured. But Dr. Singer at length prevailed upon the Funk & Wagnalls Company to engage in it. And with almost superhuman patience and will power, Dr. Singer managed to assemble a staff of capable and eminent scholars for a commission which was so stupendous and significant, and so unique in Jewish history.

Very recently, in 1917, Dr. Singer, who is associated with considerable literary activities, persuaded Adolph Lewissohn, the eminent philanthropist, to celebrate the fiftieth anniversary of his arrival to the United States by the publication of an Encyclopædia of human knowledge, which is to consist of twenty-four encyclopædias of six volumes each—each encyclopædia to deal with a separate country and culture. This gigantic work bids fair to be one of the greatest achievements of civilization.

Of Dr. Singer's writings, the following may be mentioned:

"Berlin, Wien undder Antisemitismus," 1882.

"Presse und Judenthum," 1882.

"Sollen die Juden Christen Werden," 1884—to which Ernest Renan contributed a prefatory letter.

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"Briefe Berühmter Christlicher Zeitgenossen über die Judenfrage," 1884.

"La Question Juive," 1893.

"Der Judenkampf ums Recht." 1902.

Mr. Singer has also edited "Russia at the Bar of the American People," New York, 1904, a memorial of the events in Kishenoff.

JOSEPH S. SINGER

The life story of Mr. Joseph S. Singer, his rise to wealth and position in the Jewish community of Jersey City, hardly sounds credible. It seems more like a fanciful tale, yet the facts here stated are taken from the life experiences of Mr. Singer. Twenty-five years ago Mr. Singer started upon life with every handicap that a lad could have. He was a stranger in a foreign land; he did not know the language; he did not have any money, and he did not have any friends or relatives who could give him advice as to his future livelihood and existence. He was left to his own resources, but through hard, persistent labor, and an unquenchable desire to get ahead, he has made his way through hardships that men of less strong will would never have succeeded in overcoming.

Joseph S. Singer, son of Mayer and Rebecca, was born April 12, 1877, in Stebnick, Austria. He received a school education and at the age of sixteen came to America. He had no trade and to earn enough for his own support he began to peddle with matches. As his capital increased he turned to selling table oilcloth and allied articles. He struggled hard, saved some money and learned the language. He then entered the insurance business, but continued in it only a short while. His money gradually disappeared and when he had only $25 left he invested it in a small candy store. Here he prospered, and after a number of years drifted into the wholesale business. Mr. Singer is now the head of the firm of Singer Bros., wholesale jobbers of candy at No. 326 Montgomery street, Jersey City. Since Mr. Singer has become more successful he has associated himself with almost every charitable organization in Jersey City. He is a member of the Congregation Tifereth Israel. He is a Mason, Shriner, Elk and member of the orders B'rith Abraham and B'nai B'rith. He is also one of the founders and directors of the Hebrew Orphan Asylum of Jersey City, director of the Talmud Torah and Hebrew Free Loan, and contributes to the Home for Consumptives at Denver. He is a member and organizer of Beth El Lodge, F. and A. M., and a member of the Salaam Temple A. A. O. N. M. S.

On March 10, 1900, Mr. Singer was married to Miss Rose Singer, daughter of the well-known private banker, Mr. Marcus Singer, who died June 15, 1917. Marcus Singer was noble and charitable and it was with sincere regret that the news of his death was learned by the community.

Mrs. Singer is prominently connected with the communal work of Jersey City and has been affiliated with almost every movement for the welfare and improvement of the poor and needy. Mrs. Singer is a member of the auxiliary of the Temple Beth El, Past Matron of Colonial

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Chapter, No. 42, Order Eastern Star, and Royal Matron of Emerant of Jersey City.

Mr. and Mrs. Singer are the parents of six children, one boy and five girls, all of whom attend school.

Mr. Singer attributes his success to hard work, honesty and business ability, and feels that any young man who persists will get ahead.

LOUIS SINGER

Mr. Louis Singer is one of the most successful young men on the East Side. He is a real East Sider, having been brought up in that section. He has participated in every movement for the benefit of that locality and it is really a difficult matter to find an East Sider who does not know him.

Mr. Singer's office, at No. 8 Rutgers street, is a sort of East Side clearing house. It has an open door, and from early morn to almost midnight it fairly hums with life and activity. Should you chance to come into Mr. Singer's office you will not be stopped and questioned as to your business, no more than any one would question you were you in your own home. It is taken for granted that people must come in and they come there in great numbers.

Mr. Singer is interested in various enterprises. For many years he was an insurance man and a notary public, and despite the fact that he has since developed a very large business, he still follows these earlier callings to this day. He is the president and principal owner of the Mount Lebanon Cemetery; he is the president of the S. & B. Tobacco Company; he is the vice-president of the Florasinth Laboratories, and is interested in many other enterprises. Mr. Singer is a trustee of the Hebrew Kindergarten and Day Nursery, and is an ex-president and the founder of the Parents' Association of Intermediate No. 62, which is the largest in the world. These various business enterprises and communal interests continually bring great numbers of East Siders to his office. In addition, his office is frequented by a great number of people who come to ask Mr. Singer to finance or to get financial backing for their various enterprises. Many come to ask advice or seek favors and so the Singer house reminds one of the house of the old-type of the town Baal Habayis of the old European Jewish centres. Every one who enters the portals is made to feel at home. It matters not whether the mission will bring Mr. Singer profit or merely take up his time, the caller is always made to feel thoroughly welcome. Mr. Singer, under all circumstances, will greet you with his perennial smile and sincere friendly countenance, which has attracted so many people towards him and made him so popular and successful.

Mr. Singer was born in Kieff, Russia. When he was an infant his father died. The family was at that time banished from Kieff, and his father, then but 32 years of age, was so tormented and tortured by the Russian officials that he died a few days later. When Louis was five and a half years old he was brought to America by his mother. Before he reached the age of 12 he twice returned to Russia with his mother, who could not adapt herself to American conditions and hoped to settle in Europe again, but returned each time after a few months' stay there. Louis attended public school, and when he

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was ten years old obtained employment at $1 per week to help support his mother. Later he worked as a maker of shirts, wrappers and then cloaks, but his business spirit prevailed upon him to start in the jewelry business at the age of 16, despite the fact that he was then an enthusiastic Socialist and fought against the system that makes business a necessity. But he did not remain long in this business. His extreme enthusiasm for the future of society reached such heights at that time that he saw the near approach of a social revolution and he wanted to be prepared with a vocation which even a Socialist government would recognize. He passed a civil service examination and received a post-office appointment, but did not avail himself of the opportunity and switched over to the insurance business. In 1908 he became the manager of the Montefiore Cemetery, and in 1912 interested himself in the Mt. Judah Cemetery, and today is probably the only Russian Jew in America who owns a cemetery.

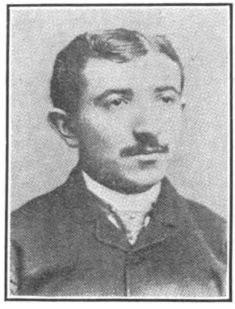
Mr. Singer is not only a good business man, but at the same time remains an idealist. To the present day he is an enthusiastic Social Democrat and at the same time contributes to every good Jewish cause. He has also taken the higher degrees in Free Masonry. Mr. Singer is also a Jewish nationalist in the modern conception of the term. But the most interesting feature of Mr. Singer is probably the fact that he is a very generous man and a gentleman liked by everybody and in whom all have the highest confidence.

On April 30, 1900, Mr. Singer married Miss Tillie Wolinski, and three sons and a daughter have brought happiness to their marital union. Mr. Singer's father-in-law, Mr. Barnett Wolinski, a resident of Brownsville, was, perhaps, the oldest Jew in Greater New York when he died on September 26, 1917. He was 113 years of age and headed the largest Jewish family, his grandchildren and great-grandchildren numbering exactly 118.

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If a native American passes the corner of Canal and Elizabeth street, and sees the immense building which is occupied by the furniture concern of M. Singer & Sons he surely gets the impression that this must be a firm that has existed for many generations, or at least that the proprietor very likely inherited this establishment from his parents. The average American would be led to this belief because he is not acquainted with the progress of the Jewish immigrants and does not know how they are gradually working up in almost every line, beginning with almost nothing. The truth is that the owner of this great manufactory of fine parlor suites came over here poor, like almost every other immigrant, in fact, the first week after landing here, he was in jail a few days for the "crime" of peddling in the streets without a license. He committed this "crime" because he did not understand the language, could not make himself understood and was unaware that a license was necessary. He was placed under $100 bail and had no one to give security for that amount.

MENDEL SINGER



The owner of this manufactory, Mr. Mendel Singer, was born on December 30, 1867, at Dembrova, Galicia. He was seventeen years old when he came to America in company with his mother. He was received by an uncle of his who lived at 32 Attorney street, and as the uncle had no room in which to place him, he gave his great permission to sleep in the yard of the tenement house. Singer and his mother both started to work. She made buttonholes and he peddled. He was a boy of remarkable energy and he succeeded. When he was only one year in the country he brought his entire family over here and ever since has tried his best to make them successful.

From a street peddler he gradually became an installment dealer, and after being three years in the country he went into the furniture manufacturing business with a capital of $600, eventually developing the present big concern. He worked up to his high pinnacle with never a slur or breath of suspicion on his reputation for probity and honesty, and success has never — as evidenced in so many others — turned his head. Mr. Singer is now as quiet, plain and reserved a man as he was before he attained his material success. He has no great pretensions in this world and doesn't look down upon others. He is a big-hearted man, giving his aid in every instance where assistance is needed.

Mr. Singer is a prominent member of the Ohab Zedek Congregation and also of the Dombrover Chevra. He is a member of the Federation of Jewish Philanthropies, although he is not fully in accord with the organization, because he believes that it will abolish competition in charity and eventually result in diminished collections. Mr. Singer is a modern Orthodox, and is a Jew, with a heart for everything that is Jewish.

Discussing the essentials necessary for a young man to succeed in life, Mr. Singer said: "The way that will surely lead to success is via the way of minding your own business. Do not bother about the success or failure of others. See that you make the best of circumstances in an honest way and you must succeed."

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Mr. Singer has three sons and one daughter. Three of his children, Nathan, Sam and Fanny, are married—I. Haywood is still single. The writer had the pleasure of only meeting Nathan, the older son—who is a very intelligent young man of pleasing personality and a son-in-law of Mr. D. Rosenzweig, the well known Grand street merchant. The second son, Sam, is the son-in-law of Louis Mishkin, who is in the jewelry business.

SAUL AND SEEL SINGER

I was advised to interview Mr. Saul Singer, of the firm of Singer Brothers, manufacturers of cloaks and suits at No. 11 East Twenty-sixth street, because, as he remarked, "Mr. Singer will provide an attractive chapter to your gallery of interesting personalities." When eventually I had concluded my interview, I found in him more than I anticipated.

When I called for Mr. Saul Singer an extremely boyish looking man appeared before me and I was really surprised to find that such a young man had already made his mark in life, and after a short talk I soon realized why he had met with such success, for Mr. Singer at once manifests his unusual intelligence. He is of the type one would expect to find in a college or a library and not at the head of a large manufacturing concern. He is extremely polite and genial, and his conversation is remarkably entertaining. He is a master of the Russian language and extremely familiar with its wonderful literature. He is the possessor of a fine library, is an omniverous reader of English works and can discourse intelligently on almost any topic. He is not merely argumentative, but has sound ethical views and stands firmly by his principles.

Saul Singer was born March 15, 1882, at Simferopol (near Sebastopol) in the Crimea. His father was a leading hardware merchant and the firm still exists in that town. At thirteen he finished school and entered his father's business. At fifteen he opened a store for himself, and at seventeen sold out and left for America. Here he had no opportunity for entering the hardware business. He learned the cloak trade, working in different places for seven years, eventually going into business. Now, with his brother, he heads one of the largest enterprises of its kind in the Metropolis and they are frequently pointed out as the youngest men who have made a great success in their line. Mr. Singer is a contributor to many Jewish causes. In 1904 he married Esther, daughter of Samuel Henry, and they are the happy parents of two boys and two girls.

I also had the privilege of interviewing his brother Seel, who is two years older—36—and who also looks extremely youthful. There was not much left for me to do as far as the interview was concerned, for his replies to all questions were almost identical to his brother's. Both received the same education, came to America together, worked at the same trade, entered business together, struggled together and mutually enjoy prosperity. Seel, in 1908, married Minnie, the daughter of Abraham Finkelstein. They have a son and a daughter.

Both brothers believe that in order to attain success, a young man must be diligent, honest and ambitious. These two brothers are two iridescent pearls in the great string formed by those immigrants who are contributing so much to Jewish history of the present time.

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A goodly majority of men exist for selfish motives, and in accord with the tendency of the age, accumulate worldly treasures only for themselves; a smaller minority, however, have been born with the desire to help and give. Dr. William I. Sirovich, superintendent of the People's Hospital, is among the fortunate few who have been endowed with the faculty of giving and helping every one who comes for advice and aid. It is this readiness for service and his kindly sympathy that has won for Dr. Sirovich the many friends and admirers that he has on the East Side. Not only has he given, gratis, his professional services to institutional work, but he has also devoted much of his time toward educational and civic problems. He has been a prominent figure in the educational work of his school district for many years and has introduced many innovations for the betterment of school conditions.

WILLIAM I. SIROVICH



Dr. William I. Sirovich was born in York, Pa., March 18, 1882. He attended grammar schools in New York, and after graduating, entered the College of the City of New York, from which institution he received his degree of B. A. After graduation he entered Columbia College of Physicians and Surgeons, from which he received his M. D.

Although he has been a practicing physician on the East Side he has devoted much of his time toward institutional work. In 1906 he was appointed member and in 1909 was appointed chairman of the local school board of District No. 7.

Governor Dix appointed Dr. Sirovich a member of the Board of Managers of the Mohansic State Hospital Commission of the State of New York, and when Governor Sulzer took office he appointed him a member of the Widows' Pension Commission that investigated the Widows' Pension matter and framed the present bill for the Child Welfare Commission. Governor Glynn appointed him as a delegate to inquire into the subject of State Charities for the State Charities Commission. He has lectured on social charities and educational problems in every borough of Greater New York. He has been superintendent of the People's Hospital for the past few years. In his various activities for the public welfare he has given his services without remuneration and has always been at the beck and call of his constituents whenever they demanded his time, which is needless to say was quite frequent.

Through the suggestion of Dr. Sirovich no medals or prizes are given in many of the schools in his district, but instead a diploma of service is awarded to the pupil who has done most for his class and school. The pupil is elected by vote of his classmates and principal. It was also through the efforts of Dr. Sirovich that the older pupils of various grades were gathered into one class, and in that way made a large number of older pupils who would otherwise have left school continue their school work.

Dr. Sirovich is an idealist in the fullest sense of that oft-misused term. He feels that the hands that help are holier than the lips that pray and the State that helps, gathers. Service, Dr. Sirovich thinks, is a measure of a man's greatness and that man serves his country most loyally who serves the citizens most faithfully.

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When one speaks of successful Jewish business men one has usually in mind manufacturers of clothing, cloaks, underwear and kindred lines. Mr. John Sklar is not engaged in any of these various industries. He is the only Jew in the United States manufacturing surgical, dental and veterinary instruments, and he is one of the most successful in this line. His name is known in the world of affairs from New York to San Francisco, and his firm conducts a big business throughout the length and breadth of the land.

JOHN SKLAR

Mr. Sklar is a Russian-Jewish immigrant. He was born on the 28th of October, 1865, at Musz, Province of Minsk, Russia, son of Benjamin and Minnie Sklar. His father, who died in 1914, was a devout Chosia, and his grandfather, Reb Israel, who lived to the age of 103, was quite prominent in the province.



Mr. Sklar came to the United States from London in 1889. Having been a locksmith in the old country, he started here working in a foundry—work somewhat allied to his old trade. A few months later he received employment with a concern manufacturing surgical instruments, and his connection with this firm served to lay the foundation for his future business career. After three years he started in business for himself in a basement on Guinet, the present Lorimer street, Brooklyn, for which he paid a monthly rental of $8. His initial capital that he invested totaled $135. The most difficult and trying years of his life ensued. Again and again he was on the verge of throwing up his hands in despair, particularly in face of several flattering offers made him to resume work in the factory. But his wife, whose inestimable aid Mr. Sklar acknowledges, stood by him through thick and thin, spurred him on to greater and greater efforts, and encouraged him not to give up his business. Finally, after years of unremitting toil, working day and night and conducting his business in an honest business way, his patience and integrity was rewarded. Gradually he began to rise, until he has attained prominence and solidity in the business world.

The writer interviewed Mr. Sklar at his handsome home on Willoughby avenue, and listened with almost feverish suspense to the story of the struggle he endured and how he finally attained his hard-earned and well-deserving success.

While he was in Russia, in his days of youth, Mr. Sklar actively participated in the movement to subserve the Romanoff dynasty. He was what is commonly, but erroneously, known as a Nihilist. He was intimately acquainted with some of the foremost revolutionary leaders. During all these years of toil and moil in America, however, he was unable to further interest himself in the movement and in general social work. At present, however, he participates in charitable and Jewish communal work. If he cannot give as much time as he would like to the various institutions, he at least gives his money freely to perpetuate them. He is second vice-president of the Beth Moses Hospital, of Brooklyn. He was the founder of the Muzzer and Baranowitzer Society; he has been for twenty years a prominent

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member of the Minsker Society, member of the Brooklyn Federation of Charities and is ready to assist any good cause.

Mr. Sklar is the head of an unusually interesting family. His wife, Bessie, whose maiden name was Klatchka, he married in 1890. Four children have been born to them. Their oldest daughter, Frances, is married to Edward Sawatken, who was for many years in Mr. Sklar's employ and is now partner and manager of the firm. Their son, Max, is also associated with Mr. Sklar. Their third child, Lillian, 18 years old, has received a very good education, has also studied Yiddish and Hebrew and participates in charitable work. The youngest child, Abraham, is at a boarding school.

Mr. Sklar is unassuming, kind-hearted and engaging. He is particularly fond of Jewish literature, which he reads extensively.

JOSEPH SMITH

The career of Mr. Joseph Smith, a member of the firm of Sparrow & Smith, manufacturers of muslin underwear at No. 393 Fourth avenue, is an interesting one, showing as it does the rise of an emigrant boy going through the various stages of business until he reached the eminent position he occupies today. Mr. Smith, who was born in Serre, Poland, February 1, 1876, landed here on October 6, 1894, and began his career as an errand boy at $2.50 per week. A week later he peddled neckties and stationery, later going to Pennsylvania, clerking in a store for a year, coming back to New York, working in the underwear line, becoming a designer in Boston and in Columbus, Ohio, and eventually coming back to New York and starting for himself. The firm is well known and stands high in its line.

Mr. Smith is a former treasurer of the Bath Beach Hebrew Free Loan Society and the Bayside Young Men's Hebrew Association. He is a great reader of the modern literature, is a liberal thinker, a firm believer in the value of education for the young and educates his three children on modern Jewish lines. His philosophy is interesting and the interviewer spent an edifying hour listening to his theories on justice and on the demerits of the present system of the distribution of wealth, which problem he believes could be much better solved than it is at present. He also has pronounced ideas regarding the problem of the widow and orphan and is a firm believer that a widow should receive State support. All in all, Mr. Smith is a remarkable personality.

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ROBERT S. SMITH

It was on a Saturday afternoon in the year 1882 when one of the steamers which arrived from Europe loaded with immigrants brought a Jewish youth to these shores. He had a capital of five dollars in his pocket which he had earned aboard the steamer, on his way to America and this was the capital with which he started his career in this country.

While at Hamburg on his way to the new world, the youth discovered that he could not possibly get on the steamer to cross the ocean because he was fifteen marks short the price of the steamship ticket. He was in great despair and at this time the business genius which was to make him the great commercial giant of the future manifested itself. He noticed another Jewish immigrant with a large family walking to another exchange office to buy his steamship tickets; he accosted him and induced him to buy his tickets elsewhere.



This was his first business venture and he succeeded. The people bought their tickets there and after the sale was over the youth went over to the agent and demanded his commission and he received a sum which was more than enough to cover the deficit of his ticket and leave a few marks over. And here another business chance revealed itself to him. He noticed that cigars were sold very cheaply in Hamburg. He understood that on the steamer during the time of the voyage people want to smoke and are compelled to pay exorbitant rates for their cigars. He invested his few marks in cigars and sold them to passengers aboard the steamer and thus obtained the first smack of business; he felt the joy of buying and selling with profit.

Two days after the boy arrived in New York he started his business career. He refused to consider any job; he believed in commerce, and invested his capital in a basket and merchandise and started peddling For six months in succession he lived on a dollar a week and no more. He lived at 102 Allen street, where he paid $3 a month for rent, including coffee for breakfast. The woman he lived with used to prepare his one meal a day, which cost very little. One could never have foretold the outcome.

At 31 East 31st Street there is a big firm—R. Smith and Co.—carrying on a business which was started only recently and during their first ten months they sold more than a million dollars' worth of merchandise. On 14th street there are two other big stores bearing the same name, and so does also next to the largest department store in the New England States.

In 1911 New York newspapers gave a lot of space to a real estate transaction on 34th street and Broadway for which Robert S. Smith was offered a million dollars. He owns this corner today. That was the highest price ever paid for a New York building lot. Some time before Mr. Smith bought that lot for $375,000 and all his friends laughed at him claiming that he had overpaid by a large margin.

This Mr. Robert S. Smith is the same gentleman whom we have described as the poor youth who came here with a capital of five dollars. How did he make it? How did he climb up to this stage of the ladder of success?

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Mr. Smith started his career with peddling. He earned about a dollar a day; he lived economically, he sent money to his parents in Europe and he saved, and so in the time of two years he accumulated seventy dollars. He then made up his mind to do business on a bigger scale. He used to visit a friend of his who manufactured plush coats and after watching the work, he made up his mind that he could do the same. He was to buy the first piece of plush goods to start in business but he did not have sufficient capital. He borrowed and pawned the jewelry of a friend and bought the goods. Three years later he was worth a thousand dollars. Five years later he was the employer of over a thousand people. Twelve years later he was the biggest manufacturer in his line in the United States.

In the history of the trade, the fact is well known that when Mr. Smith had his place of business at 500 Broome Street he cornered the plush market. Plush coats were very fashionable at the time and Mr. Smith filled his building with plush material, others couldn't get it and Mr. Smith made a fortune. A few years after Mr. Smith left Broome street and settled on 14th street where he conducted his wholesale business and also opened several retail stores. This was considered a daring venture at the time. During the first six months he lost $5,000, during the next six he made $50,000 and so he kept on rising rapidly and made his fortune. At the same time he entered the real estate field. Every big real estate deal on Fourteenth street that was made during the last 15 years went through his hands. In 1904 he bought and sold 14 million dollars' worth of property around the block on which the Waldorf-Astoria is located. Later he attracted great attention with the million dollar transaction mentioned above.

About a year ago, Mr. Smith turned over to his sons the two great stores on 14th street. He saw no reasons for keeping these stores to bequeath them at his death, when he could make them owners of a big business immediately. But he soon found that he is entirely too young and too energetic with too much life in him to retire already, and he determined to start a new business at this stage of his life and to prove to himself and to his children and to the young generation at large that it is never too late and that one can always start anew, and that it never impossible to make money if one is the right man for it. Accordingly he opened the "Piece Goods Exchange" on 31st street. He calls it "House of Square Deal" and that is what it really is.

Mr. Smith conducts his business in an original way. He is selling piece goods for the cloak, suit and dress trades. He sells goods from the biggest houses with the original tickets on every piece of goods and he sells them cheaper than the manufacturer can buy direct from the mill or from the commission house. He sells the goods on the basis of banking interest. He employs no salesman, but does the business in his office by telephone order.

The writer interviewed Mr. Smith for "Distinguished Jews of America." Mr. Smith comprehended thoroughly the importance of this enterprise and showed great interest in it for he wants the young generation to learn from the experience of the old.

As an experienced man with a keen outlook upon life, he sees what terrible mistakes the young folks make by being unwilling to learn from the experience of the old ones. He feels that it is the duty of every man of experience to teach the young and to show them

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the way of life and in answer to the question of his advice to the young, Mr. Smith answered with a number of short expressions which are worth being printed in any book as the aphorisms of a man of wide experience, a man who studied in the book of life, a man who for a great many years was battling against the waves of life and come out the victor. Here is some of the advice that Mr. Smith gives to the young:

"A man who always complains about his misfortunes will never be successful."

"A wise man adapts himself to conditions and loses no time in complaining, he is too busy making better conditions.

"There is a great difference between difficulty and failure. Every man meets with difficulties in life, but the fool alone falls over them whereas the wise man uses them as stepping stones to climbing higher."

"There is no such thing as working days and days of rest. Everything in the universe is always in working condition and the man who is constituted of the material to make success is always actively engaged."

"Success begins with love for the work that one does. The man who does not like his work will never succeed; the man who loves his vocation will never fail."

"Wealthy parents are often the cause of misfortune to their children; the rich children know not the sufferings of life; they get everything prepared for them, and very often they are fed and kept on all luxury, and forced to go to college whereas they would have accomplished much more at work."

"The poor young man has no cause to envy the rich young man for to the poor young man is given the opportunity to pass through the gateway of hard work, the only gateway that leads to success."

"A man must always maintain calm and repose; to lose one's temper will bring one headaches but no success."

"Many men are failures in life because they lose time doing things which can be done by other people that can be hired for a cheap price."

"A man can realize in life everything he wants; the only thing that he cannot realize is what he does not care to accomplish."

"The only difficulty of life is the one we create ourselves."

"Treat others as you would want others to treat you, and you will be rewarded by success."

"The greatest art in life is to be able to draw the line between right and wrong. I do not believe in being too good any more than I do not believe in being too bad, but most people cannot distinguish between right and wrong. If a man knows how to draw the line, and how to be moderate in his eating, his pleasure, his money making, and everything else in life, he will always control the balance of success."

"Yesterday is dead, and it is foolish to bother about it. The live man sees to-morrow and not yesterday."

"The man who spends only 98c. of every dollar he earns will never be in trouble. The man who spends 101 cents to every dollar he earns will never free himself of trouble."

"If you are a merchant make a friend of the salesman who visits you. If so, he will put you in touch with the real bargains."

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"Make your employes like you. This spells for success, but in order that they like you you must like them."

"Do not exhibit pride towards the poor, for, after all, one is but a watchman guarding wealth until he leaves this earth."

"Never be afraid to buy goods because they are high, but never sell goods until they go too high. Take a moderate profit but a sure one."

"Politeness costs very little, but it travels a long way."

"Get the habit of smiling. Many of the seeming troubles of life can be smiled away."

"There may be something in luck, but you cannot sit and wait for it."

"Extreme conservatism is worse than headlong plunging. A conservative man is a dead man, commercially. You must risk in order to make."

"Fear not mistakes. They are the stepping stones to the ladder of success. If only three out of five steps are successful you are doing well."

"It is a mistake to send children to private schools. It makes them conceited and selfish."

"I have never made an easy dollar and have never looked for one. Whatever comes hard is sweet."

Mr. Robert S. Smith was born on 16th January, 1864, in Sokolka, Poland. His father Abraham died in Jerusalem in 1916. His mother Frieda still lives in the Holy City.

On the 14th December, 1885, Mr. Smith married Miss Rebecca Markowsky. They have two sons, Albert and Sol, and two daughters, Ray and Sadie, all accomplished children. Sol is a graduate of Columbia, but has chosen a business career and has connected himself with his father's business. Ray is particularly praised in various circles as a good soul who devotes her time toward helping the poor and sick. On the 3rd of January, 1914, the Smith family met with great misfortune in losing their daughter, Frances, aged 27.

Mr. Smith makes a very good impression. He is of giant size, and his face expresses determination and strong character. All who know him consider him a man of noble heart and liberality. As a member of the congregation Pincas Elijah, he came to the rescue of that congregation lending all funds necessary to erect the synagogue. He has not only given his money, but also his time to the realization of this work.

Mr. Smith in his conversation with men demonstrates a higher intelligence. He is particularly interested in discussing the problem of the life of the hereafter in which he is a firm believer.

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M. E. SMUKLER

Few Jewish young men have within recent years made for themselves a more creditable reputation in the field of medicine than Dr. M. E. Smukler. He has during the past seven years held various positions on many of the more prominent hospital staffs of this and other cities and has contributed original papers on medical topics which have received favorable criticism by the profession in all medical journals of the country.

Dr. M. E. Smukler was born November 1, 1887, in Philadelphia. He received his preliminary education in the public schools and after graduation entered the Central High School. In 1910 he was graduated from the Jefferson Medical College and by competitive examination received the first appointment as Resident Physician to the Jewish Hospital in Philadelphia, where he served for a term of one and a half years. In 1912 Dr. Smukler was appointed house surgeon at the "Society of the Lying-In Hospital" of the City of New York. Since 1913 he has been on the staff of the Wills Eye Hospital and from 1913 to 1916 he was first clinical assistant to Dr. S. Lewis Ziegler. In July, 1917, Dr. Smukler was appointed first assistant on the staff of attending surgeon Dr. M. J. Griscom at the same hospital.

At various times Dr. Smukler has contributed papers on medical subjects to the Medical Literature. Two of his original contributions to the medical profession are "Cardiospasm With Dilation of the Esophagus," published in the New York Medical Journal, April 18, 1914, and "Chronic Habitual Constipation" (A Practical Consideration of Its Causes, Results and Its Rational Treatment by Mechanical Measures), published in the International Clinics, Vol. II, Series 25, by J. B. Lippincott Co., 1915.

At present Dr. Smukler is at work on a volume entitled, "Famous Jewish Soldiers of the Revolutionary War."

While at public school, Dr. Smukler won the prize offered (in competition) to all the school children of Philadelphia, by the Historical Society of Pennsylvania for a "History of Independence Hall."

On June 18, 1915, Dr. Smukler was married to Miss Anna Marks and they are the parents of a baby daughter, Ruth.

HENRY SOBEL

Mr. Henry Sobel, insurance broker, with offices at 55 John street, is fortunate in many ways, not only in that he is a business success and a social leader, but in that he seems free from the ravages of Father Time for, although he is now in his forty-third year, he still has the agile, beaming bearing of a youth. In fact, the interviewer had some doubts at first whether the Mr. Sobel before him was really the man whom he was sent to see, but it did not take long to realize that, although Mr. Sobel is youthful in appearance, he nevertheless has the outlook of the man with a wide and worldly experience. Mr. Sobel is affable and courteous to a degree and that, perhaps, is the secret of his perennial youth and his wonderful capacity for making friends. In his own particular business Mr. Sobel has reached the zenith of fame, for he is known to have written one of the largest life insurance policies issued on any one

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individual at any one time. He wrote Mr. I. Phillips, of the Phillips-Jones Company, for $500,000.

Mr. Henry Sobel was born August 14, 1875, in the old First Ward. He is the son of the late Elias Sobel, known throughout the city for his charitable and communal activities. His mother, Sarah, is noted for her kindliness and charitable disposition. Mr. Henry Sobel attended Public School No. 2 at a time when there was no Jewish element in that section of the city, and later entered the College of the City of New York. After leaving college he entered into business, manufacturing clothing, under the firm name of E. & H. Sobel. After ten years he entered into general insurance and proved a wonderful success from the start. Mr. Sobel not only knows how to associate with and judge men, but he also has the happy faculty of making them his friends, and that, perhaps, is the secret of his success, for today Mr. Sobel is recognized among the leading insurance men of the East.

For many years Mr. Sobel has been actively engaged in bettering the condition of the poor on the East Side, where he has been associated with the political and civic movements since his youth. He is a contributor to almost every charitable institution of the city. He is past-president and trustee of the Anshe Emeth Synagogue, and he was the first chairman of the Young Men's Society of the Beth Israel Hospital. He is a member of Veritas Lodge, No. 734, F. & A. M.; member of the Columbia Club and Henry Jones Lodge, I. O. B. B.

On June 6, 1900, Mr. Sobel was married to Miss Katie Batiste, who is fond of social work and spends a good deal of her time for the amelioration of the condition of the poor. She is secretary of the Ladies' Charity Society of Anshe Emeth, and is also a member of Ceres Sewing Circle, which does a great deal toward uplifting the poor on the East Side. They are the proud parents of Anita, who attends Hunter College; Judith and Laurence.

Mr. Sobel is well versed in current Jewish topics and he freely expressed his opinions to the writer. He is not in favor of the Federation of Jewish Charities, for he fears that the federation will not raise sufficient funds, and in addition, he thinks that through the present system the people who most need charity will not get it, and that the burden of relief will fall upon private individuals. On the other hand, Mr. Sobel is a great admirer of the Talmud Torah work, for he feels that only through the workings of such institutions will true teachings of the Jewish faith be imbibed. Mr. Sobel is proud of the fact that in his own home the dietary laws are strictly adhered to, and that he himself faithfully observes the Jewish holidays.

Success, Mr. Sobel thinks, is measurable by the number of friends one has. He thinks every young man should make as many friends as he possibly can, for they stand in good stead in whatever vocation one follows. Mr. Sobel does not believe in economy, as he himself feels that economy some times even injures success. Hard work, Mr. Sobel thinks, is essential, no matter what calling one chooses.



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THE LATE ALFRED E. SOLOMON

Alfred E. Solomon was born in the City of New York in 1874. His father conducted a shoe store in the city, where the young man started his business career as a salesman. Of an engaging nature, cheerful and sunny disposition, full of energy and life, he managed to accumulate a little capital, which enabled him to go into business for himself. On February 11, 1899, he married Miss Henrietta Cohen, and opened a cloak and suit store at No. 332 Washington street, Hoboken, N. J., which he later enlarged and expanded, moving it to No. 314 Washington street, in 1908.

The new store proved a tremendous success, but Mr. Solomon did not survive long enough to see it; he died in 1911, being but thirty-eight years of age, leaving a widow and four children.



Mr. Solomon was always noted for his kind and generous heart and was one of the best liked men of Hoboken, for there was no charity that did not receive his heartiest co-operation, and his personal financial aid was always ready for the asking. Differences of race and creed never played any part in Mr. Solomon's dealings with men or organizations, and he left vast sums of money for the Hebrew Institute of Hoboken, the Daughters of Jacob Home of New York, St. Mary's Hospital of Hoboken, Christ Hospital of Jersey City, the Denver Home for Consumptives, the Har Moriah and Beth Israel hospitals of New York and a good many others.

The business that Mr. Solomon had developed is now being conducted by Mrs. Solomon, whose maiden name was Henrietta Cohen. She is a daughter of Simon and Libbe Cohen, who are well-known clothing merchants in New York. Mrs. Solomon is a woman of unusual intelligence and ability. Not alone has she assumed the responsibility of conducting the business, at which she is doing wonderfully well, but she has also taken upon herself the duty of aiding the many good causes with which her husband was interested. Mrs. Solomon is a contributor to the Hebrew Orphan Asylum, Hebrew Orphan Home, Hebrew Institute of Hoboken, Montefiore Home, Ladies' Aid Society, the Kehillah, the Denver Sanitarium and others.

During his life, Mr. A. E. Solomon made many friends and all who knew him had only words of praise for him.

It is almost impossible for any man to have made more friends than the late Mr. Solomon, for there could hardly anyone be found with a bigger heart or of greater honesty.

Mrs. Solomon is of English ancestry, her parents having been born in Manchester. During the Red Cross Aid Week in June, 1917, she contributed 10 per cent. of her gross sale to this noble cause.

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MANNIE SOLOMON.

In the present era, man rarely attains success in any field of human endeavor at a very early age. Success, if it comes at all, usually comes knocking at one's door when one can no longer be thrilled by it. Mr. Solomon, however, is one of the fortunate few who has experienced the thrill of success at the age when the heart responds fully to its tingle. Only twenty-nine years old, he is the head and sole owner of the firm of Mannie Solomon, Inc., makers of gowns, located at 31 East Thirty-first street.

Born in New York city on October 18, 1887, Mr. Solomon received his education in the public schools and high school. He graduated from Public School No. 10, and attended the High School of Commerce for three years.

In 1904 young Solomon entered the employ of Henry Glass & Co., a linen house. His initial salary was $4 a week. Fourteen months later he left this firm to take a position with his uncle, Max Solomon, the well-known manufacturer of skirts. Here, after several years of close application and hard grind to the business, he was put in charge of the piece goods department, a duty which entailed all the purchasing for the firm. He held down this position for seven years. Realizing, however, that one cannot accumulate a fortune while working for anybody else, he resigned from his post and ventured into business for himself.

What line to go into? That was the critical question confronting him at the time. He looked about him for a while and discovered that there was a big future in the field that eliminated the dressmaker. Naturally, this discovery solved the problem for him. He has ventured into it and has succeeded. The training he received at Max Solomon's, coupled with a keen foresight, have put Mr. Mannie Solomon, young man that he is, in a secure position in the business world.

In January, 1907, Mr. Solomon married Rosalina Kaufman, daughter of Edward Kaufman, ex-Tax Commissioner and ex-County Clerk of Brooklyn. The Solomons, who reside at Far Rockaway, have two daughters, Fay and Eleanor.

The fear so often expressed that the native American Jews are turning from Judaism seems to be unwarranted in the case of Mr. Solomon. In his father's home he was brought up in the orthodox faith and today in his own family the fundamental principles of Judaism are adhered to. He takes an interest in matters pertaining to Judaism. He is a member of the temple in Far Rockaway, of the Hebrew Orphan Asylum and the Federation of Charities.

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LOUIS B. SPANNER

Louis B. Spanner, one of Cleveland's prominent attorneys, is past chancellor of Deak Lodge, Knights of Pythias, and has held every position of honor that the Knights of Pythias can bestow on a member. He represents the lodge now and has done so for many years as deputy. He is also a member of the relief board and one of the best-posted members on ritualistic work in the order. To the order Mr. Spanner is a true image of "Friendship, Benevolence and Charity," and an inspiration to every member of the Pythian Lodge. He has held every honor with credit to himself and to the order. He was born in Russia on January 15, 1882, the son of Herman and Rachel Spanner, both of whom are living to-day. He was brought to Cleveland when he was five years old and received his education in Cleveland's public schools and high schools. He sold papers and magazines to earn his way through school. He decided that he was best fitted for the law and entered Adelbert College of the Western Reserve University, where he graduated in 1904 with an LL.B. degree. His offices are located in the Society for Savings building.

Mr. Spanner married Miss Hannah G. Setron of Parkersburg, W. Va., on May 14, 1913. They have one child, Herman D. Spanner, three years old.

Mr. Spanner is a prominent member of the B'nai B'rith, Knights of Pythias and several other organizations.

SIGMUND SPIRA

Although but twenty-eight years old, Sigmund Spira has already made his mark in the world, being one of Cleveland's largest wholesale and retail dealers in wines and liquors. In spite of the fact that his father was wealthy and could well afford to send him to college for a professional or technical education, Sigmund left school early and became a clerk in the First National Bank, receiving but $25 a month. A year later his father gave him a position as clerk in his bank and paid him $35 a month. After he worked for ten years he was receiving $25 a week, with a wonderful future before him. His ambition again asserted itself. Most young men would be satisfied with such a position and future, for his father's bank was becoming Cleveland's largest foreign exchange. He wanted a business of his own, however, and finally went into the liquor business.

The fact that his concern has grown so rapidly shows that he had business foresight. Today he employs eight men in his establishment. Even though he has made a great deal of money, he still works as conscientiously as ever, getting to work early and staying late. He is a type of young man that is greatly to be admired, for most men in his position would be satisfied with what he had and with what his father had made.

He is a liberal contributor to charity and a member of the B'nai Jeshurun Congregation, Elks, Jewish Aid Society and Federation of Jewish Charities.

He was born in Bartfeld, Hungary, in 1888, the son of Henry and Matilda Spira. His parents brought him to America in 1890.

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"Character is the all-essential; vocational training and carefully planned preparation for the performance of some specific task in the world's work; the ability of applying one's self, to concentrate, and love of hard work——" that practically is the essence of the message of Joseph Stadtfeld of Pittsburgh, to the young, and to those who would seek to emulate the life of a worthy son of Israel and loyal son of America.

JOSEPH STADTFELD

Mr. Stadtfeld was born in the city of New York, August 12, 1861. His father, Moritz, a native of Lemberg, Austria, is still living, and his mother, Sophia, died March 14, 1917. Since Mr. Stadtfeld was a youth he lived in Pittsburgh. He secured his education in the common schools, and was graduated by the Pittsburgh Central High School. He later studied law at the offices of W. S. Purviance and Walter Lyon. In September, 1886, he was admitted to the bar. Mr. Stadtfeld has made a mark in his profession, having in addition to the general practice of law, engaged in corporation law. He was among the first Jewish men to attain eminence in the profession of law in Western Pennsylvania.



On January 31, 1885, Mr. Stadtfeld married Carrie E. Edmundson, the daughter of a prominent Pittsburgh attorney. He has three sons, Roger M., Joseph, Jr., and Harold. The younger two sons are at the present time attending the Culver Military Academy.

Mr. Stadtfeld served his community admirably. His knowledge of the ways of the world and his administrative ability made him a valuable asset to the Jewish philanthropic organizations of his city. He had been president of the J. M. Gusky Orphanage and Home of Western Pennsylvania, and for many years served on the Board of Directors. For a considerable time he was on the Executive Board of the United Hebrew Relief Association; he still is serving the Emma Farm Association and is a member of the Advisory Board of the Young Men's Hebrew Association. For the last six or seven years he has been on the Board of Trustees of the Irene Kaufmann Settlement. In general, it may be observed by a glance at Mr. Stadtfeld's career in communal life, that he is of a constructive type. He evidently does not believe in perpetual office holding, so frequently a cause for complaint among philanthropic societies. Mr. Stadtfeld enters an organization when it needs him, and he helps to build it up. As soon as it is well established he takes up some other form of service to his fellow men. Mr. Stadtfeld's popularity with his associates in business and social life seems to be due not so much to his being a successful man of affairs, nor so much to his wealth, as to the fact that he possesses a charming personality.

Mr. Stadtfeld is a reformed Jew and a member of the Rodef Shalom Congregation. He also belongs to the Concordia Club and the Westmoreland Country Club.

In politics he is a Republican, and though he has always taken a deep interest in the political affairs of the city, he never accepted a public office. As late as 1914 he was offered the post of city solicitor,

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which he declined. Mr. Stadtfeld is a director of the Potter Title and Trust Co. of Pittsburgh.

The writer of these lines found Mr. Statdfeld not only a highly amiable and charmingly interesting character, but he concluded that Mr. Stadtfeld is a man of great and noble ideas and a deep sense of his responsibility to the community, with clear and decided views on all matters of general importance.

MORRIS STERN.

There are many Jews in New York who have sacrificed their time and money for improving the condition of the poor and needy. Very few, however, have worked so earnestly and persistently as Mr. Morris Stern, of the firm of M. Stern & Co., manufacturers of waists at 139 West Twenty-ninth street. In fact, Mr. Stern has been actively connected with communal work in this city for the past twenty-five years, and wherever he has allowed his personality to enter it has always proved a valuable asset.

Morris Stern was born May 1, 1870, in the town of Pumpiane, Province of Kovna, Russia. He is descended from a family of refined and cultured Jews. His father was the mayor of the town and was recognized as a man of unusual talents. He was a Lamdam and Talmudist. Mr. Morris Stern had hopes of following a rabbinical career, and up to his eighteenth year was a Yeshiva Bochur. During this time, however, Mr. Stern did not devote his time to the study of Talmud alone. He was a student of languages and practically supported himself by teaching Russian to younger children. However, he soon recognized that to follow a rabbinical career would entail too many sacrifices, and before he was twenty he decided to sail for America. He came to this country in 1890, and as he had a fair knowledge of the English language when he arrived he had no difficulty in obtaining employment. He started as bookkeeper in a wholesale dry goods house. He commanded a good salary, and within two years he had saved enough to send for his entire family. In 1892 Mr. Stern started in business for himself, and he is today among the leading manufacturers of the city. In fact, he has twice been elected president of the Dress and Waist Manufacturers' Association, an office that he still holds.

There are very few charitable organizations to which Mr. Stern does not contribute. He has been contributing to many of the institutions for the last twenty-five years and has also taken an active part in a number of them. He was the director and among the builders of the Uptown Talmud Torah; for some time he was an associate director of the Montefiore Home and director of the Maternity Hospital, of which institution he was vice-president until two months ago. He is a member of the congregations Shearith Jehuda and B'nai Israel and of the Congregation Shaari Zedek of Harlem. Among the other institutions toward which Mr. Stern helps support are the Mt. Sinai Hospital, Montefiore Home, Beth Israel Hospital, Y. W. H. A., Hebrew Orphan Asylum, Hebrew Free Loan and Montefiore Society, of which he was until recently the treasurer. Mr. Stern is also a charter member of Marshal Lodge, No. 818, F. and A. M., of which organization he was treasurer from its inception until three years ago. When leaving office, Mr. Stern was presented with a magnificent chest of silver as an expression of appreciation and thanks.

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Mr. Stern is a man of unusual intelligence. He has studied much, particularly in the Hebrew language and literature, and he has done much to implant a love of study in his children. Each one of his sons and daughters has received a high school training and thorough knowledge of Hebrew. Even now they continue their Hebrew studies and enjoy them.

Mr. Stern was married Aug. 6th, 1895, to Miss Celia Weissman, who is the descendant of a well-known family of Brea, Province of Suwalk, Russia, and they are the parents of five children. His oldest daughter Sadie, who was prominently connected with social work in the lower East Side, is married to Mr. Sol Cohen. His two sons, Louis and Alwyn, are in business with Mr. Stern, and his younger daughters, Laura and Helen, are attending high school. Every one of Mr. Stern's children has shown remarkable talent. They are accomplished musicians, and show every trait of fine breeding and refinement.

To the young Jewish boy Mr. Stern advises the study of Jewish history. He feels that such knowledge will make him a better Jew and a better American. "Be a man of your word, so that no pledge will be necessary, and fulfill what you undertake," is Mr. Stern's advice to young men.

SAMUEL STRASBOURGER

Among the reputable Jewish personalities of New York, Judge Samuel Strasbourger holds an eminent position. During the past twenty-five years he has been prominently connected with Jewish communal activities and with civic and political movements. He has been a praticing lawyer since 1891, and during this time has held various municipal appointments, performing meritorious service, and revealing integrity and high moral purposes.

Judge Strasbourger is of the unostentatious type, but his sincerity and undissembling nature manifests itself quickly. It was a pleasure for the interviewer to be with him, for Judge Strasbourger made no attempt to veil any of his opinions and he expressed himself freely on Jewish topics.



He does not believe that the Talmud Torah movement ought to be extended any further. He is for Americanism. He believes that if more time were spent on teaching the foreign-born our American ideals we would produce better Americans, and, perhaps, even better Jews. He furthermore believes that children naturally imbibe the religious spirit from their home surroundings, and if their parents do not teach them religious ideals, he feels no institution should, for religion is a subject for the home to inculcate. On the other hand, Judge Strasbourger feels that the Y. M. H. A. movement is a splendid one, and that its work ought to be extended to every borough in the city.

When asked about the Federation of Jewish Charities, Judge Strasbourger hesitated a moment, but finally ventured to say that

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even though federation looks good now, he has his doubts as to whether it will work out in the long run. In the first place, he does not think that charity need be organized for business efficiency. Charity, he feels, is a matter of the heart and not one of system. Furthermore, he is sure that eventually the Federation will be compelled to ask the trustees of the various charitable organizations to take up collections in their respective institutions, and in this way the Federation will be defeating its own ends. However, in spite of his views on the subject, Judge Strasbourger is doing his utmost to help the Federation in every way he possibly can since it now is the official organ through which all charities are maintained.

Samuel Strasbourger was born in New York, May 23, 1867. He attended Public School No. 34, and received his academic training at the College of the City of New York. After graduation he entered New York University Law School, from which institution he received his LL. B. in 1890. Since then he has continuously practiced law in New York, with the exception of the time when he held public office. He served as Tax Commissioner under Mayor Low, and was reappointed under Mayor McClellan. In 1916 he was appointed by Governor Whitman Judge of the City Court, for an unexpired term.

Judge Strasbourger is a member of many civic, political and charitable organizations in the city. He has been a trustee of the Hebrew Orphan Asylum since 1902, and a trustee of the Endowment Fund of the Free Sons of Israel. He is a member of the Republican Club, Bar Association and County Lawyers' Association.

Judge Strasbourger was married to Miss Blanche Cohen and they are the parents of three children, Sarah, J. Henri and Samuel, Jr.

When asked for advice to the young, Judge Strasbourger answered: "Work hard and don't ape your neighbors; be honest, for nothing is gained by trickiness."

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In the spring of 1917 Congress passed the much-discussed Literacy Bill over the President's veto. Thus was made evident the popular distrust of the value of the immigrant, economically, socially and for the furthering of the best political interests of the democracy. It is felt that the immigrant complicates difficulties and creates chaos which is out of all proportion to his value to the state. There is hardly any need to enter into detailed speculation or discussion as to the advantages of the influx of immigrant population when we can point out any number of eminent, brilliant, successful immigrant families of which the Straus family is so prominent an example.

NATHAN STRAUS

In 1854 a family of German Jews was granted its application for admission to the United States and settled at Talbotton, Ga. It was the Straus family. Surely no explanation is needed to enhance the reputation of Oscar Straus, the diplomat and politician whose devoted services to his country are of inestimable value, nor is any eulogy owed to Isadore Straus, that benevolent and generous-hearted philanthropist who at the sinking of the Titanic showed the world so perfect a picture of true Jewish fidelity and love.



But nobler, warmer-hearted and more sacrificing still is their brother Nathan Straus. Nathan Straus came to America in 1854 at the age of six. After attending school for some time at Talbotton, Ga., he came to New York, where he distinguished himself as a student at Packard's Business College. The thorough training he received at this excellent institution stood him in good stead when he joined his father in a hard tussle and struggle for existence in the firm of L. Straus and Sons in 1872, and later his brother Isadore in the world-famous store of R. H. Macy & Co.

But far from allowing his business interests to absorb him, he made them secondary to his service for his adopted country and his own people. Mr. Straus has shown considerable interest in municipal affairs, where he had established a great reputation for reliability and integrity, especially as member of the New York Forest Preserve Board, and as Park Commissioner of New York, which appointment he received in 1893. Yet though unselfish and quick to realize that his sphere of greater usefulness lies in municipal service, he has never drifted far into politicis and in 1894, declined the offer of his nomination for the Mayoralty of New York city.

In 1898 Mr. Straus was appointed president of the Board of Health of New York, a post for which he was eminently fitted; for, eight years before that time, in 1890, he had originated and has since maintained at his own expense a system for the distribution of sterilized milk at a nominal fee to the poor of New York city. Not content with giving his aid to New York alone, Mr. Straus has been contributing to the same system in Chicago and Philadelphia. Countless babies owe their lives to this source, and recent statistics showing an ever-growing reduction of the rate of infantile mortality point out these milk depots as an evidence of wise and far-sighted philanthropy.

And when in the winter of 1903-4, the coal strike made living conditions for the poor of New York almost unbearable, it was Nathan

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Straus who originated and supported a system of depots for the distribution of coal to the suffering poor.

In the present war Mr. Straus has probably donated more to the Jewish Relief Fund than any other one person. Not only has he given from his surplus as many another, but has surrendered one luxury after another, occasionally luxuries which others would consider necessities; eagerly and gladly has he yielded up his beautiful home, yacht, automobile and treasures. For his sensitive soul has demanded that he sacrifice his best financial power for this ideal purpose, leaving merely enough for comfortable sustenance.

It is only a few years ago that Mr. Nathan Straus became a Zionist, but he has already accomplished wonders. In addition to his great financial contributions to the cause, he established milk stations, coal depots and hospitals in Palestine, all running on an efficient and systematic basis. Very recently in the controversy over the issue of the American Jewish Congress Mr. Straus was among the first to side with the nationalists and with the masses, and was elected president of the Congress Committee.

America has yet to see the man, either native or immigrant, who in perfect patriotism or in unlimited generosity of soul, or in judicious and far-sighted philanthropy can equal Nathan Straus.

OSCAR S. STRAUS

Very recently, the officers of a certain very prominent Jewish society, finding that interest in club procedure, which had become an endless routine of business meetings, was waning and that all animation had lapsed, suggested voting for the most capable and distinguished contemporary American Jew. Of the ballots submitted, each bearing the names of fifty prominent Jews, fully ninety per cent. of the votes placed Oscar S. Straus at the head of the list. And in contemplating his career and achievements, it is small wonder that he should have acquired such popularity.

Oscar Solomon Straus was born at Otterberg, Germany, on December 23, 1850. He immigrated with his family to Talbatton, Ga., in 1854, and removed with it to New York in 1865. He was educated at Columbia Grammar School and Columbia College, graduating in 1871. Afterward he attended the Columbia Law School, graduating from that institution in 1873. He began the practice of law in the firm of Hudson & Straus, but the strain of a large practice in commercial and railway cases was too much for Mr. Straus' health, and in 1881 he retired from law and entered his father's firm.



Mr. Straus was very active and energetic in the campaign which resulted in the election of President Cleveland in 1884, and at the suggestion of Henry Ward Beecher, was appointed Minister Plenipotentiary to Turkey in 1887. Mr. Straus distinguished himself by his excellent work in this capacity while at Constantinople, especially in obtaining recognition of the American schools and colleges in the Turkish dominion. He was appointed Minister Plenipotentiary to Turkey, 1897-1900,

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by President McKinley, and because of his influence with the Sultan, was of great assistance in the reconciliation of the Mohammedan inhabitants of the Sulu Archipelago in the Philippines to the recognition of the suzerainty of the United States. Mr. Straus has performed much valuable public service as member of various commissions, as, for instance, those appointed to investigate New York public schools and to improve institutions for the insane. He was instrumental in founding the National Civic Federation, of which he has been vice-president since 1891. He was president of the National Primary League in 1895, and of the American Social Science Association from 1899 to 1903, as well as of the National Conference of Capital and Labor in 1901. On the death of ex-President Harrison, in 1902, President Roosevelt appointed Mr. Straus to succeed him as a member of the permanent Court of Arbitration at The Hague, this high honor being given him in recognition of his knowledge of international affairs and his diplomatic service. He was Secretary of the Department of Commerce and Labor in the Cabinet of President Roosevelt from December 1906 to 1909, and Ambassador Extraordinary and Plenipotentiary to Turkey from May, 1909, to December, 1910. In 1912, Oscar S. Straus was nominated for the Governorship of New York, and made a spectacular run on the Progressive ticket. He came pretty near elected, being defeated only by a small plurality. Mr. Straus was appointed chairman of the New York Public Service Commission, first district, 1915-1918. Mr. Straus is ex-president of New York Board of Trade and Transportation and vice-president of the International Law Association.

Mr. Straus is a prolific contributor to magazines, has delivered lectures at Yale and Harvard Universities, and has, since 1903, lectured annually upon International law before the United States Naval War College at Annapolis. He is the author of "The Origin of the Republican Form of Government in the United States," New York, 1903; "Roger Williams, the Pioneer of Religious Liberty," New York, 1894; "The Development of Religious Liberty in the United States" 1896; "Reform in the Consular Service," 1897; "United States Doctrine of Citizenship," 1901; "Our Diplomacy with Reference to Our Foreign Service," 1902; "The American Spirit," 1913. In 1914, he was chairman of the Arbitration Committee to decide the wage dispute between the Eastern railways and their engineers.

Mr. Straus is keenly interested in Jewish affairs, and is a trustee of the Baron de Hirsch Fund. He has been active in the promotion of the study of American-Jewish history, and was one of the founders and the first president of the American-Jewish Historical Society, from which position he retired in 1898.

Mr. Straus was instrumental to a very great extent in the abrogation of the treaty between Russia and the United States, the terms of which did not allow American-Jewish citizens to enter Russia. When in connection with his position as Ambassador in Turkey, Mr. Straus was refused admission to Russia, the indignation of the American people knew no bounds. The question became an American issue instead of merely being a Jewish one, as soon as one of the foremost citizens of America had been refused entrance in Russia. The abrogation of this treaty was of immeasurable importance to the Jews.

Mr. Straus is also interested in Zionism, and played a very prominent part in the recent controversy over an American-Jewish Congress.

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In New Brunswick, N. J., there is a growing Jewish community which for a very long time was deprived of any social center where the various elements could meet on common ground and a Jewish life could be maintained. It was Mr. Jesse Strauss who first organized a Young Men's Hebrew Association in the town. It was very little then, with ten members and one room where meetings were held and a library maintained—now the association boasts of 200 members and a cosy little building of its own, practically clear from debt.

JESSE STRAUSS

The merit of having accomplished this revolution, within the short period of six years, is due almost entirely to Mr. Jesse Strauss.

Born in the city of New York, on August 14, 1884, he is the son of Lemanuel and Mathilde Strauss. His career is brief and remarkably American. He attended public school and evening high school. At the age of thirteen, he took a position in a law office, where he stayed for five years. He then became a clerk in the General Cigar Company, Inc. This happened in 1903, and from that time on, he rose from position to position until he became the district manager of the company for New Brunswick and vicinity. It is in this position where he enjoys the greatest esteem of all with whom he comes into contact.



Mr. Strauss is a member of the Denver Sanitarium, a director in the Charity Organization Society of New Brunswick, of the Middlesex General Hospital, vice-president of the New Brunswick Board of Trade, a member of the New Jersey Chamber of Commerce, a director of the New Brunswick Building and Loan Association, president of the Young Men's Hebrew Association, which, as we have stated above, he had organized and directed from its inception, and also a vice-president of the New Jersey State Federation of Young Men's Hebrew Associations, he is a Free and Accepted Mason, a member of the New Brunswick Country Club, member of the Maccabees and vice-president of the Temple Anshe Emeth. He also served for some time as Fire Commissioner of New Brunswick.

Mr. Strauss was married November 7, 1909, to Miss Frances Goldsmith, daughter of David and Rachael Goldsmith. He is a man of a remarkable personality, clean-cut and full of life, and a contact with him is very inspiring and his magnetic personality had won him many friends.

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MAYER SULZBERGER

All the qualities which had distinguished the logical dispassionate dayyan of old went into the transformation and composition of the upright, clever judge of the nineteenth century in the changed environment of a modern community. He combined profound knowledge of the law, intimate insight into human nature, and with these admirable traits were invariably associated natural, inborn shrewdness, honesty, integrity and impartiality. Such a dayyan in American garb is Mayer Sulzberger of the present day. But in addition, Judge Sulzberger is beloved for his genial and versatile nature and his humorous sallies and repartee.

Judge Sulzberger was born at Heidelsheim, Baden, on June 22, 1843. In 1848, he accompanied his parents to Philadelphia, and was educated at the Central High School of Philadelphia, upon graduation, studying law in the office of Moses A. Dropsie. In 1861, he was admitted to the bar and attained such eminence in the practice of his profession that he was elected judge of the Court of Common Pleas on the Republican ticket in 1895, and was elected as a nominee of both parties in 1904, becoming the presiding judge of the Court of Common Pleas No. 2.

Mr. Sulzberger has throughout his career shown great interest in Jewish affairs. While studying for the bar he taught at the Hebrew Educational Society's School, proving a very efficient and most popular teacher. For a time he was interested in the affairs of Maimonides College and was secretary of its board. Later, he was closely associated with Isaac Leeser and assisted that eminent scholar in editing "The Occident," contributing to it a partial translation of Maimonides' "Moreh Nebukim." After Leeser's death, Mr. Sulzberger edited the twenty-sixth volume of "The Occident." He is the author of Am Ha-Arezt, an ingenious theory of the existence of a parliament in Ancient Judaea, with an attempt to prove that the present British Parliament was fashioned after it. He was one of the founders of the Young Men's Hebrew Association, which he served as president, and he has taken great interest in the Jewish Hospital of Philadelphia, of which he has been vice-president since 1880. He has been, from the beginning in 1888, chairman of the publication committee of the Jewish Publication Society of America, was one of the original trustees of the Baron de Hirsch fund, and has interested himself in the establishment of agricultural colonies at Woodbine, N. J., and in Connecticut.

Mr. Sulzberger has one of the best private libraries in America. It contained a very large number of Hebraica and Judaica, together with many other early Hebrew printed books (including no less than forty-five Incunabula) and many manuscripts, and these he presented to the Jewish Theological Seminary of America, at whose reorganization he assisted and of which he is a life director.

Mr. Sulzberger is an eloquent and finished orator, and has been chosen as the orator of the Jewish community upon several notable occasions. The honorary degree of doctor of laws has been conferred upon him by the Jefferson Medical College, of which he is now a trustee. Very recently, in May, 1917, the honorary degree of Doctor of Hebrew Literature was conferred upon Judge Sulzberger by the Jewish Theological Seminary of America.

Mr. Sulzberger is the social leader of Jewish Philadelphia and is revered and beloved by all with whom he comes in contact. His kindly and wise advice is sought on every occasion. He is a beautiful example of the blending of general scholarship with interest in Jewish science, of stern and wise justice with fine genial humor.

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SOLOMON SUFRIN

The public career of Mr. Solomon Sufrin has two clearly defined periods, with the year 1914 as the dividing point. Up to that year it was general American politics he was primarily interested in and he was holding the office of a member of the New York State Legislature with great distinction; after that year, Mr. Sufrin became a prominent Jewish leader, a power in the movement for an American Jewish Congress, and his voice came to be heard whenever and wherever Jewish affairs were discussed.

Born in Jassy, Roumania, November 17, 1881, he came to America on May 5, 1900. He was the graduate of gynasium in his native town and had been a student in the Ecole Normal Oriental de Paris. Arrived in New York, he entered the law school of New York University, graduating in 1907 with the degree of LL.D., and took post graduate course for the LL.M. degree, receiving it in 1906, and he was thereafter admitted to the bar. In 1912 he obtained the nomination of the Progressive party to the office of Assemblyman from the Eighth District of Manhattan. He was elected by a very large plurality and began his first term on January 1, 1913. He was re-elected to the office with a larger plurality the year following.



One of the first acts of the new Assemblyman was to introduce a resolution of protest against Roumania's violation of the Treaty of Berlin, which then became acute owing to the Balkan War and the occupation by Roumania of large portions of Bulgarian territory. The resolution was passed by acclamation and Mr. Sufrin's position in the Legislature was established at once. It was all smooth sailing afterwards, and Mr. Sufrin's subsequent bills were in most cases passed by the House and are on the statute-books today. Among some of the more important legislation he advocated was the creation of a night court for wage earners, prohibition of stopping the sale of steamship tickets in transitu and abolition of Sing Sing prison and substitution of the present system of jails by work on prison-farms. He created quite a sensation in political circles, by presenting on February 10, 1913, his first report to his constituents on work done by him in the Legislature and inviting their suggestions and criticisms.

At the convention of the New York Kehillah, held in 1915, Mr. Sufrin was among the first to demand the calling of an American Jewish Congress on democratic principles. He became a member of the organization committee and he was chosen by the preliminary conference in Philadelphia, held in 1916, a member of the executive committee. When the executive committee was re-organized, he became a member of the administrative committee and general secretary of the board of elections, and it became his duty in this capacity to carry the elections to a successful conclusion, a task which entailed a considerable amount of tact, patience and diplomacy, as there was a large number of contests to be passed upon and nearly every one of the candidates was prominent in Jewish social life. Mr. Sufrin was himself honored by the voters of his district and he was elected a delegate to the American Jewish Congress by over 8,000 votes.

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Mr. Sufrin organized and became the president of the Society of the Jewish Institute, and he is the vice-president of the American Union of Roumanian Jews, standard-bearer of the Solomon Sufrin Lodge, No. 13, I. O. B. S., and a member of the First Roumanian Congregation. He was married to Elizabeth Cohen, a graduate of Hunter College, B. A. (1904) and teacher in P. S. No. 63, and there are three children of this union: Maurice, Alexander and Marcus.

JOSEPH N. SUSSKIND

Some young men are fortunate in having wealthy parents. They are given a college training and have hundreds of opportunities thrust upon them. Yet when the final test comes many of them fail. Mr. Joseph N. Susskind is not one of these. An orphan at four he has been left to his own resources practically from his infancy and the only systematic schooling he really obtained was at the "College of Hard Knocks." It is undoubtedly this splendid training which hardened him and prepared him for the bitter struggle that must come to those born of humble parentage. But Mr. Susskind survived to tell the tale and happily perhaps too, for just at present he has assumed national significance. He is turning out thousands upon thousands of uniforms and military garments daily for the United States and foreign governments. Twenty years ago he was a bedraggled little foreigner selling matches from house to house; now he is one of the three largest manufacturers of military garments in the country. He operates six plants in Philadelphia and employs over 2,000 hands.



The most remarkable fact about Mr. Susskind is not his wonderful financial success but his personal attitude toward it. Upon first impression one would hardly suppose that the apparently unconcerned unostentatious individual before him is conducting a business of such great proportions. His manner is quiet and unpretentious, but there is something in his calm poise that suggests ability and power.

In every sense of the term Mr. Susskind is a self-made man, not only financially, but mentally as well. He is conversant on almost every topic and shows that he has studied both men and books. Mr. Susskind's life story is not only interesting, but inspiring.

Joseph N. Susskind, son of Hyman and Anna Susskind, was born June 12, 1883, in Smorgon, Russia. Until his twelfth year he was sent to Chedar, receiving little other education at the time. In 1895 he came to America with his widowed mother and immediately set out to earn his own livelihood. He peddled during the day and attended school at night. As he learned the language he gave up peddling and took a job as errand boy in a clothing establishment, where he later became assistant cutter. The work demanded of him was too hard for his years—and he studied bookkeeping at night in the hope of obtaining a position in an office and thus enlightening his work.

Eventually he did become bookkeeper in his brother's place of business and when the latter retired a few years later, Joseph was left

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"high and dry." He had enough of working for others. He borrowed a little money from his sister and with a partner started in the cap business, but fortune was against him. For some years he could not make any headway—some unforseen event invariably upset his plan and it was only after 1907 that success came.

Gradually as his cap business prospered, Mr. Susskind branched out, and now his firm manufactures not only military caps, but military garments of every description.

In addition to his own business, Mr. Susskind is interested in other financial enterprises. He is director of the Colonial Trust Company, and vice-president of the Pennsylvania Bank.

Mr. Susskind is so completely taken up with business matters that he has little time to devote to active communal work; but what aid he cannot give by his moral support he gives financially. He is a member of the federation and a contributor to almost every worthy Jewish cause.

"Stick everlastingly to the job, and be enthusiastic, and sacrifice pleasure for business," is Mr. Susskind's advice to young men who wish to succeed. And his advice is indeed worth taking, for few men of his years have accomplished as much as he has in so short a time.

SAMUEL J. SUSSKIND

This is an age of efficiency, of specialization. Life and the myriad forms in which it finds its outlets is entirely too complex for one man to master. At best one can hope to do one thing well and it is usually the man who concentrates all his energies on one particular pursuit who gets anywhere. The realization of this fact helped Mr. Samuel Susskind to achieve success in the financial world. His advancement has been the result of his constancy, constancy in character and constancy in work. Twenty-two years ago he began to work as a blocker in a hat factory, today he is one of the foremost manufacturers and commission merchants in the hat industry of Philadelphia, Pa. His rise has been solely the result of applying himself wholly to the task allotted him, and at the same time learning the work of the next man above him. This seems an easy matter to do, but how many do it? Placed in a particular situation, most men choose to follow the line of least resistance.

Samuel J. Susskind was born January 12, 1870, in Smargon, Wilna, Russia. At an early age he was sent to Chader and there he showed remarkable ability. In fact his mother had a secret hope that the young lad would continue in the study of the Talmud and follow a rabbinical career. However, the early death of Mr. Susskind's father changed all the plans of the family. Before he was eleven years old, young Samuel was compelled to look for means of self-support and before another year had passed he was on his way to America. His lot here was a hard one as is natural to expect. Imagine a little lad of eleven, without father or mother in a strange land! Yet this was the position young Samuel found himself in. However he did not stop to bemoan his fate. He invested the very little he had in some merchandise and went from house to house selling. Occasionally he also sold papers, but at all times he managed to earn enough for his own support and at the same time he managed to put a little aside. He continued doing this for two years when he apprenticed

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himself in a hat factory. For some time he blocked hats, but within his mind he felt that he would not continue doing this very long. At eighteen, with a capital of forty dollars, he began to manufacture caps himself. His growth has been steady and continuous. In addition to manufacturing and importing, Mr. Susskind is also interested in a series of retail stores that have branches all over the country. Mr. Susskind has mastered every detail of the hat industry and is now reaping the harvest of his past efforts.

Mr. Susskind's business affiliations take up most of his time and although he has little left for active social or charitable purposes, he is ever ready to help financially where he cannot offer his moral and spiritual support. He contributes to almost every charitable organization in the city. He is a member of the Federation of Charities, Mt. Sinai Hospital, Central Talmud Torah, and a member of Shekinah Lodge, F. & A. M., and also the Manufacturers' Club.

On Nov. 23, 1909, Mr. Susskind was married to Miss Violet Spritz, and their marriage has been blessed with one son, Harold S., who is now attending school. Mrs. Susskind is an active social worker and has done much for Jewish poor. She is a woman of intelligence and refinement, and is noted for being an accomplished pianist.

Unassuming and modest to a degree, Mr. Susskind represents the progressive business man, who has made his success because of his sincere and upright methods. Business, Mr. Susskind feels, has great openings for young men who are willing to work. Sincerity and honest dealing are according to Mr. Susskind the only roads that lead to success.

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BARNETT TANENBAUM

Mr. Barnett Tannenbaum, part owner of the Eagle Swiss Embroidery Manufacturing Company, has won the respect and admiration of his friends and business associates because of his vigor, vitality, untiring energy and wonderful business insight. He is one of a thousand who can truly say that he has been successful in almost every business venture that he has entered into. The Eagle Swiss Embroidery Manufacturing Company is the last of many business enterprises that Mr. Tanenbaum organized. Whenever he felt that the business he was in was not large enough for his vigorous nature he withdrew his capital and invested elsewhere, but it must be added that in each case the firm that he left was so well established that it has held its place in the business world to the present time. The story of Mr. Tanenbaum's business growth is an interesting one, indeed, and shows how much an enterprising and daring individual may accomplish provided he has a little pluck and brains. When Mr. Tanenbaum came here he earned his living as a paper-box cutter. After a number of months he began the manufacture of paper boxes himself in partnership with a number of other boy friends. The Favorite Paper Box Company, which he started then, is still doing a prosperous business. He withdrew from this firm with a thousand dollars, which at the time looked like a million to him, and advertised for another partner, and after a short while entered into partnership under the name of Empire Card and Paper Company. He not only put all his efforts into the work, but by his own example stimulated his partner to harder work, and after four years, the business was an established success. It was at this time that he placed his brother-in-law and cousin into the embroidery business, for Mr. Tanenbaum knew something about this line from Europe. His brother-in-law and cousin had a falling out, and it was then that Mr. Tanenbaum took matters into his own hand, and with his brother-in-law, Mr. Silberberg, organized the Eagle Swiss Embroidery Manufacturing Company, which today runs three or four factories and employs over 400 hands.



Mr. Tanenbaum was born August 28, 1880, in Warsaw. His father, Nathan, was a well-known Hebrew scholar and was respected in the community. Mr. Tanenbaum came to this country in 1900, and although he had his troubles at first, he has, together with Mr. Silberberg, built up a business that they may both be proud of. Mr. Tanenbaum is strictly orthodox and is connected with almost every Jewish charitable organization in Brooklyn. He is a member of the Brooklyn Gemilath Chasodim, member of the Hebrew Home for the Aged, director of Stockton Street Talmud Torah, trustee of the Willoughby Avenue Congregation, member of the Montefiore Home and a member of the Consumptive Camp.

Mr. Tanenbaum married Miss Ray Harris, who is also connected with charity work in Brooklyn. She is a contributor to the Home for the Aged, Malbish Arumim and the Maternity Hospital. Mr. and Mrs. Tanenbaum are the parents of four children, Lawrence, Esther, David and Sylvia.

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Mr. Tanenbaum thinks that if young men would take advantage of every opportunity, and act quickly, there would be many more successful. He does not believe in too much conservatism, and he favors plunging when the moment warrants it.

MAX TISCHLER

An observer of a battle in progress sees only an army of men, wild men, wearing the same uniforms bent on doing the same thing to rout and annihilate the enemy. If, however, one were enabled to observe each man individually on the battlefield and pry into his soul, one would readily recognize the frightful disharmony in the army which outwardly appears so harmoniously united.

It has been the task of the writer of these lines to interview successful men. Outwardly they all look alike. They are all massed on life's battlefield battling for existence. But on acquaintance with the various individuals a radical difference is noted between them. One readily discovers that not all men are money chasers, there are among them noble characters, refined souls, idealists, dreamers, who deserve greater recognition than the successful man of affairs and finance.



Mr. Tischler, president of the Manhattan Roofing Company, located at No. 133 East 118th street, belongs to this group. He is one of the finest and noblest characters the writer has run across. Speaking about him, business, success, and all it stands for, dwindles imperceptibly. He is interesting as a man and not as a fortune hunter. He is director and ex-vice-president of the National Hebrew Orphan Home, and it is commonly known that he contributes according to his means and ofttimes even beyond his means.

Max Tischler, son of Fishel and Esther Tischler, was born at Konin, Poland, on August 29, 1869. He came to America in 1891 and, like so many of his compatriots that had preceded him, he struggled bitterly to make ends meet. The first day he worked with Italian laborers on the highways picking stones, digging, etc., at a wage of $1.50 a day. He afterwards learned to become a clothing cutter. Two and a half years after his arrival he went into the clothing business with a capital of $273 he had saved. While at first this new venture proved a success and Mr. Tischler was even able to clean up a few thousand dollars in the first couple of months, he afterward lost his fortune down to the last cent. It was, however, no case of bankruptcy, for he did not keep back any payment due to his creditors. Eight years later he essayed in contracting, roofing and real estate, a business he is successfully engaged in today, and to his greatest satisfaction.

The members of Mr. Tischler's immediate family are as interesting and attractive as he is. His wife, Yetta, whom he married December 12, 1897, is well known in social circles. She is vice-president of

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the Harlem Ladies' League of the Hebrew National Orphan Home, and takes an active interest in a dozen various other institutions. His daughter Elizabeth is an accomplished musician. She is an exceptional violinist and appeared at concerts given for charity. Artists that have heard her play hold out great prospects to her. On the whole, nature has been exceedingly kind to her, having endowed her with beauty, grace and charm. The other children, Minnie, William and Rubin, are equally accomplished.

BENJAMIN TITMAN.

There are some people who have attained prominence in business, others in communal work or in the discharge of their duties towards their fellow men. Benjamin Titman, though only 31 years of age, has already gained recognition as a leader in both business and social enterprise.

Mr. Titman is the head of the firm bearing his name, occupying spacious quarters at 94 North Moore street. He is also president of another concern located in Kansas City. He is engaged in the canned egg business, and he has made such a wonderful success of it that he has practically attracted the attention of the country. Mr. Titman was one of the first to help Uncle Sam to enforce the pure food law. In no other field of industry has there been going on so much exploitation as in provisions. The poor people have suffered considerably at the hands of unscrupulous dealers. Many tradesmen have been sent to prison for selling foul eggs. A good many, however, have done so with impunity. Mr. Titman, aware of the corruption that was going on in the trade, turned to the Agricultural Department at Washington and volunteered to co-operate with the department to give the people fresh eggs.



All this happened in 1912. Ever since he has worked hand in hand with the municipal and Federal authorities. The government uses his plant for experimental purposes and has set it up as a model to other egg dealers, demanding others to follow Mr. Titman's lead. The New York city Board of Health exhibited cinema views of Mr. Titman's plant throughout the land in order to demonstrate how to properly handle storage eggs. There is scarcely a pure food magazine in the country that doesn't print from time to time articles and photographs of Titman's model plant. Nearly all the universities sent representatives to study the method adopted by the Titman plant. Sometime ago there took place in Washingon an international congress to investigate the methods of refrigeration and the American Government sent a delegation of foreign representatives to visit the Titman plant. One of these representatives was an erstwhile Russian official, and he had the chance to see what a Jewish Russian lad can accomplish when opportunities are given him.

Mr. Titman is most successful in his business, and he has shown that success is the result not of dishonest methods but of scrup-

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ulous honesty. At the same time Mr. Titman is also charitably inclined. He is vice-president of the Hebrew National Orphan Asylum, in which he takes an active interest and great pride. He is a thirty-second-degree mason, and is affiliated with various othe institutions and organizations.

Benjamin Titman was born in Skepetowka Wolinsky Gubernia, Poland, July 4, 1885. He came to America in November, 1901. He first landed in Boston, where he started to work in a brush factory at $3 per week. Evenings he used to sell newspapers, earning about 18 cents a day. Later he went to Lynn, Mass., where he worked in a shoe factory. He subsequently received employment with an egg dealer, and in 1907 he started out for himself in the same line in which he has attained renown.

Mr. Titman received a fair education in his young days. He studied Hebrew and Talmud, and had prepared himself to enter gymnasium. Having, however, scarce opportunities to pursue his studies in Russia, he came here with this end in view. Circumstances, however, have altered his decision, and he drifted into business instead.

In answer to the question, what are the requisites to success, Mr. Titman observed: "A clean, upright life, hard work, and, above all, to attain a good name."

On October 3, 1905, Mr. Titman was married to Sadie Gross. They live happily and harmoniously. Mr. Titman expressed great admiration for his wife. Seldom has the writer heard any one speak in so glowing terms about one's wife. At all times and under all circumstances, in poverty and in riches, in sorrow and joy, she stood steadfastly at his side, encouraging him with kind words and good cheer, uncomplaining, undemanding. Even today, when all her wants are fully satisfied, she takes an unusual interest in her husband's affairs whenever her motherly duties permit her to do so.

Three children have been born to Mr. and Mrs. Titman: Eva, Rosa and Athalia. The oldest, only ten years of age, shows great inclination for Jewish history.

S. R. TRAVIS

On the sky of New York Jewry a new star has appeared, a star which augurs well and from which much may be expected. There is every reason to hope that this new star in our constellation will shed sufficient light among all of Judaism so that they will see each other and understand each other better, and thus do much more for Judaism than was heretofore accomplished. This new personality of such importance, who is now added to the Jewry of this, the greatest of all the great Jewish centers in history, is Mr. S. R. Travis.

Mr. Travis belongs to those men who are doing things and not talking about their accomplishments, and in the beginning he was rather reluctant to answer questions, but gradually the writer succeeded in interesting him sufficiently to answer at least some of the questions propounded, and from these answers and from material gathered outside this article was compiled.

S. R. Travis was born on April 9, 1882, in Dwinsk, Russia. He descends from a very prominent French-Jewish family, which has documents to prove that they are lineal descendants of the great

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Rashi (Solomon Bar Isaac). The name Travis comes from Troyes, the town in France where Rashi was born in 1040 and where he died in 1105.

About a century ago, one branch of the family emigrated to Russia and there assumed the name of Rabinowitz. Other branches of the family remained in France, some of whom are known as Travis and others as Dreyfus. When Mr. Travis and his family came to America they readopted the old family name of Travis, discarding that of Rabinowitz. Mr. Travis' parents now reside in Kansas City. The family consists of five brothers and three sisters, all of whom are now wealthy, being heavily interested in the oil business. Dr. B. H. Revel, head of the Yeshibah Rabbi Isaac Elchanon, of this city, is Mr. Travis' brother-in-law.

On July 8, 1913, in Paris, France, Mr. Travis married Miss Julia L. Tedesco, daughter of Abraham Tedesco, who is a descendant of one of the most aristocratic French-Jewish families. Her grandfather emigrated to France from Venice, Italy. Her father was born in Paris and her mother came from a very prominent Jewish family in Germany. The firm of Tedesco Bros. of Paris for the last eighty years has been the most prominent French firm dealing in paintings and fine arts. Mrs. Travis is a remarkably charming young woman and the mother of three young children.

In the year 1906 Mr. Travis organized the United States Oil and Gas Company in Oklahoma, where he made a wonderful success in the production of crude oil. In 1911 he disposed of his interests in the business to the family and organized the Oklahoma Petroleum and Gasoline Company, of which he is the president and practically the sole owner. The company, located at Tulsa, Okla., is in the business of producing and refining oil, in addition to controlling an extensive crude oil production, and is one of the largest independent producers of gasoline in the section.

Mr. Travis has come to settle in New York for good, and he came here not in the interests of his business, but in those of Jewish affairs, in which he is deeply interested. He has taken up two great and noble undertaking which he wants to carry through in New York and which he considers the aim of his life. First, he is extremely interested in the Rabbinical problem. Mr. Travis is strictly orthodox and has been affiliated with the Orach Chaim Congregation of this city for some years past despite the fact that he lived in Tulsa. He is a strict Sabbath observer and all his various enterprises are idle on the Jewish Sabbath. He is a great lover of the Jewish lore contained in the Torah and the Talmud, which he considers a priceless Jewish heritage and through centuries and generations the crystallized production of Jewish master minds. He considers Jewish learning the source of science and philosophy for the learned and faith and ethics for the average man. It is his firm belief that in order for traditional Judaism to be unhampered in its development in this country it is absolutely essential that we should have an entirely different Rabbinical system than we now have.

Mr. Travis believes that as conditions are at present the rabbis have not sufficient influence. The rabbis of the old school, who have not the necessary modern education, cannot gain the respect of the younger generation, and on the other hand, the modern rabbis, it seems to him, cannot command the respect of the older generation or of any Jew who is an authority on Jewish learning.

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Mr. Travis believes that in order that a rabbi should be a real leader of Judaism, or at least in his own community, he must not only be a man who will deliver a good address and instruct the young, but he must be an authority on everything that is Jewish, and only then will he have his influence. In other words, we need Jewish leaders and not merely men to teach children and enjoy a title. A rabbi therefore must not only have a modern education, but he must be a real scholar and have Smicha, and he must not only be a Jewish scholar, but an intellectual giant and command the respect of all intellectual people.

Mr. Travis admires the work that the Jewish Theological Seminary does, for he is one of those who believe in construction and not in destruction. He therefore wants to see the seminary introduce a course for real Jewish learning which would enable the candidate to obtain *Smicha* of the old school. He has affiliated himself with the Yeshibah Rabbi Isaac Elchanon to see that this college shall give its pupils a deeper and more modern worldly education.

Mr. Travis' second ambition for which he has settled in New York is the war relief fund. He justly believes that the prosperous Jews of New York are not giving enough for that fund, which he does not consider as a charity, but as a duty.

Mr. Travis being orthodox, would like to see orthodox Judaism play the part and have the influence in New York that it deserves, but he appreciates that it is the Reform Jews who give and who, in his opinion, would gladly share their power and influence with the Orthodox Jews if they would only give or participate as their large numbers require. He wants to see that every middle class Jew should give a sufficient sum monthly—not at once—but as long as the war continues or as long thereafter as may be necessary, and to this work he will devote his time, his energy and his remarkable ability. Mr. Travis not only has no personal ambitions in this field of activity, but he is determined to accept no office or honor in any shape or form, for this work which he wants to do is only to satisfy his conscience and in order to serve the Jewish people.

At the conclusion of the interview, speaking about success in life, Mr. Travis expressed his viewpoint in a few very strong words which are full of meaning. He said: "The secret of success is, in addition to energy, system, order and law. The universe is governed by law, system and order, and in order that a man should be successful in life he must live in conformity with the law of the universe, which is system and order."

Mr. Travis in general makes a striking impression. His is a sympathetic nature, and the complete sincerity and determination which are manifested by his conversation and his highest idealism give one the conviction that one has to deal with a personality that promises much and of whom Judaism can expect a lot, and that he is the figure which New York Jewry has for a long, long time required.



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SAMUEL TREEGER.

One of the strongest traits of the Jew is love for his offspring. A Jewish father or mother will sacrifice everything for the welfare of their young, but no better example of parental devotion can be mentioned than that of Mr. Samuel Treeger, manufacturer of hats, of 596 Broadway. For almost fifteen years he was compelled to travel from one section of the country to another in order that he might save the life of his young son. The hardships that he encountered and experienced were manifold. His capital after his marriage was small, and no sooner had he built up a little business in one town than he was compelled to move to another part of the country where climatic conditions were more favorable for the health of his child. He made and lost many fortunes and made no end of sacrifices, but he saved the life of his boy.

Samuel Treeger was born July 14, 1870, in Tarnow, Austria. He is the son of Bella and Israel Treeger. In his native town Mr. Samuel Treeger received a training in German and Hebrew. In his fourteenth year he came to this country with his family and began immediately to earn his own living. He peddled for a while and then found employment in a satchel factory, where he remained for some time. Some years he travelled on the road, but Mr. Treeger never met with real success. In his twenty-first year he was married and with a capital of $30 he opened a little store on Norfolk Street. He prospered, but the illness of his child drove him from town to town, and before many more years had passed Mr. Treeger had settled for a while in almost every part of the country. Detroit, Chicago, Minneapolis, Omaha and Kansas City are only some of the cities where Mr. Treeger attempted to make his fortune, only to be compelled to leave. However, he returned to New York permanently about fourteen years ago, and in the course of this time he has built up one of the largest hat factories in the city. Mr. Treeger owns a chain of retail stores which serve as an outlet for his manufactures. Mr. Treeger is also president of the Fordham Cornice Works, at 1004 Tremont Avenue.

By nature Mr. Treeger is good-natured and sympathetic. His attitude toward his employes is one of friendship rather than superiority, and the impression his workers make is rather that of a happy family than a group of factory workers.

Mr. Treeger was president of the Hebrew Tabernacle of New York; organizer and president of the Y. M. H. A. of Omaha, Neb., and organizer of the Tar auer Young Men's Benevolent Association.

On January 18, 1891, Mr. Treeger was married to Miss Rose Olshinsky, whose parents were among the richest Jews of Wlozlowek. They are the parents of five children, Irving and George, both of whom are in business with their father; Sadie, who is actively engaged in communal work in the city; Blanche and Clarence.

"Honesty and steadiness are the first prerequisites for success," Mr. Treeger said. "A man can make a success in anything if he only follows it up. Work for more than merely a living and your success will come as the years go by."



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Jewish business ability coupled with Jewish legal acumen makes an excellent blend for a great lawyer. For this reason there are more Jewish lawyers in proportion to the Jewish population the world over than would be found in other nationalities. In America, where the lawyer is the arbiter not only of the political but also of the industrial life of the country, it is only natural that the number of Jewish lawyers should be so great as to be entirely out of proportion with the Jewish population. Among these Jewish lawyers, many of whom represent a very high order of ability, Samuel Untermyer ranks very highly in his profession.

SAMUEL UNTERMYER

Samuel Untermyer was born in Lynchburg, Va., March 22, 1858, to a prominent and rich family of German-Jewish antecedents. While still a child his family moved to New York in order to make it possible for young Samuel to avail himself of the splendid educational opportunities of the metropolitan city. Samuel Untermyer attended the College of the City of New York, and later the Columbia College, from which he was graduated with the degree of Bachelor of Arts. The law had, because of its many possibilities and opportunities, always attracted Samuel Untermyer, and now that he had graduated from college he lost no time in entering the Columbia Law School. At the law school he specialized in corporation laws, even before he had completed his course, he had already established for himself a wide reputation on account of some scholarly articles in corporation law, which he had contributed to the legal magazines of the country. He was admitted to the bar in 1879 and since then he is in law practice in New York City. After serving a number of legal firms, he became a member of the famous firm of Guggenheimer, Untermyer & Marshall. As an expert on corporation law, he was retained as counsel for many manufacturing, mining, industrial and railroad corporations and has been instrumental to a very high and efficient degree in the reorganizations of the biggest commercial establishments of the country. He acted as general counsel of the Kansas City Southern Railway, New York Breweries, New England Breweries, International Cotton Mills Company, International Enamel and Stamping Company, Bolivia Railway Company, and many other corporations. In addition he served as director of many corporations, such as the leading copper and metal companies, and carried through the merger of the Utah Copper Company with the Nevada Consolidated Company, representing a market value of over $100,000,000.

As a legal defender, he has been identified with many celebrated cases. It was he who defended Asa Bird Gardiner against attempts to remove him from office as district attorney of New York City. He also represented the Worthheimers, the famous English art dealers in their controversy against the Count and Countess de Castellane, and secured for the creditors of de Castellane full payment of their claim, amounting to twenty million francs. He also represented Charles W. Morse, the famous Wall street speculator in the Dodge-Morse controversy. Though counsel of big business, Mr. Untermyer was a vigorous opponent of corporate abuse, and has been the champion of the masses against privilege. He proposed the financial plan of reorganization of the U. S. Shipbuilding Company and caused the substitution of a more conservative plan of reorganization, a plan which saved millions of dollars to investors. As counsel for James H. Hyde, in the struggle of James W. Alexander to oust Mr. Hyde from control of the Equitable Life Insurance Company, Mr. Untermyer's

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activities brought on the great investigation of the life insurance companies and led to the passage of reform insurance laws in many States. An expert of great standing, and too keen to be fooled by the trickeries of corporations, Mr. Untermyer has been a tremendous force in curbing big business and has fought to give a square deal to everybody. In his public addresses and articles, which always attract great attention, he has been pleading for years for federal regulation of trusts, for refors of criminal laws and for the protection of minority of stockholders. While it is a fact that he has amassed a great fortune, it is nevertheless also true that he has saved vastly more for the taxpayers and small investors in this country.

Mr. Untermyer, always engrossed in his legal work, had until recently very little time and opportunity to interest himself in Jewish affairs. Of late, however, he has openly declared himself for Zionism and has figured very prominently in Jewish work.

MAX VERSCHLEISER

There are very few Jews in New York who do not know Mr. Max Verschleiser, who for fifteen years was the owner of the Manhattan Lyceum. Thousands of people have been in this hall at weddings, balls, conventions, meetings, etc. At present he is the owner of the Central Opera House at Sixty-seventh street, which has practically become the centre for New York Jewry, for this is the place where the largest banquets, meetings and conventions are being held. As a result of this ownership, Mr. Verschleiser comes in touch with almost every important Jew in New York. He displays an unusual comradeship toward all who know him, and that probably explains the fact why every one admires and respects him. He is liked particularly for his modesty and refinement.



In addition to the many friends that Mr. Verschleiser has met in a business way, he has still a wider circle of admirers who have heard of him in public life, for Mr. Verschleiser has been connected with Jewish affairs in the city for many years. He was grand marshal and is now treasurer of the endowment fund of the Independent Order Brith Abraham. He was also the organizer of the "Torei Zahow" Lodge of the Independent Order Brith Abraham, and also the Manhattan Lodge of the same order. He was also the organizer of the Slotzower Benevolent Society, and is a prominent member of the Congregation Shaari Shomayin. In fact, there are few charitable or communal organizations to which Mr. Verschleiser does not contribute in some form or other.

Max Verschleiser was born the 14th of March, 1868, in Lemberg. He is the son of Harry and Hudel Verschleiser. He came to this country in 1886 and as was customary then he began his livelihood by peddling. Later he became interested in the egg business and a few years later became the proprietor of a hall at 103 Hester street, and from there he took control of the Manhattan Lyceum. It was

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during his connection with this institution that he became united with institutional work in this city. He also controlled the Jackson Casino of the Bronx.

When Mr. Verschleiser took control of the Central Opera House his friends and acquaintances predicted his ruin and downfall, for this million-dollar building had for many years been a failure, and no one could ever make it pay. However, Mr. Verschleiser has accomplished more than he himself could have hoped for, and his success has been so great that he purchased the house which occupies all of 205 to 221 East Sixty-seventh street. This building has become the center not only for the prominent Jewish activities, but for all important organizations of the city.

In 1886 Mr. Verschleiser was married to Miss Annie Margulies, who was born in Straten, Galicia. They are the parents of five children. His oldest son, Benjamin, who was married to Miss Rose Katz is a prominent lawyer of this city. The names of his other children are David, Isidore, Blume and Ida.

All who know Mr. Verschleiser agree that his success is a direct result of his own personal traits, for he is a good-hearted, lovable person, who makes friends easily.

JACOB VOLK

When the writer of these lines first met Mr. Volk, there was no roof on the old Bankers' Trust Building at the corner of Nassau and Wall streets, and he scarcely knew, or still less cared, whether he was watched by the eyes of a stranger. Absorbed in his business, speaking through a megaphone to a hundred-odd men who were following his orders much as a picked crew of sailors would follow the orders of a sea-captain in whom they had explicit confidence, they seemed to exhale that air of absolute submission to authority,—for though the work of each man was fraught with danger, one of the great characteristics of Mr. Jacob Volk is that he never sends a man where he would not go himself.



Born on the great East Side of New York, Mr. Volk early took advantage of the opportunities offered by the technical schools of the neighborhood. He soon became a leader of the young men of his class and was always well liked for his ready participation in all movements which had for their purpose the bettering of the Jewish young men of the community. He was also known as the Chesterfield of the East Side, for though he could ride a horse, row a boat, play the national game, umpire a boxing bout or act as floor manager of the endless social dances of the district, he was always dressed as the occasion required. Believing that there is a time for work and a time for play, Mr. Volk is sure that "variation makes you better fitted for the sterner battle of life."

In choosing the profession of house-wrecking and shoring, Mr. Volk was aware of the fact that he was invading a field of service which up to that time was never followed by a Jew. But he was not

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daunted when a few of his bids were not accepted, having determined to adhere to the path of "square dealing" with all, he soon won the respect not only of his competitors but also of some of the largest corporations in the city. Some of the plots he had recently cleared include those of the Bankers' Trust Building, Nassau and Wall streets; Woolworth Building, Broadway and Park Place; the Standard Oil Tower Building; the J. P. Morgan site and a good many others too numerous to be mentioned. Mr. Volk now occupies a splendid suite of offices in the Belmont Building at 103 Park Avenue, and a score of motor trucks and automobiles testify to the success of his great enterprise.

Until 1917 Mr. Volk was always looked upon as a confirmed bachelor, and he might have remained such, had he not been called to clear the old Princeton College plot. Here, in the atmosphere of the famous college-town, he met Miss Ethel Edythe Shure, daughter of Mr. and Mrs. Max Shure, and after a brief courtship the couple were married on Sunday, July 1, of same year.

On the occasion of his marriage Mr. Volk did not forget the "poorest of the poor" of the East Side, and he made substantial contributions to a number of charitable and Jewish educational institutions as the Daughters of Jacob, the Rabbi Jacob Joseph School, Machsikei Talmud Torah, Hebrew Day Nursery, Keidaner Association Charity Fund, Tipheret Israel, in addition to special bequests to the Bronx Hospital and the New York Federation of Charities.

Mrs. Volk is highly proficient in vocal and instrumental music and is strongly interested in athletics and sports.

ADOLPH WACHS

Writing the history of the Jews of Philadelphia, one cannot pass by Mr. Adolph Wachs, since there is no undertaking in the field of Jewish philanthropy with which he should not be connected in one capacity or another.

The Hebrew Literature Society is one of the most important Jewish institutions in Philadelphia, an institution which has perhaps no equal in any other city in the United States. Mr. Wachs has been connected with this institution so long a time that he has almost become a part of it himself, and it is hard to separate one from the other. He was at first its treasurer. He has also served many times and is at present its president, and even when he did not hold office at times, he would be full of ideas about the future of the institution, and whenever there was any trouble, he would be the one to help the institution to get out of it.

In addition, Mr. Wachs is a director of the Hebrew Orphan Home, of the Eagelsville Sanatorium, of the Central Talmud Torah, he had served six terms as president of the Brith Achim Society, one of the largest organizations of its kind in the country; he had been active during the last few years as vice-chairman of the Philadelphia Central Relief Committee, and it is almost impossible to find any communal undertaking in Philadelphia where Mr. Wachs should not have played a part or at least taken an interest.

Mr. Wachs was born on the 19th of January, 1873, in Rozwadow, Galicia. His father, Moses Wachs, was a great Hebrew scholar, one of the most respected men of the section. His mother, Frume, died

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giving birth to Adolph, who therefore never knew his mother. At the age of fourteen he went to Berlin, Germany, where he found employment as an egg candler. Three years later, at the age of seventeen, he left the German capital for America, where he arrived with a capital of ten cents.

In the first six months of his stay in New York he worked as a tailor's apprentice. He then came to Philadelphia, where he took a position as egg candler with Jameson, who never employed a Jew before that. He remained in the egg business, opening a retail store, and then going over to the wholesale business. To-day he is one of the most successful men in his line. He is also interested in skirt manufacturing and the real-estate business.

Mr. Wachs was married January 9, 1895, to Miss Dora Scher, who has been also active for many years in the Hebrew Literature Society and is connected with many charitable organizations. Mrs. Wachs comes from one of the most respected Jewish families. Mr. and Mrs. Wachs are the parents of four very gifted children; their oldest son, Isidore, is a student in the University of Pennsylvania; Bernard is a high-school graduate and is the manager of his father's skirt factory; Florence attends high school, and their youngest child, May, is only eight years of age. All of Mr. Wachs's children have received a thorough Jewish training and speak Hebrew.

Mr. Wachs is one of the most prominent residents of West Philadelphia and is one of the founders of the congregation Tiphereth Israel, of which he has been president since its inception. Mr. Wachs was also the chairman of the local Galician federation, which was not, however, as successful as it might have become.

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SAMUEL WACHT

Mr. Samuel Wacht is one of the prominent figures in the Jewish community of the Greater City. There is scarcely an institution in which he is not interested to a greater or lesser extent and he is prominently connected with a number of institutions, giving his time and energy for their betterment. He was the organizer and first president of the Congregation Shearith Judah, the first orthodox congregation in the lower Washington Heights section. He is a member of the Executive Council of "United Synagogue of America," of which Cyrus Adler is President. He is a director of the Uptown Talmud Torah and he was a delegate to the Kehillah at its last convention. He has been chosen by the Hebrew Sheltering Aid Society as its representative to help free Jewish emigrants that would be detained at Ellis Island unless responsible people guarantee their maintenance. In this way Mr. Wacht accomplished a great deal. In numerous instances he has actually saved Jewish immigrants from being transported back to Russia, thereby rescuing them from positive ruin. Mr. Wacht is a donor to many other institutions and participates in everything pertaining to Judaism in New York.



Mr. Samuel Wacht was born on the 15th day of Shebat, 1865, at Narva, Province of Bilsk, Grodno Government, Russia. The family numbered among its stock many philanthropists and famous men. His grandfather, Samuel David, who lived in Narivka, was of a prominent family that has been known for generations. His parents, Meyer and Rebecca Wacht, being 85 years old each, reside in New York City.

To these shores Mr. Wacht came in 1886. He was the first of seven children to come here; he was, in fact, the first of the Wacht family to tread upon the soil of the new world. He left his native land to avoid military service. But he did it not because he was afraid of the service but because he felt it was useless to sacrifice four years of youth in the service of a country which denies him the inalienable rights of a human being. He brought over his family after having been one year in this country.

At the start he peddled in Hoboken. He afterwards began to manufacture hats. He remained in this line for sixteen years and made his fortune in it. He subsequently ventured into real estate, a field he pursues to the present day, particularly specializing in financing builders. Mr. Wacht is considered unusually successful in his line. His main offices are located at 99 Nassau Street.

On the 10th of March, 1889, Mr. Wacht married Miss Tillie Shachnowsky, who comes of a very prominent family. Her father was a great Lamdan and philanthropist, and famous in the vicinity. The Wachts are parents of two sons and four daughters. The oldest daughter, Dora, is married to Mr. Benjamin Gutman.

Mr. Wacht is a strictly Orthodox Jew and Sabbath observer. His children, too, have been brought up in accordance with Jewish tradition. He is an intelligent and sympathetic person.

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Undoubtedly the man most talked of these days in Jewish communal circles is Felix M. Warburg, who has just brought to a successful conclusion a plan to federate the various Jewish charities of this city, for which purpose $2,000,000 has been guaranteed for the first year. While Mr. Warburg has been an extremely active and important figure in the community for many years, as will be seen by a perusal of this brief sketch, he regards the successful outcome of the federation plan as the crowning glory of his communal activity, and well he may, for while there are still a few dissenting voices to the plan, "federation" has proved so successful when tried in other cities that Mr. Warburg has confidence that it will prove to be as popular here, and those at present opposed will ultimately be enrolled as staunch supporters of the movement.

FELIX M. WARBURG



Mr. Warburg, who was born in Hamburg, Germany, January 14, 1871, is a son of Moritz Warburg, and his family occupy a leading position in banking circles in that city. He received his education in the public and high schools of his native city, and began his business career in the banking house of M. M. Warburg & Co., of which his father was the senior member. Later he went to Frankfort-on-the-Main and continued in the banking business there, until he came to America to enter the firm of Kuhn, Loeb & Co., of this city, of which firm he is now a member.

On how many directorships, etc., both business and communal, Mr. Warburg serves will prove rather astonishing to the lay reader. Let it be recorded that he is a director of the National Security Company, a member of the New York City Chamber of Commerce, and a director of the Bond and Mortgage Guarantee Company. For some years he was president of the Young Men's Hebrew Association of this city and was an active factor in the organization of the Young Men's Hebrew and Kindred Associations, of which he is now secretary. He is a director of the Charity Organization Society, the North American Civic League for Immigrants, the White Plains Hospital, the Public Schools Athletic League, the Tuberculosis Preventorium for Children, the Babies' Hospital of the City of New York, and of the Educational Alliance. Mr. Warburg is a trustee of the Teachers' College, the Jewish Theological Seminary of America, the American Museum of Natural History, and is a member of the Metropolitan Museum of Art, the New York Electrical Society, the Numismatic Society and the American Geographical Society. From 1902 to 1905 he was a commissioner of education. As to charitable organizations, it would be hard to record those which have not been the recipients of his bounty in some way or other. Mr. Warburg was one of the organizers of the American Jewish Relief Committee for the raising of funds for the suffering Jews in the war zone, and until very recently was treasurer of the Joint Distribution Committee.

Some years ago Mr. Warburg married Miss Frieda Schiff, daughter of Mr. and Mrs. Jacob H. Schiff. They are the proud parents of four

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sons and a daughter—the latter married last year. Their handsome residence at No. 1109 Fifth avenue, corner Ninety-second street, is one of the show places on that beautiful thoroughfare.

It doesn't require much figuring to realize that Mr. Warburg is a man whose time is necessarily limited and much sought after, yet he found time to outline the federation plan for the writer and to explain it in detail. "Until this year," said Mr. Warburg, "each 'philanthropic' or charitable institution was in the habit of collecting money for its own needs. Balls and entertainments and bazaars were arranged, but it was always found that the money from the sale of tickets, which was supposed to help the institution, was half swallowed up by the expenses of the affair! Then, besides, a great deal of work was done many times over, each society making lists and records for itself when they could easily have been made by one office, and used by all. Another result of this wasteful system, or rather, lack of system, was that people known to be charitable were constantly pestered by one collector after another. Each of these agents claimed that his organization was the most important, and thus the minds of the givers were so confused that they had no chance of distinguishing between the deserving institutions and those unworthy of support.

"Now the federation was organized to do away with this vast annoyance. This is how we went about it. Every institution which was ready to work with the federation, gave in a list of its members and promised not to collect any money for its own needs. In return, the federation guaranteed to each society at least as large an income as it had used the year before. Then the announcement was made to the public that all donations to charity should be sent to the Central Bureau of the federation; and all donors were assured that they would not be bothered for money by any of the charitable organizations connected with the federation. When they realized this, the donors were quite willing to give the larger sums that are needed for a better organization. This plan has two good results: First of all, the Jewish community is encouraged to give as much as possible, and secondly, charitable people are protected from being deceived by swindlers.

"When all the money is collected the federation portions it out in the following manner: Each of its institutions receives the same amount of money as it had last year, and all that money left over is divided in proportion to the size and needs of the different organizations." Mr. Warburg hopes that a much greater sum will be raised next year. He stated at a dinner recently given in his honor at the Hotel Biltmore by the workers of the federation, as a testimonial for his splendid achievements for federation, that the sum of $2,000,000 already pledged from about 9,000 Jews—while it is known that there are 40,000 Jews in New York who are able to give to charity.



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JACOB WARSCHAW

Mr. Jacob Warschaw came to America at the age of thirty-three without a cent in his pockets. To-day he is one of the most successful dealers in painters' supplies and wall-paper and his credit-rating is of the highest and almost unlimited, due to the honesty and absolute integrity with which his business is conducted. He is a very religious man and all of his children have been brought up in the precepts of the faith and strict Orthodoxy.

Born in Kieff, Russia, in 1870, he is the son of the late Moses Warschaw, who was prominent in his native town as a contractor. As has been remarked, he arrived in this country at the age of thirty-three, a mature age for a man with a family to start a new life again. He had been married in his native city, in 1896, to Frieda Atkin. Mr. Warschaw secured a job with a painter for $1.00 per day, working eleven hours. But he soon found employment at another place for $9 per week. He then obtained a position as plasterer for the Interborough Rapid Transit, working in the construction of the New York Subway. Here he was paid a fair salary and it looked like an oasis after roaming about the world, but the Jewish Holidays came, Mr. Warschaw stayed out of his job and he was discharged.



At that time he already possessed a capital of $25, and he rented a cellar where he went into business for himself as a boss painter. He worked very hard, but success was in his toil and he was able to send a weekly allowance to his wife and children in Russia, and later taking them over to America. His business increased gradually until he opened a store at 255 West 144th Street, selling painters' supplies and from there he "worked up" until he was in a position to buy property at No. 496 East 166th Street, The Bronx, where he is one of the most successful dealers in painters' supplies and wall-paper and also conducts his business as a boss painter.

Mr. Warschaw is a member of the Montefiore Home, the Hebrew Immigrant Aid Society, the Talmud Torah of Harlem, the Bronx Talmud Torah of Israel, the Bronx Maternity Hospital, the Bronx Day Nursery and other charitable organizations. He is a member of Branch No. 521, I. O. B. A., the Louis Fleischman Benevolent Society and a good many others.

Of Mr. Warchaw's family, his oldest daughter, Marie, is a stenographer and typist and a graduate of the Eastman Gaines' Business College; his son, Louis, is a clerk in a large silk ribbon house; Ray is a typist; Samuel is in his last term of elementary school and little Morris has just entered school.

Mr. Warschaw is known throughout the Bronx for his generosity in helping those in need, and he is also a contributor to every Jewish cause in the borough.

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Newark, New Jersey, is a large Jewish centre and holds many prominent Jews worthy of being placed among the "Distinguished Jews of America." One of the most prominent of these is Mr. Barnet Warshawsky, head of the firm of S. Warshawsky & Sons, wholesale grocers.

BARNET WARSHAWSKY

Mr. Warshawsky is only thirty-four years old, having been born on October 6, 1883, in Targowitza, Province of Kief, Russia, but he displays the experience and intelligence of a much older man.

Mr. Warshawsky's father, Selig Warshawsky, whose parents are still alive, was one of the most prominent Jews in Newark. He was a well-known Hebrew scholar and strictly orthodox. He was one of the founders and first directors of the Gemileth Chasodim in Newark and the founder of the Congregation Anshe Russia. Selig Warshawsky died February 1, 1911, in his fifty-second year, and since then Barnet has assumed the control of the concern with which four more brothers are also connected.

Barnet was one of eleven children, and as their parents were poor immigrants it was natural that the children were compelled to aid in the support of the family. When they arrived from Europe Barnet was thirteen years old, and he was immediately set to work. Selling papers was one of the many things the lad was compelled to do in his desire to earn a living, and he still recollects the occasion when upon handing a newspaper to a young lady she informed him that it was not the latest edition. "Latest" and "ladies'" sounded the same to his untrained foreign ear, and he ran back to the office anxious to get some copies of the "ladies' edition."

When Barnet was a little older his father went into business on a small scale and the children aided him. Barnet particularly played an important part in the growth of the concern, which at present conducts a business of over two million dollars per year and employs an office staff of over seventy people at their warehouse in Newark.

Mr. Warshawsky is a man of unlimited energy and ideas. He has a strong will and dares to undertake big things. There is no question but that these qualities have aided materially in the success of the firm. Mr. Warshawsky is also interested in many other ways. He has the power to make friends and attracts many to himself through his open-heartedness and frankness. He is a member of every charitable organization in Newark. He is also one of the founders and treasurer of the American Grocery Society, an organization that numbers over four thousand, representing retail grocers in more than twenty States.

One of the surest means of accomplishing business success is to spend less than one earns, Mr. Warshawsky believes. But yet one must also live a quiet, wholesome life; this he is firmly convinced is one of the secrets of his own success.

Mr. Warshawsky's wife, Anna, whose maiden name was Risidor, was born and bred in St. Paul, Minn. She is a woman of culture and refinement and holds a prominent place in Jewish circles of Newark. She is actively engaged in institutional and charitable work, particularly with the Council of Jewish Women, of which she is the secretary. She contributes to every noble undertaking and is the leading spirit of every Jewish movement.

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One of the "newly rich," but an active philanthropist and a devoted Zionist, Mr. Philip Wattenberg, of Prospect avenue, the Bronx, cannot yet be classed among the wealthy Jews of New York, but he is well on his way, and the Jewry of the city is beginning to learn to know him. Mr. Wattenberg is in the real estate business and the president of four large real estate corporations. It is only in the last few years that he had made his fortune, but he deserves to be pointed out as one of the most intelligent and shrewd business men, who had become rich as a real estate operator at a time when this business is not considered very profitable.

PHILIP WATTENBERG



He was born in Solotwina, near Stanislau, Galicia, on March 23, 1869, and brought up in Stanislau. His uncle was Jacob Wattenberg, one of the most renowned Jewish philanthropists in Galicia. His wife, Frieda, whom he married in Galicia, is the descendant of a great Kiesler family of bankers and a granddaughter of Joseph David Klinger, who was known to every Jew in Galicia.

Mr. Wattenberg came to America in 1897, as a well educated young man, but like other immigrants was compelled to look for a living as a plain worker. He was not of that material, however, and lost his position very soon. He decided to quit working for others and went into business. In a few years he became the owner of three successful leather stores. He is an economical man by nature, and he ascribes his success to this quality. He was always a cautious and careful business man. Later he gave over his stores to his brother while he himself went into the real estate business. In this field he made a specialty of building moving picture theatres and sanitary bakeries.

At the present time Mr. Wattenberg gives most of his time to public work. He is the chairman of the People's Relief Committee in the Bronx, president of the Bronx Zion Hebrew Institute and of the Migdol Zion Talmud Torah, the founder of the Solotwiner Sick Benevolent Society, and is prominently connected with the Galician Federation and the Har Moriah Hospital. He was honored by the Jews in his district with an election to the first American Jewish Congress as one of its delegates from the Bronx.

Mr. Wattenberg has made a mark for himself both here and in Galicia by his devotion to his old father in Stanislau. This had almost become a "hobby" with him, and as soon as he began to accumulate his fortune, he bought a house for his father and would send him money constantly. At a time when he economized on himself, he faithfully kept his promise to visit his father frequently, and in the space of the last few years, he visited Europe seven times, only to see his father.

Mr. Wattenberg is charming in his manners, very witty and an eloquent talker. One can spend hours in his company with the greatest of pleasure and spiritual enjoyment.

Mr. Wattenberg is the father of two children, a son John, born 1893, and a daughter Gisela. Both children have received a college education.

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MOSES HIRSCH WEINBERG

Weinberg's Sanitary Bakery, of Akron, Ohio, is known not in Akron alone, but in the whole vicinity. The head of the concern is Moses Hirsch Weinberg. His success is the result not only of his business ability and familiarity with his trade, but to his personal honesty and methods that made for straight and absolutely reliable business. He is a middle-aged man. He did not go to school, but nevertheless he accumulated a great deal of experience in life, and in this manner acquired a wonderful insight into life and remarkable intelligence.

Mr. Weinberg was born in March, 1864, in Mala Prutulow, Roumania, as the son of Samuel and Itta Weinberg. When still a young man he left with his parents for Palestine, where they settled as colonists. The undertaking was not a success, for the soil could not support the family in comforts, so young Moses decided, at the age of twenty-four, to leave Palestine for America, where he hoped for better opportunities.

As a baker by trade, he settled in Minneapolis, where he worked for two years. He then went back to Roumania to his native town. But after two years he again went to Minneapolis, where he stayed for one year and a half, going later to Chicago, where he worked for eight years. He then opened a bakery of his own in Toledo, Ohio. Two and a half years later he came to Akron, where he started the bakery which made him so successful.

To be sure, success did not come to him at once. It was hard work at first and he suffered and struggled a great deal. But in the end he won. The firm is now a $100,000 corporation, and Mr. Weinberg is a wealthy citizen, dividing his fortune with the community. He is a member of all the three congregations, he contributes to every worthy Jewish cause and is an ardent Zionist and orthodox.

Mr. Weinberg was married in Roumania at the age of eighteen. His wife died in 1916. She left him one daughter, Ziporah, married to Mr. Louis Danzig, a highly accomplished and very intelligent young man, who is in business with his father-in-law.

ABRAHAM WEINSTEIN

Mr. Abraham Weinstein had much to say during the interview the writer had with him. He told many interesting experiences of his ascent on the ladder of success. At the conclusion of the interview the writer asked him what is most essential in order to succeed in life, and he answered, "Honesty and hard work." He then perused the writer's remarks about himself and declared that these four words express everything. The career of Mr. Weinstein, the life of his children, his business methods, all, everything, are embodied in the few words, "Honesty and hard work." And this explains his remarkable success.

Mr. Abraham Weinstein, of the firm of Weinstein & Klipstein, 110 West Twenty-third street, is one of the few big cloak manufacturers in the United States. The whole of the Weinstein family has attained prominence in the manufacture of ladies' coats. This firm by itself does a business of $3,500,000 a year. It occupies 50,000 square feet and employs 500 people.

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The writer had the opportunity of going through Mr. Weinstein's place of business and he found it a wonder of wonders in the manufacturing line. On the lower floor there is put aside a million dollars' worth of raw material. The shop which is full of light air, has all modern improvements, even an emergency hospital. The firm consists of Mr. Weinstein, his son-in-law, Mr. Klipstein, his older son, Louis, and the younger one, Irving.

Mr. Abraham Weinstein was born on the tenth of "Toveth," 1865, at Puchowitz, Province of Minsk, Russia, as the son of Isaac and Bela Weinstein. His father was a renowned "lamdan" and chosid. To America Mr. Weinstein came in 1895. In the old country he was a successful and respectable business man engaged in forestry. A stupendous enterprise, however, led him to leave his native land. He had built a mill with all modern appliances, but his competitors were envious of him, so they burnt the mill and Mr. Weinstein, totally ruined, set out to seek his fortune in the new land.

Here he set to work with all the diligence and honesty that he could summon to his command. He started as a presser at cloaks and worked at it for nine years. At home he was indebted $50 to his grocer and butcher and his first aim was to send back what he owed. After a couple of years he brought over his family and supported them while working as a presser. But, despite stressful times, he managed to save a little and finally started the manufacturing of coats with a capital of $3,000. The first year he did business to the amount of $22,000, and in so short a time he worked up a tremendous business, a business that is a monument to Mr. Weinstein's ability and sagacity.

Added to his "honesty and hard work" Mr. Weinstein had the good fortune of being the parent of children who hold him in high esteem, and who work diligently. They have done their share to help make their father's success.

The oldest son, Louis, is a very intelligent young man and when one converses with him one cannot imagine that he has attained his intelligence, not through books, but in the school of practical life. He has not even received a public school education. He attended school for one year only, then entered his father's business. He is now engineering the big business. The younger son, Irving, graduated from public school and then he, too, joined his father in business. On June 24, 1917, he married Miss Eugenie Duke. He is a very refined and sympathetic young man and is given over heart and soul to his father.

The employees of the firm Weinstein & Klipstein are accorded unusual treatment and they are devoted to their employers.

Mr. Weinstein is an orthodox Jew and brought up his children in strict accordance with Jewish traditions. The older son, Louis, is a graduate of the Hebrew School of the Educational Alliance.

During all these years Mr. Weinstein was too busy to give up his time to community work. He is only a member of the Pochowitz Congregation, but he stands by every Jewish charity and helps every good undertaking. His name in the community is well known. In the business world his standing is high. There is no limit to his credit.

Mr. and Mrs. Weinstein, who before marriage was Meta Shulman, have brought up seven children of whom they have every reason to be proud. The older daughter, Anna, is married to B. S. Miller, Ida is married to Mr. Klipstein, who is the junior member of the firm. The three younger daughters, Mannie, Eva and Esther are unmarried. Esther is a pupil of the Washington Irving High School.

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Mr. Weinstein has not alone attained riches, but the recognition of his fellow man. His reputation is unblemished, and is devoutly to be wished by all who seek to lead an honest, upright life.

HARRIS WEINSTEIN.

The young generation in this country and even the Jewish immigrants of recent date generally observe the great number of Jewish institutions and congregations which have sprung up in this country as a phenomenon. It lies within the nature of man, as a matter of fact, to adapt himself to everything existing in the world without comprehending the greatness of it. But these institutions did not grow up by themselves. They were built from the blood, energy and youth of the first Jewish immigrants who, in spite of the bitter struggle for existence, nevertheless took care to implant Judaism in America and to build here a monument for the Jewish religion and Jewish generosity.

The compiler of the history of the first Jewish generation in America will have to dwell very largely on the small number of the older Jewish immigrants who established the synagogues and the institutions, and he will, as a matter of necessity, have to give some recognition to Mr. Harris Weinstein, who has so energetically participated in the work of implanting Judaism in the new world.

It may be difficult to name all the institutions to which he has belonged and participated in, but it is much more difficult to find an institution in which he has not assisted. He was one of the founders of the Machzike Talmud Torah of New York and of the Machzike Talmud Torah of Borough Park, of which he was also the first president, and of which he is still a director. He was one of the founders of the Yeshibal Reb Isaac Elcahanon, of the Hebrew Sheltering and Immigrant Aid Society and of almost every orthodox institution in this great Jewish metropolis.

He is still a member of the Marienpoler Shule on Pike street, of which he was president for two terms in 1889-1890, although he is a resident of Borough Park, where he belongs to the congregations Beth-El and Shomray Emoonah. Mr. Weinstein's name is to be found in the record book of almost every Jewish institution, and his children and their descendants for generations to come will have reason to pride themselves in the founder of the family, who has contributed so materially to the evolution of the great Jewish centre which New York is today.

Harris Weinstein was born in Marienpol, Province of Suwalk, on June 14, 1857. He came to America in 1877, and started making cloaks, and for the last thirty years he has been in business for himself in this line.

Before Mr. Weinstein left Russia in 1877 he married Miss Eva Deborah Shapiro, who died here August 2, 1912. She left surviving six sons and two daughters, who are now their father's business associates. Mr. Weinstein is a strict Shomar Shabbas and has always been a very charitable man.

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WILLIAM WEISS

Mr. William Weiss, practicing attorney, at No. 320 Broadway, is one of the few Jewish young men in New York who, judging by his present activities gives promise of a great future. Mr. Weiss is known to almost all New York, and when one considers his many accomplishments and wide field of activities and finds that he is only 29 years of age (having been born on July 10, 1887), one can readily see that there is a great future in store for him.

Mr. Weiss was born in the Province of Bereg, Hungary, and came to America when but 9 years old. He went to public and high school, at the same time selling newspapers and making cigars in order to earn a livelihood. But this was not a stumbling block to his reaching his goal, and in 1909 he received from the New York Law School the title of Master of Laws and was admitted to the bar during the same year.



In 1904 Mr. Weiss took a position in the Educational Alliance, working under the direction of the late Dr. David Blaustein, during which period he learned much concerning the problems of immigration, charity and other civic problems, which aided him very much in later years in the splendid career which he has carved out for himself. From 1906 to 1909 Mr. Weiss was connected with the Department of Public Charities of New York city, where he came in contact with and studied the problems of poverty and sickness in New York.

Mr. Weiss has already achieved considerable fame in politics. In 1914 he was nominated for State Senator, but withdrew in order to encourage Fusion in the interests of his friend, Judge Gustave Hartman. In 1916 he was again nominated for the office and came within a few votes of election—in fact, for over 24 hours after the closing of the polls he was thought elected, but later on was beaten by a very few votes, cast from the Bowery section.

In 1916 he was appointed by Borough President Marcus M. Marks as a member of the Local School Board on the East Side, and reappointed in 1917 to the same position. Mr. Weiss is also prominently affiliated with many Jewish organizations and with various social and civic movements.

Mr. Weiss was married on December 17, 1916, to Miss Mildred Roth, daughter of Mr. Ignatz Roth, treasurer of the Congregation Ohab Zedek. Mr. Weiss's father, Jacob Weiss, is president of the Talmud Torah Ohel Torah. Mr. Weiss also adheres to the Orthodox faith and is a Sabbath observer.

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ERNEST J. WILE

In the recent memorable strike in the garment making industry a name that stood out prominently was that of Ernest J. Wile, president of the Cloak and Suit Manufacturers' Association, their leading spirit, and it was largely due to his untiring efforts that the successful adjustment of the troubles prevailing in the industry was accomplished.



Born in Walf, Alsace, on August 19, 1863, he came to America in 1882, going to Rochester, Ind., where he clerked for a period of time. Eventually he came to New York, establishing the business of E. J. Wile & Co., at No. 160 Fifth avenue, where 1,200 people are now employed. His advice to the embryo business man is hard work and perseverance.

Mr. Wile is a director of the Mt. Sinai Hospital, a member of the Rodeph Sholom Congregation and a member of their school board. Seventeen years ago Mr. Wile married Belle B. Berliner and four children blessed the union.

STEPHEN SAMUEL WISE

In the olden days rabbis were closely in touch with the daily life of the community which they served. In the ghettos the rabbi was not the judge only of matters between God and man, but also of matters between man and man. It was he who provided for justice and for peace. He considered himself the leader of the community to whom nothing that happens should be unknown. But with the weakening of the ties of religion and the slackening of its grip, a division was introduced between religion and life. The rabbi left severely alone the life of the community and its individual, and gave up his interest in their industrial, political and economic relations wth their fellow men. It became his business to devote himself entirely to religious work, to the conduct of religious services, and to the preaching of sermons on piety and on good will, etc. In time the rabbi, especially here in America, became entirely ornamental. He became a phonograph that was wound up once a week and emitted at a stipulated time a set of phrases that bore absolutely no relation to the life around him. Stephen S. Wise was one among the first American rabbis who refused to live as the useless adornment of a rich congregation. Fired by the conviction that religion means the spiritualization of life, he made it his business as a minister to strive that the life of the community be based on justice, on freedom and on spiritual ideals. As a battling minister, with extraordinary oratorical power, he became the mouthpiece of all the young forces stirring in America for social justice and as such he attained a nation-wide reputation.

Although American to the core, with the American ideal of fair play pervading every fibre of his being, Stephen S. Wise, like many other good Americans, was not born on American soil. He was born in Budapest, Hungary, on March 17, 1862. He came when a child to this country, where, in the course of time, he attended the College of

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the City of New York and later Columbia College, from which he graduated in 1892 with the degree of Bachelor of Arts. In 1901, he took his degree of Doctor of Philosophy at Columbia University. His dissertation was a new edition of the Arabic text, "Tikun Midos Ha Nefesh"—"The Improvement of the Ethical Qualities of the Soul," the work of Ibn Gabirol, the celebrated Spanish-Jewish poet. While one of the most prominent rabbis in this country, Dr. Wise was never graduated from a regular theological seminary. Instead he followed famous teachers and studied under them. He pursued rabbinical courses under Gottheil, Kohut, Gersoni, Jeffe and Margolis. In 1893, he was appointed assistant to Rabbi Henry S. Jacobs of the Congregation B'nai Jeshurun in New York City, of which congregation he became officiating minister the same year.

In the year 1900, he was called to the rabbinate of the Congregation Beth Israel of Portland, Oregon.

While in the pulpit, Dr. Wise took active interest in Zionist affairs. He was the first secretary of the American Federation of Zionists, and was in 1898 delegate and English secretary of the second Zionist congress at Basle, Switzerland. In 1899, he became a member of the International Zionist Executive Committee.

Very early in his activity Dr. Wise became intensely interested in social work, officiating in 1902 as the first vice-president of the Zionist State Conference of Charity and Correction. In 1903, he accepted the appointment of the Commissioner of Child Labor for the State of Oregon, for the fate of the weak and afflicted was always very near his heart. The force and fire with which Dr. Stephen Wise denounced the idle rich and called attention the sufferings of the poor and the injustice done to the masses, has made it uncomfortable for Dr. Wise to stay in the pulpit. In 1907, he came to New York again, and although he received offers from many pulpits, he decided to accept none where he could not have complete freedom to voice his sentiments on any topic upon which he desired to speak. In 1907, he organized a Free Synagogue, of which he came the rabbi and animating spirit. Due to Dr. Wise's magnetic personality, combined with his extraordinary ability, the work of the Free Synagogue in the last ten years grew by leaps and bounds. Centers have been established on the East Side, in Harlem and in the Bronx. Furthermore, the Free Synagogue has become the rallying center around which have grown up all the forces of social uplift. When great strikes occur, Dr. Stephen Wise's voice is always heard above the din of the press, which usually is not very friendly to labor, no matter how just labor's claims may be. In the traction strike of New York of 1916, Dr. Wise was the only clergyman that dared from the pulpit to second the demands of the workingmen fighting for recognition of their rights as a union. As a power for social justice in America, Dr. Wise has drawn the attention of the whole country to himself. He is always in the thick of the social uproar. President Wilson, attracted by Dr. Wise's passion for righteousness, is counted among his friends, and he also enjoys close connection with Justice Hughes of the Supreme Court of the United States.

His work for social justice had for some time taken Dr. Wise away from Zionist ranks, but since the war broke out, he returned again as a recognized leader, together with Justice Louis Brandeis, who became a member of the Provisional Committee for Zionist affairs, and is now at the head of this influential organization. In the fight surging around the American Jewish Congress, he took the foremost part defending the rights

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of the masses against the claims of the small minority of influential Jews. As a leader of radical thought in American Jewry and as a defender of justice for all, Dr. Stephen S. Wise has no equal in this country.

Hard work, and then a little more hard work, was the process whereby Henry Witty, with his brother Samuel, of the firm of Witty Bros., built up their business.

HENRY WITTY

Henry Witty came to this country at the age of 15, from Taktin, Russian Poland, where he was born April 15, 1871. He had no particular trade and he became an operator. Later he became cutter and finally designer. An unexpected quarrel with his employer made him quit his work, and in his search for a new job, he ran across an auction sale, which for the moment opened his eyes to business possibilities. Having no available cash, he pawned his jewelry for $75, and with this sum he started his retail clothing store. Today he has one of the largest manufacturing plants on the East Side, employing over 400 'hands," housed in an eight-story, up-to-date plant.

Until recently Mr. Witty had his home in Bayonne, N. J., where he was connected with many charitable institutions, and where he is even now a prominent social figure. He was treasurer and is still director of Temple Emanuel of Bayonne. Mrs. Witty, too, is an active member in communal work, both in Bayonne and this city.

Mr. and Mrs. Witty are the proud parents of seven children, Sybl (Mrs. Spectorsky), Edith, Ethel, Irving, David, Adele and Pearl.

Mr. Witty attributes his success to his ability to satisfy his customers and to the desire to please even "cranks." He believes that a man ought to be honest in all his dealings, whether buying or selling. As for the yonger men, he suggests economy, and cautions the young business man not to be overjoyed at his success, for this is one of the great causes of failure.

A child has an inborn sense of right and wrong, and this feeling of righteousness is easily outraged by any overt act of injustice. When a growing boy is keenly sensitive it becomes intolerable for him to live in surroundings where unfair racial discriminations exist. It was this feeling of unjust discrimination against the Jews that urged Mr. Abraham Wolf, of the firm of Wolf & Abraham, manufacturing clothiers, at No. 684 Broadway, to leave his home and parents in Russia and seek his fortune in this country. Although he was the son of a very wealthy farmer, with all the luxuries that money could afford, the young lad developed a strong dislike for his native country, where he realized all were not treated alike. Before he was fourteen years old he was already dreaming of coming to this country, where freedom and quality existed; a country where all races were treated alike before the law. At sixteen his wish came true. Without friends or relatives, and with only the blessings of his parents, he left his native town for America. The world was before him.

ABRAHAM WOLF

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In the twenty-eight years that Mr. Wolf has been in this country he has crowded experiences that would well satisfy three or four average men. He built up a large business, he ventured into farming, having bought over 250 acres of land up-State, he invested almost a quarter of a million in the erection of an up-to-date department store on the East Side, an enterprise which, with the panic of 1907, he was compelled to retire from; he invested in real estate. He did not succeed in all these undertakings, but where he was compelled to retract it was always honorably. At present Mr. Wolf devotes all his time to his manufacturing plant, where he employs over 1,500 people in his various departments. His story is another example of a high-spirited lad seeking an environment compatible with his nature.

Abraham Wolf was born March 19, 1873, near Slutsk, Russia. He is the son of Hirshel and Fruma Wolf, who were noted for being the wealthiest farmers of the province. In 1889 Mr. Wolf immigrated to this country and learned the cutting trade. Before he was nineteen years old he was in business for himself, and before he had reached his twenty-fifth year he was already employing over 400 hands in his factory.

However, it is not for his business success only that Mr. Wolf is worthy of commendation. Among his friends he is known as a quiet, unassuming individual, who can always be relied upon to help any worthy cause. He contributes to almost every charitable institution in the city.

Mr. Wolf was married to Miss Goldie Altmark, of Bay City, Mich., on August 24, 1898. They are the parents of three daughters, Sophie, who attends college; Dora and Miriam.

"Tend to business and nothing else while at business," is Mr. Wolf's advice to young men. From his personal experience he believes it is not advisable for any man to make investments outside of his own business. "The young man that concentrates on one thing is bound to succeed," Mr. Wolf added as a last word on the subject of success.

JOSEPH WOLF

The business career of Mr. Joseph Wolf reads like a romance. And yet, in his own words, it is merely another case of persistent and hard work crowned with success because he would never give up. Mr. Wolf has had his ups and downs in life, but there was never a time when he would lose courage or think himself lost. If there was a failure in any business he engaged in, it was only a temporary setback and stimulated him so much stronger to renewed activity and work.

Born in the city of Lodz, Russian Poland, in October, 1867, Mr. Wolf came to America in 1889. His capital at the time of his landing amounted to something like $9; but there was boundless energy and a stubborn determination to make good. Mr. Wolf became a weaver of broad silks until he accumulated a little capital, which enabled him to open a candy store in Paterson. The store was only a temporary makeshift and Mr. Wolf went to Torrington, Conn., where he engaged in general dry goods business. He stayed ten years at Torrington until he was able to go to Paterson, N. J., as a manufacturer of broad silks, a business he is engaged in now, under the name of Joseph Wolf, 62 Railroad avenue, Paterson.

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In addition to his business interests, Mr. Wolf is actively engaged in philanthropic work. He is a director of the General and Miriam Barnert Hospital of Paterson, president of the A. M. White Lodge, I. O. B. A.; vice-president of the B'nai Sholom Lodge, and a member of the Paterson City Lodge, O. B. A. Mr. Wolf is also an active member of the Hebrew Free School and Synagogue and also of many charitable organizations.

Mr. Wolf married in New York city in 1888 Miss Anna Goldstein, and is the father of four children, two sons and two daughters. Two of his children are married, his eldest son, William, and his daughter, Ida. His two younger children are with him, Abraham, a salesman for a large New York concern, and Augusta, attending high school.

Mr. Wolf has shown the writer of these lines all around his factory, pointing out the things that he thought would be most interesting for him and explaining him all worth explaining. It is remarkable how well Mr. Wolf knows every detail of the business and how familiar he is with all the machinery used in his place. His employes all show happy and contented faces and all look up to him as the ideal man. He appreciates the position of his help in a remarkable manner and is very much beloved by them. Mr. Wolf takes particular pride in his plant, which is worth about $20,000, and is all paid up.

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It is a matter of no rare accomplishment to find one's self, at the age of twenty-six, at the head of a large business, employing a number of people, enjoying the confidence of a good many people and leading an ideal family life. Such, in brief, is the career of Mr. William P. Wolf, owner of a highly successful dry goods and trimmings store at No. 1843 Myrtle avenue, Brooklyn.

WILLIAM P. WOLF

Mr. Wolf was born on May 3, 1889, in the city of New York. He got his first smack in business at Torrington, Conn., where his father, Joseph Wolf, kept a dry goods store. In his early days he determined to study show card writing, but money was needed to learn the trade and his father was too poor for that. The boy went to New Haven, where he took a position with the New Haven Hospital. He worked during the day and studied at night; he was very much interested in the work and learned show card writing in six months, graduating with the highest honors, a rating of 98 per cent., and receiving a diploma which now adorns the walls of his home.



Having now satisfied his ambition and learned the trade he was so eager to master he returned to his home town, but only for a short stay. His parents moved to Paterson, N. J., and Mr. Wolf went there, too, obtaining in due time a position as head window trimmer with one of the largest stores in town. But his ambition was to do higher things and he was not satisfied to stay in this occupation. He was thrifty, industrious and enterprising and bound to make a hit in the business world. Having saved up some $300 he went to Brooklyn and established himself in the dry goods business.

The business was a success from the start and Mr. Wolf saw himself gaining in power, influence and reputation. He is one of the best known residents of the Ridgewood section of Brooklyn and a member of several charitable organizations. He is devoted to his store, where he puts in almost all of his time, and takes great pride in the fact that in the course of the five years he has been in business he has twice re-altered his store, enlarging it and extending it each time.

Mr. Wolf was married on June 23, 1912, to Miss Minnie Pincus and is the proud father of a boy and a girl. Much of his success in business he attributes to the tireless energy of his wife, who takes a great interest in her husband's doings and is in every way helpful in his work.

Mr. Wolf's maxim in life is: Hard and constant work is the surest road to success.

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This is an age of industries and ideas. The man who can apply his ideas in the industrial world will receive recognition together with the wealth and affluence that invariably goes with it, but of the thousands that are employed in the industries, it is only occasionally that an individual strikes a new idea. Men have been manufacturing neckwear in this country for scores of years, but yet there have been very few innovations introduced in this particular trade until recently, and here, too, by a young man who has made remarkable progress in the neckwear industry in a comparatively short time. This man is Mr. Israel D. Wolfson, originator and manufacturer of the "Indestructo" tie now being sold by trade name in almost every part of the country.

ISRAEL D. WOLFSON



Israel D. Wolfson was born October 3, 1884, in the town of Bresletovsky, Russia. He is the son of Benjamin and Hannah, residents of Brooklyn, who came to this country when Israel was five years old. He attended the public schools at Baltimore, where he then lived and at the age of fourteen received employment in a clothing house. After two years he left this concern and became a clerk in a men's furnishing store. It did not take many years before Mr. Wolfson manifested unusual abilities in salesmanship and he was engaged as salesman by a large neckwear concern in Baltimore. His success here was phenomenal, and before another year had passed he was given an offer by the largest neckwear house in Philadelphia with a drawing account which proved too large for the business Mr. Wolfson did, and at the end of the year he found himself owing his employers money. This failure was his monetary undoing, but it led to better results. After working to repay the debts he had incurred, he came to New York with nothing more than a confidence and a determination to succeed.

His life here was an uphill fight; he had neither friends nor money, but he hoped to start in business for himself and he saved whatever he possibly could of the meagre salary he was getting. He slept at a lodging house and his average daily expense amounted to about thirty cents. It was these hardships that brought forth the better qualities lying dormant within him and when he saved a little money he was ready to start business with sounder and more practical principles than he had used in his earlier life. He went into partnership with a friend with a joint capital of $100. They manufactured on a very small scale, making, selling and shipping their product themselves and allowing themselves a weekly drawing account of $7.50. Mr. Wolfson eventually bought out his partner and gradually built up a profitable business for himself. It was in 1912 that Mr. Wolfson produced his "Indestructo" tie so constructed and woven that each tie is guaranteed for six months to remain without pinholes or wrinkles. There is no doubt that within the next few years Mr. Wolfson will be recognized as one of the leaders in the industry.

Mr. Wolfson is a typical example of the modern, progressive, energetic business man. He possesses sound business principles and shows enough optimism to carry him to success in spite of any obstacles that may be placed before him.

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On January 26, 1913, Mr. Wolfson was married to Miss Fannette Stein, of Baltimore, and they are the parents of one daughter, Rita Estelle.

Success to a young manufacturer, Mr. Wolfson thinks, comes when he makes up the best merchandise he can regardless of what he must ask his buyer for it. "Don't let the price interfere with the product, give the best you know how, and eventually you will come out on top." This has been a guiding rule in my business, Mr. Wolfson said with a confidential smile.

MAX WOLOVICK

No amount of praise can do justice to Max Wolovick, of Akron, Ohio, who is the scion of a prominent rabbinical family, and at present a successful merchant. Mr. Wolovick was born in Gluchow, Province of Chernigov, Russia, in January, 1882, and came to America in 1905. He landed in New York, where he took rough work in a factory and then began to peddle with all sorts of merchandise. But somehow or other the city of New York could not furnish him a living, so he decided to try his fortune elsewhere, and after a two years' stay in the metropolis of America he went to Akron, Ohio, where he settled as a dry goods dealer. His place of business is located at present at 320 South Main street.

Mr. Wolovick is a liberal contributor to all charities, is orthodox, and has a good Jewish education. This Jewish education he now tries to implant in his three children, Joe, Beatrice and Rosella.

Mrs. Wolovick, who before her marriage on August 5, 1907, was Miss Fannie Rosen, has aided Mr. Wolovick in all his struggles and has helped him to build up the high esteem he now enjoys among his co-religionists and brothers.



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RABBI LOUIS WOLSEY

Rabbi Louis Wolsey, of the Euclid Ave. Temple, Cleveland, was born in Midland, Mich., in 1877. Receiving his education in the grammar schools of Clara, Mich., and Chicago, Hughes High School, the University of Cincinnati and the Hebrew Union College, Cincinnati, post graduate courses at University of Chicago, Western Reserve University and the University of Jena. He received a Bachelor of Arts degree at the University of Cincinnati, 1899; Bachelor of Hebrew, Hebrew Union College, 1894, and rabbi, Hebrew Union College, 1899. He was rabbi in the congregation B'nai Israel, of Little Rock, Ark., 1899 to 1907, where he took active interest in all public matters, and was a member of the Board of Education, 1906-7, and chaplain general of the Arkansas State Militia. In 1907 he became rabbi of the Anshe Chesed congregation. Through his activities the beautiful new Euclid Avenue Temple was erected. Since his arrival in Cleveland he has been active in public, semi-public and charitable affairs; also an active member of the Central Conference of American Rabbis. He was a member of the Nominating Committee for the Charter Commission in this city. At present he is president of the Alumnae Association of the Hebrew Union College; member of the Advisory Board of the Board of Governors of the Hebrew Union College, representing the Central Conference of American Rabbis; trustee of the Federation of Jewish Charities, Jewish Infant Orphans' Home, Hebrew Relief Association, Council Educational Alliance and Camp Wise Association; member of the B'nai B'rith, Mystic Shrine, Excelsior Club and City Club; honorary life member of the Elks, Scottish Rite Masons, of Little Rock; supervisor of the Department of Synagogue and School Extension, Cincinnati. He is on the list of lectures of the Coit-Albert Lyceum Bureau. He married Miss Florence Helen Wiener, in 1912. He resides at 8402 Carnegie avenue.

MAX WULFSOHN

The combination of good-heartedness, of modesty and an interesting career is eminently true of Mr. Max Wulfsohn, head of the big fur establishment which bears his name at No. 122 West Twenty-sixth street. Mr. Wolfsohn was born at Mitau, Courland, on December 27, 1874. His father was a fur merchant and from him he learned the business. He came to America in October, 1893, and prior to embarking in his line, worked in a drug store and peddled. In 1894 he found employment in the fur line, eventually working up to the position of buyer for his firm. In 1903 he started for himself and now M. Wulfsohn & Co. is a very large concern, exporting as well as importing. Mr. Wulfsohn's business connections extend to almost every country in Europe, and he has crossed the Atlantic over forty times.

Mr. Wulfsohn has a very sympathetic personality. He is a prominent member of the Courland Mutual Aid Association and is chairman of their fund for Jewish war sufferers, and in token of his good work was recently presented with a beautiful loving cup by the society. He is known as being very charitable and a man without enemies, for every one who meets him is his friend.

In 1895 he married Johannah Herzberg, also a Courlander, and they have six daughters and a son—the latter 19 years old and in his father's business. Mr. Wulfsohn believes in a good education, but not overeducation for business, for the latter often has more of a tendency to create a *Melammed* than a practical business man.

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MAX WURTZEL.

Perth Amboy, N. J., is not included among the big Jewish communities of America. There reside all in all about one thousand Jewish families. But it has a number of institutions of which even larger Jewish communities may be proud of. This is in the main due to several prominent and very active Jewish citizens of the city.

One of these active citizens is Mr. Max Wurtzel, president of the Young Men's Hebrew Association. The writer had the opportunity to go through the institution, observe its work and its order, and has come to the conclusion that the community in general and Mr. Wurtzel in particular have cause to be proud of it. Mr. Wurtzel gives all his leisure time to it and he has accomplished something that should serve as a lesson to other, much larger, Jewish cities.

Apart from this Mr. Wurtzel is socially active in other ways. He was a member of the school board of the Congr. Beth Mordecai and of the Progress Club. Is an active worker among the "B'nai Zion," a thirty-second degree Mason, and is prominently associated with almost every other social undertaking in Perth Amboy.

Mr. Wurtzel is a rich man of affairs, being the head of a commission house trading in butter and eggs, under the firm name of Wagner & Wurtzel, 199-201 New Brunswick Avenue. But he is not only a successful business man. He is above the average intelligent man that follows a business career. In his beautiful home, his library containing important Hebrew, German and English works, occupies a most conspicuous place and Mr. Wurtzel spends there the minutes he is free from business cares. In his young days he was a pupil of the well known Jewish man of letters, Isaac Even. In manner and speech Mr. Wurtzel belongs to the better class of Americanized young Jews.

Max Wurtzel was born in Lemberg, Galicia, the 3d of March, 1878, as the son of Abraham Chaim and Chayo Wurtzel. When he was 12 years old he went to Hamburg, Germany, where he started to work in the butter and egg trade. Ever since he has not turned from this line and sought not fortunes in other vocations. He took in one task, and, as he justly observed during the course of the interview, "in pursuing one business the secret of success lies."

When he was 18 years old he started out in business for himself in Berlin. Before he came to America he travelled through all European countries. After being two years in this country he became a representative of a big firm in the same business. In 1903 he settled at Perth Amboy, and started his present business in partnership with his father-in-law, and the two have made an unusual success.

On the 27th of December, 1913, he married Miss Ruth Wagner, who is also active in communal work in Perth Amboy. She was president of the Ladies' Auxiliary of the Congregation "Beth Mordecai" and of the Progress Club. She is secretary of the Home of the Aged and takes interest in other social organizations.

The Wurtzels have two precocious children, Charles and Joseph.



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CHARLES F. ZITTEL

Charles Florian Zittel, theatrical writer and motion picture executive, has climbed the ladder of success from the bottom rung. Despite the fact that his family includes many of the wealthiest and most prominent persons in the United States, Mr. Zittel points with pride to the fact that his first money was earned in the humble capacity of newsboy.

Today "Zit," the name under which Mr. Zittel writes on theatrical subjects, is known wherever theatricals are known. Probably no man in the journalistic field has such a wide acquaintance of prominent men. Assuredly, more persons who have made great names in the theatrical world attribute that fact to C. F. Zittel than to any other single individual.



It is estimated that seventy-five per cent. of the vaudeville stars and a large proportion of motion picture stars and executives owe their success directly to Mr. Zittel. Among those who have publicly acknowledged this fact are Marcus Loew, Adolph Zukor, the Schenck Brothers, Eva Tanguay, etc. Practically all the high class Jewish vaudeville artists give him credit for their success.

Mr. Zittel was born in Paterson, N. J., on January 29, 1876, the son of Gustav Zittel, a prominent silk manufacturer of Paterson, and Bertha Morgenthau Zittel. The family moved to New York City while Mr. Zittel was still a child and all of his education was obtained in the public schools of the metropolis. While he was still in school he devoted his evenings and his leisure time during the vacation period to selling newspapers, his "location" being at the corner of Fourth Avenue and Twenty-third Street. His first real position with any organization was that of office boy with the New York Life Insurance Company. After he had been there a few years, he was offered an advance by the Equitable Life Assurance Company and transferred his allegiance to that organization, where he remained until he was promoted to the position of chief clerk of their medical department.

He was continuing his education at night school but more than one occasion found him hanging around the stage of the old Bijou Theatre and the Academy of Music. The footlights fascinated him and he secured his first engagement in dramatic work as a member of Henry E. Dixey's company, playing a minor part in "Adonis," when that comedy was enjoying its well-remembered run at the Bijou. Later, Mr. Zittel appeared with Neil Burgess in "The Country Fair," which was his last appearance as an actor.

Then, he engaged in the iron and steel business, but from the time he was fourteen years old, Mr. Zittel had always dabbled in literature. He wrote occasional articles for the newspapers and was for a number of years a correspondent of the Associated Press.

As a result of this experience, Mr. Zittel entered the publishing field, about the same time that he entered upon his majority. America was then working up its first enthusiasm over golf, and Mr. Zittel established the first golf publication in this country, under the heading Golf. To him is due the credit of founding and building the famous

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golf links at Van Cortlandt Park, which he did after forming the Van Cortlandt Golf Club, of which he was for a number of years secretary and treasurer.

Motion pictures, about this time, were the marvel of the age and instead of the palatial theatres of today with their thousands of seating capacity, cinematograph performances were given in department stores. Mr. Zittel saw that the public took kindly to the funny, jumping pictures, and soon performances were being given under his management in the late Ehrich Brothers, Simpson, Crawford & Simpson, Siegel, Cooper, and Fourteenth Street stores. His program for the entire circuit cost him eighteen dollars per week.

The old yearning for journalism seized him again and Mr. Zittel associated himself with the New York Evening Telegram, where he established the first vaudeville page ever published by any newspaper, Under the breezy, "Hitting Headliners on the Head," Mr. Zittel soon made his page one of marked influence.

The Evening Mail made him an offer to transfer his department to that paper. While the negotiations were still on, Mr. Zittel one afternoon, went to the race-track. Upon his return he studied the racing chart as it appeared in the evening paper. It haunted him and that night he dreamed what seemed a wild dream of a vaudeville racing chart. The next day he concluded with the Evening Mail and the vaudeville chart of his dream became a reality.

Mr. Zittel had been with the Evening Mail but a year when twelve years ago, William Randolph Hearst, having been attracted by the progress he was making, secured his services for the New York Evening Journal. There his vaudeville chart and his snappy theatrical writing were given wide play.

Mr. Zittel believed that theatrical advertising could be conducted on the same broad plans as dry-goods advertising. Instead of the usual half-inch, single column advertisements under the heading, "Amusements," Mr. Zittel soon had the theatres and the theatrical stars using quarter-pages, half-pages, full pages and even double pages to make their announcements. His was the pioneer of the present day theatrical advertisement.

Although a theatrical writer, he has never been a dramatic critic. He abolished dramatic criticism on the Evening Journal the day he hung his hat up in the office. He has always gone upon the theory that a producer who ventures his money in a theatrical production is entitled to a hearing and instead of a criticism which gives the opinion of one individual, he gives a review of the performance, saying nice things about it when they are justified, but never speaking harshly of any production.

Mr. Zittel's theatrical department in the Evening Journal was so successful that when the motion picture industry entered upon its present upward trend, he established in February, 1913, a similar department for motion pictures in the Evening Journal. It, too, was the first of its kind ever published in a daily newspaper and instantly met with success. Mr. Zittel is still in charge of these two departments of the New York Evening Journal.

Because of the marked success he had made of them, William Randolph Hearst, in August, 1917, induced Mr. Zittel to become the general manager and active head of Mr. Hearst's International Film Service, Inc.

Mr. Zittel was married on July 6th, 1896, to Miss Martha Beatrice Bernstein, daughter of Rabbi Henry Bernstein, of Buffalo, N. Y. Two

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children, a daughter and a son, blessed this marriage, the son alone surviving. He is C. F. Zittel, Jr., having been born in 1900.

In addition to its wealth, Mr. Zittel's immediate family is noted for its philanthropy. His grandfather, Lazarus Morgenthau, founded the Non-Sectarian Orphan Dowry Society. This organization started worthy young married men upon business careers and its splendid influence is felt even today.

Mr. Zittel's uncle and god-father was Carl von Zittel, a professor of Heidelberg University, and famed throughout the world as a builder of railroads, and a philanthropist. Another uncle is Henry Morgenthau, former Ambassador to Turkey.

SAMUEL ZUCKER

Pluck, vigor, energy and persistence are among the characteristics that have placed Mr. Samuel Zucker of the firm of Zucker & Josephy, manufacturers of flowers and feathers, at 715-717-719 Broadway, in the foremost rank of this industry. Forty years ago Mr. Zucker was a poor boy working at a small salary; today Mr. Zucker is at the head of a concern that, with the ending of the war, will compete in the foreign market as well as our own. But yet the road that led from poverty to position was by no means a rosy and straight one. A glance backward shows many mires and pitfalls where men of mediocre courage and power would have stumbled and fallen. Yet Mr. Zucker has passed them safely, but not without having the critical moments so deeply impressed upon his mind that they will never be effaced. When Mr. Zucker started in business for himself, a particular manufacturer, Frenchman by birth, invented a machine for branching flowers, the first machine of its kind. For many months previously Mr. Zucker had himself been working on a similar model independently, oftentimes twenty-two hours a day, and when he had perfected it, the Frenchman sent prices so low down that for practical purposes Mr. Zucker's machine was impossible. In despair he threw his contrivance into the fire. Another adventure a few years later ended with better fortune. Shortly after the partnership with Mr. Josephy had been formed, Mr. Zucker took his customary trip to Europe, as he was always the buyer for the firm. On this occasion he plunged and cornered the market on coque feather boas. He bought even more than his capital allowed, and when he returned he already had $150,000 worth on the floor and more coming. This looked fine to the young financier. But not $10 worth was being sold a day. Mr. Josephy was in distress. As the days went by even the young plunger's heart began to sink, but the crisis soon passed over. Orders for boas at the rate of $20,000 per day came pouring in, and at the end of thirty days not a boa was left. This venture was the turning point in the existence of this establishment. Ever since there has been rapid and continual growth and at present the house is recognized the country over among the leaders of the flower and feather industry. Within the last two years the work in the factory has been greatly extended because the firm was compelled to manufacture many articles that could not be imported on account of the war. Mr. Zucker feels that many of the products that he could heretofore obtain only by importation, he will in the future manufacture himself more cheaply and in better grade.

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Samuel Zucker was born June 17, 1862, in New York city. He is the son of Abraham and Betty Zucker. Until his thirteenth year he attended public school, and after leaving obtained employment with Bamberger, Hill & Co., milliners. He worked as errand boy for two months and was promoted to shipping clerk, in which capacity he worked thirteen months. He then left for Atlanta, Ga., where he worked as bookkeeper and salesman, staying more than five years with the same firm. Shortly after he became resident buyer for three or four houses, but with the varied experience that he had gotten he felt himself competent to enter business himself. He did so before he had reached his twenty-first year. He began in a modest way and struggled along for two years, after which he entered into co-partnership with Mr. Josephy, an association that lasted almost twenty-two years and ended only with the death of Mr. Josephy seven years ago. When they formed the partnership they had modest quarters at 15 East Houston street, but as business grew they moved to larger quarters, being at various times located at 556 Broadway, 555 Broadway, 715-719 Broadway, their present site, where they have been over twenty years. In addition to the 48,000 square feet which they occupy at this address for offices, show and stock rooms the firm controls a large factory at 48 West Fourth street, which employs over 220 hands.

Mr. Zucker is a real American. In word and manner he exemplifies the shrewd, cool-headed, slow-speaking business man who can conceive of much bigger things than he is actually accomplishing. He has had wide and varied experiences in life and is conversant with business methods both foreign and domestic. His life is an example of the opportunities that this country affords to the thrifty ambitious young men of brains.

Although Mr. Zucker has not been actively engaged in Jewish philanthropic work until recently, he has nevertheless given the subject much thought. He deplores the fact that in the past there has been so much waste in the workings of these institutions and above all that incompetent men had control of it. He hopes that the Federation of Jewish Charities will do away with the unnecessary evil of printing thousands of pamphlets and reports which serve a very poor purpose indeed. He thinks that thousands of dollars could be saved in this way. It is not so much the matter of increased contributions as it is the acquisition of competent men that would solve many of the difficulties that have arisen in the past in connection with Jewish philanthropic work.

When asked to give his opinions about success, Mr. Zucker answered that word—hard work, was the basic principle. To the young business man he says, "Don't talk too much when you sell and give the people what you sell." When asked what part economy plays in a man's success, Mr. Zucker answered with a smile, "The man who doesn't make money talks economy—the man who makes it spends it freely."



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When one achieves fame in literature, art or science we generally ascribe such achievement to the drawing out of one's potential powers and call him a genius. When, however, one achieves like success in the business world we are wont to attribute his success to powers other than his own, that is, to a fortunate combination of circumstances, over which he had no control. That in many instances this has been the case is undeniable; but in the instance of Mr. Zukor it is not so. His fame has not come to him by mere chance. It was his potential powers, his foresight, his perspicacity, that has put him today in the foremost rank of the world's photo-play producers.

ADOLPH ZUKOR

Adolph Zukor, son of Jacob and Hannah Zukor, was born at Riese, Hungary, on January 7, 1874. He attended the grammar school of his native town for several years, and was considered a very bright and apt pupil. But young as he was, he had already turned his eyes to the wide world, for, he had realized that his own birthplace offered scant opportunities for advancement. To carry out his intentions he needed money, so he worked at whatever he could find until he saved enough to take him to Berlin, the city he dreamed about as a child, and where he thought he had better chances to make his way. He did not, however, stay in Berlin very long, and soon worked his way to America.



He reached these shores in 1890, a boy of sixteen, without kin or kith to receive him. He immediately secured a position in a fur store as a sweeper—not a very dignified occupation for the future magnate of the photo-play world to be sure, but very essential in order to keep body and soul together. But even as a floor sweeper Mr. Zukor was efficient, and efficiency must sooner or later give recognition. He worked hard, studied diligently and advanced rapidly. His advance was considerably enhanced by his invention of a patent Snap for furs, an invention that netted him a fair income and relieved the boy—for that is what he still was—of pecuniary cares.

In 1894 Mr. Zukor left for Chicago. There he became quite successful in the fur trade and it was there that he met his wife, nee Miss Kaufman, whom he married in 1897.

A good many in Mr. Zukor's place would be contented to remain a prosperous fur merchant. The business, however, far from satisfied his whimsical nature. He wanted to do bigger things. He returned to New York in 1903, and in 1905 he ventured with Marcus Loew in the penny arcade—a feature that was then in vogue. In 1906 he abandoned this to enter the show business, becoming a moving picture exhibitor and vaudeville manager.

It was at this stage that Mr. Zukor entered a field where he could best apply his inventiveness and foresight. No sooner he became an exhibitor than he discovered that he was not getting the quality of photoplays the public desired to see on the screen, and he demanded better films from the manufacturers. His demands, however, were ignored. In the first place, there were none better made, and in the second, the manufacturers were under the impression that none could

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be better made. But Mr. Zukor would not rest. He perceived that there was room for improvement. He therefore approached several Broadway managers with the idea of presenting the big stars of the legitimate drama in their various stage successes on the screen. Needless to say, that his idea, like all original ideas, were scoffed at by the very men who are now following his lead. But Mr. Zukor did not lose courage, and finally, after a great deal of persuasion and reasoning, obtained the co-operation of Daniel Frohman, who soon obtained the services of Sarah Bernhardt to appear in her great stage success, "Queen Elizabeth," in motion pictures.

Speaking of what Mr. Zukor has done for the advancement of motion pictures, the editor of the *Dramatic Mirror*, says: "He made his reputation as a pioneer and as an independent thinker when as president of Famous Players Film Company, he originated the first feature program ever established. That was in 1912, when the motion picture business was in a chaotic state as the result of the flooding of the market with inferior two and three-reel subjects. At the time as an exhibitor, Mr. Zukor had found himself forced to make the kind of pictures which he wanted, because he could not persuade the established producer to see the advantage of photoplays which he believed the public wanted."

In the history of American Jewry the name of Zukor must be writ in bold type. He is the finest example of what the immigrant has accomplished in this country within recent years. Like so many of his compatriots that have been swept to these shores by the big tidal wave of immigration of the last decades of the nineteenth century, he came here penniless, with nothing but prospects ahead of him. Endowed with almost prophetic vision, he took advantage of every opportunity that offered itself to him. He fought, he battled and he won out. His achievement is a compliment to American institutions and a credit to his co-religionists.

Mr. Zukor is interested in almost every Jewish charity organization in existence. He himself could not enumerate the various organizations to which he has contributed.



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ERRATA CORRIGENDA.

In the biography of Abraham R. Finkelstein a correction is to be made in the reading of line five, bottom—I. O. O. F. ought to be I. O. B. B.; while in line six, bottom, I. O. B. A. ought to read I. O. O. F.

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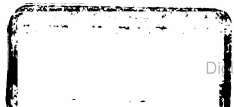
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