

PROMINENT
JEWS
of
AMERICA



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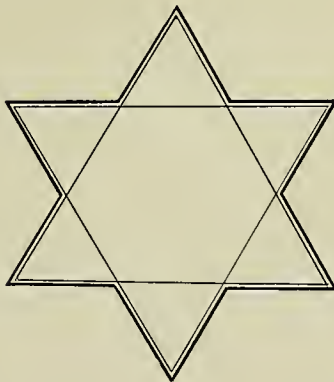
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PROMINENT JEWS of AMERICA

A Collection of Biographical Sketches of Jews
Who Have Distinguished Themselves in
Commercial, Professional and
Religious Endeavor.



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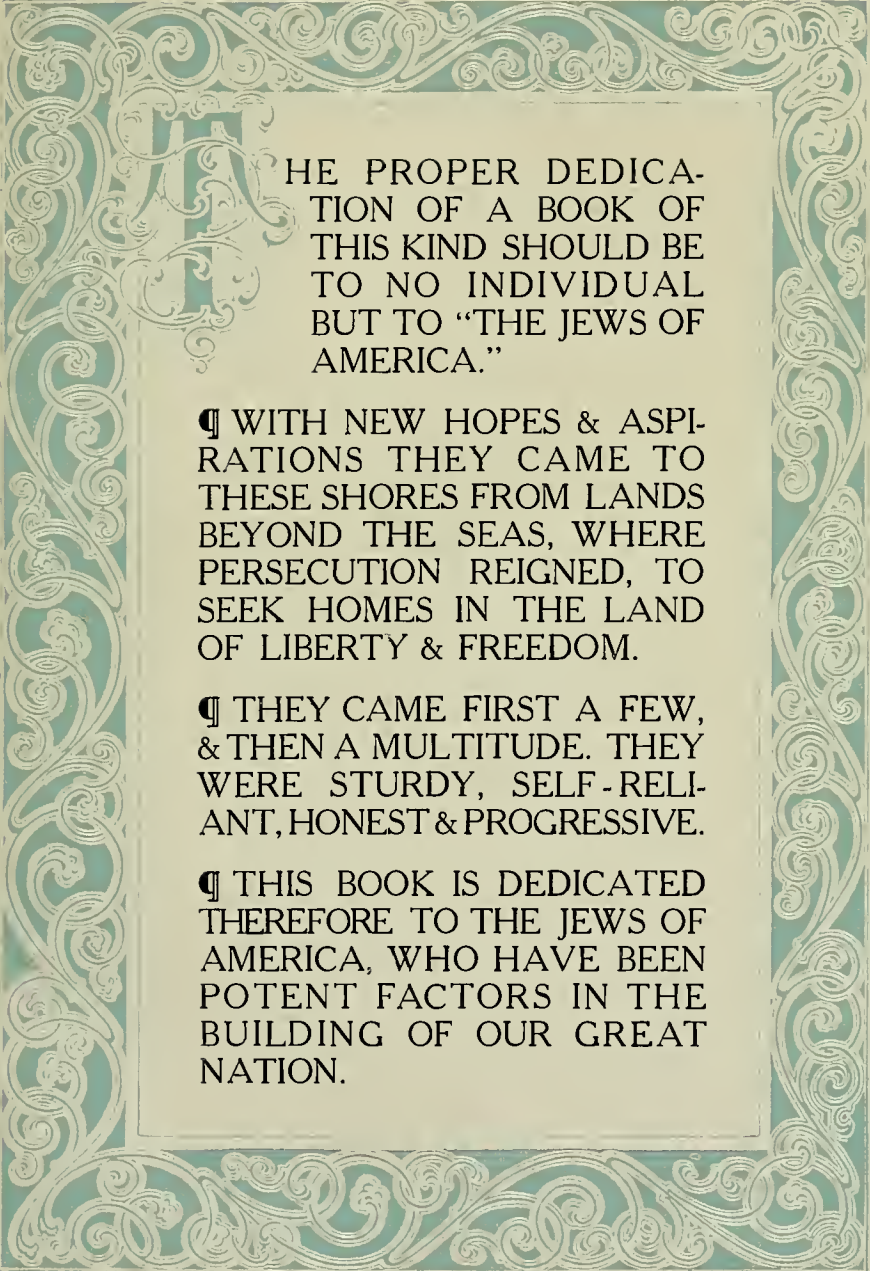
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THE PROPER DEDICATION OF A BOOK OF THIS KIND SHOULD BE TO NO INDIVIDUAL BUT TO "THE JEWS OF AMERICA."

¶ WITH NEW HOPES & ASPIRATIONS THEY CAME TO THESE SHORES FROM LANDS BEYOND THE SEAS, WHERE PERSECUTION REIGNED, TO SEEK HOMES IN THE LAND OF LIBERTY & FREEDOM.

¶ THEY CAME FIRST A FEW, & THEN A MULTITUDE. THEY WERE STURDY, SELF-RELIANT, HONEST & PROGRESSIVE.

¶ THIS BOOK IS DEDICATED THEREFORE TO THE JEWS OF AMERICA, WHO HAVE BEEN POTENT FACTORS IN THE BUILDING OF OUR GREAT NATION.

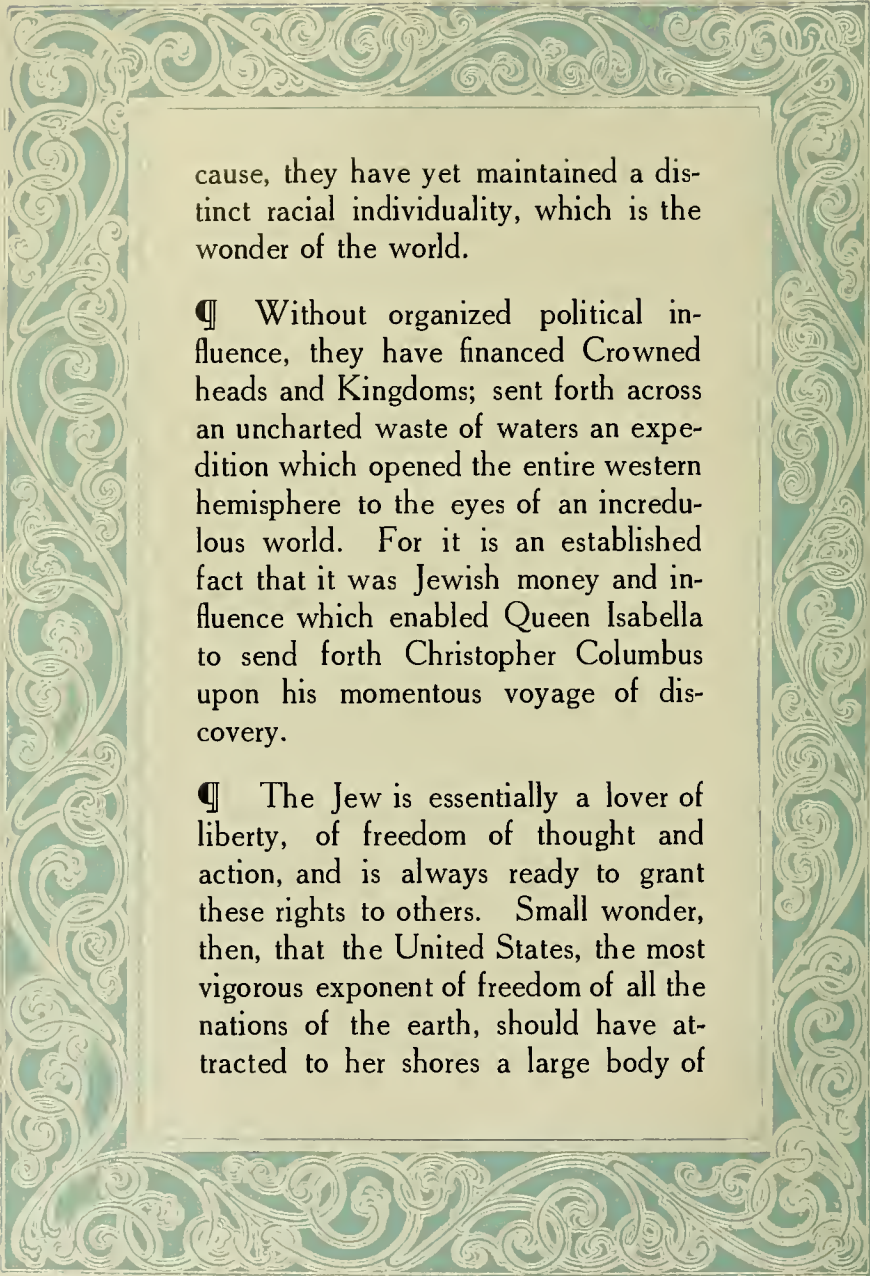


INTRO- DUCTORY

THE purpose of this work is to perpetuate in the minds of this and coming generations, a knowledge of those sterling traits of character which have distinguished the Jewish race since the first dawn of civilization.

¶ It is an interesting fact that they are the only people in the world who have been able to mingle with all nations without being absorbed by any of them.

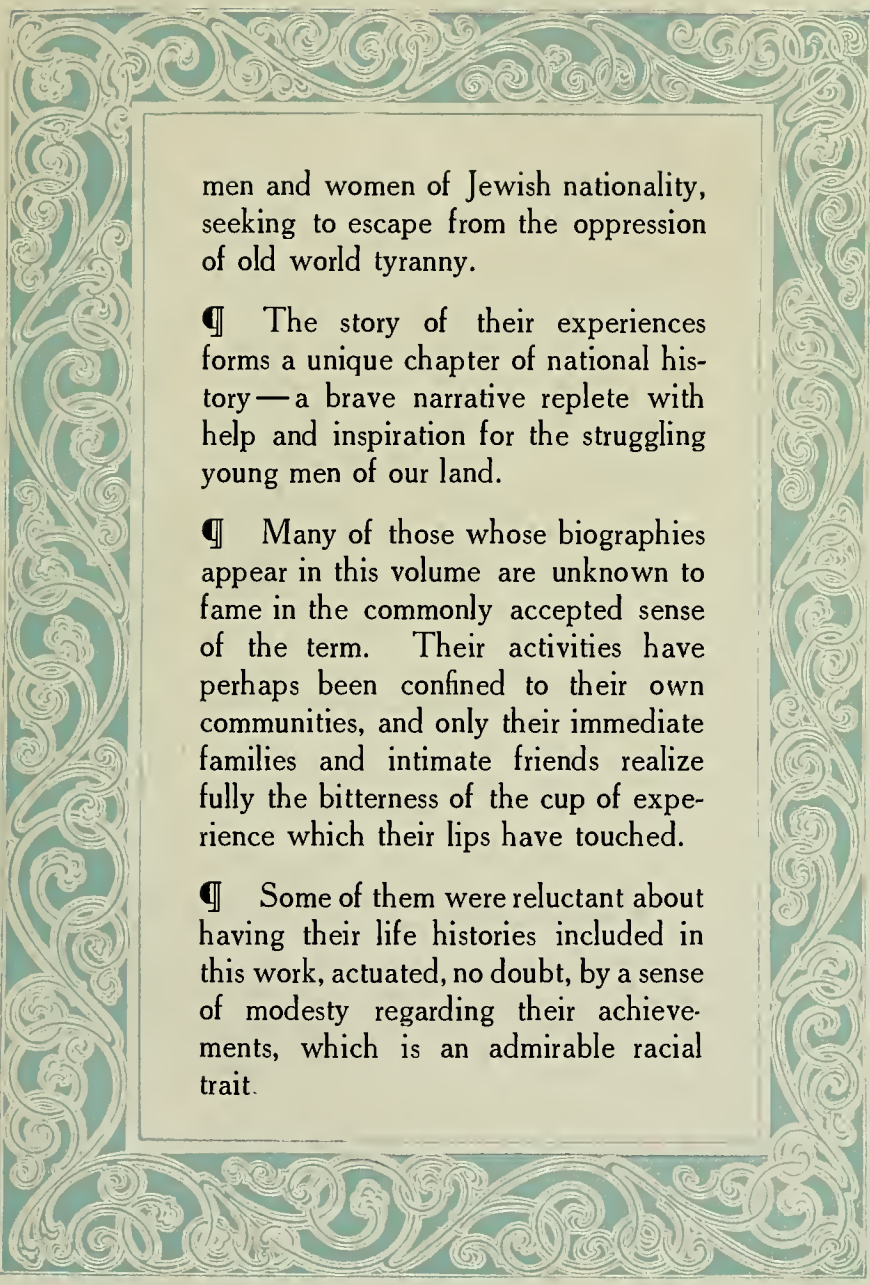
¶ Although loyal to the various countries of their adoption, sending their sons forth to fight their battles; giving with lavish generosity, both of time and money, toward the promotion of every worthy national or communal



cause, they have yet maintained a distinct racial individuality, which is the wonder of the world.

¶ Without organized political influence, they have financed Crowned heads and Kingdoms; sent forth across an uncharted waste of waters an expedition which opened the entire western hemisphere to the eyes of an incredulous world. For it is an established fact that it was Jewish money and influence which enabled Queen Isabella to send forth Christopher Columbus upon his momentous voyage of discovery.

¶ The Jew is essentially a lover of liberty, of freedom of thought and action, and is always ready to grant these rights to others. Small wonder, then, that the United States, the most vigorous exponent of freedom of all the nations of the earth, should have attracted to her shores a large body of

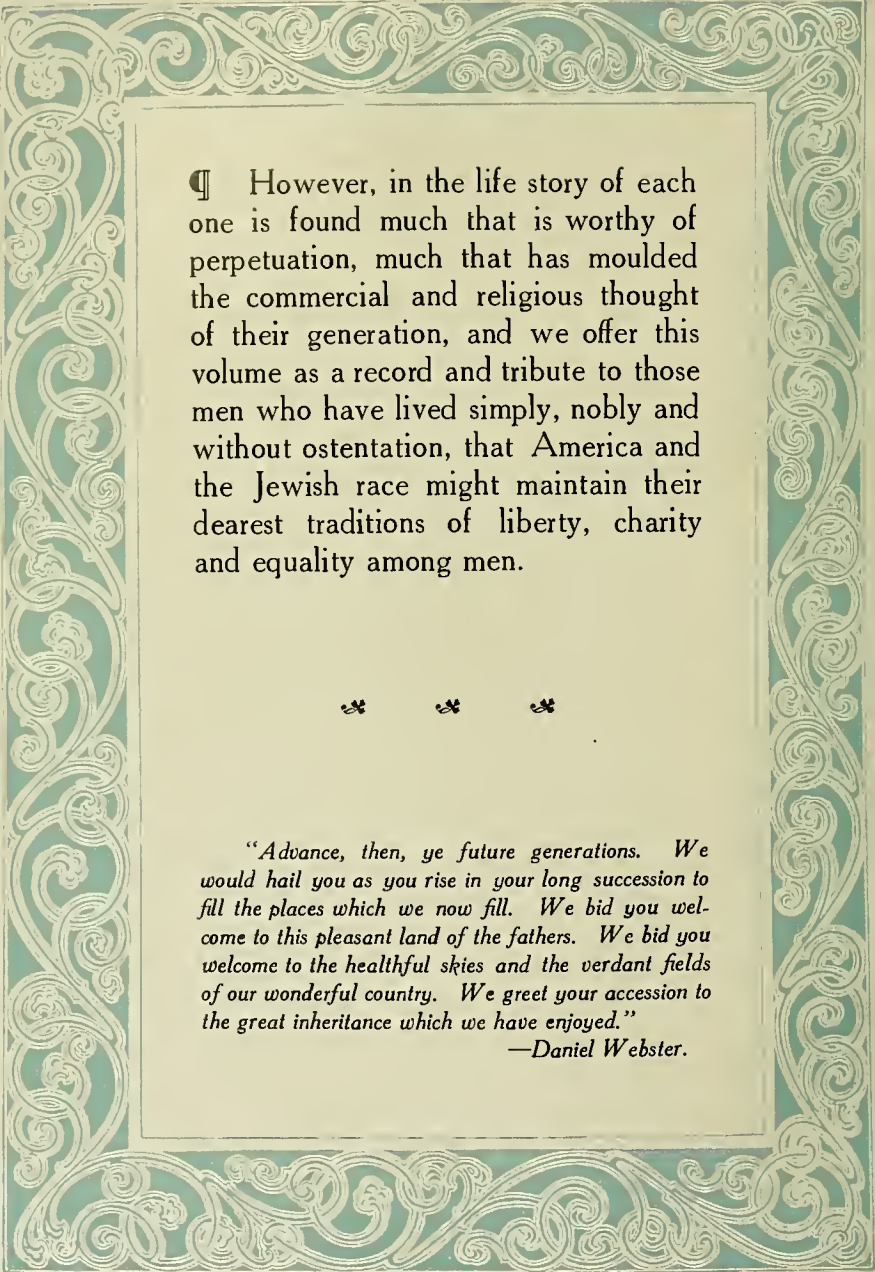


men and women of Jewish nationality, seeking to escape from the oppression of old world tyranny.

¶ The story of their experiences forms a unique chapter of national history—a brave narrative replete with help and inspiration for the struggling young men of our land.

¶ Many of those whose biographies appear in this volume are unknown to fame in the commonly accepted sense of the term. Their activities have perhaps been confined to their own communities, and only their immediate families and intimate friends realize fully the bitterness of the cup of experience which their lips have touched.

¶ Some of them were reluctant about having their life histories included in this work, actuated, no doubt, by a sense of modesty regarding their achievements, which is an admirable racial trait.



¶ However, in the life story of each one is found much that is worthy of perpetuation, much that has moulded the commercial and religious thought of their generation, and we offer this volume as a record and tribute to those men who have lived simply, nobly and without ostentation, that America and the Jewish race might maintain their dearest traditions of liberty, charity and equality among men.



“Advance, then, ye future generations. We would hail you as you rise in your long succession to fill the places which we now fill. We bid you welcome to this pleasant land of the fathers. We bid you welcome to the healthful skies and the verdant fields of our wonderful country. We greet your accession to the great inheritance which we have enjoyed.”

—Daniel Webster.

SAUL ABENSON

Mr. Saul Abenson of Miami, Fla., is still on the right side of thirty, having been born on the 15th of April, 1883. His cradle stood on Russian soil and he calls Borisov, in the old government of Minsk, his birthplace. He is the descendant of a Rabbinical family, his parents being Simeon and Elke Eva Abenson, both dead at the present writing.

Saul Abenson landed in New York during the year 1905. Some months afterwards he went to Philadelphia, and before the year was over he boarded a trans-Atlantic steamer and went to Norway, and before another year he was again on American soil, this time in Georgia peddling merchandise and then engaging in the grocery business. In 1908 he first went to Florida, settling in Miami in 1911.

Mr. Abenson is engaged in the sale of dry goods, under the firm name of the Chicago Bargain Store, at 300 Avenue G, Miami, Fla.

When Mr. Abenson first arrived in America he was on the Russian army list, having been just ordered to the front, in the late Russo-Japanese War. When he attempted to cross the border, twelve bullets were fired at him, and it took him forty-five days to land on these shores.

Mr. Abenson was married, on the 10th of January, 1912, to Lena Gelfman, born in Russia, and there are two children of this marriage, Samuel and Gladys. He is a Talmud student of note and a member of the local congregation.

ABRAHAM ABRICH

At 432 Eddy street, Providence, R. I., is located the Rhode Island Paper Stock Company, an institution devoted to waste material. One of the partners in this business is Mr. Abraham Abrich, who was born in Minsker, Gubernie, Russia, July 18, 1869, the son of Asher Abrich, a merchant of his native city.

He came to America in 1891, landing in New York, where he began working as a shirt operator. For the first four weeks he received no pay, as he was just learning the trade. Later he was paid \$5 per week, but only remained four months. He then went to Cleveland, and began peddling fruit, later turning his attention to dry goods. This was followed by a variety of experiences in a foundry as moulder, which work he found to be too heavy; then in a cap shop, later as a helper in a furniture store and finally he again turned his attention to peddling. He later worked in a rubber factory for three years, but not finding any of these occupations to his liking, he started in the present line of business, where he has been very successful in every way.

Mr. Abrich was married in Providence, R. I., in March, 1900, to Miss Ida Taber, and they have eight children, five boys and three girls, all of whom are going to school and being educated in music.

Mr. Abrich is a member of the B'nai Zion, B'rith Abraham, Zionists Order of Talmud Torah and the Hebrew Free Loan Society. He also contributes to the Denver Hospital, the Immigration Society of New York, all the Yshivis and charities.

He is Past Treasurer of congregation, charter member of the Free Loan Society mentioned above, and a Director of Talmud Torah.

RABBI WILLIAM ACKERMAN

Rabbi William Ackerman, of Pensacola, Fla., is still young in the rabbinical profession, having been graduated from the Jewish Theological Seminary of America in 1911, but, judging from the popularity he has acquired and the unwonted energy displayed in the discharge of his duties, we are justified in predicting a still greater future for his remarkable abilities.

Rabbi Ackerman was born on the 6th of December, 1886, in Kaschau, Hungary, as the son of J. and Vilma Ackerman. He is the descendant of a great rabbinical family, and when still at home he received a good education. He studied Talmud, and was graduated from the Royal Gymnasium at Kaschau. When he arrived in America, in 1905, he decided to take up the duties of a rabbi, and, in addition to a course he took up in Dr. Schechter's Seminary, he received his secular education at Columbia University.

In 1913 he came to Pensacola as the rabbi of Congregation Beth El. He was previously the rabbi of Sinai Congregation at Lake Charles, La.

In addition to his rabbinical duties, he is prominently connected with nearly every phase of communal activity. He is the president of the I. O. B. A. Lodge of Pensacola and a member of the General Committee for the Southern District of B'nai B'rith (No. 7), comprising seven States. He is the chairman of the Child Labor Law Committee for the State of Florida, and is a member of the Executive Board of the Army and Navy Life Activities Commission.

In personal intercourse Dr. Ackerman is a highly pleasing young man, an exceptionally gifted orator and undoubtedly headed for a national reputation.

BEN ADLER

As an illustration of the fact that life is not a matter of years, but of achievement and accomplishment, the career of Mr. Ben Adler of San Antonio, Texas, is highly valuable.

Mr. Adler was born on August 29, 1889, in Des Moines, Iowa. His parents are Israel and Yenta Adler. After graduating from the public schools and the high school, he left his native city and came with relatives to San Antonio, Texas. This was in 1906. For several years after his arrival in that city he worked in a wholesale dry goods business and then started a dry goods store of his own at Rockdale, Texas. Two years later he returned to San Antonio, where he conducted a dry goods store for a short time, and then connected himself with the wholesale and retail grocery business of his father-in-law, Mr. Joseph S. Hahn, to whose daughter, Miss Dora Hahn, he was married on April 16, 1913. This concern, whose firm name is that of Joseph S. Hahn, and whose place of business is at 501 to 505 S. Alamo street, has immeasurably profited by Mr. Adler's connection with it and by his high intelligence and great ability.

Despite the fact that Mr. Adler is still a very young man, his interests and activities in the Jewish community have received wide recognition. He has held the position of president of the Jewish Literary Society for several years and is a past president of Edar Lodge 211 of the Independent Order of B'nai B'rith. He is also a trustee of the Agudath Achim Congregation and has served as secretary of the local Relief Committee for Jewish Sufferers through the war. He holds membership also in the Zionist organization and the Masonic fraternity, and is deeply interested in all works and endeavors tending to progress and human advancement.

Mr. and Mrs. Adler are the happy parents of two lovely children, Hortense and Edyth.

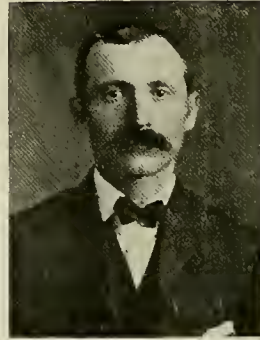
LAZAR ADLER

Austria-Hungary has given to Wilkes-Barre one of its best citizens and most able business men in the person of Mr. Lazar Adler.

He was born in 1867 and came to America May 15, 1896. Having a brother in Wilkes-Barre, he came direct to him, where he worked for a time at the small wage of 90 cents per day. He then started buying and selling junk, which he continued for ten years. His next venture was in the grocery business, but, not finding this to his liking, he sold out and opened a junk yard, which has developed into the present large firm operating under his name.

Mr. Adler was married in Europe in 1888 to Miss Edith Rosa Simsarech. They have a family of six children, four boys and two girls, the oldest son, Samuel, being in business with his father. They are all living at home, are excellently educated and, being talented musicians, form a delightful family circle.

In matters of charity, Mr. Adler is exceedingly generous, contributing to the Denver Hospital, Mercy Hospital, all the Yishivis and the Y. M. H. A. He is also a prominent member of Congregation Habra Anshe Hungarian Independent Order of B'rith Abraham and the Odd Fellows.



MAX ALDERMAN ABRAHAM ALDERMAN WILLIAM ALDERMAN

The Alderman family, prominent in Russia as merchants, have given three business men to the new world, of whom New Haven, Conn., is justly proud.

We refer to the Alderman brothers, Max, Abraham and William. These men came to America without capital and by hard work and shrewd business judgment have placed the firm of Alderman Brothers on a sound financial basis, and a position of prominence among other industries of New Haven.

Their experiences in America all bear great similarity, as they began work upon very small salaries, peddling and buying and selling junk in order to gain experience for their future larger activities.

The elder brother, Max, was born in 1871, while Abraham is eight years younger. They all came to this country in 1892, and in a comparatively short time have won an enviable place for themselves in the business world.

Max Alderman was married in New Haven, Conn., in 1894 to Miss F. N. Wiener, and they have five children, one boy and four girls, all going to school.

Abraham Alderman was married in New Haven in 1899 to Miss Mollie Carlson and they have three children, one boy and two girls, who are attending high school.

William Alderman was married in New Haven in 1906 and their five children, two boys and three girls, are all in school.

All three brothers are prominent in the various Jewish organizations, Max being Past Vice-president of Savas Achem, Past Treasurer Rambaum Lodge, Director of Free Loan Association, Director of the Jewish Aged of New Haven. He is also member of the Knights of Israel, Vilna Society and Peddlers' Association.

Abraham Alderman is Treasurer of Hebrew Free Loan Association and President of Rambaum Lodge. He is also affiliated with the other organizations to which Max Alderman belongs.

William Alderman is Past President of the Vilna Association and Director of Jewish Consumptive Relief Association of Denver, Col. He is also affil-

ated with the Rambaum Lodge, Knights of Israel, and the Hebrew Free Loan Association.

All three brothers are very public-spirited and generous in their gifts to charity.

LEO ALEXANDER

“Tenacity is the only key that will open the door of success.” Employers today shun shifters. Find your sphere, then stick to it. Even a postage stamp knows enough to stick until it gets there. Had our forefathers been quitters, there would have been no United States today. It is stick-to-it-iveness that has made both nation and individuals great.

Decay and decline only come when nations or individuals cease their striving, when they become slack, slothful and shiftless.

Is it not the literal truth that America, as we know it, owed its discovery by Christopher Columbus to this very virtue of stick-to-it-iveness? Without it no man is likely to climb to the top of the ladder—and remain there.

Every inch an American, and one of the shrewdest business men in Niles, Ohio, Leo Alexander is a fine example of the second generation of the Hebrew blood infused from birth with the spirit of freedom and progress. He was born, raised and still lives in the city of Niles, and is a part of its life and activities in a broad sense.

Mr. Alexander is the son of the late Abraham, scrap iron dealer, and Rose Alexander, of Niles, Ohio, born June 13, 1892.

At present he is running his father's business, which he took over in 1911 when his father departed this earth.

But, like all good Jews, let us mention just a word about his social life. On October 24, 1915, he was married to Miss Kate Lavine, of Cleveland, Ohio, daughter of Mr. and Mrs. Barnett Lavine. Mr. and Mrs. Alexander have one daughter.

Mr. Alexander is a Mason, is affiliated with the K. of P. lodge and Anshe Emeth Congregation, and he is a liberal contributor to many charities, both local and national.

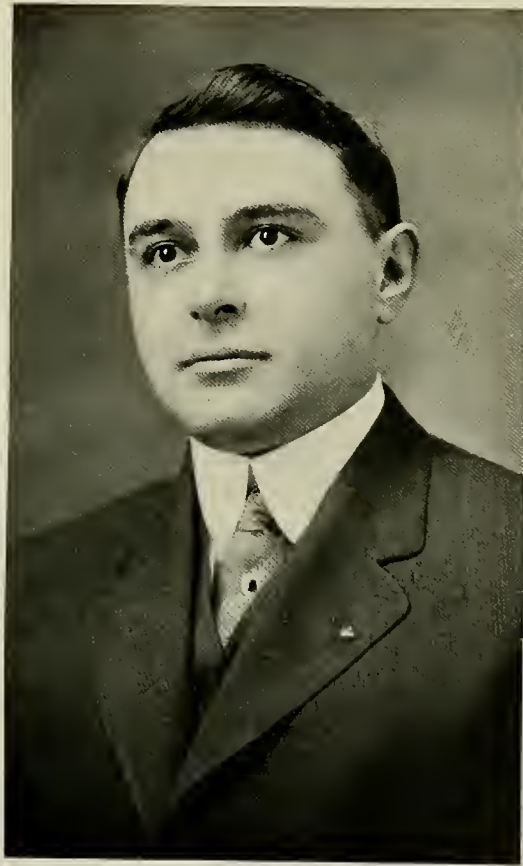
MEYER SOLOMON ALPER

In this day of superficiality, when less attention is given to matters of religion, it is indeed edifying to find a Jew of the old school who has not only trained his own son thoroughly in the beliefs and traditions of his race, but whose grandchildren are also receiving a thorough Jewish education. We refer to Mr. Meyer Solomon Alper, of Providence, R. I., who is a prominent and wealthy wholesale dealer in waste paper.

Mr. Alper was born in Minsker, Guberne Russia, in the year 1858. He was married in 1876 and five years later came to America. He came direct to Providence, R. I., where he peddled rags for the first two years, and then opened a small shop. However, Mr. Alper decided that his best future would be in the paper business, in which he engaged, and they have today an immense plant, employing a large number of people and shipping their products to all sections of the country.

Mr. and Mrs. Alper have one son, Benjamin, who is in business with his father. He was married to Miss Rachel Abelson, of Providence, and they have two children, one boy and one girl, who are attending school and are at the same time being given a thorough training in Jewish literature.

In addition to Mr. Alper's business responsibilities, he finds time for affiliation with all the prominent religious orders of his race, being past Vice-president of Avas Sholom Congregation, Mannan Avas Lodge, B'rith Abraham, and Talmud Torah.



LEO ALEXANDER

His wife is also very active in the promotion of the various charities of Providence, and both Mr. and Mrs. Alper are liberal in their contributions not only in their own city, but also to the support of institutions in other sections of the country.

OSCAR H. ALTSHULER

Mr. Oscar H. Altshuler, although still a young man, is one of the most successful business men of Youngstown, Ohio. He was born in Shavel, Province of Kovno, in August, 1889, and is the son of Myer Altshuler, a great Hebrew scholar, who has made contributions of merit to the important field of Jewish learning and education. He was brought to this country at the age of ten and went to school in Akron and Youngstown. In 1907 he started his present business of manufacturing preserved food products, with a plant at Springsboro, Pa., and headquarters at Youngstown, Ohio, under the firm name of Altshuler Brothers. The Youngstown establishment is located at Nos. 19-25 Prospect street.

If one was asked to define in one word Mr. Altshuler's chief social and spiritual interest in life, he would have to say "Zionism." Zionism was his hobby from the first. He came to the conclusion that in order to create conditions that would place our race in the foremost ranks, where he was sure we belonged, an adherence to Zionist principles was more than essential, it was indispensable, and the only thing worth while. Repeatedly did he hold office and occupied high positions in the Zionist movement; at the present writing he is Vice-president of the Ohio State Zionist organization and chairman of the local committee in charge of the preparations for a Jewish congress, which Mr. Altshuler always regarded as a highly important movement from the point of view of Jewish organization and unity. In addition, Mr. Altshuler is a member of the executive committee of the Young Men's Hebrew Association of Youngstown and the local Talmud Torah, and a member of the Congregation Emanu-El.

Mr. Altshuler's Jewish training and thorough Hebrew education have fitted him pre-eminently for a position of leadership among the young Orthodox Jewry of Youngstown. He is a thorough nationalist and devoted Zionist. He represents the type of clean-cut young American who has not forgotten his true and inborn Jewish idealism in the turmoil of the American business life. While successful in his vocation, he is perhaps more interested in the propaganda of his idealism than in matters of daily life and the routine of his everyday business. It is that high-mindedness of the young American Jew which enables the Zionist movement to look forward with great hopefulness and causes men of Mr. Altshuler's type to assume the place they are best fitted for as leaders and masters of modern American Jewry.

JACOB AMRON

The high cost of living in hotels early attracted the attention of a young man who at the present moment is the proud part owner of the Marlborough Hotel, New York City. This young man, named Jacob Amron, observed another thing. He came to the conclusion that the high cost of living in hotels was due to a leakage in the various departments of the hotel or restaurant, creating overhead charges which must needs be met by the patron. In this way it is not the high cost of material, but lack of proper administration, that caused the high cost of living. Mr. Amron decided to organize a hotel which would accommodate the man of moderate means and the Marlborough is a typical instance of this endeavor.

Jacob Amron was born in Russia in 1875, and was brought to America at the age of eleven. After his graduation from elementary school, he

obtained a position as waiter in a well-known restaurant, after a year's time becoming assistant purchasing agent. He then took a position with the Waldorf-Astoria Hotel, where he received his training under the celebrated maitre d'hotel Oscar Tschirky, and a few years later, when still a very young man and not quite twenty, he accumulated a little capital, which enabled him to go into business for himself. His first business venture was an establishment known as The Little Waldorf, and it was an immediate success. This was followed by the taking over of an internationally famous house which had been run as a gambling house and was frequented by America's most noted men. It was located at No. 33 West Thirty-third street and known as the Bronze Door.



Jacob Amron

Mr. Amron's reputation was by that time so well established that he was sought by the Manger Brothers, who induced him to associate himself with them in the building up of their several hotels. With what success this work was accomplished can best be told by the many New Yorkers who have since become his patrons. In a magic manner he transformed the dying old Endicott Hotel restaurant into one of the city's most attractive places. Other hotels followed suit and the corporation with which Mr. Amron was associated took over the Grand Hotel with equal success, and later the Netherland, all conducted in the manner which Mr. Amron has made his principle ever since: catering to the masses instead of the classes.

Mr. Amron soon began to look for other fields and selected a hotel which once had been known from coast to coast and was the headquarters of the best traveling element of the country, the Marlborough Hotel, at Thirty-sixth street and Broadway. This hotel had been thoroughly remodeled and reconstructed from cellar to roof, and Mr. Amron saw the possibility of making this hotel again as popular as in the days gone by, so that he severed his connections with all other interests and associated himself as full partner with Mr. Charles I. Ruhl. His judgment and wonderful knowledge of the restaurant business won for him again a phenomenal success, so that today the entire country is singing the praises of the Marlborough Hotel and its unequalled restaurant, with its high class of attractions and vaudeville features. Above all, the distinguishing feature of the Marlborough Hotel is its marvelous cheapness, so that we find all high class features of the great restaurant equalled if not excelled by the Marlborough—and at just one-quarter of the price. It is this popularity of management and a truly wonderful business genius of the man that made such conditions possible. As stated at the outset, it had been Mr. Amron's contention from the start that if the overhead waste could be eliminated from enterprises of this kind, the public would find itself in the position of enjoying all the benefits of a high-class hotel and restaurant service at prices meant for the man of moderate means. The results have more than proved the soundness of this view.

Some twenty years ago Mr. Amron was married to Miss May Propper, of New York City, and they have two sons and two daughters.

Mr. Amron is a member of a number of charitable organizations in the city and contributes to every worthy cause. His tremendous and unrivalled success stand as a monument to human perseverance, energy and ability, winning the laurel through unceasing adherence to a noble principle.

Mr. Amron has recently purchased the Vogue Restaurant, at Forty-eighth street and Broadway. He reorganized the place in accordance with his well-tried ideas, changing its name from Vogue to Amron's, and we can easily expect that it will turn out the success he had been fortunate to establish in connection with his other great undertakings.

AARON H. ARONOVSKY

The path to success in business is invariably a route punctuated with guide posts of perseverance and common sense.

Notwithstanding all that has been said about luck, the success that endures is never achieved by accident. It is wrested from a reluctant fortune by sheer will power and ability.

Such is the life story of Mr. Aaron H. Aronovsky, who was born in Deritchen Grodner Guberne, Russia, in 1874, and came to America in April, 1902.

His destination was Cleveland, where he worked for an electrical company, and in this way accumulated enough money to go into business for himself, which has invariably been the early ambition of every successful man.

Engaging in the butcher business, he made some money, which he invested in real estate and became so thoroughly interested in this branch of his interests that he has since devoted most of his time and capital to the real estate business. He also has a very profitable interest in the liquor business in connection with Mr. Leveine.

No business man in Cleveland is held in better repute or his opinions more valued than are those of Mr. Aronovsky. His policy of working hard, attending to business and doing the right thing by everybody, may well be emulated by every young person just coming face to face with the problems of life.

His generosity is well known to charitable institutions all over the country, being a liberal contributor to Mount Sinai Hospital and Denver Sanitarium, as well as those of his own city. He is an active member of Shara Torah Congregation, Scovill Avenue Temple, Brith Sholem and a staunch supporter of the United Benevolent Association.

His wife, who, before her marriage, was Miss Chaima Bellia Cherebnick, also has many benevolences which she loyally supports.

They have five fine children, all of whom are receiving a liberal education, and will be finely equipped to assist their father in the care of his multiplicity of business and charitable interests.



I. LEONARD ARONSON

Mr. Aronson, a successful Pittsburgh attorney, was born and spent all his life in his native town. He is a tremendous power for good, a "live wire" and a man the contact with whom inspires you with confidence, and is refreshing in every way. I. Leonard Aronson was born on May 30, 1877, attended elementary and high school to 1898, admitted to the bar in the same year, and has been engaged ever since in the practice of the law, specializing in real estate, banking and corporation law. While in college he worked his way "through" by a position as bookkeeper and ever since took a great interest in modern methods of correspondence and keeping of records.

Under the firm name of Aronson & Aronson, four enterprising young lawyers are engaged in a highly interesting practice. The members of the firm are Harry M., Jacob H., Harvey Morton and I. Leonard Aronson, and their offices are located at the Union Arcade. I. Leonard Aronson is the

President of the so-called Aronson Realty Company, the banking company of Aronson Brothers, the Real Estate Auction Company, the Commonwealth Investment Company, the Aronson Improvements Company, the Lawyers' Oil and Gas Company, the Standard Construction Company, the Real Estate Savings and Loan Association, the Columbia Realty Company, the Garwood Gas Radiator Company, the Webster Land Company, the Apollo Land Company, and his own law firm. In addition, Mr. Aronson is a Director of the Pittsburgh Realty Owners' Association, the Uptown Board of Trade, the Cleveland and Pittsburgh Coal Company and the Continental Coke and Coal Company. Mr. Aronson is a man of temperate habits, economy and hard work, and his unusual success is undoubtedly due to these characteristics.

Mr. Aronson is a member of the Congregation Rodeph Shalom, but he holds no office in the organization.

On June 30, 1912, Mr. Aronson was married to Dora Bernstein of Cleveland, Ohio. There are two children of this marriage. Mr. Harter devotes much of his time to public and social affairs. He belongs to a number of Jewish and general clubs and is a very active member of the Pittsburgh Chamber of Commerce.

WALTER ARONSTEIN,

The "Morgan of the Millinery Industry"—A Keen Business Man With An Excellent Reputation

Mr. Walter Aronstein is a manufacturer of ladies' hats, having his office at 580 Broadway, New York, and his factory in his own immense building in the Bronx, but he is not the ordinary manufacturer, as are so many others. In trade circles he is known as "The 'Morgan' of the Millinery Industry," and all who are identified with this industry admit that he is the leading expert in the line. He is considered a great authority, and all watch his movements closely, in order to imitate what Walter Aronstein does.

Mr. Aronstein was born May 12, 1877, in Mezeritz, Poland. In 1895 he came to America and started to work for N. H. Bornstein, who was then in the cap business, but being a born business man, he was not satisfied to work long for others. After being only two years in the country he started for himself, then he took a partner. Later, for some time, he even was in partnership with his former boss, N. H. Bornstein, who was by that time his brother-in-law; then he went into the millinery business, together with his brothers, and now they constitute the firm of W. Aronstein & Bros. The firm has a very high standing and is considered one of the most successful in the line.

Mr. Aronstein is a very keen and extremely able business man. In his circles he is considered the moving spirit of his trade, and it is no wonder, because Mr. Aronstein was one of those who were mainly instrumental in uniting and combining the millinery manufacturers, and all accord him due credit for having raised the trade to its present stage. At the organization banquet of the Eastern milliners, he delivered an address which was considered a "pathfinder" in that line. The trade journals always quote his opinions as an authority and as a man who can show the way to others.

Mr. Aronstein, being a very busy man, accepts no office in institutions, but he does his share in the community, contributing to the Federation, and he particularly played a great part in the building of the Mezeritzer School in which he was instrumental, combining his business ability, his money and his enterprising spirit, and all the members of this congregation, of which Mr. Aronstein is still a member, admit that the building of the synagogue would never

have been accomplished were it not for Mr. Aronstein's great energy. He is also the chairman of the Mezeritzer Relief Committee, who have already forwarded over \$3,000 to their distressed countrymen.

The writer had occasion to discuss the question of success and failure in life with Mr. Aronstein. His reply to the query as to what is the most essential element for a young man to succeed in life was quite different from the other responses generally given to this question. He said: "In order for a young man to succeed in life he should not look for an easy job. At the moment when a boy gets an easy berth and everything goes smoothly with him, he kills his future. In order for a young man to be successful he requires a bitter struggle. He must work hard, and the harder he works the better are his chances of success. Economy? This is not the fundamental element of success. I do not like a stingy man, because he is of no value to the community. Let a young man spend liberally, and strive to earn it. It is work, work and work that leads to success."

Mr. Aronstein generally makes a very pleasant impression, and he is interesting in conversation. He married in this city in 1902, and has a son and daughter.

BENJAMIN BABCOCK

Life is a succession of lessons which must be lived to be understood. No amount of scholastic knowledge, however valuable it may be, can compensate for the training one gets in the stern school of experience, where the high purpose and perseverance of so many of our best citizens have been tested.

When Benjamin Babcock came to America, a young man of twenty-one, he brought with him plenty of enthusiasm, but little capital with which to begin his business career.

He landed in Detroit and turned to the first honest employment which presented itself, a job in a metal yard at \$7.50 per week.

Seeing the great possibilities in this business, he served a hard apprenticeship of about five years and then, using his small savings to purchase a horse and wagon, started into business for himself.

His business has grown to very large proportions, but success has not made him forgetful of the land of his nativity, as was evidenced by his recent gift of \$1,000.00 to the war sufferers of Russia.

Benjamin Babcock was born in Berjolith, Getnma, Geberne, Russia, in 1880. His father was a merchant and he doubtless inherited from him much of his business ability.

He was married in 1900, the year before he came to America, to Zlotta Karkofsky.

They have four fine children, three girls and one boy, all going to school and displaying remarkable musical ability.

Mr. Babcock is a most liberal contributor to all worthy charities, the Old Age Home having special reason to be grateful to his beneficent spirit. He also is a member of B'nai Israel, Talmud Torah and President of Aguda Achiem

JOSEPH BARNETT

Seemingly trivial circumstances are often fraught with weighty and far-reaching results. The gods of chance and coincidence sport with the carefully laid plans of men, twisting them here, defeating them there, working out life's intricate pattern in a way which we cannot understand until its final purpose is revealed.

The town of Pontiac, Mich., owes the acquisition of one of its most valued citizens to the fact that Joseph Barnett stopped at Pontiac en route from Detroit, where he had gone to attend a wedding. He was greatly impressed with the thriving, progressive spirit of the little city and decided that here would be an ideal place to launch a new business enterprise. From that resolution has developed a business that has been of inestimable value to the community.

Joseph Barnett was born February 15, 1867, in Werberon, Russia. His father, Aaron Michael Barnett, was a successful boat manufacturer and a great scholar.

Coming to America at the age of 17, Joseph turned to the first employment available, and for five years sold dry goods from a wagon throughout the length and breadth of New Jersey.

This was followed by several business ventures in New York and Reading, Pa., but owing to adverse circumstances and the condition of the money market they were not a success. This in reality was the transitional period, the preparation for the larger enterprise which was to become his life work.

He was married in New York June 8, 1891, to Rachel Rogopsky, and they are the proud parents of thirteen fine children, four boys and nine girls.

The girls have shown a remarkable aptitude for music and all are very proficient at the piano.

Mr. Barnett is a staunch supporter of many charities, including the Old Folks' Home, Detroit, Cleveland Orphans' Home, Denver Hospital, City Hospital of Pontiac and all Jewish organizations.

He is also a valuable member of the Chamber of Commerce.

Mrs. Barnett is President of the Ladies' Aid of Pontiac and finds time for many other benevolent activities.

SAMUEL BARNETT

New York

Abandoned Rabbinical Career—President of His Industry

Samuel Barnett was born in Bialystock, Russia, on March 2, 1881, and came to America when but three years old. He attended the Yeshibah Etz Chaim for five years, went to Public School No. 2 (Henry street), and later to the city College, but was compelled to leave very shortly through lack of funds. He obtained a situation in a muslin underwear factory and at the age of sixteen returned to college. He determined to study for the rabbinate and, with the assistance of Rabbi Gustave Gottheil of Temple Emanu-El, was sent to the Hebrew Union College at Cincinnati, but after a few years decided that a professional career was not to his liking, and returned to work in the underwear factory. This was at the age of twenty-two. Now he is a member of the large firm of Harris Brothers & Barnett, at Nos. 11-13 East Twenty-sixth street, New York, and president of the association of those engaged in the muslin underwear industry.

Mr. Barnett is reserved to a degree, modest and retiring and a serious-minded, deep thinker. He believes a maxim for business success is, "Don't watch the clock." He is a believer in modern orthodoxy and for ten years has been a member of the Jewish Theological Seminary. On July 24th he married a daughter of Rabbi Isaac Margolis and in consequence is a brother-in-law of Prof. Margolis of Dropsie College, Philadelphia, and Rabbi Elias Margolis of Mt. Vernon.

SAMUEL BARNETT
Cleveland, O.

It is natural for us to believe in great men, just as we like to believe in truth and beauty; and, by the same token, we think of ugliness as an accident of nature, and a lie the result of a strange mental deformity.

Mother Nature must inevitably claim a big share in the success of any of her children, for she has given to all a priceless endowment set upon the shining heights—the lofty example of her favored sons. Thus we learn that “the gods of fable are but the shining moments of great men.”

We move forward largely upon the credit derived from the actions of honorable men, and every community is exalted by the presence of a man who always keeps faith with his fellows.

Such a course of action, coupled with much natural ability, has placed Samuel Barnett in the foremost rank among the business men of Cleveland, O.

He was born in Haradock, near Wilna, Russia, April 23, 1884, and came to this country with his parents at the age of six years.

His father engaged in the iron business in Wooster, Ohio, and when eighteen years of age Samuel commenced to assist him.

Wishing to have a business of his own, he saved as much of his earnings as possible, and at the end of three years had accumulated \$300.00, which served as a capital for his business venture.

That he has achieved unqualified success goes without saying.

There is not a man in Cleveland whose promises are more respected, and whose business integrity is better regarded than Samuel Barnett, and he attributes his rapid rise to these qualities, combined with a strict attention to business and a singleness of purpose which has never deviated.

Someone has said that “Genius is an infinite capacity for hard work,” and Mr. Barnett believes this truism can well be adopted in any line of endeavor.

He was married in Cleveland, August 17, 1909, to Miss Sadie Friedman, whose family was one of the most prominent in the city, her father being a successful business man, and very active in all Jewish organizations.

Mrs. Barnett is a liberal contributor to the Infants' Home, Old Age Home, Instant Aid Society, and Euclid Avenue Temple, of which both Mr. and Mrs. Barnett are members.

No worthy charity, regardless of race or creed, applies in vain to Mr. and Mrs. Barnett.

At this writing they are still young, with many years of helpful activity before them.

May their children follow in the shining path of virtue and benevolence which their parents have so plainly indicated to them.

SAMUEL BAUM

The Talmudic maxim that it is the man who dignifies his calling, and not the calling which reflects honor and dignity upon the man, is clearly demonstrated in the career and experience of Mr. Samuel Baum, of Austin, Texas.

Mr. Baum has carved his own career and has made an honored place for himself in the city and community in which he lives solely through his fine personality and his noble qualities of heart and mind. Hard and taxing work from the time he was eleven years old has not robbed him of a most cheerful disposition nor of an exceedingly benevolent and optimistic view of life. He was born to his parents, Jacob and Yetta Baum, in St. Louis, Mo., on October 28, 1878. After attending the public schools of his native city until he was eleven years of age, he started as cash boy in one of the stores and later accepted employment as cutter in a shoe factory, where he worked for eight years. He then took a position with the G. Mathews Metal Company, and after serving that firm most faithfully and zealously for seven years, he was sent as its representative to Austin, Texas, where he established a similar business enterprise of his own in 1906. This business, which has now been in existence for twelve years and which, under the name of the Baum Metal Company, is located at 800 East 6th street, has become widely and favorably known throughout the State of Texas.

Despite the business details which claim Mr. Baum's thought and attention, he takes an active and leading part in the work of the community and contributes liberally, both of his means and of his personal service, to the various Jewish and general organizations of Austin.

On December 6, 1904, Mr. Baum was married to Miss Bessie Littman, a popular young lady of Austin, and their union has been blessed with four bright children, Gerald, Marcus, Minette and Edward.

SAM BECKERMAN

Success is a fickle goddess, many times not easily won.

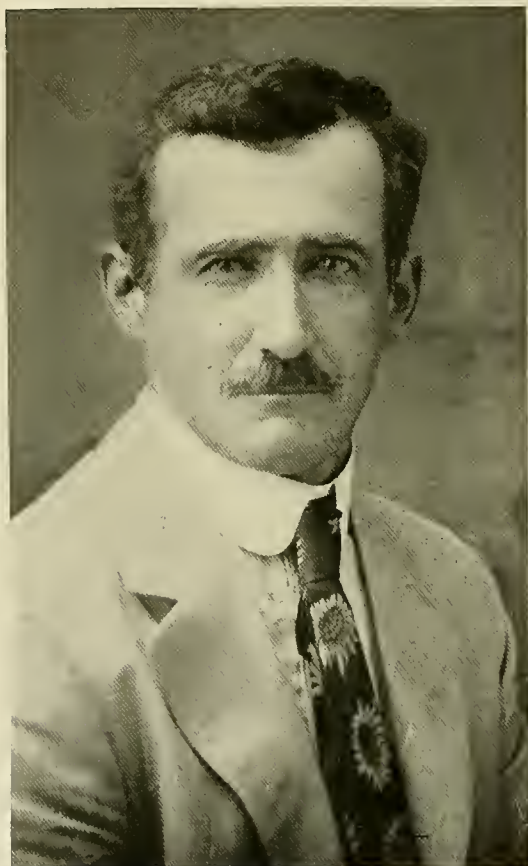
It is only to those who have the necessary qualities of self-discipline and persistence that she finally turns a smiling face.

We are reminded of these facts in connection with the career of Mr. Sam Beckerman, who was born in Volina, Guberne, Russia, in May, 1878. His father, Ben Beckerman, was a distinguished scholar and successful merchant of his native city.

Feeling that his opportunities would be greater in the new world, Mr. Beckerman came to America in June, 1901, going directly to Chelsea, Mass., where he worked in a rag shop at \$9 per week. Continuing this for four years, he accumulated sufficient capital to go into the grocery business. This was an unfortunate venture, and he was obliged to go to work again where, for three years, he continued with almost superhuman industry in his efforts to save enough capital for another business of his own, but success was not yet ready to crown his efforts, as conditions over which he had no control during the panic of 1907 swept away his entire capital. With sturdy determination and undaunted purpose he again went to work, and after a few years of the most strict economy went into business with his present partners, Mr. Schechter and Mr. Weinstein. This business venture was successful from the start, and they are today doing an immense business that is national in its scope.

Mr. Beckerman was married prior to his coming to this country (in the year 1898) to Miss Bessie Brandman. They have four children, one boy and three girls, who are all going to school and studying music.

Mr. Beckerman is affiliated with all of the prominent charities of his city, and is also a member of the Orthodox Congregation.



SAM BECK

SAM BECK

In these perilous days, when our nation in the first time in its history has been awakened to the importance of conserving its meat supply that we may be able to feed not only our own nation, but our allies and the great armies depending upon us, fish has become a prominent article of diet upon many an American table, where it seldom appeared before.

One of the largest dealers in this line of food products is Mr. Sam Beck, of Cleveland, Ohio, who only sixteen years ago landed on our shores with no capital, but an overwhelming ambition to succeed in some business of his own.

He was born in Lember, Galicia, in 1871, the son of Mr. and Mrs. Solomon Beck, his father being an accomplished Yiddish scholar and a very successful dry goods merchant, from whom he undoubtedly inherited much business ability.

He came to America in March, 1902, and found his first occupation in a cloak factory, where he worked for six months, saving every penny he possibly could in anticipation of embarking in a business venture of his own.

Shortly after he went into the waist business and, while he was very successful, he saw bigger opportunities in wholesale fish, so he turned his attention to this line, which he has conducted with most gratifying results to the present time.

Mr. Beck is now proprietor of a large establishment at 3322 Woodland avenue, Cleveland, O., where he does a flourishing business.

Mr. Beck was married in Europe in April, 1889, to Miss Bene Schubert, who has been a most devoted wife and has given their five children excellent home training. The eldest son is married and has one small son of his own, five years old. The balance of the children are still at home.

Like all self-made men, Mr. Beck has a definite idea of the qualities which are requisite for success and his advice is worthy the careful attention of all young men just starting out on a business career: "Be honest. Save your money, and go into business for yourself." This is the policy which has placed Mr. Beck in a pre-eminent position among business men of Cleveland, Ohio.

Both Mr. and Mrs. Beck are beloved for their liberality and, among many other benevolences, they are staunch supporters of Mt. Sinai Hospital.

MAX LEE BEAR

Pensacola, Fla., can by no means be considered a large Jewish center. But the place contains, among its population, a number of Jewish citizens who undoubtedly deserve to be presented to the American public.

At the head of these we must place the name of Mr. Max Lee Bear, who is of that type of Jew who would gain the attention of even the largest Jewish communities.

Mr. Max Lee Bear was born on the 7th of January, 1872, in Greenville, Ala., the son of Louis and Henrietta Bear. He attended the public schools of his native city and Cincinnati, and later he obtained a higher education in the Military Academy of Staunton, Va., from which he graduated in 1888. He began his business career as a traveling salesman for his father's firm, of which he shortly became a full-fledged member.

What Mr. Bear had already accomplished at this early age can be seen by a perusal of his business connections. He is a partner in the large wholesale grocery firm of D. Lewis Bear & Co., located at the corner of Palifox and Main streets; he is president of and owns the controlling interest in the large San Carlos Hotel, the only first-class hostelry of Pensacola; he is President of the Pensacola Crockery Company and is the President of the Ball Book & Novelty Company.

But the real accomplishments of the subject of this sketch are to be sought elsewhere than in the business world, where he has become so large a factor. He is a great figure in the Jewish communal life of his city, and is part and parcel of the social and political life of Pensacola. For the last thirteen years (with a single exception of three years) he has been the President of the Congregation Beth-El. He is very prominent and has held the highest offices among the Elks, Knights of Pythias and the Pensacola Yacht Club. He also was the President of the Progress Club, a member of the City Council and chairman of its finance committee. He is the only Jew who was ever elected king of the carnival which is held in Pensacola.

Mr. Bear is a gentleman of the highest type and is generally admired and beloved by all.

He is married to Bella Rosenau, born in Louisville, Ky. They were married on the 12th of October, 1899, and they are the parents of three children, named Leonia Yetta, Elise Rosenau and Maxine.

Mrs. Baer is vice-president of the Pearl Eagar Home, an institution for orphans, and president of the Beth-El Guild.



Max Lee Bear

HARRY BELENSKY

The life history of Mr. Harry Belensky proves conclusively that no matter how humble the beginning, success is bound to follow hard work and business ability rightly applied.

Mr. Belensky was born in Antonifka, Wholyna, Russia, in September, 1876. He came to America in March, 1909, landing in New York with but \$16 capital. He obtained employment as a machine operator, but had to pay \$10 of his meager capital for the privilege of learning and was obliged to work for a month without pay. He decided that there was no future in this line, so went to Detroit and began working in a rag shop for \$6 per week. He was able to increase this salary very rapidly and in two and one-half years had saved \$600 besides supporting his family in Russia and assisting his brother. Investing his capital in a business of his own, he started in with a partner and by unceasing work gradually established their business on a firm basis. They then planned to bring their families from Russia, and with all the money available sent across for that purpose. However, about this time the war started, their families were unable to cross and lost all the money which was sent them. Although this was a great disappointment, they kept right on with their business, firm in the belief that bappier days were to come.

They are today doing a very large business at 253-261 Winder street, Detroit, Mich., and are hoping that conditions will soon make it possible for their families to join them in America.

Mr. Belensky was married in Russia in August, 1901, to Miss Fannie Rabber, and they have four children, two boys and two girls, as above stated, all being in Russia at the present time.

Although Mr. Belensky's business cares are very arduous, he still is a devout attendant at Beth David Congregation and is a member of Talmud Torah. He also gives most liberally to charities, not only in his own city, but also to institutions of national importance, such as Denver Sanitarium.

SAM BELLMAN

Every youth, doubtless, in his first start in life, purposes to have a definite object, to make life practical and useful. In this epoch, earnest resolutions are made and a strict line of conduct is marked out. However, only a few have the strength of character necessary for the fulfillment of youthful ideals.

Mr. Sam Bellman, of Toledo, Ohio, has to his credit an exceptionally brilliant commercial career, which may largely be attributed to his concentration upon a given object, doubtless inherited from his father, who was also successful in the same line of business.

Sam Bellman was born in Toledo, Ohio, April 16, 1881, the son of Benjamin and Sarah Bellman, his father being engaged in the grocery business.

He was educated in Toledo until fourteen years of age, when he commenced helping his father in the store and there acquired a vast amount of knowledge regarding the practical management of the business, which was to serve his purpose so well in later years.

A few years later he started the first of a chain of grocery stores which are now to be found in various parts of the city, and which speak volumes for the business ability and progressiveness of Mr. Bellman.

Mr. Bellman was married in Toledo in 1907 to Miss Hilda Michale, and they have one son, who is attending school.

A prominent member of B'nai B'rith and the Federation of Jewish Charities, Mr. Bellman overlooks no opportunity to assist those less fortunate than himself, and is active in many charitable and philanthropic causes.

CHARLES BELSKY AND A. GOLDBERG

One of the most prosperous business houses of Holyoke, Mass., is that of Belsky & Goldberg. These two men, whose business partnership has been so successful, were both born in Lunzer, Guberne, Russia, Mr. Belsky on April 22, 1885, and Mr. Goldberg in the year 1876.

Both of them had a hard struggle to establish themselves in the new world, working at any honest employment that came to hand until they established the present wholesale junk business, which has been successful in every respect.

Mr. Belsky was married June 11, 1912, to Miss Esther Cohen, and they have three children, two boys and one girl, all going to school.

Mr. Goldberg was married in Russia in 1896, and they also have three children, two boys and one girl, who are in school.

Both families are very prominent in their social circle and are noted for their generosity in gifts of charity.

Messrs. Belsky and Goldberg are members of Rotve Sholam Congregation, I. O. B. A., Arbetier Ring, Talmud Torah and Degel Zion.

ADOLF BERCOVITZ

In the year 1877, when Adolf Bercovitz was born, if his father and mother could have looked forward with the eye of prophecy, they would have been very proud of the prominent position in business which their son was destined to fill in Providence, R. I.

The father of Mr. Bercovitz, Alter Bercovitz, was a brick manufacturer in Hertza, Roumania. Adolf did not come to America until he was thirty years old, three years after his marriage to Miss Toba Aranovitz. He landed in New York and after a two weeks' stay, during which time he was unable to find any profitable employment, he went to Providence and landed in that city with but \$3 in his pocket. With this meager capital he began buying and selling junk, continuing for two years. He then opened a yard, which since has grown into the large establishment at 29 Hilton street, and he is today considered one of the most able and prosperous business men in the city.

The Bercovitzs have four children, two boys and two girls, all going to school, and studying music.

Among the organizations with which Mr. Bercovitz is connected we wish to make special mention of the Western Star, which was founded by him and named for him, in appreciation of the very valuable service which he rendered.

Mr. Bercovitz is still in the prime of life and it is to be hoped will have a great many years in which to promote the business, civic and philanthropic interests of the city of his adoption.

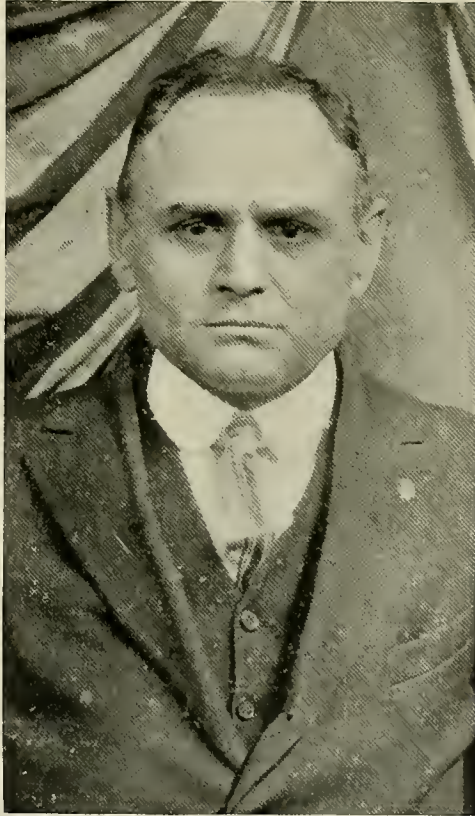
MAX BENSTOCK

We learn to appreciate all things by contrast; the beauty of springtime after bleak winter days; the blessings of peace after war's devastations; the companionship of friends after long absence; the smile of fortune after years of struggle.

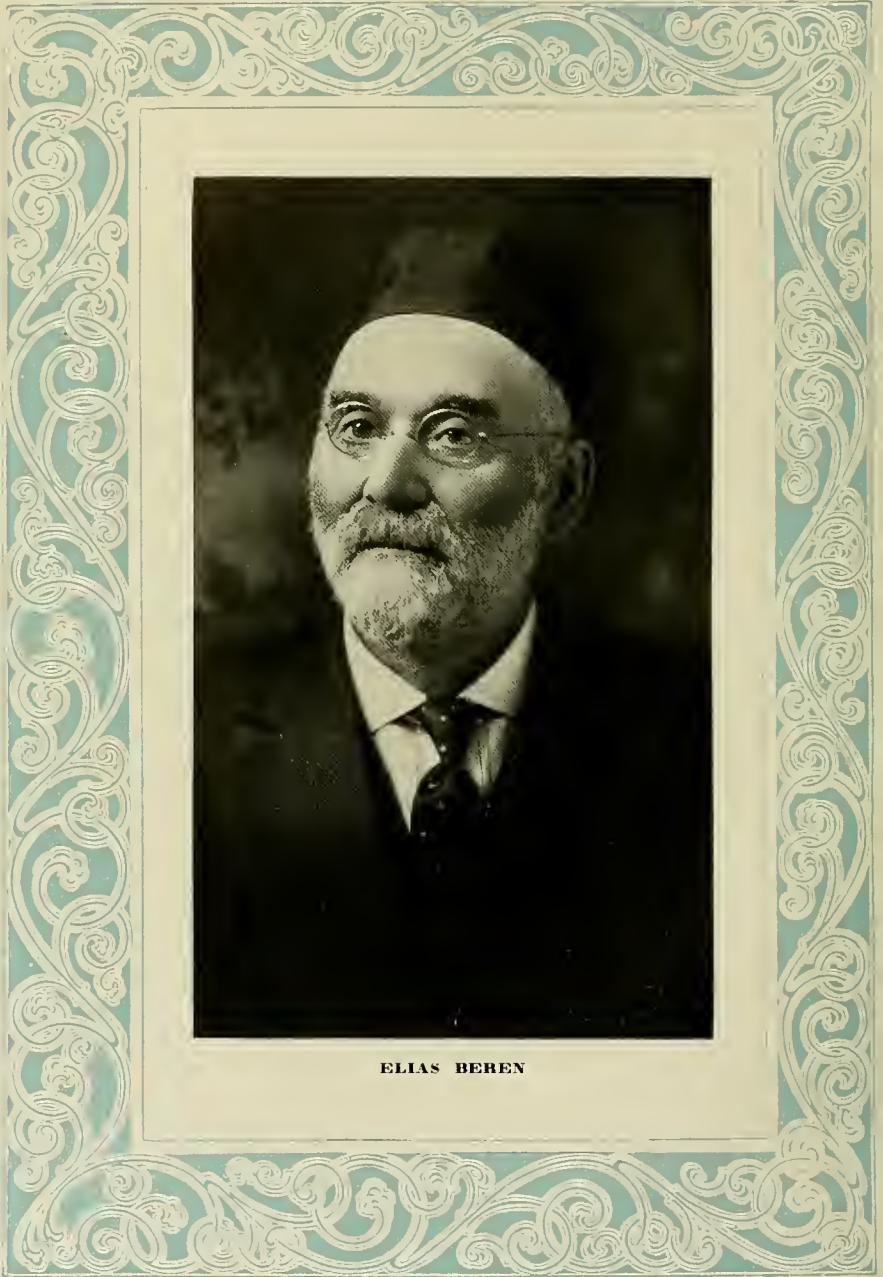
The fruition of Mr. Max Benstock's labors come while he is yet in the prime of life and able to enjoy in the fullest measure the success which has crowned his efforts.

Born in Keltz, Guberne, Russia, June 10, 1872, he embarked for America at the age of nineteen, landing in New York City. For the first two weeks he worked without pay, learning to be a presser. As his subsequent salary was only \$2 per week, he went to Niagara Falls and worked for a time on the tunnel being constructed for the Niagara power plant.

Some time later he came to Buffalo, and, after several other small business



MAX BENSTOCK



ELIAS BEREN

ventures, started in the wholesale iron and metal business with his present partner, Mr. Rosenberg, which business has been an unqualified success.

He was married in Buffalo, January 26, 1896, to Miss Sophie Kallnisky. Mrs. Benstock is a charming woman who has always been very active in dispensing help to all worthy charities. She is a member of the Daughters of Judea, Ladies' Aid Society, Auxiliary of the Old Age Home, Beth-El, and is the executive head of a large knitting club.

Mr. Benstock's charitable connections extend from coast to coast and also to foreign lands, to the needy of every creed. He is a member of Temple of Beth-El, B'nai B'rith, Khilah of Buffalo, Buffalo Hebrew School, Hebrew Benevolent Loan Association, Manhattan Social and Benefit Society, also a member of the Chamber of Commerce, a contributor to the Old Age Home, Federation of Jewish Charities, Immigration Charities of New York, Hospitals for Consumptives of Denver, Colo., Farm School of Philadelphia, Pa., and all other charities, including all the Yishivas of Europe, Palestine and America.

They have three children, one boy and two girls, who will doubtless emulate the sterling precepts laid down by their parents.

ELIAS BEREN

To work with zeal; to avoid all luke-warmness; to have the genius and inclination to do things perfectly; to work courageously, remembering that in the bright lexicon of aspiring youth, there is no such word as "fail." These are the great secrets of success, and are the traits of character which distinguish Elias Beren from his fellows.

Mr. Beren was born in Vitopsky, Guberne, Russia, in the year 1856, the son of Oscar and Etta Beren. He was raised and educated in Russia, and in 1887 married Miss Leah Yoffer.

At the age of forty-two, although having reached the age when less courageous men would not have considered starting a career anew, Mr. Beren decided to try his fortunes in America. He landed in Baltimore, Md., but came direct to Ohio, where, with only \$18 capital, he began peddling. He continued for six months, and by the exercise of the most rigid economy managed to save enough to buy a horse and wagon. After about three years' very hard work, he decided that he would be more successful in some other line, so went to Marietta, Ohio, and engaged in the oil well supply business. This modest beginning has since developed into the Buckeye Supply Co., of which Mr. Beren is president, and in which he has accumulated a fortune.

Mr. Beren has a fine family, consisting of his wife and five children, and is also the proud grandfather of eight, the children of his sons Jacob and Louis who married Miss Mollie Rieyman of Baltimore and Miss Rose Gordon of Cincinnati.

Mr. Beren does not forget his early struggles, and gives liberally to every charity, both local and national, besides being a member and ardent supporter of Congregation B'nai Israel.

His advice to young men of this generation is, "Find the occupation to which you are adapted, and follow that line squarely and honestly."

HARRY BEREN

The exalted position which America holds among the nations today is largely attributable to the fine class of immigrants who have sought her shores. Oppressed by tyrannies and traditions of the old world, these free, progressive spirits have come under the protection of Liberty's banner, bringing with them a priceless heritage of self-reliance and love for the land of their adoption.

Should you ever be in Parkersburg, W. Va., and have the pleasure of meeting Mr. Harry Beren, manager of the Mountain Iron & Supply Co., you will find a representative of the fine type of man we have described above.

When Mr. Beren came to America the sun of his life had already touched the meridian. He had attained his forty-fourth year, just the age when experience has ripened the mind for its best judgments.

So, while his business career started in humble fashion, his subsequent movements, actuated by a concentration and fixity of purpose which would probably have been impossible in a younger and more inexperienced man.

Harry Beren was born in Itopsky, Guberne, Russia, September 20, 1860. He came from a long line of merchants, his father being of that occupation in his native town.

He was married in 1894 to Rachel Arolowitz, who came with him in September, 1904, to share his new fortunes in America. He landed at Baltimore, Md., and from there went to Central Station, W. Va., where he started selling dry goods from a pack. This action was consistent with his strong conviction that a man should do anything to make an honest living, save his money and go into business for himself.

Four years later we find him in partnership with his brother, opening a metal yard and specializing in oil well supplies. This business has been very successful and Mr. Beren has amassed a fortune, a large per cent of which he delights in spending for the uplift of his less fortunate fellow men.

He belongs to the Congregation B'nai Jacob, B'nai B'rith, is a most liberal contributor to Denver and Los Angeles Sanitariums, besides many other benevolent societies of every denomination.

Mr. and Mrs. Beren have four children, three boys and one girl, all going to school at the present time and enjoying the privileges which their father's wonderful business ability has made possible for them.

That they will emulate the virtues of their parents and prove worthy custodians of the fortune he is amassing is a foregone conclusion, as their minds are thoroughly inculcated with the honorable principles which have contributed so largely to their father's success.

ABRAHAM BERGER

If a young man possesses real ambition to succeed very little outside assistance is necessary, as is proven in the life history of Mr. Abraham Berger, owner and manager of the large establishment of A. Berger & Son, located at 104 Otis street, Brockton, Mass.

Mr. Berger was born in Volina, Guberne, Russia, in 1869, and came to America in 1896. He landed in Boston without a cent and went to his brother-in-law, who gave him an opportunity to go out peddling chair bottoms. At this he was able to make a scant living and managed to save enough money to bring his family over from Europe.

Twelve years ago he went to Brockton and established the present business, which has grown to be the largest of its kind in that section of the country.



HYMAN BERKMAN

Mrs. Berger before her marriage in Russia in 1892 was Golda Garnick. The Bergers have three sons, the eldest, David, being in business with his father. The others are still going to school.

David was married a few years ago to Miss Rose Kruger of Brockton, and they have one baby girl.

Mr. Berger is prominently identified with a number of organizations, being past President of Congregation Anses Schaad, past Vice President and past Treasurer of the I. O. B. A., and a Director of the Hebrew Loan Association.

In his gifts to charity he is not prejudiced regarding race or creed, but gives liberally to all worthy causes, both local and national.

HYMAN BERKMAN

Diamonds are chunks of coal that stuck to their job. If it has taken millions of years to develop mankind, must we fret if it takes us a few years to rise above the rank and file of mankind? Must we quit if we don't get there quickly? Note this: There is not one major figure in American financial, industrial or commercial life today under forty, not one.

At fifty Woodrow Wilson was a little-known college professor, though a student of politics and history.

Washington was no youngster when he won the immortal title of "Father of His Country."

But they were stickers. They conceived their goal, and pressed on courageously, unflinchingly, unswervingly, hurdling more obstacles than we are ever likely to meet. Find your sphere, then stick to it.

We move forward largely upon the credit derived from the actions of honorable men, and every community is exalted by the presence of a man who always keeps faith with his fellow men.

Such a course of action has placed Mr. Hyman Berkman among the leading business men of Canton, O. Hyman was born in Wilna, Gubernie, Russia, February 15, 1885, son of Simon, horse trader, and his wife, Goldie Berkman.

In 1902 he was married to Sarah Gelman, daughter of Abram Gelman, of Wolczin, Russia.

In 1906 we find Mr. Berkman in New York City, where he worked in a butcher shop at \$7 a week for three months. This being but a very meager salary, he started to peddle with paper and envelopes in Newark, N. J., which he was at for six months. He then came to Canton, O., and started horse trading, was at this for three years, then desiring a change, was a fruit huckster for three years, at the end of which time he started to peddle junk for two years, gave that up and went to Cadiz, O., opened a yard there and in conjunction with this formed a partnership with Ben Rudner in 1917, under the firm name of Rudner Iron & Steel Co.

Now, possessed with the stick-to-itiveness idea, we find Mr. Berkman doing very well, contributing to all charities irrespective of race or creed.

Like all good Jews, he belongs to the Congregation of Sherah Torah and B'rith Shalom, where he is a frequent visitor.

WOLF BERGER

Mr. Wolf Berger of Boston, sole owner of the Boston Wrapper Manufacturing Company, of 177 Blackstone street, is a strict Sabbath observer and truly orthodox Jew. From his native place of Slobodka, Kovno Gubernia, Russia, he carried away impressions which are bound to last throughout his life, and will never change his aspect of things. He comes from an Orthodox family, his mother's ancestors being all rabbis and scholars. Wolf Berger was born on October 8, 1866, and came to America in August, 1884, when but eighteen years of age, and young enough to fit himself into the new life he was about to begin. Having no trade or profession, all he could do was to start peddling in the streets of Boston, which he did until 1895, when finding himself in possession of a few hundred dollars, he started, at the age of twenty-two, the manufacturing of wrappers, which became the foundation of his present successful concern.

In the Jewish community life of Boston Mr. Berger is a conspicuous figure. He was a Director of the Sheltering Home and the Hebrew Immigrant Aid Society, a Director of the Federated Jewish Charities, President of the Congregation Beth Israel for six years, and is life Director of same. He is a Director of the Temple Beth El and belongs to all charities, making no distinction of race, creed or religion.

Mr. Berger is a modest and unassuming man and it was no easy task to obtain from him a statement of what he considered the most essential element of success. He believes in honesty in one's business dealings and thorough reliability.

In June, 1884, Mr. Berger was married to Miss Dora Warshawsky, and he is the father of four children, Carlton K., Jason J., Robert and Maud. Carlton Berger is married to Eleanor Solomon and Jason J. is also married.

JULIUS BERMAN

The peoples of all nations and all ages have worshiped at the shrine of courage and fortitude.

Among the ancients the giant of physical strength and the stoic shared the popular plaudits.

Courage has moulded public opinion and reversed the decisions of kings. Thus we find Nero at the side of the arena with thumbs up, saving the life of a gladiator for whom he felt no throb of pity in his heart. One man's courage swayed the sympathies of the vast throng, and Nero the merciless, Nero who fiddled while Rome was burning, dared not oppose the mighty wave of popular sentiment.

In the *Detroit Free Press* of September 28, 1916, there appeared a picture of Captain Julius Berman, commanding Company C (Detroit) and an indignant article under the caption "Detroit Captain Arrested on Border; Plight Result of Effort to Protect Men from U. S. Army Officer."

Then followed an account of the arrest of several men in Captain Berman's company by order of Captain Caperon of the regular army.

Captain Berman insisted that his men be turned over to him for trial, the regular army officer claiming command over both camps by right of seniority. After a heated argument Captain Berman was arrested and confined to quarters.

Captain Berman steadfastly maintained his position, and after consultation with several other officers in which he was told to stand his ground, he informed



WOLF BERGER



OSCAR BERMAN

Captain Caperon that under no circumstances would he consent to his men being tried unless he had a voice in the hearing.

After twenty-four hours' confinement Captain Berman notified his superior officer, and the testimony of all interested being submitted, the decision was rendered that Captain Caperon was wrong, as the law declares that no National Guardsman shall be tried for an offense except by National Guard officers, and Captain Berman was completely exonerated, much to the delight of the entire command.

Captain Berman's courage won for him the admiration and gratitude of every man in his company, whom he saved from severe treatment at the hands of Captain Caperon.

Capt. Julius Berman was born January 14, 1880, in Russia, and came to America with his parents in 1885.

He is a partner in the firm of Berman & Dwyer, who conduct a large real estate business at 1317 Dime Bank Bldg., Detroit.

He was married in Detroit to Annie Moscovich, and they have three promising children.

He is a member of Sharra Zedek, Beth, Abraham, the Board of Commerce and is Detroit Armory Corp. Director.

Although Detroit recognizes in Mr. Berman one of her most successful business men, she likes best to think of him as the gallant soldier who jeopardized his own position in defense of his men.

Captain Berman represents a type of army officer whose moral courage is as unflinching as his physical bravery.

OSCAR BERMAN

Mr. Oscar Berman is the founder and owner of the Crown Overall Manufacturing Company, Cincinnati, Ohio. All who know him and who deal with him agree that he is a kind-hearted and noble man, and it does not require more than a look into his eyes to conclude that here is a good man whom even the exciting battlefield of business could not spoil.

Mr. Oscar Berman was born December 23, 1877, in Salant, Kovno Gubernia, the son of Charles Meyer and Sophia Berman. Both parents are still living in Russia. Mr. Berman belongs to an aristocratic family. The renowned Reb Israel Sallant was an uncle of his, and a younger brother, Jacob, is Chief Rabbi of Berditchev and has been recently appointed Chaplain of the Russian Army.

Mr. Berman came to America in 1893. For one year he attended the public schools of Cincinnati. At the age of seventeen he took employment in a wholesale dry goods house at a very small salary. Then for a time he traveled as a salesman for a Cincinnati firm and later for a New York neckwear house. In 1903 he became interested in a little overall business which he bought out shortly afterwards and six months later, with a capital of \$2,000, he started the firm which has since become the largest overall manufacturing concern in the United States. Mr. Berman owns two plants employing over 700 people, and he is now erecting a giant structure of five stories which will occupy an entire block on Plum Street from Third to McFarland streets. After the completion of this building Mr. Berman will employ over 2,000 people.

Mr. Berman is not eager for honors and has not the time to hold public office. But he is, nevertheless, active in many charitable organizations, is a Trustee of the Raeding Road Temple, a member of the Board of Governors of the Hebrew Union College and is a national Director in several national institutions. He is a member of the Chamber of Commerce, of the Business

Men's Club, of the Chamber of Commerce of the United States, of the National Association of Manufacturers and is Chairman of the Executive Board of the Union Overall Manufacturers' Association of the United States and Canada.

On the 5th of December, 1900, Mr. Berman was married to Miss Cora Frank of Cincinnati and they are the parents of two sons, Benjamin, aged 14, and Arnold, aged 9.

Asked what he considered was the most essential to success in business, Mr. Berman declared: "Learn to thoroughly understand your business, give it all your attention, and don't be afraid of hard work."

ISAAC BERNER

Mr. Isaac Berner of Tampa, Fla., is a type of Jewish immigrant whose life was a series of struggles, and whose success was bought after many sacrifices. He was born on the 25th of September, 1876, in Tukan, Courland, the son of Harry and Rose Berner. He came to America in 1897. For six months he lived in Brooklyn, N. Y., peddling matches, writing paper, etc. He then went South, peddling from town to town until he arrived at Savannah, Ga., where he settled down for a time. When the Spanish-American War broke out, he enlisted in the army and was honorably discharged at the termination of the war.

After saving up a little capital of \$350, he returned to Savannah, where he started a bakery, in which he lost his entire fortune. He then went into the dry goods business in a small town in Georgia. In 1905 he came to Jacksonville, Fla., where he found employment at \$15 per week. In 1909 he came to Tampa, where he engaged in the junk business. He is still in the business, as the Tampa Bag Company, with main offices at 1407 Marion Street, Tampa, and a branch office at Jacksonville. He is also an owner of the Royal Palm Soap Company of Tampa. He not only made a material success, but also brought over to this country his brothers and sisters, whom he well provided for and whose fortunes he established. He has gained a wonderful reputation for himself by his untiring and devoted work.

Mr. Berner is a trustee of the Congregation Rodeph Sholom of Tampa, and he belongs to many other Jewish organizations.

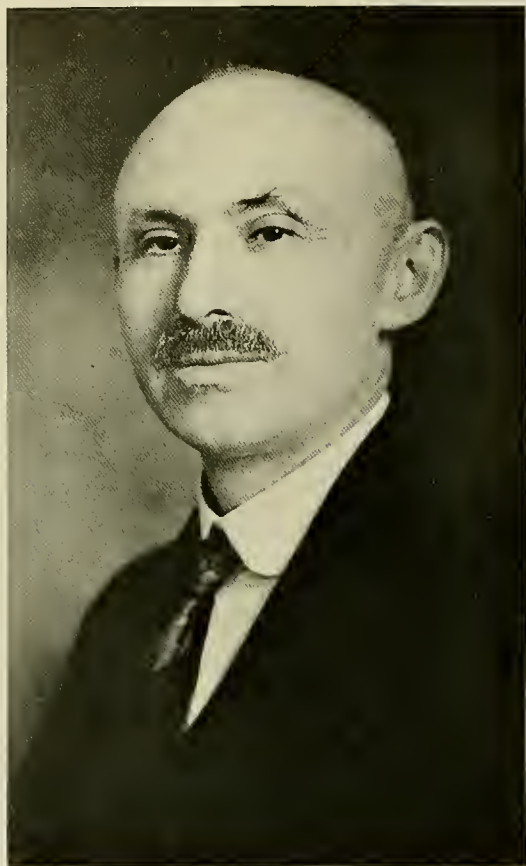
On August 15, 1903, he was married to Miss Bessie Abrams of Boston.

PHILIP G. BLANCK

Mr. Philip G. Blanck, the owner of Blanck's Department Store at 901-3-5 Avenue D, Miami, Fla., is one of those Jewish young men who have made a success in the South, and who have achieved a high reputation and kept their connection with Jewish interests.

He was born on the 25th of April, 1885, in Kishineff, Bessarabia, Russia, as the son of Samuel and Sarah Blanck. Both parents live in New York.

Mr. Blanck came to America in 1903. He spent his first year in New York, working at shirts. But the position did not appeal to him; he felt a spirit of enterprise within him, and he went South, opening a dry goods store



JACOB BERNSTEIN

in Key West, Fla. In 1912, when he noticed that Key West was falling, while Miami was rising constantly, Mr. Blanck moved to Miami, opening a department store which proved a success almost from the beginning. The business is run very methodically and with a perfect system which is largely patterned after Mr. Blanck's personal ideas.

But not only is Mr. Blanck a successful man of business; above all he is a man of the public and the affairs of the community, particularly the Jewish community of his town, are very close to his heart. Every spare moment of his time is given over to public affairs. While in Key West Mr. Blanck was particularly interested in the life of the Jewish Congregation of the place. In Miami he is the Treasurer of the Progressive Social Club, which is the Jewish club of Miami.

Mr. Blanck received in his youth a good Jewish education, and he represents the type of the Jewish immigrant which combines native Jewish intelligence with American methods and ideals.

Asked what he considered the chief element of success in life, Mr. Blanck said: "Be conservative in all your enterprises and undertakings."

Mr. and Mrs. Blanck, who was Miss Jenny G. Ripper, were married in New York in 1906. They are the parents of three children, named Minnie, Bernard and Saul.

JACOB BERNSTEIN

Mr. Jacob Bernstein is one of the best known and most respected Jewish citizens of Savannah, Ga., and is the head of one of the most representative families. Personally, he is a man of noble character and aristocratic bearing of the patriarchal Jewish type. In his youth he was a Talmudic scholar and now, having added to his stock of Jewish education the products of a long life experience, he presents the type of the accomplished, deep-thinking man.

Mr. Bernstein is the father of a family which affords him great pleasure and enjoyment. There are four children. His oldest son, Morris H., is a practicing attorney in Savannah, where he is recognized as one of the ablest and most successful young lawyers of Georgia. For four years he held the post of Assistant Solicitor General and he made an enviable record for himself in this position. The second child, Augusta, is pretty and highly accomplished, as is her younger sister, Molly Dorothy, who is a great pianist and a composer of music. At concerts given by her in Savannah and New York, she has earned favorable criticism and high admiration. Mr. Bernstein's youngest child, Albert, is a college student at Athens, Ga. He is the manager and a contributor to *The Georgian*, a magazine published by the University of Georgia. He shows admirable talent as a writer and commands an easy and very pleasant style.

Mr. Jacob Bernstein was born on the 15th of November, 1866, in Brest-Litovsk, Russia, the place which will be of historical importance due to the peace parleys now going on there between the Central Powers and the present Russian government. He is the son of Moses Hirsh and Sarah Bernstein, and his grandfather, known as Reb Benjamin Chaim Wilners, was renowned as a Dayan and late Chief Rabbi of Minsk.

In 1889 Mr. Bernstein arrived in the United States, and for the first six months he peddled in the section around New York, when he decided to go South, and settled in Savannah. Here he became a custom or installment peddler. In 1898 he went into the wholesale clothing and shoe business, working up his place to a remarkably successful concern and now his business reputation stands unrivaled. Not only has he never had any business troubles, but

he has never been sued and never brought suit against any one. The firm, known as Bernstein & Co. (but only Mr. Bernstein's son is interested in the business), now has its headquarters at 315 Congress street west. Mr. Bernstein is also interested in real estate and he was among the first Jews to invest heavily in Savannah real estate.

Mr. Bernstein belongs to and is a liberal contributor to every worthy cause in the city. He is a Director of the Kehillah, and has been for sixteen years a prominent member of the B'nai B'rith Jacob Synagogue.

Mr. and Mrs. Bernstein (nee Sarah Leaf) were married in March, 1884.

SAMUEL ZELICK BLASBERG

Some of this country's best citizenship has found our shores because of the hatred of their parents for European military systems. The more intelligent class of Europeans have always rebelled against the militaristic governments, and have sought for their children opportunities in a land where higher ideals of life prevailed.

These thoughts touched the career of Mr. Samuel Blasberg, who was born in Kovno, Russia, July 2, 1876, the son of Mr. and Mrs. Meyer Blasberg. He came to America at the age of thirteen, his father having preceded him while he remained on a farm with his uncle. Going to Cleveland, Ohio, to his father, he started peddling matches and notions and sent all his little savings to his mother, who is still in Russia. Within a year, however, he was able to buy a horse and wagon and peddled fruit for the next year. He then went through the country, selling dry goods and picture frames, and with a hundred dollars which he was able to save in two years he went into business with a Mr. Rose of Minneapolis, under the firm name of Ohio Moulding Company, which partnership, devoted to the manufacture of picture frames, existed for five years. He then went into business for himself in Duluth, Minn., and later in Toledo, Ohio, and in Cleveland. After a few years he went to Dayton, where he engaged in the junk business, but at the end of nine years their plant was much damaged by the flood, and he came to Columbus, Ohio, where he organized the Columbus Waste Paper Company, of which he is now manager and Treasurer, and which has been an unqualified success.

Mr. Blasberg was married in July, 1898, to Miss Lilly Cohen of Duluth. They now have a family of two sons and two daughters, who are exceptionally talented. Their daughter, Sara, is a graduate of the Columbus High School and is a pianist, who has made many very successful public appearances. She expects to study later for an operatic career. The rest of the children are still in school.

Mr. Blasberg is a member of Agudas Acheim Temple, is ex-President of Western Star, Brith Achim Lodge 127, and is prominent in the Odd Fellows and Uniform Rank, Knights of Pythias.



HARRY B. BLASBERG

HARRY B. BLASBERG

It is not given to every man to arrive at the goal of his ambitions by a straight road. Many times the road points to devious paths, and we cry out that we have lost the guiding light of the rainbow that leads to the pot of gold.

But if ambition be worthy and the effort sincere, every footprint in the snow, every tear that is shed, marks in indelible characters the location of another milestone on the map of the march.

So it was with Harry B. Blasberg, who followed the light of the rainbow from his native Russia, to find the treasures buried deep beneath difficulties which would have crushed a less dauntless spirit.

Harry was born in Kovna, Guberna, Russia, October 6, 1883, and at the age of nine helped his parents financially by selling newspapers and shining shoes after school hours. Later on he learned the cigarmaking trade and had to work the first month for nothing, then he received a salary of \$3 a week for the first six months, which money he turned over to his parents. Also, he spent much of his vacation helping his father peddle junk in the country, being from home five to six weeks at a time. After this Harry and his father took up the feed business for one year. Then he came to Toledo, Ohio, where he got a job as a clerk in a dry goods store run by his cousin, Steinberg Bros., and where his salary at the start was but three dollars a week, but gradually was increased until he was getting nine dollars a week.

Finding the dry goods business not to his liking in the way of advancement, Harry returned to his home town, Cleveland, Ohio, and entered the employ of his brother-in-law, A. Shaw, who was in the scrap iron business, remaining in this business for one year. He again became restless because of a seemingly slow advancement and always feeling the great urge of ambition, he took a position as shipping clerk with another brother-in-law, Mr. S. Silberman, who was in the waste paper business, remaining with him but one year in order to become acquainted with the waste business.

This business sufficed as a means to an end, as Harry was saving every cent possible from his meager salary and at the end of the year he had accumulated \$300, so he decided to go into the waste paper and rag business with his brother, Wolfe, Harry's father loaning him \$200. This business they were in one year.

Then Harry with his brother-in-law, J. A. Jahl, of Dayton, Ohio, bought out the firm of Morrisson Iron & Metal Co., of Norwalk, Ohio, giving this business his usual one-year trial.

Thinking they were not making proper advancement, Harry then went to Cincinnati, Ohio, and with J. A. Jahl organized the Queen City Rag and Paper Co., of which he holds the active secretaryship. The same office he holds with the Columbus Waste Paper Co. of Columbus, Ohio.

One of the greatest hardships of Harry's life was his unfulfilled wish that his dear mother and sister, whom he loved, should be at his wedding, but that was not to be, as his mother died when Harry was but 20 years of age, and two years after this his sister, Mrs. A. Shaw, died. Harry was engaged at this time, but the event was postponed until after a year's period of mourning had elapsed. Mr. Harry Blasberg was married to Miss Netti Jahl of Dayton, Ohio, February 19, 1907, and together they have dispensed charity to every worthy cause in Columbus as well as to the Jewish hospitals and the Denver Sanitarium.

Why relate the further hardships of the next few years, the deprivations for the sake of the success which he knew would ultimately come to crown his efforts? It is the old story of the sacrifice which has been written in every tongue; which has sunk deep into the hearts of men who have lived and suffered to accomplish the big things of life.

Mr. Blasberg's advice to the younger generation is this: "Try to have a good education, give your fellow man a square deal, and be absolutely honest and you are bound to be successful."

Mr. Blasberg is a member of Tifereth Israel Cong. B'nai Brith and many

others. Mrs. Blasberg is particularly active in works of benevolence and devotes much of her time, as well as money, to their promotion.

They have one boy and three girls, who will doubtless inherit their parents' ability and sterling qualities.

ISRAEL BLICKSTEIN

There has always existed a marked distinction between the old European and the new American Jew. Not only is this difference discernible in his social life, but in his religious and national life as well. This contrast is becoming more noticeable with the passing of the years.

The European Jew is inclined to be more devoted to his religion, and in national spirit and in commercial life the older Jews have always in their humble way and submissive attitude been willing to sacrifice their own personal interests that the Jews, as a race, might be strengthened and perpetuated.

Such a man is Israel Blickstein of Zanesville, Ohio, who came to this country from Russia at the age of nineteen, handicapped by poverty and with no knowledge of the language and customs of the land to which he came. All the events in the history of this young man's struggle toward success it is not possible to relate in a brief biography. These facts are only known to his immediate family and friends.

He was born in Moledshna, Wilner, Guberne, Russia, September 1, 1868, his parents, Wolf and Mary Blickstein, being very prominent in their native city. Israel won his uphill fight for wealth and position by sheer force of character, which is so often the outcome of hard conditions of youth, particularly when the young man possesses a fine parentage.

It is a far cry from the first years of Israel Blickstein's life when he had to pay \$10 for the privilege of learning to be a tailor, and then worked the first nine months at the small salary of \$3 per week until today, when he is known as one of the largest and most successful dealers in scrap iron and metal in the state of Ohio.

Mr. Blickstein was married in Russia to Miss Mary Allen, who has always given him the utmost encouragement and assistance during the years of his early struggles and is now enjoying with him the success which he has so meritoriously earned. She is very active in the promotion of charities, contributing liberally both of her time and her money.

Mr. Blickstein is a member of Congregation Beth Abraham, Knights of Pythias, and contributes to the Denver and Los Angeles sanitariums, as well as a number of other charities.

Mr. Blickstein's advice to young men is worthy of their most serious consideration, as he says that honesty, hard work and strict adherence to the Jewish faith are the three fundamentals of success.

ISRAEL S. AND MARY E. BLATTNER

McKeesport, Pa., is not one of the large Jewish communities of America, but if we compare the work done for our race by that community, it measures up with the largest Jewish cities in the country. That this is so is due to the fact that the city has been blessed with a number of men who feel a Jewish responsibility in giving away a part of their time and energy for communal and public-spirited work.

Among the most active Jews of the city, we must number Mr. Israel S. Blattner and his wife, Mary E. Under ordinary circumstances when the man is interested in public affairs his wife protests against being compelled to satisfy herself merely with shreds of her husband's leisure as he takes it away from her and gives it to social pursuits. In this case, however, both Mr. and Mrs. Blattner are united in their holy endeavor to do good for the community.

Let us begin with a short life sketch.

Mr. Blattner was born March 20, 1866, in Gal-sach, Hungary, the oldest son of Jacob and Lina Blattner, who were the parents of eleven children. Both parents are living in Pittsburgh. At the age of fourteen, Israel Blattner came to America, and almost at once began to work for a living. He peddled, worked at cigars and finally went into business for himself. He is now the owner of a large millinery establishment and cloaks and suits store at No. 317 Fifth avenue, McKeesport, Pa.

His wife, Mary E., was born on the 24th of August, 1873, in the same place where her husband was born. She is one of nine children, her parents being Morris L. and Kate Steinberger, who are no longer among the living.

At the age of two, she was brought to America. She went to school in Pittsburgh and then continued in Cincinnati, where her parents afterwards had moved.

This is the second marriage of both Mr. and Mrs. Blattner and both have children from their first unions. Mr. Blattner had married Miss Anna Lebowitz, who died, leaving him with four children, Sadie, Rose, David and Abraham. Mrs. Blattner was also married and became the mother of nine children, only two of whom have survived, named Leon and Adolph. When war against Germany was declared, Adolph voluntarily enlisted as an engineer and went to France. At the time the writer of these lines interviewed the mother, her heart was sad with the news that the young man was wounded and a patient in one of the army hospitals there.

Mr. and Mrs. Blattner married on November 1, 1906, and have no children.

Mr. Blattner is very active in social and communal work. He was the founder and first Grand Master of the Independent Order Sons of David, of which he is now Treasurer. He has organized a number of lodges of this order, as the Iron City Lodge of Braddock, Pa., etc. He was one of the founders and many times President of the *Gnilos Chesed Anshe Ungarn*. He served as President of



the local *B'nai B'rith* Lodge and was a director of the Pittsburgh *Mosheb Skenim*. He was also a founder and director of the Hebrew Charities of McKeesport and is connected with some twenty-odd other organizations and institutions.

No less active in social life is Mrs. Blattner. She is the President of the Hebrew Ladies' Beneficial Society of McKeesport, President of the Ladies'



Auxiliary of B'nai B'rith, very active in the Columbia Council of Jewish Women, which is an immigrants' aid society in Pittsburgh. She founded the Jewish Women's Red Cross Auxiliary of McKeesport, of which she is Vice-President, and she brought to the organization forty-two charter members.

The environment of the Blattner family is very sympathetic. Mr. Blattner is a serious man and Mrs. Blattner makes a very pleasant appearance. She is of the American intellectual type and thoroughly Jewish. Mr. Blattner's children, whom the writer chanced to see, are lovely and devoted to their parents.

HARRY BLOOM

One of the tragedies of our national life is that we too often form false ideas of that which constitutes real success in life. To every man the word has a different meaning. To one it may mean money, to another political power, to another opportunities for travel.

In reviewing the life histories of men whom the world calls successful, it would seem that Mr. Harry Bloom has struck the happy medium and has found that which represents sane and lasting success. He is manager of a prosperous business. His home life is ideal, surrounded as he is by his family to whom he is able to give the advantages of education and to prepare them for lives of usefulness and good citizenship.

Mr. Harry Bloom was born in Minsk, Guberne, Russia, in December, 1869, the son of Yail and Anna Bloom, his father being a lumber merchant and also a man of recognized scholarship.

Mr. Bloom came to America in 1904, landing in Baltimore, Md., where he began working in a bakery for the small sum of \$5 per week. Here he remained for two years, and by the exercise of the greatest economy, he managed to save \$290. Going to Lima, Ohio, he started in the junk business, where he has been very successful, and has also accumulated considerable real estate. The first year in which Mr. Bloom was in business for himself he sent for his family, whom he had left in Russia until he became established. The Blooms have seven children—two boys and five girls—all of whom, with the exception of the oldest daughter, are going to school and are being educated in music. The oldest daughter is married to Mr. A. Miller, of Miller Brothers, Lima, Ohio.

Mr. Bloom is a member of Shaara Zedek Congregation and B'rith Abraham Society, and is a liberal contributor to all charities.





ISAAC BLUMBERG

MOSES BOFF

We get out of life just what we put into it. The greatest geniuses of the world have been the greatest toilers. Whether it be business, music or art, success has her crown for the brave spirit of perseverance which has been the most marked characteristic of all our great men.

Moses Boff came to America with but two assets—a boundless courage, which brooked no discouragements, and a heritage of fine intellect from his father—a soldier, and in private life a man of scholarly attainments.

Born in Suwalk, Geberne, Russia, July 2, 1865, he came to America in November, 1885, and went direct to Buffalo, N. Y., where an aunt was residing. Here he obtained no salary, working for his board only.

After this severe apprenticeship he worked for two years at \$10 per month and board, and out of this meager salary he saved enough to purchase a horse and wagon. This humble beginning launched a business career that has been an unqualified success.

He was married in Buffalo, February 2, 1891, to Anna Sklarsky, an American-born girl of high accomplishments, who has been of the utmost assistance to her husband at every turn in his affairs.

His iron and metal business has grown to enormous proportions, which enables Mr. and Mrs. Boff to contribute liberally to the many charitable organizations which have enlisted their sympathies.

They are members of the Beth Israel Congregation, supporters of the Denver and Los Angeles Hospitals, as well as many local charities which they consider worthy, without respect for creed or religion.

Mr. Boff is a member of the Eagles, Odd Fellows and Chamber of Commerce.

Mrs. Boff's activities in the promotion of social and charitable organizations of various kinds have been of the utmost benefit to their community. She is a founder and President of the Ladies' Benevolent Society and a charter member and Sergeant of the Maccabees.

They have one daughter going to high school and taking special instruction in music.



ISAAC BLUMBERG

Mr. Isaac Blumberg, of Savannah, Ga., is still a very young man, having been born on the 7th of March, 1879. He has, however, accomplished very much in business already, and not only is his success one of a material sort, but, on the contrary, he had become one of the standing figures of Judaism in his town, and Savannah is proud of him in every way. Mr. Blumberg is a director of the Jewish Educational Alliance, the Congregation B. B. Jacob, and played a very prominent part in the war relief work of his city. In short, there is scarcely any activity of a public nature which he has not been engaged in and in which his pecuniary aid and wise counsel has not been heard.

Isaac Blumberg is one of the four sons of Moses and Rebecca Blumberg, who live in Savannah. His father, Moses Blumberg, is one of the oldest Jewish residents of Savannah, a strictly Orthodox Jew and one of the founders of the Congregation B. B. Jacob.

Isaac was born in Slavol, Kovno Government, and together with his par-

ents came to America in 1891. Here he attended school and then went into business with his father and brothers, gaining a tremendous success. They are all at present located at 113 to 119 Brothon street, West, forming the firm of Blumberg Brothers, and in addition, the firm of M. Blumberg & Sons, 108 Brothon street, West, both stores selling men's and ladies' ready-to-wear articles. They also own and control the firm of Blumberg Brothers, shirt manufacturers of 74 and 76 Leonard street, New York City. The family started very modestly but by dint of energy and perseverance they have reached their high position in the business world.

In addition to his Jewish activity, Mr. Blumberg is also a 32° Mason.

On January 6, 1914, Mr. Blumberg was married to Miss Florence Nurenberger, of New York. Mrs. Blumberg is one of the most respected and popular Jewish women of Savannah, Ga.

Mr. Blumberg has a strong, pleasing personality; he is a kind-hearted man and a great Jew.

SAM BONART

Sam Bonart was born December 25, 1869, in the city of New Orleans. His father, Hertz Bonart, was born in Krakow, Austria, and his mother, Bertha Cohan, was born in Scherwerin, Germany.

He attended the public schools, started to work at the age of fourteen, and at the age of seventeen embarked in a small way in business for himself, which business has since grown to the large establishment at corner of South Rampart and Poydras streets

Besides being President of the Y. M. H. A., he is also Trustee of the Jewish Federation of Charities, Treasurer of the Orthodox Congregation Beth Israel, and member of the Playground Commission. Also President of the Cemetery Congregation Tememe Derech.

Mrs. Bonart, whose maiden name was Goldie Spingarn, takes a deep interest in all Jewish communal work. Their daughters—Pauline, Anna and Bertha—grace their pretty home at 1620 Napoleon avenue.

Mr. Bonart was twice married. His first wife died in 1907.

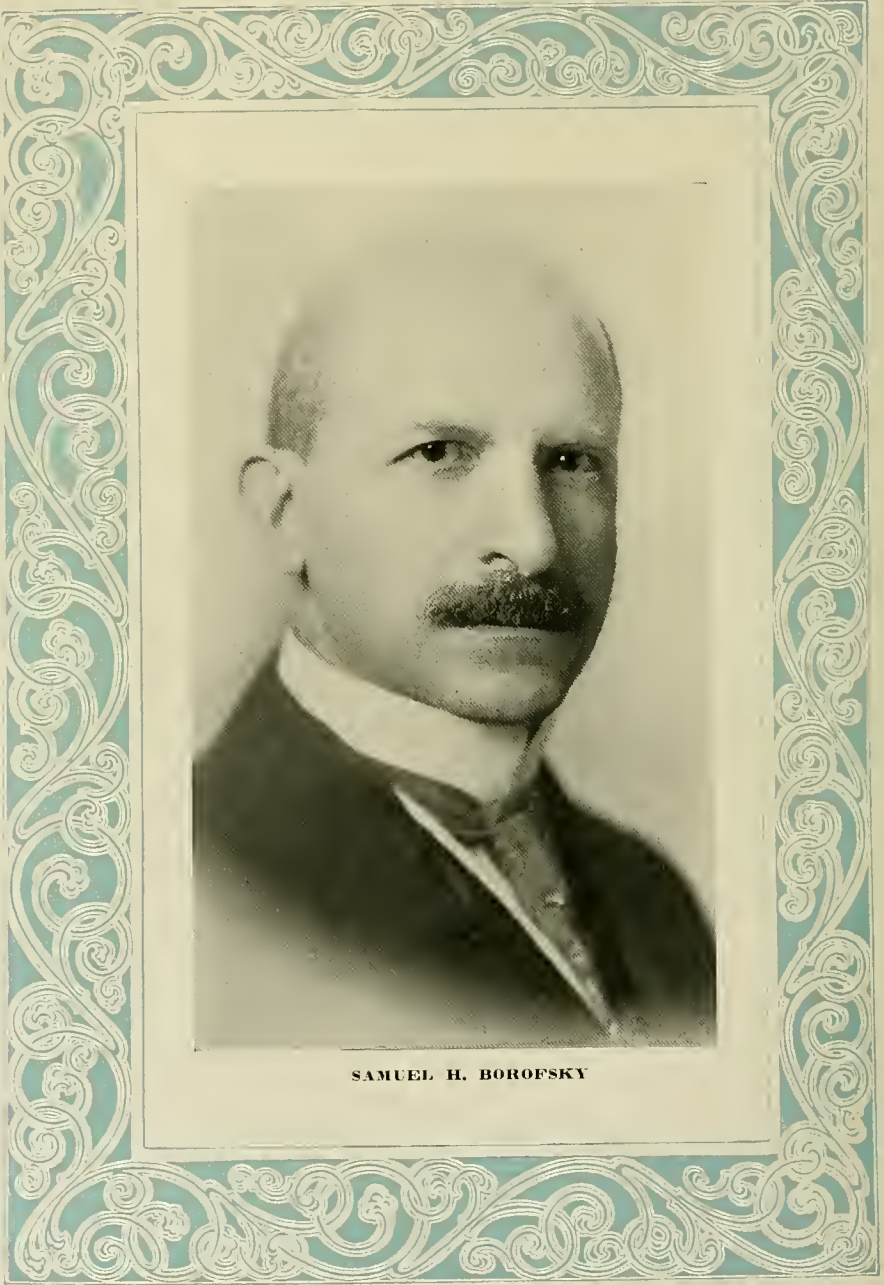
JACOB BOROWSKY

One of the most modern and perhaps the largest plant in the State of Massachusetts devoted to iron and metal scrap is that owned and operated by Mr. Jacob Borowsky. His success is another example of what may be accomplished by a man possessing unusual traits of determination in the face of obstacles.

Mr. Borowsky was born in Kovno, Guberne, Russia, in 1868, and came to America in 1885. When he landed in New York, the first employment he found was in a grocery store at \$2 per week. He then worked in a brickyard and finally started out peddling tinware. This brought him to Worcester, Mass., where he had his first experience in buying and selling junk. Several years later he opened the present business in Fitchburg, Mass., which has grown to enormous proportions.



SAM BONART



SAMUEL H. BOROFKY

Mr. Borowsky was married in Fitchburg in 1892 to Miss Sadie Sarkins. They have three children—two boys and one girl. The eldest son, Sam, is a graduate of business college and is in business with his father. David is a graduate of the high school and is also assisting his father. The daughter is still in school.

Mr. Borowsky has the distinction of being the founder of Congregation Harra Augudohs Achem, of which he was first President. He is also intensely patriotic and was Captain of the local Liberty Loan Campaign.

Among the many charities which have reasons to be grateful for Mr. Borowsky's generosity, we might mention two of national importance—the Denver Hospital and the Immigration Society. He is also a member of the Zionist- and Bnai Brith.

SAMUEL H. BOROFSKY

Born April 30, 1865, in Wolkovishki, Government of Savalki, Russia, educated in the schools of his native city and Manchester, England, to which place he was taken in 1875. Mr. Borofsky came to the United States in 1879 and in 1882 he made a voyage to the South Pacific, including the interior of Ecuador, the Isthmus of Panama, and Jamaica, West Indies, returning to Boston in the early part of 1884. Shortly thereafter he engaged in the business of real estate and insurance which he continued until the year 1902, at which time he entered the business of law stationery and supplies.

He was admitted to the Massachusetts Bar in February, 1908, and has continued in the active practice of the law with offices in Barristers' Hall, where he is still to be found.

Mr. Borofsky was a member of the Boston City Council for the year 1898 and of the Massachusetts Legislature for the year 1900 and 1901.

During the first year of his service in the Legislature, Mr. Borofsky introduced and caused to be enacted the "Five Cent Ice Bill," making it compulsory for ice companies to sell ice in five-cent pieces at fair value, which they had refused to do prior to the enactment of the law. During his second year of service he introduced the "Seventh Day Sabbath Bill," exempting the seventh day observers from the penalties provided for violators of the State's "Lord's Day Law."

After a very strenuous campaign, this bill was passed by the House of Representatives but was ultimately defeated in the State Senate. Mr. Borofsky's efforts in behalf of this legislation attracted nation-wide attention and many leaders in Judaism from other sections of the country came to his assistance.

A physical breakdown caused Mr. Borofsky's withdrawal from public life for a time, but in February, 1906, he accepted an appointment as a member of the Board of Principal Assessors for the city of Boston, in which capacity he served until March 1, 1908, at which time he entered the practice of law.

During the Spanish-American War, Mr. Borofsky was commissioned Captain of Infantry of the Massachusetts Provisional Militia, from which he was honorably discharged on the declaration of peace.

Mr. Borofsky's recent activities in Liberty Loan, Red Cross and shipbuilding drives and as a "Four Minute Speaker" have been of much value, and his gifts as a loyal and gifted speaker have been turned to good account.

Mr. Borofsky is also active in civic affairs, being prominently connected with many Jewish and non-Jewish organizations and institutions.

In 1898 he organized and was the first President of the "Helping Hand Home for Destitute Jewish Children" (now Home for Jewish Children); for-

mer Secretary of the Benote Israel Sheltering Home; Director of the Congregation Aduth Jeshuam of Roxbury; Trustee of the Federated Charities of Boston; Organizer and first President of the Congregation Ohel Jacob of East Boston; former President Corporation Tifareth Israel; Treasurer George Putnam Home and School Association; Director Roxbury Historical Society, and many others.

Mr. Borofsky was married January 6, 1886, to Miss Ettie Wilensky and they have one daughter, Sarah Rebecca, who is now attending high school.

Mrs. Borofsky also possesses much executive ability and is very prominent in the organization and promotion of various philanthropies.

Bibliography: "The Wheel of Destiny," Richard G. Badger, Publishers, 1917, and contributions to several periodicals and newspapers.

HARRIS AND HYMAN BOTWINIK

If you were to go to New Haven, Conn., you would find located at 21 Sylvian avenue a large business house conducted by Botwinik Brothers and devoted to the sale of machinery, belting and scrap. It would probably be interesting for you to know that this immense concern is not the product of more than one generation of industry and commercial ability, but has been reared unaided within the last twenty years by two men who came to our shores without capital, speaking a strange language, and knowing nothing of American commercial life.

Harris Botwinik, the elder brother, was born in April, 1872, in Minsker, Guberne, Russia, and his brother Hyman in the year 1889. They were the sons of Hyman Botwinik, who was a man of great scholarly attainments, being a Rabbi of their native town, and also a successful leather merchant. From him the sons undoubtedly inherited much of the business ability which has been built into the fabric of the present large firm in New Haven. Harris Botwinik came to America in April, 1898, and for four years peddled junk. He then worked for three years in a bottle shop, saving a small capital with which to go into business for himself. He made his venture shortly after and in the meantime his brother Hyman having come to America, he gave him employment for three years, affording him an opportunity to learn the business, and then took him into partnership. The business has flourished remarkably, and they are today not only very wealthy, but are conducting the largest business in their city.

Mr. Harris Botwinik was married August 30, 1898, to Miss Fannie Kommier of New Haven, and they have five children, four boys and one girl. That they have inherited the scholarly traits of their forefathers is demonstrated by the remarkable standard of scholarship to which they have attained. Louis is attending Yale College; Sam is in business with his father; Mike is attending high school, and Estelle is also in school. All of the children are receiving excellent musical educations.

Mr. Hyman Botwinik was married June 25, 1911, to Miss Esther Hirshberg of New Haven, and they have two children, the eldest of whom is already in school.

It is indeed a wise Providence that gave over the custodianship of such vast interests to men of such generosity as Botwinik Brothers. Both themselves and their wives are most generous in their contributions to all charities, including the Denver Hospital, the Immigration Society of New York, the United Hebrew Charities, Talmud Torah, the Hebrew Institute, the Hebrew Free Loan Association, Y. M. H. A., Orphans' Society, the Old Age Home, and all the Yishivas, as well as the Red Cross and the funds for the benefits of war sufferers.



PHILIP BROWARSKY

Mr. Harris Botwinik is Past President of B'rith Abraham, Past President of Knights of Israel, Past President of Workingmen's Circle, and is at the present time Treasurer of B'rith Abraham and a Director of the Hebrew Free Loan Association and the Hebrew Orthodox Association.

Mr. Hyman Botwinik is also prominent in nearly all of the above mentioned organizations, being Past Treasurer of the Workingmen's Circle and also a member of the Odd Fellows and the Auto Club. He is Director of the Merchants' Loan Association and a stockholder in the Broadway Bank of New Haven.

BARNETT BRICKMAN AND PHILIP CUTLER

Prominently identified with the business interests of Chelsea, Mass., is the firm of Cutler & Brickman, located at 170-174 Second street, and devoted to the sale of burlap.

The junior partner, Mr. Brickman, was born in Volina, Guberne, Russia, in the year 1875, and came to America in 1900, landing on our shores April 15. Going to Chelsea, Mass., he worked in a junk yard for the small remuneration of \$3 per week, as he, like many other ambitious young men, was willing to sacrifice present gain for future benefits. By the exercise of the utmost economy he managed to save a little capital, and went into business for himself. This he continued for a short time, and then joined his present partner, Mr. Cutler.

Mr. Brickman was married in Chelsea, August 8, 1904, to Miss Minnie Kleyman, and they have two children, both of whom are going to school and are studying music.

Mr. Brickman is a member of an Orthodox Congregation, the Knights of Pythias and the I. O. B. A. His generosity in matters of charity is well known throughout the entire community.

Mr. Philip Cutler was born in the year 1872, and upon landing in America when a very young man, came to Chelsea, Mass., and found his first employment working in a soda water factory. He then started out peddling and later obtained some valuable experience in a junk yard, which was of much assistance to him when he went into business with his present partner.

Mr. Cutler was married in Russia in 1897 and has four children, two girls and two boys, who are all excellently educated and accomplished musicians.

PHILIP BROWARSKY

The instances are so numerous where successful men who have in their youthful years been poor, that the readers of biography almost invariably look upon that condition of early life as necessary to future success.

There can be no doubt that overcoming difficulties early in life is a training which no amount of mere scholastic teaching can supply, and that men who are consistently persevering and progressive can attain a high step on the ladder of success.

So it was with Philip Browarsky, who came to America in 1883 from Suwalk, Russian Poland, where he was born in 1867, the son of Hyman

Browarsky, a shoeman by trade, but recognized as a man of considerable intellectual attainments.

Arriving in New York, with but little money, he went out peddling small merchandise for two months, and then went to Pittsburgh, Pa. Here he continued peddling for five years, when he went to New Orleans and from there to Toledo, Ohio.

Here he met his present wife, who was then Miss Rebecca Urbansky, to whose inspiration and assistance a large measure of his success is due. They were married in July, 1890, and Mr. Browarsky secured a position which paid but seven dollars per week. Out of this meager sum he not only sustained his family, but also helped his parents in Europe. In a short time he started peddling again, and in the year 1898, having been able to save a little money, he went to Bucyrus, Ohio, and engaged in the junk business.

In 1905 he had the misfortune to lose everything, but being so well and favorably known in the community, his credit was of such a high order that he was again able to start into business, and justified the confidence of his friends by paying off every dollar of his indebtedness, together with 6 per cent interest. Today he is doing an immense business, operating under the firm name of the Bucyrus Iron and Metal Company.

He is also a director of the Bucyrus Rubber Company, a stockholder in the Ohio State Insurance Company, the Building Corporation of Bucyrus, the American Clay Machinery Company and the Allen Motor Company of Fostoria. He is a stockholder in the Carroll Foundry and Machine Company and the First National Bank of Bucyrus, is President of the Bucyrus Machine and Tool Company, Inc., and owns 99 per cent of the stock. He also owns a large amount of property, free from all incumbrances.

Mr. Browarsky belongs to both Orthodox congregations of Toledo, is a member of the Federation of Jewish Charities, the Red Cross in Bucyrus, Ohio, Knights of Joseph, Maccabees, Brith Moraham and Chamber of Commerce.

Not wishing to wait until death to dispose of his money, Mr. Browarsky delights in making liberal donations to the Denver hospitals, Cleveland Orphans' Home, Old Age Home at Cleveland, Orphans' Home at Erie, Pa., and is one of the largest contributors to the Y. M. C. A., Knights of Columbus of Bucyrus and the Red Cross, of which he is Director in his city.

Mr. Browarsky is a member of the Masons and Elks and B'nai B'rith. Is also National Director of Consumptives' Home in Denver, Colo.

The Browarskys have three sons who are all associated with their father in business.

DR. SIGMUND SCHULEM BURG

Among those who will some day, when the Jewish history of this country will be written, make the historian's task both pleasant and full of contents and meaning is Dr. Sigmund Schulem Burg of San Antonio, Tex, for Dr. Burg has for many years occupied a position of prominent leadership both in the Jewish community and the city at large. He was born on April 15, 1861, at Brody, Galicia, and received, in addition to a thorough secular education, an excellent Jewish training, which his parents, Samuel Eliezer and Esther Frumme Burg, provided for him. His great aptitude for deep studies manifested itself at a very early age, so his parents decided to have their young son combine Jewish interests and general scholarship with the knowledge and practice of medicine.

And Dr. Burg has certainly measured up in his activities and achievements to the most hopeful expectations of his parents. He took up the study



SAM BURGIN

of medicine at the University of Vienna, from which he was graduated in 1887. The proficiency he made in his studies was so great that he was appointed Sekundar-Arzt in the K. K. Krakenhaus "Wieden" of that city. In 1889 he came to this country and settled in San Antonio, where his great skill and knowledge have resulted in immeasurable benefits to the city and community.

During the period of almost three decades that Dr. Burg has resided in San Antonio, he has occupied many positions of distinction and prominence. For ten years he has served as Health Officer and City Physician; to his care and skill the people of San Antonio entrusted their City Hospital, and he is at the present time Surgeon-in-Chief of the Robert B. Green Memorial Hospital. He also represented the city of San Antonio at the International Congress for Tuberculosis at Washington, D. C., and held the office of National Medical Examiner in the Order of Hermansons.

Numerous and prominent as have been the positions of trust and responsibility which Dr. Burg has occupied in his own profession and in the city generally, just so numerous and prominent have been the positions he has held among our people, both in the city of San Antonio and in the state of Texas. Already as a young man, before he came to this country, his interest in Jewish affairs was so strong that he took a leading part among the organizers of the academical Kadimah Society of Vienna. This interest he has quite naturally retained, and the great success and the high standing which he has gained have given him the opportunity of accomplishing many noble tasks in behalf of his people and their cause. Among the things that he has accomplished in that direction, it deserves to be mentioned particularly that he organized the Zionist movement in the state of Texas, that he has twice been chosen to the presidency of the Texas State Zionist organization, that he heads at the present time the San Antonio B'nai Zion Association, that he has founded and sub-edited the monthly magazine, *The Jewish Hope*, the only Zionist publication of the South, which during the time of its existence had a marked influence in the spreading of the gospel of Zionism, and that he was chosen last fall to represent the Jewish population of his city and vicinity at the Jewish Congress that was to convene in Washington.

Dr. Burg, whose office is in the Moore Building, is married and is the father of four highly talented children. His first wife's maiden name was Antonia Scharfmesser and their children are: Edward, who is a graduate of the State University and is studying medicine at Galveston; Beatrice, who is likewise a graduate of the State University and is also studying medicine; Elsa, who upon graduation from the State University has taken up teaching in the public schools, and Minna, who shares the great prominence and popularity of the Burg family. In his second marriage Dr. Burg married Mrs. Mollie Mindes, a popular and beautiful lady of St. Louis, Mo.

SAM BURGIN

A man's career is not decided in one lifetime. He comes into the world, burdened or blessed by a heredity which is bound to strongly influence every action of his life. The deeds of men live after them in the lives of their descendants and in the hearts of their associates.

Many years ago in Russia a Jewish Rabbi labored among his people trying to inculcate principles of practical business integrity as well as the Orthodox doctrines of his creed. At that time a debt, if unpaid for seven years, became outlawed, the debtor being relieved from further legal responsibility.

Rabbi Burgin saw a higher moral responsibility than the law imposed and

was influential in having a law enacted whereby a debt was never outlawed, but remained a personal obligation of the debtor until paid.

In Medina, Ohio, resides the grandson of this man, Mr. Sam Burgin, honorable business man, philanthropist, friend. He was born in Vilna, Guberne, Russia, in September, 1869. His father, adopting the profession of his father before him, was an Orthodox Rabbi, and a most accomplished scholar. One of his brothers also chose the church as his life work and rose to a position of great distinction, being the official head of the Church of St. Petersburg and the first Rabbi to be chosen by election of the people instead of appointment by the Czar.

But Sam Burgin heard the call to the new world and came to America in July, 1892. Landing in New York with but \$5 in his pocket, he started selling small articles from a basket, this being the only honorable employment which immediately came to hand. Being well educated, he later went to friends in Louisville, Ky., and obtained a position as teacher of Talmud. His health failing him, he was advised by his physician to leave the city, and he went to Medina, Ohio, engaging in the iron and metal business, in which he has been wonderfully successful.

In relating the incidents of his successful career, we must not overlook the wide influence exerted by his wife, whom he married in Russia, and who has been of the utmost assistance to him in every important event of his life.

They have five children, all of them being finely educated as befits their distinguished ancestry.

Mr. and Mrs. Burgin are both actively engaged in the promotion of many charitable organizations, their interests not being confined to their own community, but extending over the entire nation. They are liberal contributors to Denver and Los Angeles hospitals and are members of the Jewish Congregation in Cleveland.

Medina is fortunate in having such a citizen to whom it can turn with all enterprises for civic betterment.

As the influence of the grandfather, father and brother has broadened the lives of their community and nation, so Mr. Burgin's associates have never found him wanting in extending his influence for the cause of mankind.

JACOB BURSTEIN AND LOUIS EHRlich

The firm of Burstein & Ehrlich owes its success to the two partners, both of whom came to America and unaided fought their way to positions of independence and affluence.

They were both born in Volina, Guberne, Russia, Mr. Burstein in 1879 and Mr. Ehrlich in 1873.

Mr. Burstein came to America in 1904 and his partner a year later. They both found their way to Chelsea, Mass., where they spent a number of years in hard work buying and selling rags and junk, until they joined forces in 1916, and established the present prosperous business.

Mr. Burstein was married four years prior to his coming to America, to Miss Ida Goldberg, and they have six children, four boys and two girls, all going to high school and studying music.

Mr. Ehrlich was also married in Russia, in 1900, to Miss Sarah Greenfield, and they have four children, two boys and two girls, all in school.

Mr. Ehrlich is a member of the Orthodox Congregation and is liberal in his gifts to charity. The Burstein family are members of the Russian Orthodox Congregation, and Mr. Burstein is also prominent in a number of organizations, being past Treasurer of I. O. V. A., and a member of Talmud Tohra,



GUTMAN CAPLAN

Hasas Sholomes, Adas Israel, I. O. B. A., United Brothers Lodge of Minxt, and United Hebrew Charities of Boston. His wife is also very active in social and charitable matters and is prominent in the promotion of ladies' charities.

GUTMAN CAPLAN

Mr. Gutman Caplan is one of those staunch Russian immigrants whose success in the new world is unquestionably due to the "never say die" attitude, and who in their chief sojourn in this country have actually accomplished wonders, due to their never-ceasing zeal and energy.

Born sixty-three years ago in the province of Vilna, he came from a famous rabbinical stock, being the son of Reb Nachum and Gitel Caplan. He came to America in 1873 and started his business career peddling in New York City and other places until fate carried him to St. Paul, Minn. In 1881 he settled in Pittsburgh and started a general bakery and a bakery for Matzoth. This venture proved the opening wedge in his drive for success and power, for the Caplan Baking Company of 75 Logan street, Pittsburgh, is known far and wide for the delicious quality of its product.

Mr. Caplan always took an active interest in the doings of his fellow men and when in St. Paul he was President of the Congregation Bnei Jacob and an active force in many of its Jewish and general organizations. In Pittsburgh he belongs to a large number of societies and is the President of the important Congregation Beth Jacob. The St. Paul congregation was built mainly by his own efforts and after it was erected he was made first Honorary Secretary and then its President, staying at the head of this institution until he came to Pittsburgh.

In 1881 Mr. Caplan was married in the city of New York to Rikla Blumberg, and they have six children. Moses, Samuel, Isaac Elchanan, Herman, Zola and Rachel Caplan are all highly accomplished and follow in their parents' footsteps. Isaac Elchanan is a prominent student at Harvard University, Samuel is a scholar, a graduate of the University of Pittsburgh and now in business with his father. Moses, the eldest son, is also a scholar and now in the wholesale grocery business. The eldest daughter married Mr. Wolk, while the second daughter is Mrs. Joseph Lando. Mr. Caplan is a Shomer Shabas and as a former Yeshiba Bochor he gave his children a thorough Jewish education.

JULIUS HARRY CAPLAN

While many have succeeded without the aid of educational advantages, at the same time they are the greatest assets which a young man can possess. Certain it is that Mr. Julius Harry Caplan found his thorough knowledge of Hebrew literature to be of great assistance to him.

Mr. Caplan was born in Shedlitzer, Guberne, Russia, in March, 1880, and came to America April 10, 1900. His father was a most devout Jew and accomplished scholar, being the Shocket of the community, and from him young Julius obtained much of the knowledge which was to prove so valuable to him in later years.

Upon landing on our shores he came to Ansonia, Conn., where a brother resided, and started out peddling. He then went to Lebanon, Pa., and upon making known his scholarly accomplishments was given a position as Jewish butcher by the local Jews. As this did not occupy all of his time, he was able to work in a junk yard for Luria Bros., where he had an opportunity of learning the business. After about eighteen months he and a partner opened a yard for themselves, and this continued until two years ago, when they sold the business and Mr. Caplan started in for himself. He is not only proprietor of the present large firm of J. H. Caplan, but is also President of the Pennsylvania Rag & Metal Co., of Reading, Pa., one of the largest businesses of its kind in the state.

Mr. Caplan was married June 7, 1902, to Miss Elizabeth Wolfson of Lebanon. They have four children, three boys and one girl, all receiving excellent educations as befits their prominent position in the community. The son, Hyman, has made a remarkable record in the school, as he will graduate from high school this year, although he is only thirteen years of age, and is by far the youngest graduate in the Lebanon High School. The children are also being thoroughly educated in music and in the literature and traditions of their race, as the Caplans are firm believers in the teachings of their religion.

Mr. Caplan is a prominent member of Beth Israel Congregation of Lebanon, is past Grand Master of the Odd Fellows, past Chancellor of Knights of Pythias, and a member of the Chamber of Commerce. He is also a liberal contributor to Denver Hospital, Immigration Society of New York, National Jewish Hospital of Colorado, National Orphans' Home of New York, all the Yishivis, and the Red Cross, War Sufferers' Fund and also all other local charities.

ABRAHAM CARNICK

If every man were able to arrive at the goal of his ambitions by straight road, much of the fineness of character, which is only brought out by adversity, would be lost to the world.

The striving toward worthy ambitions tempers the fine metal of the moral fiber which enables men to achieve the seemingly impossible.

So it was with Abraham Carnick, who was born in Wilner, Guberne, Russia, on the 15th day of August, 1892, and at the age of fifteen came to America, the land of equal opportunity for all. His father, John Carnick, was a Jewish scholar of considerable prominence, and his mother, Mollie, was a woman of noble character and strong personality.

When he arrived in America he seized upon the first opportunity which presented itself, going to his brothers in Franklin, Pa., where he entered a cigar factory, and gradually worked himself up to a salary of fifteen dollars a week. He continued in this line for the following three years, when he decided to go to work for his brothers, who were in the scrap iron business, in order that he might learn thoroughly all the details of the business. After working for one and one-half years, he was made manager of his brother's yard in Franklin, Pa., which responsible position he still holds.

We do not feel that it is necessary to relate the hardships of his first years, or the sacrifices which he made in order to gain the success which he knew ultimately would crown his efforts. It is the old story known too well to every man who has been obliged to face adversity in a strange land. Suffice it to say that it has taught Mr. Carnick the secret of success which he passes



SAMUEL CAPLAN

on to the younger generation in this brief advice: Find the work you are best fitted for, attend strictly to business, and give every man a square deal.

Mr. Carnick is a member of the Orthodox Congregation of Oil City, Pa., the Young Men's Hebrew Association, and is a liberal contributor to every worthy cause, regardless of race, creed or religion.

Prominent among the institutions to which he makes liberal contributions are the hospitals of Denver and Los Angeles.

SAMUEL CAPLAN

Samuel Caplan is not accustomed to think that the difficulties he encountered in early life really retarded his progress; he realized the truth that those who accomplish anything great in the world must depend upon themselves, and not upon circumstances. Necessity is a stern master, but it is probably the best.

Samuel was born in Vilna, Gubernie, Russia, in 1873, son of Joseph, farmer, and Blume Caplan. At the time of McKinley's election he came to Baltimore, from where he went to Canton, Ohio, worked in a junk yard for five weeks for \$6 a week. But being an enterprising young man, and realizing it is best to start out for oneself, no matter how hard the efforts may be, he did so with no assets but his good name, and today is one of the leading men of East Liverpool, where he owns property valued at \$40,000. In conjunction with his junk yard he has a ladies' ready-to-wear business which does about \$50,000 worth of business yearly.

Rich in business success, he is still richer in his home life, having a wife and four children. He was married in Russia to Sahra Rudner.

Besides contributing to all charities, including the Los Angeles and Denver sanitariums, Mr. Caplan was one of the founders and the first President of Congregation of Jacob in East Liverpool, now one of the Trustees, also is a member of the B'nai Brith and Brith Shalom of Philadelphia.

Thus we see the future holds in store much that is good for one of courage and integrity who makes it a rule to accomplish the purpose for which he sets out.

JACOB CARNICK

Opportunity is a precious thing justly celebrated in poem and proverb, but absolutely useless unless people are prepared to pay the price in hopes long deferred and in earnest endeavor.

Perhaps no young man ever started a career with more handicaps than Jacob Carnick, who within the space of a few short years has attained a position of prominence in the business and civic life of Youngstown, Ohio.

Jacob Carnick was born in Vilna, Gubernie, Russia, June 9, 1887, and came to America at the age of sixteen. The first years of his life in this country were a continual struggle against seemingly insurmountable handicaps, and only those of his immediate family and his most intimate friends know of the difficulties which he encountered and overcame.

From Oil City, Pa., where he had worked at the cigarmaking trade for

four months, he came to Franklin, Ohio, where he started a scrap iron yard with his brother Robert. They also opened one in Youngstown, Ohio, which they are now operating under the firm name of Carnick Brothers, and doing a very large business.

Mr. Carnick was married October 31, 1916, to Miss Dora Cohen, a popular young lady of Corry, Pa., and they are not only prominent in the social life of Youngstown, but are also well known for their kindly, charitable deeds.

Mr. Carnick is a prominent member of the Masons, Talmud Torah and B'nai Brith.

ROBERT CARNICK

The most important history of any nation or community is that relating to its business interests.

Business provides the means for the conduct of wars; it opens the door to the fine arts, it sets in motion the harmonies of wonderful music, it is the supreme educator of our times.

The life history of every successful business man is then a partial history of the entire progress of his community and it is a great pleasure to chronicle the events in the career of Mr. Robert Carnick of Youngstown, Ohio.

He was born in Vilna, Gubern, Russia, January 14, 1881, and came to America at the age of eighteen. Landing in New York, where he stayed only a short time, he went to Boston, Mass., Berlin, N. H., and finally to Franklin, Pa., before he found an opening which suited his liking.

Here he joined forces with Mr. S. Cohen, whose daughter Fanny he later married. Eight months later Mr. Cohen retired and his interest was taken over by Mr. N. Cohen of Corry, Pa. About a year later Mr. Carnick took over the Cohen interest and went into partnership with his brother Jacob, which partnership exists in Youngstown today, under the name of Carnick Brothers. He also has another iron and metal yard in conjunction with Mr. N. Cohen at Corry, Pa.

The Carnick Brothers married two daughters of Mr. Nathan Cohen.

Mr. Robert Carnick and wife have three sons who will doubtless succeed their father in the conduct of the immense business interests which he has so successfully developed.

Mr. Carnick is not at any time unmindful of those in less fortunate circumstances than himself and is a liberal subscriber to all charities.

He is also a member of the Elks and B'nai B'rith.

BERNARD CHAIMOWITZ

There are men who were born for social work, just as there are such who were gifted by nature with some peculiar talent or capability, or fit for poetry or music. A social worker who was born to the manner will naturally find his life work in helping his fellow man, in philanthropy.

Such a one is Mr. Bernard Chaimowitz of McKeesport, Pa. His life story as a whole is one endless chain of philanthropic activity.

He was born on the 17th of November, 1873, in Savene, Roumania, as the



ISIDOR M. CASSEL

son of Elijah Chaim and Pearl Chaimowitz. His father, who is a "Lamdan" and former Shochet, is now at Palestine. His brother is a Rabbi in Brownsville and there are many Rabbis in his family.

Mr. Chaimowitz came to America on the 18th of January, 1900. He landed in New York, where he worked for a time at suspenders, earning as a married man the munificent wage of \$2.50 per. He then went to Pittsburgh, where for a few months he was employed in the cigar trade. Afterwards he accepted a position as manager in Kaplan's bakery, and he kept this position for three and a half years.

As soon as Mr. Chaimowitz found his "basis" in the new country, he took an interest in social work. He became the protecting spirit of every newly arrived immigrant from his native Roumania. He became the Pittsburgh representative of the Industrial Removal Office. He was also at the same time assistant manager of the United Hebrew Charities of Pittsburgh and superintendent of the B'nai B'rith Employment Bureau for western Pennsylvania.

At the same time he continued in other social activities. He was responsible to a very large extent in the building up of the Roumanian congregation in Pittsburgh, of which he was Secretary and Vice President. He was the founder and President of the Lebanon Roumanian Beneficial Society. He organized a number of Roumanian Lebanon B'nai B'rith lodges, of which he had been President and Treasurer; and he organized the David Wolfsohn Lodge of the Independent Order B'rith Abraham.

In 1915 he bought a hotel in McKeesport, Pa., and here he also continues as social worker, being the Vice President of the McKeesport Society of Jewish War Sufferers. He is the Vice President of the Dorschei Zion Society of McKeesport and was recently appointed a member of the Soldiers' and Sailors' Welfare League of Allegheny County.

In his social and philanthropic work Mr. Chaimowitz can point with pride to the assistance of his wife, whose maiden name was Dora Eger.

ISIDOR M. CASSEL

We are pleased to be able to include in this work a brief sketch of the life of a young man whose years have not yet touched the meridian, as real success should be measured by earnestness of purpose, and accomplishment, rather than by years.

Mr. Cassel represents a fine type of young American business man, possessed of a modest, unassuming, but at the same time, magnetic personality. He was born at 114 Orchard street, New York City, October 14, 1887, the son of Morris Cassel, who died when Isidor was but two years of age, and of Ray Cassel, who now resides at Miami, Fla.

Mr. Cassel attended the public schools, then the Morris High School, from which he graduated, and also had considerable work as a student at the Talmud Torah, of East Broadway, New York.

When he had finished school, a business career appealed to him, and he obtained employment with Kaufman Mandel, whose biography appears in volume one of this work, and was later in the employ of Oshinsky & Valentine, a well-known shirt manufacturing concern of New York. He remained with this firm for nine years, gaining much valuable experience which fitted him for

the management of a business of his own. This he established and continued for a year and a half, when his brother-in-law purchased the New York Department Store at Miami, Fla., and he entered into the management of the store. This business is in a most flourishing condition.

Mr. Cassel has a deep appreciation of the artistic side of life, and has displayed considerable ability as a musician. He finds an unfailing source of pleasure and relaxation from business cares in his work at the piano.

He is a past Chancellor Commander of the Knights of Pythias.

His daily life is an inspiring example of unostentatious, earnest endeavor which is well worthy of emulation.

DAVID CHESNEY

One of the most prosperous business houses in Pittsfield, Mass., is the Pittsfield Junk Company, owned and managed by Mr. David Chesney.

Mr. Chesney was born in Volina, Guberne, Russia, in January, 1878, the son of Kolman and Zelda Chesney. He grew up in an atmosphere of intellect and refinement, as his father was a Rabbi and a great scholar in the community.

Coming to America in December, 1904, he found his way to Pittsfield, Mass., where he spent six years working in a junk yard in order to master every phase of the business. He then went into business for himself, which has resulted in the present prosperous establishment.

Mr. Chesney was married in Russia October 1, 1897, to Miss Rebecca Zemel, and they have four children, one boy and three girls, all going to school.

No worthy charity ever appeals in vain to Mr. Chesney, as he is a liberal contributor to all, regardless of race or creed, although he is a member of the Orthodox Congregation, and a regular observer of all the rites of his religion.

HARRY COHEN.

About forty years ago in the village of Osterlanikz, Lomzer, Guberne, Russia, Mr. Harry Cohen first saw the light of day. His father, Eli, was a tailor and his mother, Frumene, was always ready to make any sacrifice for the welfare of her son.

On April 1, 1893, Mr. Cohen first saw the Statue of Liberty in the harbor of New York, the symbol of freedom.

After setting foot on American soil he began learning the trade of tailor at a small salary of only \$3 per week. There he remained for four years and then coming to Cleveland, he learned to be an operator, earning from \$15 to \$18 per week, and after three years of persistent labor and with exceptional ability he became a designer of cloaks, earning a salary of \$35 per week. With money saved from his labor, he opened a retail store, then became a manufacturer, which, not proving a success, he again opened a retail store, where he remained for six years, then he came to Dayton, where he went into partnership with his brother-in-law in the iron and metal business under the name of Dayton Iron & Metal Co.

On May 14, 1901, at Cleveland, Ohio, he was married to Miss Lilian

Levy, and they have one child, a daughter. Their domestic life is full of happiness and joy.

Mr. Cohen is active in the B'nai B'rith, a member of the Anshe Emeth Temple of Cleveland and a liberal contributor of all worthy charities.

He is known by all as industrious, honest and versatile, and always strives to do the right thing at the right time.

Mr. Cohen's home environment is all that can be expected, his wife and daughter are his pride and joy and he furnishes them with all the comforts of life.

Mr. Cohen is a consistent worker for all noble enterprises, giving his time, labor and money towards their success.

HARRY I. COHEN

The path of success in business is invariably a high road lined with guide posts of common sense, honesty and perseverance.

Notwithstanding all that has been said about luck, the best good fortune in every man's life is not that which comes by accident. The only good things which we are justified in hoping for are those which we are capable of creating for ourselves.

The above is the substance of a conversation held with Mr. Harry I. Cohen, one of the wealthiest and most influential Jews of Detroit, and his advice carries with it the utmost value to young people just starting out on a business career, inasmuch as Mr. Cohen has won his way in the world unaided by anything but his wonderful ability and intense application.

He was born in Shiclava, Grodna, Russia, December 15, 1883, and probably inherited considerable adeptness for business from his father, who was a successful dry goods merchant in his native city.

He came to America when only a small child and attended public school until the age of 13 when he was obliged to assume the responsibilities of earning his own living.

Business history furnishes few instances of harder apprenticeship than that served by this young boy who worked in a dry goods store 12 hours a day and received the mere pittance of \$1.50 per week. By dint of much hard work he finally had his salary raised, step by step, to \$15 per week. Had young Mr. Cohen been possessed with less ambition and foresight he probably would have remained indefinitely at this salary, but realizing that he had about exhausted the opportunities which this business offered, he resigned to accept a position of more responsibility with S. Sarasohn & Co.



He remained with them four years and during that time gained their complete confidence as to his high integrity and ability, when the smouldering ambition to be in business for himself took definite form, and he notified his employers of his intention.

Rather than lose his valued services, they offered to open a branch store and make him an equal partner. This offer he accepted and for three years operated same as Sarasohn & Cohen Co. This partnership was dissolved, but in the absence of his able management the store did not prove a success, and he was asked to take it over. This he did, taking as partner Mr. D. Robinson,

which partnership still exists and has proved a remarkable mutual success, as the Robinson-Cohen Co., is known today as Detroit's largest east side department store.

Mr. Cohen was married to Miss Rae Goldstick, and they have two fine children going to school.

Notwithstanding the fact that Mr. Cohen is one of Detroit's most wealthy and influential Jewish citizens their home life is very simple and free from ostentation, as both himself and wife prefer to spend a large share of their income in bringing happiness to others. Their liberality in all charitable and philanthropic enterprises is so well known that they need no elucidation here.

Mr. Cohen is a member of the Knights of Pythias, Beth Jacob, and Sharrey Zedek.

JACOB M. COHEN

It was an old maxim among the Jews that he who did not bring up his son to some honest calling, brought him up to be a thief. True it is that the teachings and environment surrounding a man's early years are bound to strongly influence his future actions.

We can easily picture Jacob Cohen, Rabbi and prominent Talmudist of Vilna, Gubernie, Russia, peering into the future to the time when the son, who was also his namesake, should go forth into a great new world, and arming him with the strongest weapons which a young man can possess, absolute honesty and concentration of purpose.

Jacob Cohen, Jr., was born in Vilna, Gubernie, Russia, November 14, 1872, and came to America in the summer of 1892.

Landing in New York with practically no money, he sought an uncle, who urged him to become an operator in the cloak business. Finding in this occupation very little to satisfy his rising ambition, he embarked in a number of other ventures, which took him from New England to the Gulf. Coming back to New York, he finally located permanently at Olean, opening an iron and metal yard, where he has enjoyed the prosperity which his unswerving diligence and integrity so richly merit.

He was married in 1899 to Miss Rosa Sinkman of New York City, an accomplished girl who has made an ideal wife and mother.

They have four daughters, who are all being liberally educated in music as well as their regular scholastic training. Two of them are going to high school, while the younger ones are yet in the grades.

Mr. and Mrs. Cohen have always been most generous in their support of all worthy charities and have taken great pleasure in assisting those less fortunate than themselves, whom they have found deserving of their help and sympathy.

Mr. Cohen's advice to young people just starting out in life is the sum total of his own experience:

"Find out your vocation, follow it honestly and success will follow."



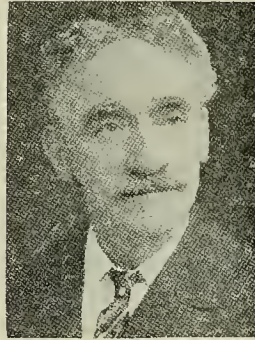
JOSIAH COHEN

When the biography of the Honorable Josiah Cohen will be written in the future, it will probably have a sub-title, "An Essay on Ideal Americanism." Such biography will no doubt be scrutinized by the generations to come, who will seek therein the leitmotif, the key to a useful life; for, in truth, biography must be subjected to the same scientific determinism as is any other branch of human knowledge.

Here is an immigrant boy who comes into an American community, provided with naught of worldly goods, with only a will to do and serve; then this boy marks out a path for himself which leads him to a place far above his fellow men, to a place of eminence and distinction.

What one phase of this man's character, we are moved to ask, is it that served as the motive force? Or is it perhaps a happy combination of qualifications that produced this career of leadership? For three generations men have loved Josiah Cohen because they recognize in him that something—indescribable, perhaps, but it is there, just the same—which puts him at once at the head of the procession, be that in the sphere of politics or in religious activity or in philanthropy.

Born in Plymouth, England, November 29, 1841, Josiah Cohen spent his boyhood there, where his ancestors had lived for generations and prior to that had settled in Cornwall. In 1857 he came to America with his parents, Henry and Rose, and settled in Pittsburgh, Pa. Soon after his arrival he became active in the work of the synagogue, having been employed as a teacher in English to the German-Jewish immigrants who arrived about that time. Rabbi L. Naumburg, whose daughter, Carrie, Josiah Cohen later (1870) married, was at that time the Rabbi of the Rodef Shalom Congregation,



and the services were conducted in Hebrew and in German. Soon, however, in order to attract the younger generation to the synagogue, Mr. Cohen was engaged to deliver English sermons supplementary to those delivered by the Rabbi in German. Later he studied law at the office of Kirkpatrick & Mellon; apparently a very fortunate step in his career, for in the dual role of teacher and jurist this man was destined to play his part so excellently.

In January, 1866, he was admitted to the bar. The practice of law soon brought him in contact with the city administration. Very early his unusual oratorical ability was recognized and for a generation he served on the platform in the interest of the Republican Party of Allegheny County. In 1882 he was chairman of the Executive Committee of the party. In the year 1884 he was one of the presidential electors for the state of Pennsylvania.

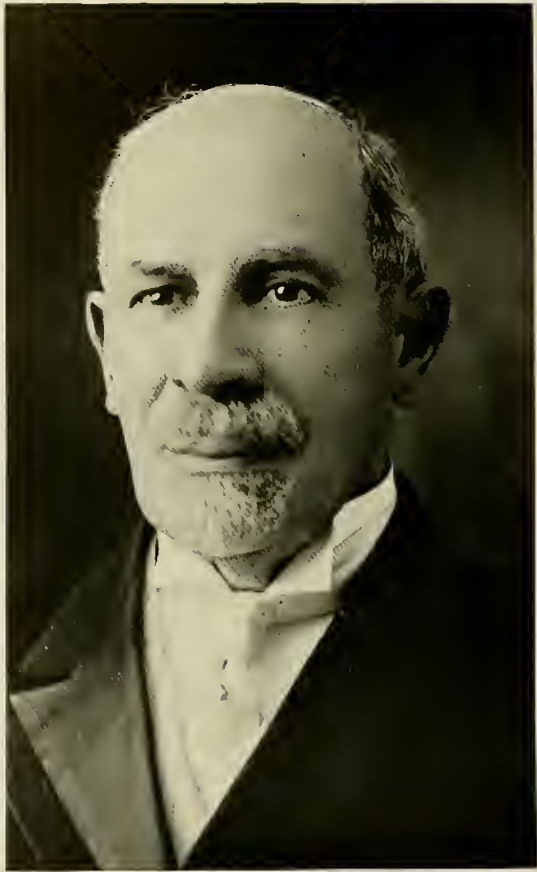
In recognition of an able and honorable legal career, Josiah Cohen received in 1901 the appointment of Judge of the Orphans' Court. This marked the beginning of an even more able and honorable judicial career. Judge Cohen brought to play a fine personality, an attitude of sympathy and kindness, a demeanor bespeaking elemental justice. It is a delicate task to sit in judgment, day in and day out, over human beings who are accused; and at the same time to enjoy universal recognition as a righteous judge. In 1907 he was elected for a term of ten years in the Court of Common Pleas, and in 1917, at a ripe age, but nevertheless young in spirit, he again placed his name in the primaries before the electors of Allegheny County for the nomination to the same office and received a more signal honor than was ever received by any judicial candidate in so closely a contested election. That a Jew should receive such a distinction in a popular election makes the occasion epoch-making in modern history. Of the 15 candidates for five vacant positions in the Common Pleas Court, Judge Cohen received 79,043 votes, about 80 per

cent of all the votes cast, heading the list in the number of votes polled and receiving 11,453 votes more than the next highest candidate.

Thus he discharged the obligations of a citizen. He did not, however, stop there, realizing that one has other obligations, namely, those of a neighbor and of a fellow Jew. This brought him into the field of philanthropy. He was connected with all charitable undertakings in Pittsburgh, particularly those ministering to the poor Jew. In the work of the Hebrew Relief Association or in that of the Gusky Orphanage, or in that of the Home for the Aged, no public undertaking could be expected to succeed if the services of Judge Cohen had not been enlisted. To this day he is a member of the Executive Board of the Federation of the Jewish Philanthropies. For many years he has been a Director of the Allegheny General Hospital. As far back as 1862 he was President of the Allegheny County Teachers' Association. To this day he is a member of the directorate of the Union of American Hebrew Congregations. He was on the Board of the Western Pennsylvania Reform School at Morganza. From the very beginning he devoted a great deal of his attention to the Rodef Shalom Temple, into which he came when it was in its infancy and which he helped to build up, making it one of the most important religious institutions in this part of the country. He was Vice President of the congregation until 1910, when he was elected President, succeeding the late Abraham Lippman to the office. As a public man he served not alone his local community. Active in the B'nai B'rith, he became President of District No. 3, I. O. B. B. He was one of the organizers of the Hebrew Union College located in Cincinnati. For a long time he was on the directorate of the Jewish Publication Society of America. He was connected with the National Jewish Hospital for Consumptives located in Denver. For many years he has been a life member of the Board of Trustees of the Carnegie Institute of Pittsburgh.

Here is indeed a busy and fruitful life, that affords the newer generation a criterion, a model for emulation. The personality of Judge Cohen, while it suggests primarily that of the patriarch and jurist, blends with it the type of the scholar and the man of affairs. He is well read, a forceful speaker, revealing extreme earnestness. Loyal in friendship, he evidently has in him that quality which inspires steadfast attachment and devotion in return.

A sketch of the life of this man would be incomplete without some reference at least to the public activity of his wife, Mrs. Carrie Naumberg Cohen. Her field has been charity. For half a century she has ministered to the poor of the city of Pittsburgh with a kindness and genuine warm human sympathy which is rare and which makes Jewish charity an ideal for the highest. In the Ladies' Aid Society she was associated for two generations with Mrs. Rosalia Rauh of sainted memory. This society amalgamated in 1880 with the Hebrew Benevolent Society, the two forming the present United Hebrew Relief Association. Mrs. Cohen carried her activity into the United Hebrew Relief Association, in which she is still serving as Vice President. She has been connected with the Board of the J. M. Gusky Orphanage and Home of Western Pennsylvania since its inception. She has been a true Big Sister to the girls who have been raised in that institution. For years it has been her hobby to select those orphans who had an aptitude for music and to see to it that the proper education in that direction has been provided. Not alone in Jewish charity has Mrs. Cohen been active; for many years she served on the Board of Directors of the Pittsburgh Association for the Improvement of the Poor, and as a member of the Relief Committee of that association has been devoting herself untiringly to this very day.



MAX COHEN
Cleveland, Ohio

MAX COHEN

Cleveland, O.

All of the characteristics of the successful foreign-born Jew in America seem to be embodied in Max Cohen, of Cleveland, a man of sterling moral worth, business integrity and unusual benevolence. Like many young Russian Jews who have emigrated to this country, poor in pocket but rich in dreams and determination, Mr. Cohen, on his arrival in New York at the age of 18, began his uphill but persistent fight for money and position and won out by sheer force of character, the character which is so often the outcome of hard conditions in youth, particularly when given a background of good parentage. Born of Meyer Cohen, a Jewish scholar and agriculturist, and Annie, his wife, in Walkowisk, Suwalki, Gubierne, Russian Poland, October 10, 1854, Mr. Cohen's only handicap on his arrival in America was poverty, the poverty of struggling youth in a strange land. Just how this lad of 18 "made good" is a brave tale, beyond the scope of a brief biography, and only the hundreds of people he has succored and his own immediate family and friends can possibly know of the true worth of this good man.

It is a far cry from the first barren years of Max Cohen's life as a worker in men's clothing at \$7 a week in New York to the big, prosperous iron business conducted under the name of M. Cohen & Sons Co., at 1252 East 55th street, in Cleveland, Ohio, of which he is the head, a business of millions a year, which has made him rich beyond his boyhood's dream and enabled him to exercise to the full his natural tendency to charitableness.

After four years in New York, when but 22 years of age, Max went into business for himself in Cleveland and prospered. He had but little money. Today he is known as one of the most successful men in that city, owner of an entire business block downtown and actively identified, at the age of 63, with the great iron interests which is one of its chiefest industries.

Like all good Jews, however, Max Cohen's private life is the better part of him. He has a large family, three boys and five girls. His wife, Sarah Bialowsky, to whom he was married in 1875, and who has shared his early vicissitudes and later successes, is well known in Cleveland society as a charity worker. She is the organizer and director of a Jewish Infants' Home, and like her husband, gives liberally to numerous benevolent institutions. This worthy couple belong to every charity in and around Cleveland, some 26 societies in all, and also contribute to the Max Nathan Home in Chicago, the Jacob Joseph Rabbinical Home in New York, Mt. Sinai Hospital, both Denver sanitariums, all the Ishives in Russia and all the institutions in Jerusalem. Mr. Cohen is a member of the Congregation of Anshe Ames, and has been a member of Beis Medresh Agadmel for 41 years. He has held almost every office in this organization. He organized the Talmud Torah 34 years ago and is still a Director, also the Old Home, Free Loan, Jewish and Hebrew Relief societies, and is a director and member of many other organizations and Jewish charities—a list too long to enumerate, but indicating his character as nothing else could do.

"When I landed in New York," said Mr. Cohen, "all I had was a capital of \$6 in German money and I have never yet had any assistance from anybody."

His advice to the young is, "Work hard. Be strictly honest. Try to get an education, and you will find many opportunities open to you."

All of Mr. Cohen's children are successfully married, except one son, Abner L., who has been in business with his father, but is now drafted for service in the great world war.

MAX COHEN

Harrisburg, Pa.

Rough treatment gives to the characters of men as well as to precious stones their lustre. The more the diamond is cut the more brightly it sparkles, and the trials which beset the souls of men work progressively from tribulation to patience, from patience to experience and from experience to hope.

This is exemplified in the life of Mr. Max Cohen, who landed in Harrisburg, Pa., with but two cents in his pocket.

He was born in Kavna, Gurberne, Russia, in March, 1864, and came to America in July, 1893. Without friends or money, he obtained a pack of goods on credit and started out selling them from house to house. He continued this for five years and then deciding that the most profit lay in the iron and metal business, he opened a small yard, which was the beginning of a wonderful success which has crowned all his efforts since that time.

The business soon grew to such large proportions that he was compelled to have assistance, so he took into partnership with him his two sons, who still assist their father in the conduct of their enormous business.

Mr. Cohen was twice married and has 10 fine children, to whom he has given good educations, and they are all serving useful purposes in the world. Three daughters who have all graduated from high school are at home, one is still in school and one is cashier for her father. His daughter Lena is married to Mr. Solomon of Harrisburg.

Jacob and Lewis Cohen are the two sons associated with their father under the name "Max Cohen Sons Co. Harry is still in College and Mose is already in business for himself.

Mr. and Mrs. Cohen are devoted to the promotion of many charities which are not regulated by creed or locality. Many distant cities are recipients of their kindness, one of the most prominent being the Denver Hospital.

They are exceedingly liberal when called upon to aid any local philanthropic or religious enterprise, and contribute liberally to Casar Israel and Hishka Mina Congregations, also Breth Abraham, Breth Sholoni and Liberty Lodge.

Harrisburg is indeed fortunate in having within its gates a family of such sterling worth to the community.

MAX COHEN AND HYMAN RUBENSTEIN

Chelsea, Mass.

It is our pleasure to relate the life histories of two prominent business men of Chelsea, Mass., whose interests have been identified for many years. We refer to Mr. Max Cohen and Mr. Hyman Rubenstein, of the firm of Cohen & Rubenstein, located at 215-17 Second street.

Mr. Cohen was born in Kavno, Guberne, Russia, in September, 1878, his father, Solomon Cohen, being a Rabbi of his native town, and also a very learned Hebrew scholar.

Mr. Cohen came to America in May, 1899, landing in Boston. Here he met Miss Lena Sander, and the following year they were married, going from Boston to Chelsea, Mass., where they began their new life with the small sum of \$12. This Mr. Cohen invested in a horse and wagon, and started out to peddling vegetables. After the first season he turned his attention to junk, and in a short time was able to open a yard, where he continued until 1908. After a few years in the liquor business, where he was unsuccessful, he sold this interest and again engaged in the wholesale junk business with his present partner, where they have been highly successful.

The Cohens have five children, two boys and three girls, all going to

school and well educated in music. Mr. Cohen is prominent in many fraternal organizations, being past President of I. O. B. A. and United Hebrews of America, past President of Hoves Achem and Anses Ford Congregation. He is also on the Board of Directors of these congregations and is a prominent member of the Foresters, Knights of Pythias, Odd Fellows and Y. M. H. A.

His partner, Mr. Hyman Rubenstein, was born in Kavno, Guberne, Russia, in 1877, and upon coming to America, found his first employment in a junk yard. During the several years in which he bought and sold junk and rags, he accumulated a valuable fund of knowledge which he brought to the business partnership formed later.

He was married in Chelsea, Mass., in 1901, and has three children, all girls, who are being excellently educated.

The Rubensteins belong to the same congregations as the Cohens, and both families are exceedingly generous in their gifts to charitable organizations.

SAMUEL COHEN

Independence of spirit is a quality which is bound to prove a big asset to any young man just embarking upon a commercial career, and it is one of the distinguishing features of Jewish character.

We have a fine example in the life history of Mr. Samuel Cohen, who was born in Vilna, Gurberne, Russia, in the year 1865. He was the son of Mr. Max Cohen of that city, who was engaged in the buying and selling of waste material. Twenty years later the family decided to move to America, and young Samuel's first experience in the new world was in New York, where he took up any employment which offered in order to make a living. After one year he went to Philadelphia, where he spent two years peddling, and then went to Lowell, Mass., and devoted several years to the same occupation. In the meantime his father had established a waste material business in Lowell and the son decided to join him. Under the able management of father and son, the business, which is located at 61-81 Suffolk street, has attained great prosperity and both partners are very wealthy.

Mr. Cohen was married in 1887 to a daughter of his own native Russia, and they have a lovely family of eight children, seven boys and one girl.

Like many families during the last year, the Cohens have been called upon to give a son to the service of their country, and Max is now in France serving under the flag of the United States. Alex is learning the garment business and Leo is working for his father. The rest of the children are going to school.

Mr. Cohen is quite prominent in the Montefero Society, the Hebrew Free Loan Society, I. O. B. A., and the Odd Fellows. He is also past President of the Jewish Congregation of Lowell. Both himself and wife are always counted upon for generous contributions to all charities, as they are unflinching in their liberality.

SOL. COHEN

While many men have achieved success without having the advantages of cultural and educational influences in the home, the boy who enjoys these advantages certainly is possessed of a valuable asset which will carry him far in any business or profession he may choose.

The earliest remembrances which Sol. Cohen has of his father are associated with his profound knowledge of Hebrew, to the study of which he devoted his entire life, and who can say how largely this educational atmosphere served to mould the plastic mind of his young son?

Solomon Cohen was born in Suwalka, Guber, Russia, in 1878, the son of Benjamin and Bashe Cohen. Here he received his education, but finding little opportunity to gratify his rising ambition for a business career, he said good-bye to his parents and sailed for America in 1899.

Landing in New York, his first venture was the sale of notions. Later he engaged in the installment business, but finally came to Franklin, Pa., where he is now the leading grocer of his city.

A few years after Sol. came to America his parents followed him. His father died in 1914 at the age of 84, and his mother still resides at Titusville, Pa.

Mr. Cohen was married October 11, 1903, to Miss Rebecca Lieberman of New York City, who has been a most charming and capable wife and mother.

They have three children, two boys and one girl, all going to school. Doubtless their brilliant academic education will sustain the Cohen standard of scholarship.

Mr. Cohen is a man of wide influence in his community, both himself and wife devoting much time and money to the promotion of welfare and philanthropic work.

Mr. Cohen is chairman of the Society for Assistance of Jewish War Sufferers, and an ardent supporter of the Jewish Emigration Society. He is one of the national directors of the Denver and Pittsburgh Orphans' Homes and a valued member of the Board of Trade. Also a member of Orthodox Oil City Shule.

ISAAC COLP

In the village of Vilna, Guberne, Russia, October 25, 1870, was an event of no small significance for Toria and Yenta Colp, when there was born to them a son whom they named Isaac.

Isaac left his native town in 1891, and landed in New York. From there he came to Springfield, Ohio, where he peddled junk for 10 years, being quite successful. The eagerness with which he entered into his work soon brought him more success. He went to Jamestown, Ohio, opened another yard, which was running for 14 years.

It is true, success or no success, we all get the craving for a change. Mr. Colp moved to Xenia, Ohio, and opened a yard under the firm name of Xenia Supply Co., where he owns his own home and business property and is doing very well.

Mr. Colp's advice to young men is this, "Be honest, develop a good character and work hard."

Mr. Colp was married in 1889 in Europe to Miss Ida Toben, and together they have dispensed charity to every worthy cause, as well as to the local hospitals and the Denver and Los Angeles sanitariums.

They have three promising children, one son and two daughters, Jacob



SAMUEL COOKE

and Rebecca in business with their father, and Sara married to Joseph Kastner of Piqua, Ohio.

Mr. Colp is also a member of B'nai B'rith, Masons and K. of P.

SAMUEL COOKE

Our Jewish nation seems destined to go down in history as one which has shown its great versatility in many lines of endeavors. Never has any race seemed so able to adapt itself to the needs and circumstances of the times as our own Jewish race. The Jew has ever been known as a believer in justice and right. Back through the times of persecution by the Pharaohs and down through the ages until the present day, the Jew's existence has not always been the most pleasant. It was a constant struggle for self-existence; and all through this the Jew was taught the moral lessons of what it means to suffer for one's faith. Thus has the Jew fought with all his soul where justice was at stake.

At the present day we are again engrossed in such a struggle where democracy and freedom are at stake, and the American Jew, although his race has had no part in any war confabs, has seen the justice of the course of the United States and has freely given his all to do what little he could. What a proud day it must have been for Emanuel and Anna Cooke when three of their sons left for the army in the cause of democracy, and with what misgivings did their fourth son, Samuel, stay behind because of physical disabilities.

Born in the Battersea, a suburb of London, England, on December 24, 1876, Samuel Cooke came to New York in the summer of 1884, destined to enter a new life in a new country. As our modern hero he began his adventures by selling newspapers on the Bowery, later doing various kinds of work at the Saratoga race tracks, at Long Branch, and at Jerome Park. His spirit for venture lured him on and he subsequently became a jockey under an assumed name, for fear his parents would not consent to his new profession.

This same spirit later took him to Cleveland, where he engaged in the manufacture of cigars, keeping a pool parlor in connection with his cigar establishment. Samuel Cooke also found time to settle down and enjoy family life. His daughter Ada seems destined for a business career, having graduated with high honors from Spencerian College. She is also well known among Cleveland's music admirers, for she has for several years studied music under various masters, the latest one being Mr. B. Landino. Mr. Cooke's son, Edward, a young man of seventeen, is at present enrolled at Annapolis with a view of becoming a naval officer.

At the present time Mr. Samuel Cooke is located at 1350 Ontario, with a cafe and restaurant, known as Cooke's Inn. He has ever found himself ready and willing to partake in the Jewish affairs of his city, having served successfully as officer in the various societies with which he has been connected. The Bnei Jeshurun Temple, the B'nai B'rith, the Bais Abraham and the Hungarian Aid Society feel highly honored with the membership of the benevolent Mr. Samuel Cooke, who is also an active member of the Odd Fellows, Eagles and the Moose.

SAMUEL COOPER

The dealer in waste materials has at last come into his own. Not only is he able to make handsome profits at the present time, but his business has gained importance and recognition since the beginning of the war, such as it had never acquired before. This is due to the fact that conservation is the watchword of the hour and is one of the elements which is helping us win the war.

Prominent among the dealers in waste metal and iron is the firm National Smelting & Refining Co., represented by Cooper & Temchin, located at No. 119 Illinois street, Detroit, Mich. Mr. Cooper, the senior member of the firm, was born in Rovna, Valina, Russia, in September, 1879, and came to America in July, 1910. He landed in Detroit and began working in the junk business for \$4.50 per week. He remained one year and from his meager earnings saved \$75 besides sending money for the support of his family in Russia. He then went into business and after four years of very hard work, during which time he got the business established in a fair way towards success, he joined forces with his present partner, Mr. Temchin, and their progress has been very rapid.

Mr. Cooper was married in Russia to Miss Zipa Schnei, and they have four children, all girls, who are still in Russia.

Mr. Cooper is very active in religious and educational affairs, being one of the founders of Beth Amadrash Agudal School and was the first President of same for five years. This institution is today considered one of the finest schools in the city. Mr. Cooper is also active in a number of other organizations and is most liberal in his gifts to charity.

ISRAEL CORMAN

Although Mr. Israel Corman, one of the older residents of Massachusetts, has retired from active service, he is still a prominent figure in the business life of the community, as through his efforts the American Bag & Burlap Company was built up into the large and successful concern which his sons are so ably managing at the present time, in Chelsea, Mass.

Mr. Corman was born in Volina, Guberne, Russia, and came to America many years ago. He began working in a factory for three dollars per week, and later in a junk yard for six dollars per week. Then he decided to go into business for himself, and started out peddling junk, but not being very successful, he went to work in a bag shop, but the desire for being in business for himself was still within him, and he started peddling again with his son Samuel. This venture was more successful and they soon saved enough money to start the nucleus of the present business. After a while business progressed and Louis and Benjamin were also taken into the business, and today Samuel, Louis and Benjamin are the active managers of the institution. The three daughters and youngest son are all attending school.

We feel that a word should be spoken regarding Mrs. Corman, who is very active socially and an ardent promoter of the various charities, to which the entire family are liberal contributors. They are all members of the Russian Orthodox Congregation, and Mr. Corman is Treasurer of the Vischiritz Relief Society.



JACOB COUSINS

JOSEPH CORMAN

Few things are impracticable in themselves. It is usually from want of application, not of opportunity, that men fail of success.

When we have before us so many instances of men coming to our shores friendless, in a strange land without money, surrounded by new faces and an unknown language, yet conquering all these obstacles by sheer tenacity of purpose, we should be ashamed to ever acknowledge discouragement.

Such is the life story of Joseph Corman, son of Zelik and Fanny Corman, who was born in Rorhonsk, Russia, September 15, 1885.

He came to America, landing in Cleveland during the winter of 1906, and for a short time worked in a clothing shop. However, the calling of his father, who was a dealer in iron and metal, made a strong appeal to him, so he started in this line of business in a small way. Seven years later he came to Canton, Ohio, where, with Mr. Heller, he opened an iron and metal warehouse under the name of Corman & Heller, which is the business he is engaged in today, and which has proven very successful.

He was married January 2, 1908, to Miss Bessie Schwartz of Cleveland, Ohio, who has been of wonderful assistance to her husband and is giving their two children a home training that will be of the utmost benefit to them during their whole lives.

He is a member of Old Schule and very liberal to all charities appealing to him for aid.

JACOB M. COUSINS

Jacob M. Cousins, whose great success in life may be attributed to his unceasing industry and perseverance, was born in Suwalk, Guberne, Russia, May 15, 1876, son of Sam and Freda Cousins.

While yet very young, Jacob was sent to America, the land of gold, landed in New York in April, 1894, began working at his trade of blacksmithing at \$2 per day, remaining at it for six months, but, not being afraid of work and realizing \$2 but a meager salary, he came to Toledo and with a partner went into the meat business. This being out of his line, and young as he was, he showed much of the business skill which was to make him rich in later days. He left this business and began peddling junk and for three years he did well at that.

Now fairly embarked, he advanced on the road to fortune steadily, exhibiting great exactness, fairness and energy in all that appertained to business. He then came to Kenton, Ohio, and opened a yard, was there for two years, then sold out and came to Mansfield, Ohio.

In 1908 he met with reverses through failure of several firms in which he was interested and although left penniless, he had something of more value, a good name. He began again at the beginning and today is doing the biggest business in the territory and considered very wealthy, besides being Treasurer of Kenney Foundry Co., stockholder of the Hughes-Keenan Co., American Clay Products Co., photoplay houses in Toledo, and many others.

His wife, who was Gussie Eppstein, daughter of Julius and Lottie Eppstein, of Toledo, has always been active in his business, and being highly educated, always, even to this day, manages the finances of his business, besides being very active in the Red Cross, Ladies' Aid Society, Eastern Star and K. of P.

Let me say here, her brother, Joseph O. Eppstein, of Toledo, was the youngest member of the House of Representatives from this state, being at that

time only 22 years of age, and is now Assistant District Attorney General of Ohio.

Mr. and Mrs. Cousins contribute to all charities, including Denver and Los Angeles hospitals, Orphans' and Aged Home in Cleveland, and while they have no children of their own, they raised one girl, who married one of the Eppstein boys of Toledo and are now bringing up a boy who bids fair to follow the footsteps of his adopted parents and become a pride to them.

Mr. Cousins is a member of Temple in Mansfield, Ohio, B'nai B'rith, Elks, Masons, K. of P., Odd Fellows, Foresters, Moose, Chamber of Commerce and Auto Club.

"Hard work, integrity and perseverance" is his advice to the younger generation.

JOSEPH COUSINS

If experience is the best teacher, she is also a most exacting task mistress. She teaches us that the road to success is not to be traversed in a day. We pass slowly, step by step, learning life's lesson bit by bit. This is the only way to wisdom; the only way to wealth; the only way to honor.

So it was with Joseph Cousins, who learned the value and uses of iron in the foundry where it comes white hot and molten to be welded or moulded into a thousand purposes for mankind.

Where men sweat and toil in an inferno of heat that we may enjoy the modern conveniences of civilization.

Joseph Cousins was born in Toledo, Ohio, June 6, 1885, where his father, Samuel Cousins, was engaged in the iron and metal business.

Young Joseph, being of a very independent disposition, did not go to work for his father, but decided to serve his apprenticeship in a foundry where he could obtain a first-hand knowledge of metals.

He first worked in his native city, then in Ft. Wayne, Ind., and finally went to Lima, Ohio, where he was employed by M. Bernstein & Co.

His technical knowledge and unusual executive ability soon made his services very valuable to his employers, who made him a member of the company, where he has remained ever since.

Mr. Cousins is yet a very young man, with the best years of life before him, and, judging by the brilliant achievements of his earlier years, will yet become a national figure in the business world.

He is a prominent member of the Elks.

SAMUEL CREMAR

Versatility is the greatest asset which a business man can possess.

The capacity to direct one's energies to the accomplishment of any task which comes to hand has carried many a man swiftly up to the summit of success and has held him there against tremendous odds.

When Samuel Cremar landed in New York he was only 19 years old and had absolutely no preconceived ideas regarding a business career. Going to his brother in Bangor, Me., he was given credit for the purchase of a few

notions which he started out to sell as a means of livelihood. His next occupation, radically different from the first, was that of house painting, and this he pursued with the same diligence for the following eighteen months.

But the strong desire to be in business for himself, which is inherent in every progressive spirit, led him to Canton, Ohio, where he started an iron and metal business. From there he went to Newark, Ohio, and finally to Parkersburg, W. Va., where he joined his present partner in the business which they are now conducting so successfully.

He was married in 1903 to Miss Shara Friedman of Norwich, Conn., and to her sympathetic co-operation he attributes much of his success. They have five children, four boys and one girl, who are being thoroughly educated in musical as well as along academic lines.

Mr. Cremar is a member of B'nai Jacob, B'nai B'rith, and is also affiliated with the Modern Woodmen of America and the Moose.

His liberal contributions to the Denver and Los Angeles hospitals, the Old Age and Orphans' Home and the many local charities which never appeal to him in vain have been the means of alleviating much suffering and has brightened the lives of thousands who have been recipients of his beneficence.

OSCAR CUTLER

The great mistake which many American-born young men make, is that they are not willing to serve the severe apprenticeship which seems almost necessary to a successful business career. This accounts largely for the fact that many young immigrants have outdistanced them in the race to a business success.

We have such an example in the life of Oscar Cutler, who was born in Volma, Guberne, Russia, in 1870, the son of Wolf and Hanna Cutler. He came to this country in 1899, and started working in a junk shop in Chelsea, Mass., for \$3 per week and board. While Mr. Cutler realized that this was a very meager salary and that he could make a great deal more money in some other way, he wisely continued for two years, acquiring an intimate knowledge of the business which proved most valuable to him when he started in for himself. He is today conducting one of the largest establishments in Chelsea, handling all kinds of metals and rubber. His plant is located at 46 Arlington street, where he owns the entire building and all equipment.

Mr. Cutler was married in 1891 to Miss Bessie Levine, and they have five children, three boys and two girls, who are all being fitted to occupy useful and prominent positions. The eldest son, Nathan, was in business with his father until our country became engaged in the war, at which time he patriotically shouldered arms in his country's cause. Benny is studying Medicine in Tuft College. The one daughter is a high school graduate and a younger son and daughter are still in school.

Mr. Cutler is very prominent in all charitable activities and is past Treasurer of the Anses Schwat Congregation, of which he is also one of the founders. He is also very active in I. O. B. A.



BENNY CUTTLER

The career of Mr. Benny Cuttler is one which should inspire every young man to renewed effort in the face of discouragement, as it is another exemplification of the old truism, "Where there is a will, there is a way."

Mr. Cuttler was born in Kiev, Guberne, Russia, in March, 1876, and came to America in the year 1907. Finding his way to Chelsea, Mass., he worked in a blacksmith's shop for about eight months, at which time the town suffered a severe fire, and Mr. Cuttler worked on the streets clearing away debris for 30c per day. Later he received \$1 per day, and was able to save \$12, with which he began buying and selling junk.

He was so successful that he saved \$1,000 the first eight months, and then decided to go into the teaming business. Prior to this time he had been sending money back to Europe for the support of his family, but he now felt justified in sending for them. However, just before they arrived he was so unfortunate as to lose his horses and had to start all over again.

Obtaining employment at only \$9 per week, and with his family just arrived from Russia, they were all obliged to endure extreme privation, during which time Mr. Cuttler supported them by digging ditches or any other hard labor which came to hand, until he had saved \$150, with which he went into business, and this was the first step toward the big success which he has achieved in wool scrap and burlap.

The Cuttlers have eight children, three boys and five girls. Morris is in business with his father. Paul is going to Burdett College. The balance of the children are all in school and are accomplished in music.

The Cuttlers are liberal in their gifts to Charities, and Mr. Cuttler is Treasurer of Orthodox Congregation. He is also prominent in Talmud Torah, Liberty Lodge and Progressive Society.

HYMAN CUTTLER

Prominent in the business life of Chelsea, Mass., is the firm of H. Cuttler & Co., of which Mr. Hyman Cuttler is the directing genius.

Mr. Cuttler was born in Volina, Guberne, Russia, in August, 1870, the son of Morris Cuttler, a prominent mill owner and scholar.

A good demonstration of the qualities of initiative and courage which Mr. Cuttler possesses is the fact that he was 36 years old at the time he came to America, an age when a less bold spirit would hardly consider starting in upon a new career.

Mr. Cuttler came to America in 1906, and coming direct to Chelsea, Mass., started in a rubber shop at the small salary of \$6 per week, in order to have an opportunity of learning the business. After three months he went into business for himself and has been successful in the highest degree.

Mr. Cuttler was married in April, 1900, to Miss Bessie Cutler. They have six children, three boys and three girls, who are all being excellently educated.

In addition to the excellent home training which Mrs. Cuttler has given her children, she has found time for activity in many prominent social affairs, and devotes a great deal of time and money to the promotion of charities. Mr. Cuttler is prominent in both the Orthodox Congregation and the United Hebrews of America. He is also a member of the Foresters.



WOLF DANIELS

MYER DANA

Mr. Myer Dana, who is one of the leaders in real estate and banking in Boston, started life very humbly. He came to America some twenty-seven years ago from a little village near Vilna, Russia, practically without a cent. Arriving in Boston, he became a peddler; at first he sold matches, then dry goods and later on all sorts of merchandise on the installment plan. In 1895 he found himself with an accumulated capital of \$1,200, which was just sufficient to buy the first lot. He started in the real estate business by building his first house. The net proceeds of his first two years in this venture brought him large returns. He opened a real estate office in partnership with a Mr. Levin under the firm name of Dana & Levin, continuing it under this title until 1911, when the partnership was dissolved and he started in business on his own account. His office is at present located at the Pemberton Building of Boston and his business has been remarkably successful.

The Congregation Adath Yeshurun numbers Mr. Dana among its most active members. He is one of the organizers of this important Jewish religious center and during the construction of the building was Vice President, Financial Secretary and a member of the Building Committee. He is one of the charter members of Beth Israel Hospital, was Chairman of its Building Committee and is now Vice President and Chairman of the Finance Committee. Mr. Dana is also active in the order B'nai B'rith, to which he has belonged for many years, and the Boston Hebrew Educational Alliance, to which institution he presented, at a banquet given in October, 1916, a mortgage which he held.

Mr. Dana's wife, nee Etta Finn, comes from the government of Suwalk, Russia, and is the daughter of Chain Finn, one of the most prominent Jews of his native place. Her grandfather was the renowned Rabbi Elimelech Meir Shapiro of Kovno and her ancestors were all high in the Jewish councils of learning. The marriage of Mr. and Mrs. Dana took place on May 24, 1896, and the marriage was blessed with three highly accomplished children: Gertrude, the oldest daughter, is a graduate of the Boston High School and of the local seminary and is now a student at Seamen's College; Herman graduated from the grammar school at the age of eleven, completed his studies at the Boston Latin School at 15, and now, at the age of nineteen, has already obtained his Bachelor of Arts degree from Harvard College. While at the Latin School he received every prize awarded, including the Franklin medal, at his graduation. In Harvard he made a very creditable record and he is a thorough Hebrew scholar. Lesta, the youngest daughter, is in the Boston Latin School and has also studied Hebrew. As a matter of fact, all of Mr. Dana's children have received a Hebrew education. He is a modern Orthodox and himself a Talmudic scholar.

Mrs. Dana belongs to nearly every charitable institution in Boston and is also a member of the B'nai B'rith.

WOLF DANIELS

It is one of the strange paradoxes of human nature that ease, opportunity and early advantages often invite slothfulness, while hardships and privation bring out the fine gold of character.

In the person of Mr. Wolf Daniels we find one of the older generations of Jews, who had a hard struggle for all the advantages he and his children now enjoy. He was born March 15, 1855, in Suwalk, Gubernia, Russia, and came to America in 1882. During the first six years he peddled junk, and later

opened a small yard of his own, which under his able management grew to such proportions that after ten years he sent for his brother-in-law, Mr. Miller, and took him into the firm. They are now operating under the name of Daniels & Miller, and are one of the largest concerns of the kind in the state. The city of Greenburg, Pa., has reason to be proud of this institution, as it affords employment for a number of people.

Mr. Daniels was married in Russia in 1871 to Miss Anna Miller, and they have a fine family of five boys and six girls. Four of his children are married, while two sons are today serving their country in the great war. The entire family have been well educated, both in musical and commercial lines.

Both Mr. and Mrs. Daniels are liberal contributors to Denver and Los Angeles hospitals and the Old Age and Orphans' Home of Pittsburgh and the Orphans' Home of Erie, Pa.

Mr. Daniels is a member of Congregation B'nai Israel, B'nai B'rith and the Protected Home Circle.

His advice to aspiring young men is, "Work hard, be persevering and honest in all your dealings."

MAX A. DANIEL

Although Mr. Max A. Daniel is still a comparatively young man, he has arisen to a position of great prominence in the business world without outside assistance.

He was born in Kovno, Guberne, Russia, in June, 1880, and came to Boston, Mass., with his parents in 1891. As his father was having a severe struggle to establish himself, young Max was obliged to not only earn his own living, but to contribute something to the support of his family. This he continued for six years or more, when he found employment in an iron and metal yard, spending a year and learning all the details of the business. He then opened an establishment of his own in Boston, where he remained until 1910.

At that time he built a plant in Chelsea, Mass., and in 1915 discontinued the house in Boston, as he wished to concentrate his business in one location. He is today a very wealthy man and conducting one of the largest plants in the country.

Mr. Daniel was married in Boston, Mass., in October, 1905, to Miss Amelia Levine. They have one son, who is going to school, and is being educated in Hebrew.

Among Mr. Daniel's many patriotic and fraternal affiliations may be mentioned his membership on the Liberty Loan Committee, Deputy Grand Chancellor Knights of Pythias, Board Director Congregation Adath Yeshurine and Master of Exchequer of Knights of Pythias. He is also a member of I. O. B. A., Odd Fellows, Talmud Torah, Y. M. H. A., and the Hebrew Free Loan Association, of which he is a life member. He is a liberal patron of the Denver Hospital, Immigration Society and the Federated Jewish Charities of Boston, as well as the Old Age Home and the Children's Home of Boston.

Mrs. Daniel is very prominent socially, and is also a member of all of the prominent women's organizations.



SAMUEL DANDEL

In Reading, Pa., at 707 Molino street, is situated the Reading Rag & Metal Company, one of the leading industries of the city. This business is conducted by two brothers, of whom Samuel Dandel is the senior partner.

Mr. Samuel Dandel was born in Vilna, Gubernie, Russia, January 15, 1870, the son of Abraham and Sahra Dandel. His father was engaged in the world's most ancient and honorable occupation—agriculture—and was a very accomplished Jewish scholar as well.

In the spring of 1899 Mr. Dandel decided to come to America, and came direct to Reading, Pa., where an uncle resided. He began working in a junk yard and was there seven years, during which time he not only accumulated a small capital, but also all necessary knowledge of the business. He then started into business with his brother Danil, which partnership has proved exceedingly successful, as is very obvious to any one looking over their fine plant in Reading.

Mr. Dandel was married November 8, 1904, to Miss Katie Gittleston of Reading, and they have five children, two boys and three girls, three of whom are old enough to go to school.

Mr. and Mrs. Dandel are most generous contributors to all charities and are also prominently connected with the B'nai Chean Congregation. Mr. Dandel is also prominent in Kasher Israel.

JACOB DAVIDSON

To one who has made a careful study of biography, one of the most impressive features is the fact that so few men find their true vocation in life until they have passed through many experiments and failures.

However, we occasionally find a man who through strong tendencies of heredity or being gifted with an unusually keen power of self-analysis, is able to select his life work at an early age and pursue it with success.

Such is the first chapter in the life history of Jacob Davidson, which we esteem it a great pleasure to record.

He was born in Divinsky, Russia; July 7, 1891. His father was a man of scholarly attainments and also a successful merchant, so his son came into the world well endowed with a strong mentality and adeptness for his future career.

He came to America in 1906 and secured a position as clerk for M. D. Shannon, Cleveland, Ohio, at the small salary of \$4 per week. However, he was gradually raised to \$12 per week, which he was receiving at the expiration of three years.

At this time he made the fortunate decision that his future interests could be best served in a business of his own, so he started out buying out bankrupt stores and job lots of goods, disposing of same at a profit.

This he continued for six years, when he opened his present store at 5634 Broadway, where business has been rapidly increasing for the past two years.

Possessed as he is of such natural ability and true merchandising instinct, together with a seemingly limitless power of concentration upon the business at hand, Mr. Davidson has before him a brilliant future which historians of Cleveland will be glad to follow.

While care and consideration for the poor and unfortunate are attributes which we usually associate with more mature years, Mr. Davidson is most zealous in his contributions to the various charities of his city, and he makes no distinction in race or creed. All share alike in his beneficence.

SAMUEL DAVIS

No man is liberally educated unless he has obtained a thorough knowledge of human nature. It is a business asset for the lack of which no amount of academic training can possibly compensate. That this is best acquired by first-hand dealing with men of all walks of life has been amply proven in the histories of some of our foremost business men. One whom we have in mind is Mr. Samuel Davis of Jamestown, N. Y., who has felt the keen edge of many vicissitudes, and who has the distinction of having overcome these difficulties after reaching middle life.

Born in Negrosht, Roumania, in December, 1865, he remained in his native land until June, 1906, when he came to America.

Landing in New York with but a few dollars, he spent three weeks searching for work, but without success. When his small fund had dwindled to to only one dollar he came to Jamestown and found employment in an iron and metal yard at \$6 per week, which small wage after a number of months was gradually increased to \$9 per week. In the following year, by the exercise of the greatest economy, he was able to save enough money to send for his wife and family, whom he had left in Roumania until such time as he was established in America.

Feeling that his energies could best be directed toward the establishment of a business of his own, he set about collecting waste paper, and four years later opened a yard for the handling of this business on both a wholesale and retail basis. This business, under his remarkable management, has grown to enormous proportions, and from the profits of same he has also acquired a considerable amount of real estate.

His wife, who was before her marriage Miss Pessa Lewis, has been a wonderful wife and mother and has trained their boys in such a manner as to make them worthy custodians of the multiplicity of interests which their father will some day turn over to them.

Four of the boys are already assisting their father in the conduct of the business, while the youngest child is still in school.

Both Mr. and Mrs. Davis have devoted much of their time and wealth to the promotion of the various charitable interests, not only of their city but throughout the nation, prominent among them being the Denver and Los Angeles hospitals, all the Yishivas, the Hebrew Beth El and Cemetery Association.

Mr. Davis is a prominent member of the Odd Fellows and Eagles, and his various beneficent activities have woven themselves into the lives of many people in Jamestown, who have reason to be grateful for his able assistance.



BEN DUBERSTEIN

The shaping of our lives is our own divinely appointed task. We may make them things of beauty or ugliness, just as we will. No opposition is too difficult, no handicap too great, if the fine, free spirit of the man goes forth bravely to meet them.

In Minsker, Guberne, Russia, forty-two years ago there began a life that



NATHAN DEZEN

was to develop into a shining example of accomplishment under difficulties which would have completely overwhelmed a less dauntless spirit.

Ben Duberstein's father, although a successful merchant and a man of considerable scholarship, early found that the narrow confine of their native town did not provide sufficient scope for the activities of his ambitious son, so in 1900 we find Ben on his way to America with no money, but a high hope and determination to succeed.

Landing in New York, he suffered all the pangs of poverty and disillusionment which it has ever been the lot of an alien to meet, but Ben saw riches in material which other men cast aside, and coming to Dayton, Ohio, he commenced collecting old iron, first with a push cart, then with a wagon. Accumulating a little money, he started a metal brokerage business, and here began the phenomenal success that has marked every step of his progress from that time to the present.



Ben Duberstein

He was married just before he came to America, to Dora Simonowitz, who accompanied her husband to the new land of opportunity, and has bravely stood beside him at every precarious moment of his career.

They have five children, three boys and two girls, all going to school.

Mr. Duberstein is a member of Beth Jacob, President of Talmud Torah, Vice President of B'nai B'rith, an active member of the Odd Fellows and Zionist Society. Both himself and wife subscribe to the Los Angeles and Denver hospitals and Mrs. Duberstein is a staunch supporter of the Auxiliary of Talmud Torah.

NATHAN DEZEN

Generations are to eternity as a fleeting moment is in the lives of men. From father to son comes a great heritage of the world's unfinished work which he in turn must push a little further toward completion. There is no pause in the mighty progress of development, never a time when our labors can quite be laid down.

So it was with Nathan Dezen, who came with his parents from their native Russia to find new opportunities in the western world. He was born July 5, 1889, in Padolsky, Guberne, Russia, where his father conducted a wholesale business in dried fruits.

When Nathan was only eleven years old his parents came to America, landing in New York, but shortly removing to Rhode Island. His father, fully realizing the value of an education as equipment for a successful business career, sent him to school for six years and then took him into the iron and metal business, which he in the meantime had established.

Here he gained a world of practical experience, and six years later, having saved sufficient capital, he started into business for himself at Wellsburg, W. Va. After four years, which were successful in every particular, he came to Steubenville, Ohio, where he has remained ever since, his brother-in-law, Mr. Harry Fisher, and himself having bought the firm of Berger & Jones. They are doing a wonderful business and furnish employment for a large number of men.

Mr. Dezen was married July 4, 1908, to Miss Theresa Fisher, and they have four lovely children, three of whom are old enough to go to school.

Both Mr. and Mrs. Dezen are active in all charitable movements in their city and also contribute liberally to the Los Angeles and Denver hospitals. Mr. Dezen is a member of the Maccabees, the Congregation B'nai Israel of Steubenville and B'nai B'rith.

JOSEPH DUNN

Every man whose life has been unusually successful owes to posterity and to the world at large a history of his success and how he achieved it. Thus the study of biography becomes one of the most instructive and inspiring studies which can possibly be presented to the youth of our country.

It is with great pleasure that we are able to publish the life story of one who had to meet and overcome many discouragements and misfortunes; who tried many vocations before finding the one work to which he was adapted, who pushed forward with unflinching faith in the ultimate victory of perseverance over adverse conditions.

Joseph Dunn was born in Grodna, Guberne, Russia, August 2, 1869, and remained in his native country until 1898, when, having accumulated a small capital, he decided to try his fortune in America. He did not come directly to the United States, but went to England and from there to St. John, New Brunswick, Canada, landing on western soil with \$1,800. His first business venture netted him a loss of \$600. Selling out, he came to Boston, Mass., and thence to Lowell, Mass., where he lost all his money in the cattle business. Penniless and friendless, he went to New York and walked the streets looking for work. All that presented itself was a job in a butcher shop at \$3 per week, which he accepted. He only remained two weeks, however, until he had an opportunity to go to work in a packing house at \$4.50 per day. Here his business ability found due recognition and the firm put him in charge of a shop at Hartford, Conn., where he was very successful.



However, he was not content unless engaging in a business of his own, so he tried several other ventures with indifferent success until he engaged in the iron and metal business.

This, together with the large commission business to which he now devotes his energies, have proven successful in every way, proving the truth of the old maxim, "If at first you don't succeed, try, try again."

He was married in 1903 to Miss Rosa Faverman, and they have two children, a boy and a girl, who not only go to school, but are being thoroughly educated in music, both attending the conservatory, where Carrie studies piano and Meyer the violin.

Both Mr. and Mrs. Dunn are very charitable and do not confine their activities along this line to local organizations, as many worthy causes all over the country are recipients of their generosity.

BENJAMIN DUSHMAN

The human temperament at best has somewhat the same consistency as a rubber ball; the harder it falls, the higher it rebounds.

This accounts for the ultimate success of so many men who, laboring under the most adverse circumstances, emerge finally triumphant over seemingly overwhelming difficulties.

Such dearly won achievements stand as mighty beacon lights of inspiration to the youth of our land.

Such is the story of Benjamin Dushman, who, at the age of 19, landed at the gates of our country without money, friends or influence of any sort whatsoever.

He was born in Vilna, Gubernie, Russia, December 22, 1863, and came to America in the summer of 1882, landing in Philadelphia, where he worked at odd jobs for six months, which only averaged about \$3 per week. We next find him in Pittsburgh selling chair bottoms and working in an iron foundry, and from his meager earnings he managed to help his father in Russia and save \$160, with which he went to Canada. This venture, while a failure financially, was one of the happiest moves of his career, as he here met Miss Racheal A. Newman, who later became his wife and has been a wonderful help and inspiration to him in all the subsequent events of his life.

From Canada he came to Baltimore, Md., but there met with severe reverses which left him with practically nothing but an excellent reputation for business integrity, which, after all, is a man's best asset. His last and finally successful enterprise developed into the flourishing iron and metal business which he is conducting today in Huntington, W. Va.

Mr. Dushman states that the first requisite in business is absolute honesty; the next, finding the vocation for which you are best adapted.

Mr. and Mrs. Dushman have five children, two married and three still in school.

That Mr. and Mrs. Dushman never forgot those less fortunate than themselves is evidenced by their liberality in the matter of charities.

Among some of the more prominent organizations grateful for their beneficence may be mentioned the Jewish Congregation in Huntington, B'nai B'rith, Denver and Los Angeles hospitals, Orphans' homes in Cleveland, Ohio, and Erie, Pa., and the Immigration Aid Society.

HERMAN EICHNER

At No. 577 Hastings street, Detroit, Mich., is located the office of a man whose ability has helped to shape some of the principal industries of Detroit, and whose identity is associated with the remarkable growth of the city's vast real estate interest during the last decade.

We refer to Mr. Herman Eichner, prominent real estate man, who has closed some of the largest transactions in the history of Detroit.

He was born in Torna, Hungary, March 26, 1880, and was given a thorough education, graduating from the leading college in Hungary. He was most fortunate in having a father of great scholarly attainments who realized the value of education, regardless of the business to which a young man might devote himself in later life.

He came to America in July, 1905, landing in New York City, where he began working in a bottle yard at \$10 per week. After the first year he went to Detroit, arriving in that city with but \$4 in his possession.

His first employment was with a construction gang, digging a tunnel un-

der the Detroit River for the Michigan Central Railroad. Later he secured a position with a bottling company, and then with Dodge Bros., where he worked in the capacity of expert millwright.

His next venture was in the business which was to prove his future success—real estate. His exceptional sales ability while with the Flint Land Co., Ltd., soon earned for him the position of head salesman, and in January, 1914, he was presented with a fine gold watch in recognition of his valuable service, and honoring him as the best salesman on their large force.

In the meantime Mr. Eichner had been conducting a business of his own, which had grown to such large proportions that he felt the necessity of devoting all of his time to these interests, consequently he severed his connection with the Flint Land Co. and opened an office at his present location, where he has been wonderfully successful.

On February 7, 1905, but a few months before his coming to America, Mr. Eichner was married to Miss Goldstein, and they now have a fine family of five children, three boys and two girls, all going to school.

In addition to Mr. Eichner's many business interests he finds time for some valuable work in various religious and fraternal organizations. He is now serving his fourth term as President of the First Hungarian Hebrew Congregation; he is ex-President of Independent Order B'nai B'rith Abraham and is also an active Mason. Both himself and wife are liberal contributors to many charities.

MORRIS M. EIDELMAN

Mr. Morris M. Eidelman of Youngstown, Ohio, is still a very young man, having been born in the year 1880, but belongs to the class known as "promising young men." He has a noble and sincere character, is hard working and serious minded and his splendid qualities fit him for a leading role among the Jews of Youngstown.

Mr. Eidelman was born in Barbrowitz, Russia, the son of Isaac and Hannah Eidelman. His father, who is still living, is one of the most prominent Jewish scholars of Youngstown.

Mr. Eidelman came to America in 1891. He began his career as a news-boy in Pennsylvania. He then worked in the cotton mills of New Jersey and in Norwich, Conn., and has made a remarkable success in this field, earning the reputation of the best cotton spinner in America. Arriving in Youngstown, he became an agent for Swift & Co., was later employed by Ozersky Brothers and as soon as he felt that he had the means of going into business on his own account, he did so, buying a meat market at 1426 West Federal street, which he is still conducting today, with a remarkable success.

He is a member of the order B'rith Abraham and Congregation Emanu El, of the Orphan Asylum, the Los Angeles Sanitarium, the Zionist Lodge and many other organizations.

On December 4, 1911, Mr. Eidelman was married to Miss Frume Stern, and they are the proud parents of two children, Harold and Pearl.

Mr. Eidelman is very religious and like a true Jew, he performs his prayers three times a day. After his mother's death in 1910 he would insist on a Jewish "Minyan" morning and night, and as he would gather large throngs for the purpose, within a short time the Jewish population of Youngstown learned how to pray.

NATHAN J. EISENDRATH

Mr. Nathan J. Eisendrath was born in Chicago, Ill., on the 18th of January, 1874, and is the son of Julius and Regina Eisendrath of that city, who emigrated to the United States with fifteen out of twenty-three grown-up children. It is a family tradition that all sons bear the letter "J" as their middle name.

Nathan went to public and high school in Blue Island, Ill., selling newspapers on trains between Chicago and Blue Island. He took a course in business college which fitted him for a position as assistant bookkeeper with Cahn Wampold Company and then Straus Eisendrath & Co. He then started to manufacture shirtwaists, but was not very successful in that. He went into the fur business in Calumet, Mich., but when an epidemic of spinal meningitis broke out in the place, he went back to Chicago and took a position as representative and later manager of Reed Bros. & Co. of Cleveland, Ohio, continuing there for eight years.

His next step was to start in the commission business for New York lines, in which business he was very successful and kept up for two years. He then embarked in the paradise and aigrette feather importing business, which brought him good returns until the government decided to stop further importations.

Not knowing what to do next, he went into the millinery line, and having opened some eighteen departments in various department stores, he lost practically all he ever made and found himself absolutely without funds. Even though he had wealthy brothers who would have gladly helped him, he never asked their assistance, but was determined to win in the line he had chosen. He took over the Fair, a concern selling millinery and general merchandise, and started in to make good. The Fair in due time became the Eisendrath Company, and is today doing a splendid and unimpeachable business.

Mr. Eisendrath is a member of the Congregation Rofeph Sholom and for the last twelve years was a member of the Executive Committee and Board of Trustees of Temple Emanuel of Chicago.

On October 11, 1900, Mr. Eisendrath was married to Miss Clara Oesterreicher, whose father was a great philanthropist in Chicago. Three children have blessed their union, named Juliette, Morris and Arthur.

SAMUEL ELKINS

Mr. Samuel Elkins of Mount Clemens, Mich., owes his success, strange as it might seem, to his physical disability, rheumatism. It was rheumatism that made him go to Mount Clemens, and in due time become the owner of the well-known Elkins Hotel. And his hotel has become an institution and its owner almost a national figure.

Mr. Elkins treats his guests not as customers, but as close personal friends, and they seem to appreciate it, for, when some years ago Mr. Elkins was in bad financial straits and sorely in need of funds, he made a tour over the country, where he knew many of his guests, and in a short time raised the money.

He was born on the 19th of October, 1879, in Grodno, Russia, the son of Nachman and Rose Elkins. His father was a "Lamdan" of note, and among his forbears Mr. Elkins numbers such distinguished Jewish scholars as Rabbi Eliezer of Tiktin and Rabbi Samuel of Grodno. At the age of thirteen he came to America and immediately went to work as a shirt operator, sending home to Russia every cent he could spare. He then went to Hartford, where

he worked in a furniture store until he fell ill with rheumatism and was obliged to go to Mount Clemens for his recovery.

Here he opened a little grocery store, then a boarding house, and finally his present hotel, which is so prominently known to many American Jews.

At the age of eighteen Mr. Elkins was married to Miss Ethel Adelman, who died only two years ago (1916). There were four children of this marriage, of whom one died in 1915 at the age of fifteen. The other children are Max, aged twenty; Joe, aged fourteen, and William, aged seven.

ABRAHAM ENGLER

Among the successful and popular Jewish business men of Florida, one cannot omit the name of Mr. Abraham Engler of Miami. He is a man who has been materially successful, but has not paid for it with his good name or popularity, as is frequently the case. In addition to his money he has a splendid reputation and is beloved and admired by all with whom he comes in contact.

Mr. Engler has been Vice President of the Miami Congregation, takes an interest and is actively engaged in every Jewish movement in the city, and whenever or wherever opportunity presents itself, is ready with his purse or his enlightened counsel based on a varied life experience and a sound business sense. Mr. Engler is an intelligent man and an interesting personality. He is a great student and devoted reader and supporter of Jewish literature.

Abraham Engler was born on the 25th of February, 1869, in Yassy, Roumania, the son of Isaac and Nachmah Engler. His mother lives in New York. Mr. Engler came to America during the Spanish-American War and settled at Key West, Fla., where he engaged in a grocery business. He then decided to become a farmer and purchased a farm in Rensselaer County, New York, which he cultivated for three years. He soon became tired of the tedious and unexciting life of a farmer and in 1913 established himself at Miami, where he conducts a large wholesale and retail grocery business at 206 Avenue G, still retaining his farm in New York state.

Mr. Engler was married in March, 1905, to Miss Anna Schechtman, who is also of Roumanian ancestry. They are the parents of a girl named Rebecca, who, though but eleven years of age, shows remarkable abilities.

SAMUEL EMERMAN

If you were to ask the majority of successful business men what they considered the most essential feature contributing to a rapid rise in the world, they will tell you that next to honesty and application to business, finding your true vocation is most important.

Many young men are unable to settle upon the career to which they are best adapted and all their ability and effort are practically wasted.

This is the substance of the remarks made by Mr. Samuel Emerman, an influential business man of Bellaire, Ohio.

Mr. Emerman was born in Kovus, Guberne, Russia, December 27, 1872, where his father was a cattle dealer and also a Jewish scholar of considerable attainments.



ABRAHAM ENGLER





PHILIP ETTINGER

His first business experience in America was in Canton, Ohio, where an uncle gave him enough financial assistance to enable him to go out peddling with a pack. After one year he purchased a horse and wagon and succeeded so well that eight years later he was able to engage in the iron and metal business, in which he has prospered and has given his two older sons an opportunity of going in with their father, where they are at present assisting in the management of his large interests.

Mr. Emerman was most fortunate in his marriage, as his wife is a very accomplished woman, the daughter of Morris Rosen of Cleveland, a prominent scholar and Schochet.

They have seven children, the two sons, Nathan and Israel, being in business with the father, and the others, with the exception of the youngest, still in school.

As might be expected of a woman of Mrs. Emerman's ability, she is very philanthropic and gives much time and money to the promotion of charities. Among the organizations to which she is particularly devoted might be mentioned Ladies' Aid Society, Red Cross, Relief Committee for War Sufferers and Woman's Auxiliary.

Mr. Emerman belongs to Aggudas Achem, Independent Order Western Star and is President of Jewish War Sufferers' Relief Committee.

Both contribute liberally to all local charities and to the Denver and Los Angeles hospitals.

PHILIP ETTINGER

If there is one thing in the world that a young man should be more grateful for than another, it is the poverty which necessitates his starting in life under great disadvantages. Here lies one of the best tests of human character and a triumph over such adverse circumstances is like graduating with honors at West Point. It demonstrates stamina and willpower. It is the certificate of labor well performed.

These thoughts remind us of the career of Mr. Philip Ettinger, owner and manager of the Standard Roofing Company of Detroit.

He was born in Lemberg, Galicia, December 10, 1873, the son of Marcus and Rosa Ettinger. His father was a farmer and also a scholar of some prominence. Mr. Ettinger came to America in July, 1900, and finding his way to Cleveland, Ohio, began working at the roofing trade for \$5 per week. He continued two months and then found a more profitable job, where he remained for two years. He then accepted a position as traveling agent, installing work in various localities, and after having saved a capital of \$600, went into business for himself in Cleveland, where he remained for four years. He then sold this business to his brother and went to Detroit, Mich., where he opened a similar business at his present address, 732 Rivard street.

This venture has been very successful and has placed Mr. Ettinger in the front ranks of Detroit business men.

He was married in his native town in March, 1897, to Miss Freda Fisher. They have six children, one boy and five girls. The son, Adolph, although but nineteen years of age, is in business with his father. The eldest daughter, Molly, seventeen years of age, has already graduated from the high school. The rest of the girls are all going to school and are also being thoroughly educated in music.

Mr. and Mrs. Ettinger take a great interest in matters of charity, being liberal contributors to all worthy causes. Mr. Ettinger is a member of the

Builders and Traders' Exchange, the Employes' Association, Talmud Torah, B'rith Sholom, Miskin Israel Congregation and a patron of the Denver Hospital.

This family presents an ideal which might well be emulated by native-born Americans.

ISIDORE FADER

Mr. Isidore Fader is still a young man, having been born on the 25th of December, 1885, at Kolomea, Galicia. But when one stops to consider the success he has attained in the business and social world one must needs conclude that he will, in all likelihood, become a prominent figure in the near future.

Mr. Fader was recommended as a man fit to be included among the "Distinguished Jews of America." The writer spent some time with him and found him a very engaging young man.

In business Mr. Fader has already gained recognition. He arrived on these shores in 1902. Having taken up carpentry in the old country, he took to the same trade upon landing here. For three years he was a wage-earner, and then realized that one cannot achieve success working for another. The deed followed the thought, and he ventured into the carpentry business on his own hook. In 1912 he started the manufacture of iron-sheathed, or fire-proof, doors. At present he and his brother, David, are the owners of the firm, Eastern Fireproof Sash and Door Co., located at No. 109 Cook street, Brooklyn.

Although Mr. Fader made an unusual success in business, he has not, like a good many others, given his life to it to the exclusion of all else. He gave his part time to communal work. He was President of the Austrian Talmudical School in Morrell street and is Vice President of the Hebrew Burial Association of Brooklyn.

He is a member of the Brooklyn Federation of Charities, Hebrew Immigrant Aid Society, Hebrew Home and Relief for Consumptives, and many other institutions. He is also a prominent member of the Odd Fellows and various other organizations.

Mrs. Fader, nee Victoria Lindenbaum, was married to Mr. Fader on the 25th of December, 1910. She takes an active interest in social work and is very charitable. She is on the Board of Directors of the Bikur Cholim Ladies' Kosher Hospital in Brooklyn, a woman's organization that called forth admiration from all. This organization is the largest and most active in Greater New York, having accomplished wonders, and Mrs. Fader, as Director, is one of the most active members and gives her life and soul to the work.

Mr. and Mrs. Fader have one child, Ruth, five years old, an unusually precocious child. Both Mr. and Mrs. Fader are popular in their circle and have a host of admiring friends.

BENJAMIN FEALK

It was written of one of America's foremost business men that not by extraordinary talents did he succeed, but because he had a capacity on a level for business and not above it.

To a man with a natural business instinct, no task is too menial, no path too steep, if it but leads him into a fuller experience along the lines he has chosen.

Benjamin Fealk, a prominent and wealthy business man of Detroit, Mich., won his way to success in just this way.

Born in Beroswitz, Volina, Guberne, Russia, in April, 1882, he came to America in September, 1901, landing in Boston, Mass.

He went from there to Claremont, N. H., where his brother resided, and earned his first money in the new land by peddling.

After three months he came to Detroit and much against his inclination he worked six months in an automobile factory in order to accumulate money enough to buy a horse and wagon.

Then began again the independence of working for himself, always keeping before him a vision of big achievements which should crown his years of perseverance.

And after nine years the opportunity came, when he opened an iron and metal yard, which has enabled Mr. Fealk to realize all his dreams of wealth and success.

He was married January 2, 1910, to Miss Bertha Ferguson of Cleveland, a young lady eminently fitted to share her husband's wealth and social position.

They have two fine children—one boy and one girl—who have brilliant careers before them, with the opportunities which their parents are able to provide.

Mr. Fealk is a member of Congregation Bereth Nitze and neither himself nor wife are ever appealed to in vain when a worthy charitable cause is in need of assistance.

ISRAEL FEALK

Russian history contains many dark pages wherein are recorded deeds of frightfulness, of oppression and sorrow. But through it all runs a thread of gold which beautifies and vitalizes, for Russia has given to the world a great commercial talent if she did not furnish the opportunity for its exercise. From her shores young men have peered across the waste of waters into other lands of opportunity and following the vibrant flame of progress have come to establish themselves where their great gifts could expand and have proper development.

Thus we find Israel Fealk seeking America when only twenty years of age. Without money or influential friends, he began the struggle toward success, and Detroit, Mich., is richer today in the possession of such a public-spirited citizen possessed with a remarkable talent for business.

He was born in Beroswitz, Volina, Guberne, Russia, in April, 1885. His father, Scholom Fealk, was a successful merchant and was also a man of considerable scholarly attainments from whom his son undoubtedly received a rich heritage of mentality and business acumen.

Mr. Fealk came to America in April, 1905, and spent seven years in the East, where he was fortunate in only one particular. He met and married Miss Fannie Fishman, of Manchester, N. H., a charming girl who is admirably fitted to share the success which crowned her husband's later efforts.

Coming to Detroit, Mich., shortly after his marriage, he arrived in the city with but 50 cents in money but a firm determination to wrest success from reluctant fortune. Then began the upward climb, not spectacular, it is true, but the healthy, persistent progress which lays a firm foundation for the future. Mr. Fealk had no friends or influence to aid him. He wrought the fabric of his entire fortune with his own hands and brain. He is today operating a large iron and metal business from which he is amassing a fortune.

Mr. and Mrs. Fealk have two children—a boy and a girl, who are just entering school.

Benevolences of Detroit and other cities as well have had frequent cause to be grateful for Mr. and Mrs. Fealk's prosperity as they are most generous in their contributions whenever assistance is needed.

SAM FEALK

The Jews are the world's greatest merchants. They have also taught us some valuable lessons in conservation. That we, as a nation, have still a great deal to learn is evidenced yearly by the immense fortunes they are amassing from material which has been cast away.

Such is the business history of Sam Fealk, who was born in Berowitz, Volina, Guberne, Russia, in December, 1874. He inherited much of his business instinct from his father, who was a successful merchant and a very learned man.

He did not come to America until May, 1903, when he landed in New York, with practically no money and a wife and family dependent upon him.

Going to New Hampshire, he received sufficient assistance from a Jewish friend to enable him to begin peddling, which he continued for six years. Coming to Detroit, he started in business for himself, but was very unfortunate as the panic of 1907 swept away his entire savings.

With the invincible will which characterizes so many of his brethren, he started peddling again, bravely defying an unkind fate in his effort for a new start in life.

Two years later he opened an iron and metal yard at his present place of business, 174 Clinton street, where success crowned his efforts.

Mr. Fealk was twice married; once in Russia, and his wife dying after he came to this country. He was again married in 1906 to Miss Gittle Ginda, daughter of Josel and Lea Ginda of New York.

Mr. Fealk is the father of eight children, all of whom are going to school with the exception of David, who is in business with his father.

He is a member of Tefereth Israel Congregation and other Jewish organizations.

Both Mr. and Mrs. Fealk are very generous in their assistance of the poor and unfortunate and contribute most liberally to all charities who ask their assistance.

WILLIAM FELDMAN

In the life of Mr. William Feldman of New Orleans we have a striking example of a self-made man whose youth was beset with many difficulties and such instances prove conclusively that a young man who cannot stand this test is not worthy a place in the great battle of life. If he cannot feel his will hardened as the yoke of poverty presses upon him, and his pluck rise with every new difficulty which is thrown in his way, he may as well withdraw from the conflict at once, as his defeat is already assured.

Poverty saves a thousand more men than it ruins, for it ruins only those who are not worth saving.

Mr. Feldman was born in Hungary on June 20, 1875, the son of Judah and Libbe Feldman, who are still living and residing in Scranton, Pa.

At the age of seven he was brought to America by his parents, and being one of a very large family, was obliged to do something toward his own support, as his father was having a hard struggle to gain a foothold in the new country, and at the same time take care of his family.

Mr. Feldman sold papers on the streets of New York and did many other odd jobs, which unconsciously contributed to his mercantile experience and future success. While still in his early 'teens he crossed the ocean ten times as cabin boy and then went to California. A few months later he went to Marshall, Texas, and opened a dry-goods store, but became very ill and had to give it up. After his recovery he traveled considerably, selling merchandise to pay his expenses, and after a brief business venture in Marion, Ala., came to New Orleans. That was nineteen years ago, and since that time he has built up a fine business at 437 Royal street as a dealer in antiques and general merchandise. He not only does a retail business, but conducts a factory as well.

Mr. Feldman was married twenty years ago to Miss Flora Asher of Nashville, Tenn., and they have seven children, all of whom have received a thorough Jewish education. Mrs. Feldman is very prominent socially and is active in the promotion of all worthy charities. Mr. Feldman is President of the Congregation Agudath Achim Anshe Afarad and has been a member of the Grand Lodge of the order B'nai B'rith for fifteen years. He organized the United Brothers Love Association of New Orleans and was its first President. He is also ex-President of Sonech Nophlem, and is a Director of the Rittenberg Synagogue, the Orphans' Home and is Past Grand Patriarch of the Grand Lodge of the Independent Order of Odd Fellows, having the distinction of being the only Jew who ever held that office in the state. He is also a prominent Mason. Mr. Feldman organized the Ezra, a Jewish relief fund, of which he is President. He is also an ardent Zionist and has served as a delegate to a number of conventions.

SAMUEL FELDSTEIN

Samuel Feldstein was born in Roumania and came to the United States when but a child of five years. Having the benefit of a common school education, he began life as a clerk. Through manifesting real business principles he was soon accepted as a partner in the dry goods business of his father.

In 1902, Mr. Feldstein became associated with the late Leopold Bieber, who was then conducting the Cold Spring House at Tannersville, N. Y. Under Mr. Feldstein's able management, the business rapidly improved, making extensive alterations necessary. Mr. Feldstein with Mrs. Yetta Bieber, the widow of Leopold, are now conducting the beautiful Hotel Majestic at Lake-wood, N. J. Mr. Feldstein is very outspoken in regard to those who have assisted in his success. He highly praises Mrs. Feldstein, who was formerly a Miss Bieber and one of the right bowers in the business of her late father, Leopold Bieber. "Mrs. Feldstein," he says, "has not only proven a devoted friend, a good wife and a good mother, but her true womanly companionship causes her to be eagerly sought by the women and girl guests of the hotel."

Mr. Feldstein wishes also to go on record as saying that he is peculiarly blessed in having an absolutely perfect mother-in-law, for he realizes that his success, in a very great measure, is due not only to her great knowledge of the culinary arts, but of all the minutest details which count in the successful management of a large hotel. In details which count in the assembling of a large number of guests, it requires great skill and tact to satisfy the many and varied tastes of each patron, but Mrs. Yetta Bieber always rises to the occasion, and with a sang-froid that is really remarkable, causes the cherished dish to immediately appear. The fame of Mrs. Yetta Bieber as an expert in conducting a hotel where the strict dietary laws are observed has spread from one end of the country to the other, and the privilege of spending a few weeks at a hotel with Mrs. Yetta Bieber as the hostess is one for which all are willing to pay.

While the Majestic Hotel is patronized by some of the foremost representatives of the Jewish clergy and laymen alike, it is known as a popular resort for the younger element, for the parents know that their children are well chaperoned and receive the very best of care under the motherly guidance of Mrs. Bieber who, as a true Jewish woman, knows how to cater to the individual wants of both young and old.

Regular services are conducted in the synagogue of the hotel, and during Passover and the High Holiday season, it is necessary to secure rooms in advance, so great is the demand.

In 1897, Mr. Feldstein married Miss Sadie Bieber. They have four children—three girls and one boy. Irene, aged nineteen, is a high school graduate; the others are Alex, sixteen, Ruth, twelve, and Helen, eight years, respectively. All of the children, in addition to their regular schooling, are receiving the benefit of a thorough Jewish training.

LYMAN FELHEIM

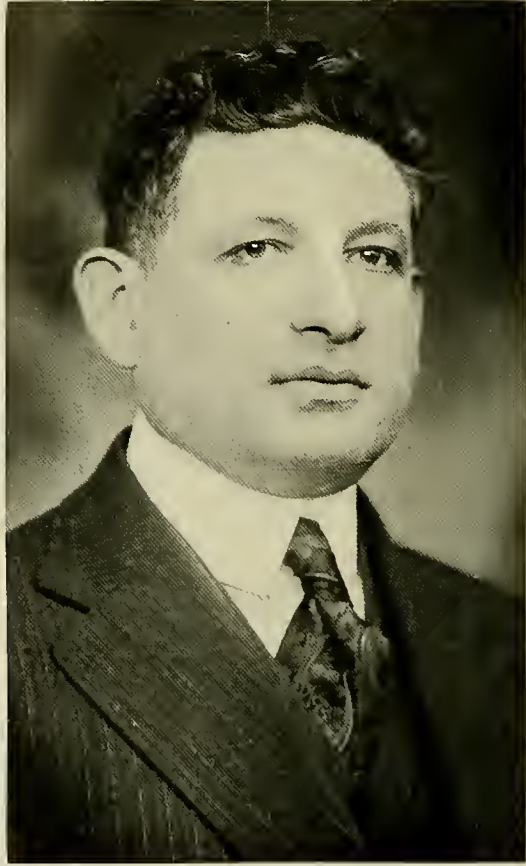
In these tempestuous days when the world trembles before the tread of mighty war lords; when deeds of military valor are chronicled on every hand; when the energies of the entire world seem bent upon destruction that out of the awful cataclysm a great reconstruction shall follow, it is a pleasure to record the events of a life lived in an era of progress and peace—a life now at the zenith of its usefulness and activity.

We refer to Lyman Felheim, successful business man, honored citizen of Erie, Pa., and a thorough American, both by birth and sympathies.



LYMAN FELHEIM





HERMAN B. FERGUSON

Lyman Felheim was born in Cincinnati, Ohio, November 7, 1860. His father, Solomon Felheim, was a thoroughly educated man, being a teacher of German. Like many another prominent man, Mr. Felheim acquired his first business experience selling papers on the streets, where the life of the city passed by him in its multiplicity of fascinating phases, where he learned that the most interesting study of mankind is man.

He was twelve years old when he started selling papers and later spent one year clerking in a store. Having the opportunity of working for an uncle in Cleveland, he went to that city, where he remained for six years, finally going to Erie, Pa., where he located permanently, engaging in the lumber business.

Since that time his business interests have extended into many other industries of Erie, in several of which he is a stockholder and director.

Mr. Felheim became very interested in the Boy Scout movement and is First Vice-President of the Boy Scouts for his section. He is also a prominent Mason, being Past Honorary Priest and Past Master of the Blue Lodge. He also is a member of the Elks.

Mr. Felheim was married twenty years ago to Miss Laura Lasalle, of Toledo, Ohio, a woman charmingly fitted to grace the prominent position attained by her husband. They are members of the Temple and contribute most liberally to all charitable institutions, both national and local. They are also patrons of the Jewish Immigration Society, the German Turner and German Singing Society.

Mr. and Mrs. Felheim have two fine boys, one of whom is still in high school, while the other is attending Exeter College, New Hampshire.

HERMAN B. FERGUSON

A fine example of a splendid personality, uniting in himself the noblest traits of the Jewish race, a native born intelligence and shrewdness with the most thorough-going education, a man of remarkable success in the world of business and who had, in the course of his life, accumulated the most wonderful experience vouchsafed to any man—such in brief is the career of Mr. Herman B. Ferguson, one of the leading manufacturers of Pittsburgh, Pa.

He was born in the city and province of Suwalk, Russia, as the son of Benedict and Esther Ferguson, both living. His family is among the most prominent of Russia and his father was connected with the well-known Union Bank of Libau.

Herman B. Ferguson was born on October 17, 1872, and came to America in 1891. Being a well-bred aristocratic boy, there was no apparent need for his going to America, but he went simply because "he took a notion," as a boy ordinarily would. He was nineteen, of good address and education, and he had no difficulty in finding a position very soon after he landed on these shores. He became a bookkeeper for the American Stamping Company of Brooklyn, N. Y., exchanging this occupation for that of a traveling salesman of tinware some time later. About six years after his arrival in this country he settled in Pittsburgh with a capital of a few hundred dollars and he became a jobber in shirts. Two years later he went into the manufacturing of shirts and he has been in the business ever since. At the present writing he is among the giants in the industry, operating five factories, one at Ninth and Market streets, McKeesport, Pa.; two in Louisville, Ky.; one in Indianapolis, and one in Columbus, Ohio, all under the firm name of H. B. Ferguson & Company. His total of employes is around one thousand people.

Mr. Ferguson was one of the first directors of the Federated Jewish

Charities in Pittsburgh. He was greatly instrumental in the building of the Montefiore Hospital, being the Secretary of its Board of Directors and the Chairman of its Building Committee. In addition, Mr. Ferguson is a member of the Temple Rodeph Shalom and of every Jewish institution of importance.

As has been stated, Mr. Ferguson received a thorough education. He was considered a great mathematician and he carried away in school every prize given in mathematics, expecting to make it the subject of his special interest later in life. On his arrival in this country he went to night school and took an interest in literature. He is Americanized, a studious and omnivorous reader of books and of a most remarkable intelligence. Of a family, in which we find a brother, Max, a famous pianist in Paris and a graduate of the Paris Conservatory of Music, and another, Joseph, living in Germany, a graduate of the Leipzig Handels-Schule—we do not wonder that Herman B. could not but live up to traditions.

On the 14th of April, 1913, Mr. Ferguson was married to Miss Mary Coblins.

ABRAHAM FIELD

It is indeed fortunate for mortal man that an all wise Providence hung a veil between the present and the future through which he cannot peer.

Thus we live only in the present, hoping the best for tomorrow, and when tomorrow comes it is but another today with the golden light of still another tomorrow beckoning us just ahead.

When Abraham Field landed in America he was but twenty-one years old, with no capital but plenty of ambition and determination to succeed. Had he known the discouragements he was to encounter it would have been a severe test of even his high courage.

He was born in Podalsky, Guberne, Russia, March 4, 1884. His father was a lumber merchant and also a man of considerable education.

At the age of twenty-one, he came to America, landed in New York, going from there to Fort Wayne, Ind. He went out peddling general wares for six months. This was followed by sixteen months' buying and selling rags, after which he went to Plymouth, Ind., and opened a yard. He was unfortunate in the time selected for this venture as it was in 1907, the year of the panic, and he was unsuccessful, so he returned to Fort Wayne and started peddling again. After a year and a half, with two partners he started in the junk business and continued for three years, when he dissolved partnership with them and his entire capital after the dissolution amounted to \$500.

Being rather discouraged with the result of this business venture, he started traveling as salesman and continued for several years.

But the ambition to be in business for himself, which is ever present in the mind of a man with true business ability, led him to give up his position and start a general junk yard.

After a year of successful business he decided to specialize on paper mill supplies, which he is still doing today, and has been immensely successful.

He was married December 27, 1908, to Miss Clara Rotter of Milwaukee and they have three small daughters, the eldest of whom is in school.

Mr. and Mrs. Field are very charitable, being members of B'nai Jacob Congregation and the Federation of Jewish Charities. He is also a prominent member of the committee appointed to secure funds for Jewish war sufferers and Jewish welfare work among soldiers.

Mrs. Field not only contributes much money but devotes a great deal of time to the Ladies' Aid Society, Daughters of Israel, and Auxiliary of Parents', Teachers' and Mothers' Association.



ABRAHAM FIELD

HARRY FICKSMAN

There is hardly an organization in Chelsea, Mass., with which Mr. Harry Ficksman is not in some way prominently identified. All of these responsibilities are assumed in addition to large business interests which he owns and controls.

Mr. Ficksman was born in Volinsky, Guberne, Russia, in April, 1885, and came to America at the age of fifteen, landing in Boston, where he peddled drygoods for several years. He then went into the fruit business, but not finding it to his liking, started buying and selling metal scrap, which has resulted in the large plant he is operating today. He is also Treasurer of the Brennen Grain Company, another prosperous concern.

Mr. Ficksman was married in Chelsea, Mass., in 1906 to Miss Goldie Rosenblatt, and they have three children—two boys and one girl, the eldest two being in school.

Among Mr. Ficksman's many civic and fraternal interests we wish to mention the following: He is Secretary of the Finance Committee of Jewish War Relief; Board Member of Liberty Loan and Red Cross Committees; President of I. O. B. A. of Chelsea, and District Deputy of Grand Lodge; Second District Deputy of Independent Hebrews of America; President of Ward Four, Citizens' Club of Chelsea; Director of Talmud Torah; ex-Treasurer and Board Member of Elm Street Congregation; member Board of Governors of Y. M. H. A. and member of the Committee appointed to purchase the new home of the Y. M. H. A. He is also a member of the Board of Trade, the Metal Dealers' Association, and the Free Loan Association.

His wife is also very prominent in social and charitable matters, being connected with the Federated and Ladies' Charities.

SAM FINE AND SAMUEL NURENBERG

The city of Brockton, Mass., boasts no better business men than the partners in Brockton Iron and Metal Co., Mr. Sam Fine and Mr. Samuel Nurenberg.

Mr. Nurenberg, the senior partner, was born in Kiev, Guberne, Russia, in 1886 and came to America in 1901. Landing in Boston, he started working in a coat factory at eight dollars per week, where he showed such wonderful proficiency that at the end of two years he was making fifty-five dollars per week. However, he was fired with the ambition to go into business for himself, so gave up his position and started in the soda-water business. He was very successful in this line for six years, but owing to some unfortunate investments in real estate, he lost nearly all of his money. Going to Vermont, he engaged in the junk business, but having had no experience in this line, he lost the balance of his savings and decided to go to Malden, Mass. Here he worked in the express business for a short time and then went to Brockton, where he joined his present partner and has since been wonderfully successful.

Mr. Nurenberg was married December 2, 1912, to Miss Rose Adelstone, and they have two young sons.

The junior member, Mr. Sam Fine, was born in Kishinif, Guberne, Russia, June 23, 1880. He came to America with his father and went to school until at the age of twelve years it became necessary for him to make his own living. He found employment in a box factory, where he remained for three years, and then started out peddling fruit. His next venture was in the junk business, in which he is continuing today, and although a very young man, has a business career to his credit which many an older man might envy.

Mr. Fine was married in Providence, R. I., in March, 1910, to Miss Rosa Kessler, and they have one daughter going to school.

Mrs. Fine is very popular socially, and is Secretary of the Ladies' Benevolent Society.

Both the Nurenbergs and Fines are members of the Russian Orthodox Congregation and are liberal contributors to all charities. Mr. Fine also is a member of the Knights of Pythias and I. O. B. A.

LOUIS FINE

Mr. Louis Fine of Miami, Fla., belongs to the class of Jews who are largely responsible for the development of a Jewish spirit in this country. Whatever he is engaged in or wherever he goes, he always bears in mind the interests of his race and class. Judaism and his own career go hand in hand.

He had been a Yeshiba Bochur. He is an Orthodox in the strictest sense of the word and a Jew of the idealistic sort who would never give up his idealism for any material ends. When Mr. Fine arrived in America in 1887 he settled at Vyseport, Pa., where he took to peddling for a living, but at the same time he started to build a Jewish center in the place, establishing a ritual "Shochet" and arousing the town to an interest in Jewish affairs. When three years later, after a short sojourn in Texas, he settled in Key West, Fla., he went into the grocery business, then into the drygoods line and also took employment as an agent of the Houston Ice & Brewing Company, but with all these vocations he assiduously worked for the interests of Judaism. For eighteen years he had occupied the post of President of the Congregation Rodeph Sholom in Key West. He then moved to Miami, where he resides today, and established the Modern Grocery at 1018 Avenue D, a business which he had established for his two sons. But at the same time he again gave his attention to Jewish interests. He again obtained a ritual "Shochet" for the city and took a place on the Congregation Building Committee, inspiring all with a Jewish consciousness.

Mr. Fine is also a National Director of the Denver Sanitarium and connected with nearly every form of Jewish activity in and outside of the city where he resides. While he lived in Key West he played a prominent part in the Committee which sought to create the independence of Cuba, sending men and ammunition out of the United States, and he lost one of his trade vessels on this occasion. He saw in this a part of Jewish vengeance against Spain, the old persecutor of the race.

Louis Fine was born on the 27th of November, 1866, in Smorgon, Government of Vilna, the son of Reb Abraham Pinnes and Ittee Fine. His father is a prominent Jewish scholar and his grandfather was the distinguished Rabbi Leib Masirer, the rabbi of his native town. In 1887 he was married to his wife, Cadie who is the daughter of Reb Chaim Yankel Shwirsky. They are the parents of two accomplished sons, Joseph M. and Isidore, and of a daughter, Ida, who is married to Nathan Goldman, a highly intellectual and truly Jewish young man who is likewise in business in Miami and comes from a much respected Rabbinical family.



LOUIS FINE

SAMUEL FINE

The average young man of today knows very little of the severe hardships endured by those pioneers of commerce who came from Europe to seek their fortunes in the new world. In fact, very few of them would have sufficient perseverance to pass through the fires of adversity which their elders were obliged to endure.

In the person of Mr. Samuel Fine we have an instance of a strong character which was able to cope with the most difficult situations and attain wealth and independence.

Mr. Fine was born in Kovno, Guberne, Russia, in 1878, and was married in the year 1894 to Miss Jennie Sodnisky. Five years later he decided that America would offer a better field for his endeavors and leaving his family in Russia, came to East Boston, where he was obliged to work at first for only \$1.50 per week. After eight weeks he began buying and selling junk, which he continued for three months. He then worked in an ice factory until he had money enough to buy a horse and wagon. But a short time after he suffered the misfortune of losing his horse and was obliged to go to work again in order to replace the animal. As soon as it was possible for him to buy another horse he again embarked in the junk business and it was not long before he had accumulated sufficient funds to send for his family. After their arrival, he opened a junk yard on a very small scale and under his able management it has grown into an immense business, employing a great number of people.



Samuel Fine

Mr. and Mrs. Fine are the parents of eight children, three boys and five girls. The girls are all going to school and are being well educated in music. The son, Joe, is a very fine scholar, having graduated with honor medals from the Boston Latin School and is now attending Harvard. Harry is a civil engineer.

In addition to the many duties incident to rearing her family, Mrs. Fine has found time to engage in many social and charitable enterprises, in which she assumes a very prominent and helpful part. Although both Mr. and Mrs. Fine are very loyal to all organizations of their own religion, they are not biased in their philanthropy by creed or nationality, and give liberally to all worthy causes.

Mr. Fine is a member of all congregations in East Boston, the Knights of Pythias, I. O. B. A., Balkemeier Society, Millis Haseb, Federation of Jewish Charities, Havre Tillim, Talmud Torah and Beth Israel Hospital.

HARRIS T. FEINBERG

One of the most interesting stories in the business history of Chelsea, Mass., is that of Harris T. Feinberg, prominent woolen scrap dealer of that city. He was born in 1859 in Sualker, Guberne, Russia, the son of Isaac and Leah Feinberg, his father being a prominent horse dealer. He came to America in 1888, landing in New York City, where he began peddling small merchandise and later went to Shenandoah, Pa., where he sold dry goods for one year. He then spent a short time in Elmira, N. Y., and in Keene, N. H. After he had been in America six years he had accumulated enough to bring

his family over from Europe and to start into business for himself in a modest way. However, he was unfortunate in losing all of his money and was obliged to go back to Keene, N. H., where he peddled for one year. He then went to Worcester, Mass., where he remained for eleven years in the junk business, after which he permanently established himself at Chelsea, Mass., opening up his business on Auburn street, where he has been exceedingly successful.

Mr. Feinberg was married in Russia in 1878 to Miss Pauline Kabotchnik, and they have four children, three boys and one girl. The boys are all in business with their father.

Mr. Feinberg is a member of the Board of Directors of Congregation Agudas Acham, and is also prominent in the Sons of Abraham and I. O. B. A. He is also a most liberal contributor to all charities.

M. FINGER

The Jew is essentially a business man, and is seldom content unless he is engaged in business for himself. This is true of Mr. M. Finger, prominent iron scrap dealer of Lynn, Mass.

He was born in Austria in 1881 and came to America in 1897. Going to Haverhill, Mass., he worked in a mill for several years, and then came to Lynn, where he went into the present line of business, and has been very successful.

He was married in Haverhill in 1903 and has three children, two boys and one girl, all of whom are going to school.

Mr. Finger is prominent in fraternal organizations of Lynn, being President of I. O. B. A. and also a member of Knights of Pythias, Odd Fellows and Havas Sholom Congregation.

He has unselfishly shared his prosperity with those less fortunate than himself, and is much revered for his kindness and generosity in matters of charity.



BENJAMIN FINKELHOR

Mr. Benjamin Finkelhor of Pittsburgh, Pa., has had a very interesting and varied career. Born in Niemen, near Vilna, Russia, on January 1, 1870, he is the son of Max and Hannah Finkelhor, and came to America at the age of sixteen. His first occupation was to work on knee pants in New York, soon exchanging this to making white goods. All that was only a temporary makeshift, and the poor boy tried to help himself as best he could. A few years later he went to Pittsburgh and went into the manufacturing of white goods, which did not, however, turn out a success.

Mr. Finkelhor returned to New York, where he applied himself to the sample card business with a relative, and for six months was busily engaged in trying to make it a success. But the hoped-for success never came. Mr.

Finkelhor went out selling white goods, and went to Pittsburgh again, later on clerking in Connellsville and Greensberg, Pa. He then started a clothing business with his brother, which in 1903 was given over to the brother, while he himself went out on the road as a salesman of pants. He was very successful and covered a large part of the country, and then located in Beaver Falls, Pa., where he started manufacturing on a comparatively large scale. The business went on well, and after three years he found himself in a position to return to Pittsburgh, where he became a jobber of clothes under the firm name of Finkelhor Brothers, his brother Samuel being with him. This is the business he is engaged in at the present time, at 928 Penn avenue, with a factory under the same name at 113 University place, New York City.

Among his many charitable connections we must mention Mr. Finkelhor's membership in the Jewish Home for the Aged of Pittsburgh, where he is a charter member and Director. He is also a Director of the Montefiore Hospital and a charter member and former Director of the Pittsburgh Federation of Jewish Charities. He is an ardent Socialist and though he owns a factory and possesses "capital," he would resent being called a "capitalist." He once financed a Socialist paper named "Justice," and is firmly convinced that Socialism is the creed of the future and will finally win as a political system. He is an idealist and supports all possible Jewish organizations and charities. He retains a membership in the famous Congregation Tree of Life.

Married in 1893 to Miss Sarah Samuels, there are six children of this union, named Leonard, Nathan, Herbert, Morris, Howard and Eugene.

NEAL FINKELSTEIN

When the state of Florida was called upon to select a delegate to the Jewish Congress, a large majority chose Mr. Neal Finkelstein of Jacksonville, which was an expression of general recognition accorded to a man who is considered the leader of the Orthodox community in Jacksonville and perhaps in the state of Florida as well.

Mr. Finkelstein is a man of very high reputation. He is the Chairman of the Board of Directors of the Young Men's Hebrew Association of Jacksonville and was formerly Treasurer of the Orthodox Congregation. He is a Director of the United Hebrew Charities, is a national Director of the Hebrew Immigrant Aid Society and also of the Denver Sanitarium for Consumptives. He is a member of the Chamber of Commerce of Jacksonville and a Past Master of the local Masonic Lodge. In the business world of the town his name stands very high, and whoever in Florida is approached will certainly mention the name of Neal Finkelstein with great respect and reverence as a leading citizen of Jacksonville.

Asked by the writer of these lines what he considered the reason for his unusual success in life, Mr. Finkelstein stated that "honesty and hard work" brought about the result. It is undoubtedly true in that it required the strictest honesty at all times to gain in the world of business such an enviable name as that enjoyed by Mr. Finkelstein.

Mr. Neal Finkelstein was born on the 26th of August, 1873, in Pussolat, Government of Kovno, Russia. His parents, Gabriel and Sarah Finkelstein are both living in Jacksonville. Mr. Finkelstein is a descendant of a prominent Rabbinical fam-



ily and bears the name of his great-grandfather, who was a well-known Rabbi, while his grandfather, Reb Hillel Kundes, was also a renowned Rabbi.

Mr. Finkelstein came to America in 1888. He settled in Fernandino, Fla., where he began his career by peddling and working as a clerk. He then made a trip through Georgia and Texas and in 1899 he came to Jacksonville, where he started a pawnbrokerage and general merchandise business, which rapidly rose to great importance until today it is a gigantic concern located at Bay and Broad streets, affording its owner not only material success but also a great name.

Mr. and Mrs. Finkelstein, who was Miss Mary Smith, were married on August 23, 1901, and they are the parents of four sons, named Harold, Leonard, Malvern and Chester.

JACOB FIRSTENBERG

Born in Zirado, Russia, in 1889, Mr. Firstenberg came to the United States in 1906. After receiving a common school education he worked as an errand boy in Trenton, N. J. His salary was \$10 per month, but it was understood that he was not to receive pay for the first month. He then worked as a shipping clerk for \$5 per week, devoting every moment of his spare time to the study of salesmanship, business and elementary drawing, at which he was quite an adept. On July 14, 1910, Mr. Firstenberg made a design for a calendar which, he felt sure, would take among business people. His entire capital on that day was twenty-five cents, but he was by no means daunted. It is easy, he says, for any one to start business with a bank account, but it is a greater trick to start with nothing; it requires courage and determination and confidence; and any one possessing these qualifications is, he thinks, bound to succeed.

A little room in a tenement house was the first scene of Mr. Firstenberg's business activities, where his venture was an immediate success, so that its owner moved in a very short time to larger quarters in a loft at 302 East Forty-eighth street.

Determined to illustrate that there was a real demand for his creations, Mr. Firstenberg went on the road as his own salesman. It was on this trip that he laid the foundation for his extensive business, which now, in truth, covers every part of the United States, with resident salesmen in many of the larger cities. Mr. Firstenberg is today one of the largest jobbers in advertising calendars in the United States, and his large warehouse at 332 East Forty-eighth street, New York, is a veritable hive of industry.

Mr. Firstenberg is a Director in the Calendar Jobbers' Association of New York, of which he was offered the presidency. He is a firm believer in all of the principles of Judaism, is an active worker in the institution for Jewish blind children, and a generous contributor to many charities. He is well known for his firm devotion to Socialistic principles.

On November 9, 1916, Mr. Firstenberg was married to Rose Levitt, a native of Minsk, Russia. Mrs. Firstenberg is of a most amiable and loving disposition, always ready to share in the joys and sorrows of her husband and believes that the greatest boon a woman can bring to a man is companionship. Mr. and Mrs. Firstenberg modestly compare their success to the saying of Josh Billings and the postage stamp, whose success lay in its ability to stick to one thing until it got there.

JACOB FISHER AND ISAAC KURNITSKY

It is interesting to relate the history of two men who, although born in different towns in Russia and not knowing each other until some time after they had landed on American soil, had at the same time experiences almost identical. We refer to Mr. Jacob Fisher and Mr. Isaac Kurnitsky, members of the prosperous firm of Fisher & Kurnitsky, located at 68-70 Liberty street, Springfield, Mass.

Mr. Fisher was born in Kovno, Guberne, Russia, and Mr. Kurnitsky in Vilna, Guberne, Russia, in the years 1876 and 1877, respectively. They came to America within two years of each other, Mr. Fisher landing in 1896 and Mr. Kurnitsky in 1898. Both came to New Haven, Conn., and found their first employment in junk yards, where they received but scant remuneration for their services. Shortly after they went to Springfield, Mass., and joining forces, went into the iron, metal and waste paper business.

That they are both exceedingly capable business men is attested by their rapid rise and flourishing condition of the large business which they are conducting today. Mr. Fisher was married in 1901 to Miss Eva Kalvinsky of Worcester, Mass., and they have four children, two boys and two girls, all going to school. He is a member of Congregation Kesser Israel and I. O. B. A.

Mr. Kurnitsky was married in Holyoke, Mass., in 1902 to Miss Ida B. Barowsky. Their family consists of six children, five boys and one girl. The older children are in school. Mr. Kurnitsky is a member of Congregation Israel, I. O. B. A., Minsker Unterstizung Ferein, all Hebrew charities and Talmud Torah, of which he was one of the founders and now holds the office of Treasurer.

There are no citizens of Springfield whose business ability and integrity are more respected than Mr. Jacob Fisher and Mr. Isaac Kurnitsky.

ABRAHAM FISHMAN

Some of the best citizenship of which our country boasts has been mustered from the ranks of those who were born in the old country, but who loved freedom of thought and action sufficiently to leave their old environment and seek the fulfillment of their ideals in the new world.

Such a man is Mr. Abraham Fishman. He was born in Gradno, Guberne, Russia, in 1881, the son of Mr. and Mrs. Hirsh Fishman, his father being engaged in the milk business. He came to America in 1906 and finding his way to Center Falls, R. I., began peddling junk, which he continued for four years. He then went into business with a partner and this arrangement continued for six years, when the partnership was dissolved and he continued business for himself. He is today owner of a fine modern iron and metal plant at 16 Water street, Pawtucket, R. I.

Mr. Fishman was married in Worcester, Mass., in August, 1900, to Miss Rachel Lea Tittlebaum. They have five children, two boys and three girls, all going to school and being thoroughly educated in music.

In addition to Mr. Fishman's arduous business activities, he finds time for a number of fraternal affiliations, in which he holds prominent offices. He is President of Talmud Torah, Treasurer of the I. O. B. A., Twin City Lodge, Secretary of Free Loan Association and Secretary of Avas Shalom Congregation. He is also prominent in the Zion Society and the Sons of Zion.

The accomplishments of Mr. Fishman are really remarkable in view of the few years he has devoted to the development of his business and civic associations.

SAMUEL I. FOGELMAN

A distinguished judge, upon being asked what contributed most to his success, replied: "Some succeed by great talent, some by the influence of friends, some by a miracle, but the majority by commencing without a shilling." Poverty is uncomfortable, but nine times out of ten the best that can happen to a young man is to be tossed overboard and compelled to sink or swim for himself.

These sentiments may be most consistently applied to the career of Samuel Fogelman, who started working as parcel boy for \$2 per week and from this humble beginning has developed an immense business, the prosperity of which is due largely to his efforts.

Samuel I. Fogelman was born in Reading, Pa., December 22, 1890, his parents being Jacob and Sarah Fogelman.

In very early years Samuel began earning money working for a local dry goods store as parcel boy for \$2 per week. Later he was allowed to take up the selling end and his salary was raised to \$5 per week. Seeing little opportunity of further advancement, he decided to go to Toledo, Ohio, where he became the bookkeeper for a local scrap iron concern. After remaining there for two years, he went to Detroit, Mich., accepting a position as bookkeeper in a similar line of business at \$100 per month.

Here he remained three years and displayed such marked business ability that upon the death of a member of the Wayne Scrap Iron and Metal Co. he was offered an opportunity to buy his share and pay for it from the profits. This offer he accepted and as President and General Manager of the firm, he has more than doubled their business. Mr. Fogelman is still a very young man with a brilliant business career already to his credit and the future roseate with the promise of further success.

He was married in Toledo, Ohio, July 21, 1910, to Miss May Horowitz, and they have three lovely children, two boys and one girl.

Besides being a prominent member of the Elks and Knights of Pythias, Mr. Fogelman is affiliated with Temple Beth El and Congregation Mogen Aorom. Both himself and wife are most generous in their contributions to various charities, making no discrimination against those of creed or religion other than their own.

In Mr. Fogelman and wife, Detroit possesses two most progressive, philanthropic and valued citizens, whose time, talents and money are ever at the command of all worthy causes.

Mr. Fogelman's advice to the young man or woman just starting out in business typifies the manner in which he, himself, achieved his present enviable position, "Give everybody a square deal, work hard and save your money."

MORRIS FOX

The true test of a man's character is shown in the amount he is willing to sacrifice for the sake of principle.

Civilization has overruled the old laws of seizure and conquest by those of kindness and charity, yet we find men blindly striving for happiness through selfish means.

That the selfish way is not the best way is exemplified in the remarkable life history of Mr. Morris Fox, one of Buffalo's wealthy and successful citizens.

When a man will give up a prosperous, flourishing business for the sake of his principles, his soul possesses qualities of nobility which are bound to find due recognition and result in a happy, successful career.



MORRIS FOX

Morris Fox was born in Gorod, Gishin, Kamenetz, Podolsky, Guberne, Russia, March 15, 1861. His father, Nathan Fox, was a successful produce merchant of that city.

He came to America in December, 1887, his destination being Buffalo, N. Y., where he began peddling rags with a push cart. A few months later he obtained employment in a tailor shop at \$8 a week, and finally opened a tailor shop of his own. This was followed by a venture in the grocery business, which was not very successful, so borrowing \$500 from a friend, he started a dry goods store, where he was doing a fine business. Here came the critical point in Mr. Fox's career.

He was continually obsessed with the thought that his profits were coming from the meager earnings of the poor because of buying dry goods from the rich and selling to the poor peddler, while in the rag business he was buying from the poor and selling at a profit to the rich, so he gave up his dry goods business and started buying and selling rags. This has prospered to such an extent that he now has a branch firm in England managed by his son Harold, and the business in Buffalo is now one of the largest in the country, giving employment to over 100 people.

Mr. Fox was twice married, and has fifteen children, all of whom are starting successful careers either in business or in college. They have all been highly educated and are accomplished musicians.

His older sons are connected in important capacities in the diamond and precious stone business with some of the largest mercantile houses in this country and Europe.

His charitable activities are as varied and as liberal as might be expected from such a generous nature.

He is a member of Beth Israel Congregation and Reformed Temple, also the Kehillah of Orthodox and many other institutions.

Mrs. Fox, who is also a great promoter of charitable enterprises, is a patroness of the Immigration Society of New York, the Denver and Los Angeles sanitariums, and the Federation of Jewish Charities. They also subscribe liberally to all the Yishivas of Europe and America.

LOUIS FRANKS

Love of family is one of the finest traits of Jewish character and is very strongly distinguishable in many of the Jews who have come to this country from Europe. In the case of Mr. Louis Franks there was no occupation too menial, no hours too long, in his determination to save enough money with which to bring his family to their new home in this country.

Mr. Franks was born in Pavolsky, Russia, in 1868, the son of Morris Franks, a grain merchant of that city, and also a man of considerable scholarship. He came to America in 1895 and going direct to Wardentown, N. J., worked in a factory for two years at \$4 per week. He then went to Philadelphia, peddling toys, and later worked in the cotton mills in Wardentown. He next went to the woolen mills, where he worked for \$6 per week for two years. Then came the glad day when he found his savings were sufficient to go back to Russia and bring his family to America with him.

Returning, he began work in the mills, where he continued for one year and then started peddling. After having saved a modest capital, he opened a small iron and metal yard which, since that time, has grown to enormous proportions and is now located on the Bay State Road at Lawrence, Mass.

Mr. and Mrs. Franks have six children—four boys and two girls. The son Joe is in business with his father and the balance are going to school with

the exception of the daughter Pearl, who is married to Mr. Harry Young, of Lawrence, Mass.

In addition to Mr. Franks' strenuous business activities, he finds time for several fraternal affiliations, prominent among them being the Knights of Pythias and the I. O. B. A. He is also a member of the Russian Orthodox Congregation and is most generous in his contributions to all benevolent organizations.

HENRY FREEDBERGER

The life story of Henry Freedberger is a wonderful demonstration of the resourcefulness which is sometimes developed by misfortune.

At the age of eight he found himself bereft of the protection and guidance of his father. After his death the mother bravely assumed the burden of rearing her children, but a year later she also was called by death and the six children—three daughters and three sons—were left orphaned.

Henry, the subject of our sketch, at this crisis demonstrated those remarkable qualities of initiative which have distinguished his entire later career.

Three years after the death of his mother, Henry, then a young lad of only twelve years, decided to try his fortune in America and bravely sailed alone. Later three others of the family followed.

At first Henry 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, New York, 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 twenty-four people.

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, No. 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, Natalie, 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."

MOSES B. FREEDMAN

Moses B. Freedman was born in Hungary, Rosch Chodesh Ab, 1857, the son of Joel and Ziporah Freedman. His father was a great philanthropist in Hungary, and his family is one of rabbis and men of letters; a nephew of his father's was chief rabbi of Troppau, Silesia. However, all this availed him of nothing when he landed in the United States in 1877, and he had to start life from the very bottom, as a peddler of merchandise. He then moved to Cincinnati, where he started a Minian, becoming later connected with a congregation in the town. He accepted a similar position in Zanesville, Ohio, where he also organized a Jewish Knights of Pythias lodge, known as King David Lodge.

Removing to Cleveland, he went into manufacturing and established the firm of Freedman Brothers, wholesale manufacturers of clothing, 707 St. Clair street, where he is successful. There is now little time, however, which he could give to public affairs and all he could give to his community is the presidency of a very large congregation in Cleveland, B'nai Jeshurun, where he has held the office for six years. The congregation is the largest of its kind in the United States and is connected with a Talmud Torah. In addition, Mr. Freedman is a member of nearly every important charitable organization in the city.

Mr. Freedman was married, in 1888, in Cincinnati, to Miss Emma Loeb. Their daughter, Florence May, married Mr. M. B. Koblitz, of the firm of Koblitz & Son.

He is Orthodox in his religious views and is particularly interested in the education of children. He believes that by giving them two hours of daily Hebrew instruction, with a cantor to give them fifteen to twenty minutes of chanting, if applied to children between six and twelve, will produce a lasting influence and make them so profoundly religious that nothing on earth will ever change them. In his Talmud Torah, situated in Scovill avenue and East 55th street, 1,600 seats are provided for the children, who receive their Hebrew instruction in the method "Ibrit b'Ibrith," with services on Friday evening and Saturday morning and afternoon.

WOLF FREEDMAN

To the young man first starting out in life the world seems full of complexities.

As time passes the mists clear away and he sees before him a shining light of simple duty leading to the goal of all great and worthy ambition.

When Wolf Freedman landed in New York he had but \$100 with which to start his career in the new world. Confronted with new customs, a strange language and people, the task was one that would have easily discouraged a less dauntless spirit.

He was born in Karno, Guberne, Russia, December 15, 1872, and came to America at the age of eighteen. Realizing that he must conserve his meager capital, he bought a small stock of merchandise and started peddling, journeying all the way from Philadelphia, Pa., to Harrisburg, Pa., on foot, selling his wares as he went. This he continued for three years, when he had an opportunity to go in the rag business with Mr. Williams. This partnership is existing at the present time and has proved very successful.

They have also taken on a line of iron and metal and both have grown very wealthy.

Mr. Freedman was married in December, 1893, to Miss Rachel Cohen, who has been an ideal wife and mother, besides taking a very prominent part in the various social and charitable activities of their city.

Either Mr. or Mrs. Freedman are affiliated with every prominent organization in Harrisburg, among which may be mentioned both Jewish Congregations, B'nai B'rith, Independent Order of Brith Abraham, Ahanas Israel, Odd Fellows and Modern Woodmen of the World.

They contribute to the Denver Hospital, the Immigration Society of New York, Orphans' Home of Erie, Pa., the Philadelphia Farm School, and others too numerous to mention.

Mr. and Mrs. Freedman have seven fine children. The two boys are in high school, while Mollie is assisting her father in the office. The other girls are still in school, and are all well educated in music.

ABRAHAM W. FREDLAND

Mr. Fredland, of Pittsburgh, is a descendant of a prominent Rabbinical family, and Judah Leib Eger, the famous Gaon of Posen, was a direct lineal ancestor. Abraham W. was born in Kedan in June, 1864, and he was brought up in the old city of Riga, so well known for its great spiritual life and the wonderful caliber of men it gave to the world. At a comparatively early age, some thirty years ago, he decided to emigrate to the New World, and as he was a tailor by trade, he came directly to Pittsburgh, where he obtained work in his chosen line and started to make good.

Merchant tailoring brought in good money and Mr. Fredland was soon making a success. He then opened a men's furnishings store; a clothing store; for a time plunged into real estate (1905-6-7), and is now back again at his well tried trade of merchant tailoring, his place of business being located at the Oliver Building, Pittsburgh.

Mr. Fredland, like his father before him, is a member of many organizations. He has been a member of the Congregation Tree of Life for over twenty years. He belongs to the B'nai B'rith and other charitable institutions and is as active in communal Jewish affairs as time and circumstances will permit.

Abraham W. Fredland had the good fortune to marry Miss Becky Abelson, whose family comes from Courland. They were married on the other side in the month of Ab, 1884, when Mr. Fredland was but twenty years of age. Six children have blessed this union, namely: Louis (married), Max (married), Anna (Mrs. Rubin), Morris (married). Ike is in the Army of the United States and Jacob, the youngest, is with his father. Mr. Fredland is an Orthodox in religious matters and he gave his children a thorough Jewish education. His daughter was a Hebrew school teacher before her marriage.



ABRAHAM W. FREDLAND

HENRY L. FREYMAN

When the honorable Mr. Francis, ex-Governor of Missouri and ambassador to Russia, decided to use his influence toward the staging of a world's fair in the United States, he little realized what a varied assortment of talent would be necessary to make the fair a success. Not only was it necessary to have all nations represented in the arts and sciences, but the financial success of the project also had to be assured. The men who conducted successfully the various concessions, where merchandise of all kinds was sold, contributed very largely to the success of the gigantic enterprise.

Prominent among them was Mr. Henry L. Freyman, who was born in Koenigsberg, Germany, October 12, 1876. His father was a merchant and a Jewish scholar, prominent in his native town. He came to America July 3, 1891, and went to Albany, N. Y., where an uncle gave him a basket of small merchandise and matches to peddle. He continued this three months, and then found employment as clerk in a clothing store. Eight months later he went to New York, working in the same capacity, and developed such a high degree of salesmanship that his salary was advanced to \$20 per week.

His next connection was with a collar and cuff factory, and being desirous of learning the business he took the only position available—that of a sweeper at a salary of \$5 per week. His rise was very rapid, however, and the firm soon sent him on the road as salesman at a salary of \$40 per week. Later he opened an office as commission salesman, handling a number of other lines, and became a familiar figure among the selling fraternity from coast to coast.

Then came the St. Louis World's Fair, where he remained until the close, and then went back to Cleveland, looking for a good opportunity and location for a clothing store. He finally opened one at Conneaut, Ohio, and later at Lorain, but finally came back to Cleveland, where he started a hardware and tool store at 2116 Ontario street. His business grew so rapidly that he was soon forced to take larger quarters and located on Prospect avenue, where he is today successfully managing the Freyman Tool Company.

Mr. Freyman was married in Cleveland, September 15, 1908, to Miss Evelyn Krohn, and they have two small children—one boy and one girl.

Mr. Freyman is connected with every charitable organization in Cleveland and also a number of national institutions. He contributes to the Federation of Jewish Charities, Mount Sinai Hospital, B'nai B'rith, and the Hebrew Free Loan Association. He is a valued member of the Hebrew Working Men's Association.

DAVID FREID

Much of the Jew's success in America is due to his ability to adapt himself to conditions, and the career of David Freid is perhaps as interesting a narrative of thrift and resourcefulness as it is possible to compile. He was born in the Province of Poltova, November 12, 1867, and after serving four years in the Russian Army, was rewarded by being expelled from Russia. He came to America, his intended bride coming with him, for he had an older brother here who was married to the sister of his bride-to-be. He worked at a newsstand from 5 a. m. to 7 p. m. for \$2.50 per week, then became a cloak presser, and when the big strike threw him out of employment, he shovelled snow. Later he found work in a laundry, as did his faithful Kollah; they saved some money, married, and purchased a delicatessen store at 61 Bleecker street, New York.

Mr. Freid, quick to discern the lack of variety in the establishment, gradually developed it into a large restaurant. Most of his customers were fur

manufacturers of the vicinity and while continuing the restaurant, he sold trimmings to his customers as a side line, and marvelous to relate, in seven years made over \$55,000 through his thrift and ability. When the furriers moved uptown, he moved with them, engaging in the trimming business, later shifting to silks and satins at his present establishment, 106 West 27th street. He is a man of high standing in the commercial world and a contributor to many institutions. He is a founder and the first member of the Rostover Society, organized twenty-one years ago. He has four sons, Abraham, the oldest, a very bright young man, being in business with him.

CHARLES FRIEDBERG

America is the land of the self-made man. Here an inheritance of worldly goods, a wealthy and prominent family circle counts for something in the career of the young man. But infinitely more does character count and the native ability to overcome obstacles, to fight against odds successfully. The latter type is well represented by Mr. Charles Friedberg of Pittsburgh, Pa.

He was born in Meritz, Province of Vilna, Russia, March 14, 1874, the son of Simon and Tillie Friedberg. His maternal grandfather was a rabbi (a "Dayin" to be exact) in the little town in which he was born, and scholarly traditions were long cherished in the family and handed down to the children. At the age of eight he journeyed with his parents to America. Quite early in life, Mr. Friedberg was obliged to earn his own living and maintain himself. Young Charles went to school every morning and sold papers in the afternoons and Sundays.

It has been noted frequently that selling papers on the streets of a great city is often an excellent preparatory school and a fortification for the successful fight in the battle of life. Here there is no room for the weakling; only he who has courage and stick-to-itiveness will win out. As Charles Friedberg grew older, and as his weekly income increased, he entered Duff's College and took up a course in preparation for commercial life and a business career. For some time he was employed by the firm of D. Avner as bookkeeper; subsequently he held a similar position with M. Levy, a merchant at 51 Wylie avenue. Even then he supplemented his income by giving lessons in English in the evening. Mr. Friedberg records as a matter of pride that he always was able to support himself as long as he remembers. At the age of 17 he became interested in the business of tobacco and cigars, and three years later, about the year 1895, he entered the shoe business, first by establishing a chain of retail stores, and subsequently by confining himself to the wholesale trade. At the present time he is the head of the Penn Shoe Company, 710 Penn avenue, Pittsburgh.

Men of the type of Mr. Friedberg are not satisfied with material success alone. At the first opportunity he showed an inclination for public service. The Jewish philanthropic organizations of the city first claimed his attention. He is of a charitable disposition and is always anxious to do that which is humane and constructive. A few years ago, when the Hebrew Institute of Pittsburgh was founded by the well-known philanthropist, Mr. Louis I. Aaron, Mr. Friedberg was one of the most active workers in the cause and has to this day remained one of the life members, also Director in the Jewish Home for the Aged. For five years he has been treasurer of the Congregation B'nai Israel. In addition he, of course, contributes to all worthy Jewish causes. In connection with the synagogue above mentioned, he became enthusiastically interested in collections for war relief purposes. The fact that this congregation holds a prominent place among the synagogues of the city in the amount



CHARLES FRIEDBERG

of money contributed to the relief of the Jews stricken in the war zone, is due largely to the untiring efforts of Mr. Friedberg. For nineteen years he has been affiliated with the Masonic Lodge, and, of course, belongs to a number of Jewish lodges in his community.

Such is the story of an American Jewish citizen, self respecting, willing to do and to serve, of modest pretensions, kindly by nature; he certainly merits recognition on the part of his fellowmen. Charity and religious precepts, Mr. Friedberg holds, are principles not to be displayed on public occasions for self-gratification; one must introduce them into one's daily mode of living and make them a factor in one's business career.

On March 14, 1899, he was married to Miss Rebecca Kirstein, of New York. He is the father of two children, Esther and Mulford. Mrs. Friedberg is a member of the Council of Jewish Women and is prominently connected with the Ladies' Auxiliary of B'nai Israel Synagogue, and she shows the same interest in Jewish public affairs which distinguishes Mr. Friedberg to so remarkable a degree in both Jewish public life as well as the civic affairs of his community.

HYMAN ALBERT FRIEDMAN

Of all the world's teachers, experience is at once the most thorough and the most stern. She turns to her pupils an uncompromising countenance with the trials she imposes, endowing her pupils with that supreme confidence which is a characteristic of most self-made men.

Such is the history of Hyman Albert Friedman, who was born in Skodvil, Kovno, Guberne, Russia, January 15, 1881, and came to America with his parents in September, 1890.

His first experience was in the schools of Pittsburgh, which he attended until he was fourteen. Most boys of fourteen at the present time would consider it a great hardship if they were obliged to earn their own living, but young Hyman went at the task with a stout heart and a firm determination to succeed.

His first employment was found in a clothing store where he clerked for \$5 per week, but his small remuneration was the least of the advantages he derived as he was gaining valuable experience, which was to be of the utmost assistance in future years.

After continuing here for five years he went to Braddock, Pa., and opened a store which he conducted successfully for fifteen years. Selling out, he moved to Franklin, Pa., where he again started the drygoods store which he is conducting on a large scale at the present time.

Mr. Friedman's advice to the young is the rule which he has followed with such remarkable success: "Work hard, be honest, and give your fellowmen a square deal."

He was married June 21, 1910, to Miss Anna Cohen of Corry, Pa., a woman who has assumed a most prominent place in the various social and benevolent activities of Franklin, Pa.

Both Mr. and Mrs. Friedman are patrons of all charities, including the Jewish Orphanage.

Mr. Friedman is also a member of Orthodox Shule, B'nai B'rith and the Elks.

They have two small daughters, who will be given every educational advantage.

JACOB FRIEDMAN

The best argument against any attempt to restrict immigration to this country is such a career as that of Mr. Jacob Friedman, of Birmingham, Ala.

Mr. Friedman was born on July 4, 1869, in the Province of Subalki, Russian Poland, the son of Isaiah and Peshah Friedman, and came to this country at the age of fifteen. After spending two years in New York City, where he worked in a cigar factory, he went to Chattanooga, Tenn., and entered the business of a brother in that city. Representing his brother's firm, he removed 1889 to Alabama, spending one year at Talladega, and then he spent two years in Pulaski, Tenn., and three years in Brooklyn, N. Y. In 1897 he decided to go into business for himself and came to Birmingham, Ala., where he established the clothing firm of J. Friedman & Company, which is located at 1908 First avenue. This business has now, through his able management and the fine reputation he bears in the city and community for integrity, intelligence and charitableness, grown to be a most substantial enterprise in the commercial field of Birmingham.

Yet, the great measure of success which Mr. Friedman has gained in the business world is but in keeping with the success and standing that he has attained in other fields of human endeavor. He is very prominent and popular in the Jewish community which he is serving as Vice President of the Federation of Charities, the organization which he has helped to establish, and is holding the position of Treasurer in the local B'nai B'rith Lodge. He is also a Director of Temple Emanuel and is at present engaged in organizing the "Kehillah" of Birmingham in order to bring about a closer relationship and a truer co-operation between the German and the Russian Jews of that city. Along the lines of general endeavor he has achieved prominence and popularity through the Masonic order, in which he has held a number of distinguished positions. He is a Past Master of the Blue Lodge and the Lodge of Perfection; he is Chairman of the Blue Lodge Committee of the Whole and of the Relief Committee of King Solomon Lodge; he is a Board Member of the Masonic Temple organization and is serving on the Scottish Rite Standing Committee.

On February 16, 1896, Mr. Friedman was married to Miss Ida Rose, who, to the great sorrow of the community in whose charities she had long been most active and prominent, departed this life on August 30, 1916.



JOSEPH FRIEDMAN

Not only is Mr. Joseph Friedman one of the most successful young attorneys in Youngstown, but he enjoys another distinction, perhaps equally important, but certainly very pleasing to himself. He is generally idolized by the Jewish population of the city and is extremely popular with the order B'nai B'rith, to which he devotes so much of his time and energy. Joseph Friedman is one of those young men whose very presence is inspiring and who, for this reason alone, even if he were not possessed of remarkable ability, which he is, must make a success of whatever they undertake.

Born in the city of Berzevicze, Baros, Hungary, February 15, 1882, he came to this country all by himself when but thirteen and a half years of age. Started work in a cigar factory in New York, at the same time attending night

school for the double purpose of learning the language of the country and preparing himself to pass the regents' examinations with a view of taking up the study of a profession. He then took a collegiate entrance examination for Baldwin University and took up the study of law at the Cleveland Law School. Working his way through college, he was graduated in July 1908, and at once commenced the practice of law at Youngstown, Ohio.

Mr. Friedman's office is located at the Stambaugh Building, and he is undoubtedly one of the best liked practitioners in the city. He was President of the local lodge and is now the Acting Secretary of the B'nai B'rith Lodge, a member of the Federal B'rith Sholom Lodge and a member of the Federated Charities of Youngstown. He takes an active part in all Jewish affairs and contributes to all possible charities. He is a member of the Temple Rodeph Sholom and the Children of Israel and is a modern Orthodox in his religious views, having himself been a Yeshiba Bochur in his early days. Mr. Friedman was married in 1910 in Cleveland, Ohio, to Mabel E. Krohngold, and they are the parents of two children, Reta and Arthur.

LOUIS FRIEDMAN

The business world has great need of men of unquestioned integrity and honor.

The entire commercial fabric is built upon confidence and the ability of men to meet and sustain the obligations which they assume.

Thus, we feel that while the ministry sustained a great loss when Louis Friedman, forsook that profession, the business world was made richer and has given Mr. Friedman equal opportunities to be of service to mankind.

He was born in Sagone, Kovno, Guberne, Russia, September 25, 1861. His father, Mendel Friedman, was a rabbi and excellent Jewish scholar.

Mr. Friedman came to America when a very young man and after working for an uncle for three or four years, went to Cincinnati and spent one year studying for the ministry. But the call to a business career was more insistent and he went to Du Bois, Pa., the scene of his first venture, where he remained for over ten years.

Selling out, he came to Bradford and opened the store which has since developed into the splendid business in general furnishings of which he is the head today.

He was married April 15, 1886 to Miss Rose Asch, and they have a fine family of eight children—four boys and four girls—all of whom are high school graduates.

Mr. Friedman is prominent in many Jewish organizations, the principal ones being Orthodox Schule, of which he is Treasurer, and the Western Star, of which he is Secretary, the Beeker Home and Achnoses Orchinn.

Mr. and Mrs. Friedman are among the most influential citizens of their city and are both noted for their kindness and liberality.

MAX FRIEDMAN

Someone has said that the Jew is the Pilgrim of Commerce, trading with all nations, yet blending with none of them. They thrive wherever they go. They are able to oblige the rulers of their country with loans. They never beg, yet the needy rarely appeal to them in vain. And best of all, they keep together.

When interviewing Mr. Max Friedman, of Cleveland, Ohio, we were much impressed with the fact that the above very nearly expressed Mr. Friedman's sentiments regarding his people, as when asked what advice he would give to the young people of his race, he said: "Be a Jew first, last and all the time. Bring up your children to be good Jews; have all Jewish movements at heart and never intermarry. Be strictly honest and honorable in your dealings and give everybody the same treatment you would like to receive yourself."

Such a course of action conscientiously followed has placed Mr. Friedman in the enviable position of wealthy business man and exemplary citizen which he today occupies in the city of his adoption.

He was born in Berditshiva, Russia, May 10, 1884, and came to America about eighteen years ago. He first learned the cloak and suit trade, working without pay for four weeks. His first salary was \$5 per week and in four years he was advanced to \$40 per week. This enabled him to save \$200, which was sufficient capital for his first business venture.

Obtaining a horse and wagon, he started buying and selling scrap iron and prospered so rapidly that he soon owned three wagons. From this first success, it was but a short step to his ownership of a yard, where he is today doing an immense business.

He was married in Cleveland, April 10, 1910, to Miss Eva Rosenberg, of Columbus, Ohio, daughter of Philip and Goldi Rosenberg, of that city, and they have two lovely children, one boy and one girl.

Mr. Friedman is very generous to various charities calling upon him for assistance and his wife is a gracious lady, amply qualified in every way to assist him, in addition to the promotion of various philanthropic projects in which she is particularly interested.

Among the organizations with which they are affiliated, the most prominent are: B'nai Ishurim Temple, Independent Aid Society, K. of P., B'nai B'rith, the Zionists, Mount Sinai Hospital, Old Age Home, Orphan Asylum and Infants' Home.

PAUL FRIEDMAN

It is not given to every man to arrive at the goal of his ambition by a straight road.

Many times the way points through devious paths, and we cry out that we have lost the guiding light of the rainbow that leads to the pot of gold.

But if ambition be worthy, and the effort sincere, every footprint in the snow, every tear that is shed, marks in indelible characters the location of another milestone in the map of the march.

So it was with Paul Friedman, who followed the light of the rainbow from his native Russia, to find the treasure buried fathoms deep beneath difficulties which would have crushed a less dauntless spirit.

He was born in Mochnoka, Russia, July 16, 1886, and at the age of thirteen left school to assist his father, who was a grain merchant and a Jewish scholar of considerable prominence in his native town.



PAUL FRIEDMAN

At the age of eighteen he came to America and seized upon the first opportunity which presented itself—the trade of cigarmaking.

This sufficed as a means to an end, as Paul was saving every cent possible from his meager salary and at the end of two years had accumulated \$120.

With \$90 of this small capital he purchased a horse and wagon, reserving \$30 as cash in hand with which to do business.

Why relate the hardships of the next few years? The deprivations for the sake of the success which he knew would ultimately crown his efforts? It is the old story of sacrifice which has been written in every tongue, which has sunken deep into the hearts of men who have lived and suffered to accomplish the big things of life.

At the expiration of five years, his business being fairly established, he entered into partnership with his brother, and they opened a scrap iron yard, where with a limited capital they marked out the roads to success even in the first year. As a result of their continued efforts they have, year by year, enlarged their business until, at the date of writing, they are foremost in their line, in Cleveland, Ohio.

Mr. Friedman's advice to young men is this: "Find the work which you like and for which you are best fitted, and stick to it, regardless of the obstacles which seem to beset your way. Make your every act earn for you a reputation for honesty and reliability."

Mr. Friedman was married January 27, 1909, to Helen Manilov of Philadelphia, and together they have dispensed charity to every worthy cause in Cleveland, as well as to the local hospitals and the Denver Sanitarium.

Mrs. Friedman is particularly active in works of benevolence, and devotes much of her time, as well as money, to their promotion.

They have two promising boys, who will doubtless inherit their parents' ability and sterling qualities.

Mr. Friedman is also a member of and a liberal contributor to Congregation Anshe Emet's, Independent Order B'nai B'rith.

WILLIAM FRIEDMAN

There has always existed a marked distinction between the old European and the new American Judaism. Not only is the difference discernible with regard to the social life of the Jew, but in his religious and national life as well. And this contrast is not at a standstill; it is becoming more and more noticeable with the passing of time.

The European Jew was at all times more devoted to his religion than is his American brother. In national spirit and in his commercial life, the Oriental Jew has always in his own humble manner and submissive attitude sacrificed his well-being that the Jew as a race might be strengthened and perpetuated. He was first of all a Jew, rejoicing in their festivities and weeping in their sorrows, born a Jew, raised among Jews and among his co-religionists he preferred to die.

Quite different, however, are the facts concerning the American Jew. The ordinary masses as well as some of the middle class still remember that they originate from Jewish parentage; that it is becoming and proper for Jew and Jew to mingle, to pass the time of day with him, to live in his neighborhood, to take an active interest in Jewish affairs and to inquire into his welfare. The more successful American Jews, and especially those in professional vocations, are for the most part so absorbed in their daily routine, are so bewildered by their temporary prominence, that they forget their origination, their creed and even their Maker.

One who stands out as a marked exception to the foregoing condition is Mr. William Friedman, a prominent and influential attorney at Detroit, Mich. While born on American soil, far from the influences of the European Jewish life, Mr. Friedman is a Jew to the core, ever ready and willing to render assistance to those who appear worthy, and is devoting a large part of his life to the betterment and uplifting of his co-religionists.

Born in Detroit, April 1, 1880, his father, Samuel Friedman, a retired and well-known merchant, and his mother, Celia Friedman, both took an active interest in their son's future. He was sent to the public and high schools of Detroit, graduating from the latter with high honors. Young Friedman then followed up his high school education with an academic training, attending both the Detroit College of Law and the University of Michigan, obtaining high honors and the degree of LL. B.

Shortly after this, Mr. Friedman married Florence R. Blumrosen, the daughter of Moses and Jennie Blumrosen of Detroit. In 1910, however, his wife died and Friedman became at once the providing father and tender mother to his only daughter.

While his law business, located at 1517 Dime Bank Building, is steadily increasing and demanding more and more of his time, yet Mr. Friedman is always active in social work and is not infrequently found to be the instigator and the head of the most vital and important undertakings of his community. Besides being Trustee of the United Jewish Charities and the Shaarey Zedek Congregation, Mr. Friedman is an active member of the Talmud Torah, the House of Shelter, the B'nei B'rith, the K. of P., the Elks, the Masons, the Lawyers' Club, the Detroit Bar Association, the Phoenix Club and several others. He is highly respected and honored for his sound judgment, his kind heart, his integrity and perseverance and his never-failing efforts to further the interest of the Jew wherever possible.

SAM FRIEDMAN

Success in life is largely governed by a man's willingness to "pay the price." It takes effort, concentration and hard knocks, but if these are boldly withstood, he will eventually rise to the realization of his highest ambition. These characteristics are most apparent in the career of Mr. Sam Friedman, who was born in Atsombar, Galicia, March 15, 1864, the son of Louis and Esther Friedman. His father was a farmer and real estate man, who possessed a large amount of native shrewdness.

Mr. Friedman came to America, landing in New York in August, 1893, where he began working in a factory as an operator. He received no pay at first. In fact, he was obliged to pay twenty dollars for the privileges of instruction and contributed his services for six months. At the end of that period he went to Scranton, Pa., and secured a job as a day laborer in a factory at 75 cents a day. He continued five years, during which time he received several small increases in pay.

From there he went to Pittsburgh, Pa., then to McKeesport and Brownsville, but was unable to find employment. Being entirely without funds, he walked to Charleroi, where he found work in a grocery store. As soon as he had saved enough money, he sent for his wife in Galicia, who before her marriage was Miss Rosa Friedman. After her arrival he saved enough money to buy a horse and wagon, and began peddling fruit. A year later he went into the junk business, and with the able co-operation of his wife, who assisted him in every manner possible, they managed to save a thousand dol-



SAM FRIEDMAN

lars, which proved a stepping stone to the large fortune which they have since amassed.

Aside from Mr. Friedman's iron and metal business he is interested in three banks in Charleroi, of which he is one of the directors, and also controls a large amount of real estate.

Mr. Friedman is a liberal contributor to all charities, and is a member of the congregation in Monnessen, Pa., as well as the Eagles and Moose.

JACOB FRUMAN

Every new industry carries with it a number of allied businesses which develop in proportion to the public need. Thus we find that the giant industry of automobile building has developed a new line in the junk business, and to the handling of automobile scrap we find one of the best business men in Chelsea, Mass., devoting his time and attention.

Mr. Jacob Fruman, whose place of business is located at 104 Spruce street, was born in Valina, Guberne, Russia, in 1873. He came to America in 1902, landing in Boston, where he worked in a blacksmith shop for seven and one-half years. He then decided to go into business for himself, and in addition to a regular junk yard has developed a highly specialized line of automobile scrap, and is today doing an immense business.

Mr. Fruman was married in Russia, in 1900, to Miss Vittle Yassin. They have one daughter, who is at the present time going to school.

Mr. Fruman and wife are both very public-spirited and generous in their contributions to various charities, in the promotion of which they are ever occupying prominent place. They are members of Congregation Beth Jacob, and Mr. Fruman is also affiliated with the I. O. B. A. and the Boston United Hebrews of America.

ABRAHAM GASH

One of the best known bean and rice importers in the country is Mr. Abraham Gash, whose place of business located at No. 7 Worth street, New York City, is almost internationally known. Its owner is one of those rare characters with whom one naturally desires to make friends in any capacity.

Born on March 7, 1877, in the province of Warsaw, he is the son of Chaskel and Gittel Gash, both in Warsaw. The father was in the leather business, and after his death in 1887 the family moved to Poltusk, where Abraham became a "prikashchick," or general clerk, for his uncle, Yokel Brenn, who was a contractor for the government. But at the age of nineteen and facing military service, he made up his mind to leave home and start anew in the country of opportunity. He arrived here in 1898, and like many others of his race, began his career by becoming a customer peddler.

His first step was to act as canvasser for another, but very soon he bought out his boss and continued the business for himself. However, he did not stay in the business a long time before he became aware that he was not particularly attached to it, and he went into the dry goods business with a partner, opening a place at 121 Division street, under the firm name of A. Gash & Co.

At length the partnership was terminated and he opened a business for himself at 34 Henry street, but soon found the place too small and in 1906 he moved to No. 30 Henry street. After being there for several years, with business constantly expanding, he went in 1911 to 27 Roosevelt street. Business kept on increasing and Mr. Gash was compelled to look for larger quarters, which he found at his present business address, No. 7 Worth street, where he occupies the entire building, doing an import and export business, and having the reputation of being one of the largest rice and bean houses in the country.

Mr. Gash is prominently identified with a good many charitable institutions and organizations, such as the Chesed Shel Emes and Gmiloth Chesed of New York and Brooklyn, the Zion Hospital of Bensonhurst and the Orthodox "Schul" located at Bay 22, Bath Beach, and he donates to everything worth while. He also belongs to a number of Talmud Torahs and fraternal associations.

He was married in the city of New York in May, 1904, to Ida Cooper, who comes from a well-known Rabbinical family of the Kovner "Gaon," and they have three children, named Selma, Chester and Freda. All children attend public school and study Hebrew and Yiddish at home. The home life of the Gashes is an ideal picture of Jewish traditional life, and it is maintained on the principle of strict Orthodoxy and Kashruth. Mrs. Gash was one of the first organizers and a Director of the Jewish Maternity Hospital, where she still retains her membership on the Board.

Abraham Gash's father was not only a great Talmudist, but also a thorough Polish, Russian and German scholar. The son believes in keeping up Judaism under all conditions and that "Honesty is the best policy," sticking to one's business with all zeal.

ISAAC GENDELMAN

Some one has said that there is in the growth of a tree from its earliest sprouting to its vigorous maturity a beautiful example of patience, endurance, steadfastness of purpose and often the determination and strength to overcome obstacles that the Creator of all has given us that should guide us.

As trees grow upward, their roots grow downward and outward, and age and increasing grandeur give them corresponding deep-rooted, unflinching security.

We might liken this growth to a business such as has been created and developed by Mr. Isaac Gendelman of Detroit, Mich. Mr. Gendelman was born in Olersk, Volina, Guberne, Russia, in May, 1873, the son of Mr. and Mrs. Abraham Gendelman, and came to America in December, 1907. He remained in New York but three weeks and then went to Detroit, where he worked in a junk yard for \$5 per week. He then started to peddle on his own account and with his small savings was able to buy and sell to such advantage that five years later he had \$5,000 with which to establish a yard. He joined his partner, Mr. Morris Levin, and they started in business at their present location on Brady street, operating under the firm name of East Side Scrap Iron & Metal Company, where they have attained a most remarkable success.

Mr. Gendelman was married in Russia in June, 1897, to Miss Rose Levit, and they have five children, one boy and four girls. Their eldest son, Joe, is in business college, Anna is working in the store, while the younger children are still going to school.

Mr. Gendelman finds time for a number of interests outside his business and is a prominent member of the B'nai Jacob, Michigan Lodge, Progress of

West, Turnover Unterstutzning Ferein, Talmud Torah and contributes to all charities, including the Denver Hospital and Home of Shelter.

Mr. Gendelman is a fine type of foreign-born Jew, who possesses all the traits of generous, progressive Americanism.

LOUIS GINSBURG

"Life," said one of our great philosophers, "is a voyage in which our scenes are constantly changing."

Sometimes our bark floats placidly along between flower strewn shores; sometimes tempest tossed it lies helpless and broken upon the rocks of adversity. But through every storm there still shines the guiding star of hope for every soul brave enough to look upward and seek it.

The life history of Louis Ginsburg is a story of many vicissitudes bravely endured and overcome. He was born in Little Guberne, Russia, February 11, 1881, his father being a prominent Talmudist and scholar of that community. At the age of twenty-two he came to America, going direct to Clarksburg, W. Va., where his older brother resided.

His first business venture was peddling small wares from a basket, which he continued for six months, when he bought a horse and wagon and began buying and selling scrap iron and metal. This business led him into the oil fields of Illinois, where he saw wonderful possibilities, not only in the oil well supplies, which was allied to his business, but also in the oil producing end, and he became interested in several large producing companies. He also has some excellent investments in the fields of Ohio and West Virginia.

Returning to Ohio, he opened an oil well supply business at Marietta, Ohio, where he has been exceedingly successful, and is at present engaged in business, the name of his firm being Producers' Supply and Tool Co.

He was married in Marietta, March 8, 1908, to Miss Dora Brachman, and they have three fine boys, two of whom are old enough to go to school.

Mrs. Ginsburg is a charming woman, well fitted to grace the prominent position which her husband holds in the various activities of the community. She is identified with many charities and does not confine herself to local projects, as the Ginsburgs are also liberal contributors to the National Jewish Hospital of Denver and the Los Angeles Sanitarium.

Mrs. Ginsburg is Secretary of Congregation B'nai Israel, President. Local Jewish War Sufferers' Relief Society, and member and director of the Hebrew Immigration Society. The Red Cross and Talmud Torah also receive generous contributions.

Mr. and Mrs. Ginsburg not only give liberally of their money, but also devote much of their time to the promotion of these worthy projects, identifying themselves inseparably with all works of kindness and mercy. The city of Marietta is indeed fortunate in having them identified with her business, civil and social interests.

MOSES GLOSSER

Biographies of good men whose souls possessed patience, fortitude and charity are the richest pages in history. From them we learn the great lessons of life which they have painfully gleaned from the stern school of experience.

The events which we here chronicle, incident to the success of Mr. Moses Glosser have many pathetic sidelights, which mere words can never properly express. Only the near relatives and friends of Mr. Glosser can appreciate to the full the remarkable fortitude which sustained him through the trying days of his struggle.

He was born in Grodna, Guberne, Russia, in January, 1860, his father being a shoemaker by trade, but a man of considerable scholarly attainments.

He was married at the age of 23 to Miss Darimos and later events in his career proved that he was indeed fortunate in his selection of a wife, as she has been an exemplary mother and her cheerful, brave spirit and willing assistance has sustained her husband through the dark days when failure seemed inevitable.

Coming to America in April, 1890, he landed with his family in Philadelphia with only \$4.00. The immediate necessity of finding employment led him to start peddling tinware. Later he took up a line of notions and for three years was a familiar figure in various Pennsylvania towns.

He then purchased a horse and wagon and, locating in Williamsport, Pa., began buying and selling old iron and metal. Just as success seemed smiling upon him, he was so unfortunate as to meet with a serious accident, breaking his leg, which confined him in a hospital for ten weeks. After he left the hospital, he was badly crippled for a year and a half and, unable to work, was given assistance by his older children.

Later he opened a grocery store, but, starting with too small capital, he found himself, after six months, \$350.00 in debt, besides owing on his home, which he had bought prior to his accident.

His health being somewhat improved, he left the grocery to the management of his wife and children and started out buying and selling junk, and was so successful that within a short time he had paid off his indebtedness and had saved money enough to open a yard from which business he and his sons, whom he has taken in with him as they grew up, have accumulated a large fortune.

The Glossers have five children, four boys and one girl. The daughter is a highly educated young lady and is a teacher of English in the public schools. Mannel is in the iron business in McKeesport, Pa. David is going to school, while Sol and Nathan are in business with their father, although, at the present writing, Nathan has answered his country's call and is serving as First Sergeant in the U. S. Army.

Mr. Glosser is a member of Congregation Rudof Sholom, Zionist, and Order B'rith Abraham. Both Mr. and Mrs. Glosser are exceedingly philanthropic and take great delight in passing their prosperity along to those in unfortunate circumstances. Among some of the national institutions of which they are patrons are Denver and Los Angeles Hospitals, Immigration Society of New York and all the Yishivas.

Mr. Glosser is also a prominent member of the Chamber of Commerce.

WOLF LOEB GLOSSER

A few years ago the civilized world believed that the age of conquest and bloody battles was over. That the only generals the world needed were those giants of commerce who keep the wheels of industry moving; who provide those conveniences and comforts which, during a long era of peace and prosperity, have come to be almost essential.

Now that the world is in the throes of the most gigantic struggle in history, it is to these men that we turn for money, for equipment, for their sons.

So it is with Mr. Wolf Loeb Glosser, whose sons Saul and Simon have answered the call and have gone forth to battle that his country and the oppressed shall be free. Simon Glosser enlisted in the Jewish Legion after being rejected by the U. S. Army and Saul Glosser is with the American National Army, at present stationed at Camp Lee.

Wolf Loeb Glosser was born in Grodno, Guberne, Russia, in August, 1854. He did not come to America until March, 1902, and landed in New York with his family and but 27 cents in the world. He succeeded in borrowing a dollar, with which he immediately started peddling junk. This he continued very successfully for two years, when he went to Johnstown, Pa., and engaged in the clothes cleaning and pressing business. By the exercise of the utmost diligence and economy he saved enough capital to open a small store and this venture has grown into the large establishment of which he is the guiding genius today. The firm name is Glosser Brothers, handling ladies' and gentlemen's ready-to-wear apparel.

Mr. Glosser was married in Russia in April, 1877, to Miss Pesha Greenberg and they have a fine family of seven children, four boys and three girls, all of whom reflect credit upon the superior home training which they have received.

Nathan is in business for himself in Detroit, Mich., while David and Solomon are engaged in business with their father. Simon was in business for himself prior to his entry into the army.

The two elder daughters are married and live in Europe, while the younger daughter is at home. She is a graduate of the high school and a very accomplished musician.

Mrs. Glosser's accomplishments and usefulness do not cease with her ideal wifehood and motherhood. She finds time for many social and charitable activities, as well; in fact, she is the leader in all such movements in Johnstown.

Mr. Glosser's affiliations are with Congregation Radof Sholom, Independent Order of B'rith Abraham, and Chamber of Commerce. He contributes liberally to Denver and Los Angeles Hospitals, Immigration Society and all the Yishivas.



JACOB GOELL

Brownsville is an important accomplishment of the Jews of New York. On the site where Brownsville is now built there was, a few years ago, nothing but wilderness, and the Jews have turned it into a lively and thrifty community. The historian of Jewish activity in New York will have to take note of Mr. Jacob Goell, the real creator of modern Brownsville.

Mr. Goell was born July 15, 1871, in Poswel, in the Province of Kovna, and comes of a prominent family. His father was Reb Jechiel Michael Goell, a famous Landan and Maskel. His mother, Hinda, who at present resides in Brooklyn, is a very pious woman. His grandfather was Reb Simcha Linkiver, who, as an intimate friend of the Rav of Linkiva, taught mathematics to the rabbi's son, who later became Hirshel Rabinowitz, famous Maskel and editor. His uncle was Reb Nute Charif, Schochet in Kupishik, Province of Kovna.

Mr. Goell, who in early youth was brought up at Dineburg, at present Dwinsk, came to America in December, 1890. At first he worked as a carpenter at \$5 per week. Later he became a building contractor, and in 1901 came to Brownsville, where he started his real estate activities. Even though his friends predicted failure, he dared to undertake the enterprise of building modern apartment houses in that section of the city. He had a keener insight into conditions than his friends thought, and before many months had passed his success was assured, for other builders followed his example. Brownsville developed, and Mr. Goell grew with it, until today he owns over fifty houses in that part of the city. Mr. Goell himself lives with his family in a beautiful home at 1540 Union street.

Mr. Goell is an intelligent man of high moral character and is held in high esteem in the community. He believes in helping others, and practices this belief. He participates in every good enterprise, and contributes to all Jewish charitable institutions in Brooklyn and to some in New York. He is president of Adas Israel of Brownsville, and was vice-president of the Stone Avenue Talmud Torah, to which institution, next to his business and family, he devotes much of his time.

He was the first to propose the erection of the new Talmud Torah on Stone avenue, which he built. He is a modern orthodox, maintaining a strictly Jewish home. He believes that the Jews ought to appreciate the liberty and opportunity that this country affords, but yet he also feels that every Jew ought to adhere strictly to traditional Judaism.

Mr. Goell has a younger brother, Charles, who attended Yeshiva in Europe. Charles is now prominent in the building trade and Jewish charity in the Flatbush section of Brooklyn.

On March 2, 1899, Mr. Goell married Miss Mary Samowitz, daughter of the well-known builder, Samuel Samowitz, and they have five accomplished children.

ABRAHAM GOLDBERG Of The Art Cloak Co., Cleveland, O.

It is the misfortune of many young persons today that they begin life with too many advantages. Every possible want of their many-sided natures is supplied before its need is consciously felt; books, teachers, mental and religious training, amusements, clothes and food, all of the best quality and unstinted in quantity; in short, the choice of the world's good things are lavished upon them until all ambition is extinguished.

What motive has a young man, under such circumstances, to exert himself? Like a hothouse plant, grown weak through too much shelter and watch-



JACOB GOELL



ing, he needs nothing so much as to be set in the open air of the world and to grow strong by struggling for existence.

These are the sentiments of Mr. Abraham Goldberg, who knows what it is to fight repeated failure until the goal of success is reached.

Mr. Goldberg was born in Lutz-K, Russian Poland, April 23, 1881, and came to America in September, 1903. He first learned to be a cutter at \$2 per week and gradually worked himself up until he was able to save a capital of \$500, with which he started in business in the manufacture of skirts. However, competition was very keen and after a hard year's fight, Mr. Goldberg lost his business.

He then went to Cleveland, Ohio, and worked as assistant designer for about a year. Then followed a partnership with Abraham Goble, in the manufacture of cloaks. After about one and one-half years his present partner, Mr. Max Eppstein, bought out the Goble interest, and the business is continued in this way at the present time, under the firm name of Art Cloak Company, one of the best known concerns in the business.

Mr. Goldberg was married June 21, 1914, to Miss Gittle Kochman of Cleveland, and they have two small children, one boy and one girl.

Both Mr. and Mrs. Goldberg are very public-spirited and generous and are popular in their social circle.

Mr. Goldberg believes that the principles upon which all permanent success is founded are honesty, hard work and economy.

ABRAHAM GOLDBERG

Corset Manufacturer, Cleveland, O.

Carlyle says, "He who has battled, were it only with poverty and toil, will be found stronger and more expert than he who would stay at home from the battle." So we say that it is of decided advantage for a man to be under the necessity of struggling with poverty and conquering it. It is not prosperity so much as adversity, not wealth so much as poverty, that stimulates strong and healthy natures, rouses their energy and develops character.

In an interview with Mr. Abraham Goldberg the story of his early struggles reminds us of these words of Carlyle. Mr. Goldberg was born in Chumsk, Russia, April 15, 1879, and although his father was a land owner and a Jewish scholar, when the boy decided to start his career in the new world, he landed in New York with no funds of consequence and with little mercantile experience.

He first found employment where he learned to be a vest maker, starting in at a salary of \$3 per week. He later went to Cleveland, working at the same trade, but finally became a cloak and suit operator, where he commanded a salary of \$35 per week. Saving a little money, he went into the manufacture of corsets, starting in a modest way with only two machines. His business had a steady and healthy growth and today he is one of the best known manufacturers in the business, the product of his shop going to all parts of the country.

Mr. Goldberg was married to Miss Sarah Abramowitz, and they have one boy and one girl. The daughter, Roseline, who is eighteen years old, is a most accomplished musician, being manager of the Troubador Troupe of players, engaged in concerts for commercial purposes.

Mr. Goldberg is a loyal supporter of various charities of not only local but national scope, contributing to the Denver Sanitarium. He is also a member of the Knights of Joseph. We feel that any advice to the young coming from him is of the utmost value, so asked him what he considered requisites for success. His reply was, "Find the vocation for which you are best fitted, work hard, be honest and success will follow."

ABRAHAM GOLDBERG

Columbus, Ohio.

Although the ancient Jews were much devoted to agriculture, the later generations seem more adapted to success in commercial life.

As an example we are pleased to relate the events in the life of Mr. Abraham Goldberg, of Columbus, Ohio.

He was born in Musitz, Wolinsker, Guberne, Russia, the son of Isaac Goldberg, who was the leading Rabbi and Talmudist of that community.



Mr. Goldberg came to America at the age of twenty, and went to Wichita, Kans., where he was given a government allotment of 160 acres of land. He remained about nine months, but did not find farming to his liking, so he went to Columbus, Ohio, and started peddling junk. The first year he saved a little money, with which he opened a small scrap iron and metal yard, and this small beginning has grown into one of the largest establishments of the kind in the city.

Mr. Goldberg was married prior to his coming to America to Miss Toba Hurwitz, and they have a family of six children, three boys and three girls, nearly all of whom are married. The son Harry is connected with his father in the business.

Mr. Goldberg is a member of Beth Jacob, is President of the Congregation Agudas Acheim, Knights of Joseph, B'nai B'rith, and the Columbus Home Lodge, Knights of Pythias. He is also director of the Denver Sanitarium and President of Talmud Torah.

Both himself and wife contribute liberally to every worthy charity.

SAMUEL GOLDBERG

Mr. Samuel Goldberg is one of the most successful Jews of Cincinnati, Ohio. He is a retail merchant and very few of his class have reached as high a position as has Mr. Goldberg.

"To what do you attribute your success?" the writer of these lines asked Mr. Goldberg. Mr. Goldberg did not take long to think it over, but straightway replied: "Hard work and economy; these are my watchwords!"

Mr. Goldberg was born on the 28th of January, 1875, in Marienpol, Poland, as the son of Lipman and Peshe Goldberg, who live in Bialystok. Mr. Goldberg's grandfather, Reb Shebach Altshuler, was the Rabbi of Mariampol, and Rabbi Motel Altshuler, an uncle of his, was one of the best known scholars of Suvalk.

In 1892 Mr. Goldberg came to America. He landed in New York, where he worked for a number of weeks in a brush factory. He then went to Washington for a short time, working in a store, and afterwards he settled in Cincinnati (in 1899), opening a cloak and suit store, where without any extensive speculation he became very successful, due to simple and steady work and a gradual rise in the scale of life.

Mr. Goldberg is the owner of the Main Cloak & Suit Co., 1116 Main street, and of the Princess Cloak & Suit Company, at 1115 Main street, Cincinnati, Ohio.

Mr. Goldberg divides his success with many charitable and philanthropic institutions. He belongs to nearly every organization of importance, is a direc-



SAMUEL GOLDBERG

tor of the Orthodox Home for the Aged, Vice-president of the Talmud Torah, and a former treasurer of the Avondale Schul. He is a respected member of the Chamber of Commerce, of the Automobile Club and of many other organizations.

On March 7, 1895, Mr. Goldberg was married to Miss Birdie Scheingold, of Cleveland, and they are the happy parents of an accomplished daughter, Lucille. Mr. Goldberg is a very sympathetic, friendly man, and enjoys a wonderful reputation in Cincinnati.

ISAAC LEO GOLDBERG

Many prominent men can trace their success back to some display of ability or act of honesty which revealed to their elders the promise of a wonderful fruition in the best of all gardens, a noble character.

To such young men a helping hand is always waiting at the appointed time, and it was so in the case of Isaac Leo Goldberg, the subject of our sketch.

He was born in Wrlick, Russia, July 17, 1885, and was brought to America by his parents when only five years of age.

At a very early age he began to sell matches on the streets of Columbus, Ohio, where his intelligent appearance and ability were so evident that he attracted the special attention of many of his customers, and this led to their helping him establish himself in the iron and metal business. This led to a partnership with his father under the firm name of Capital City Iron and Metal Company. He later organized the Central Market Paper Company in connection with a Mr. Ornstine, and eleven months later merged his interests with Topper Brothers' Iron & Metal Company, the firm name under which they are operating today.

Such is the business history of one of the foremost business men of Columbus, Ohio, and it should hold out nothing but hope and inspiration to any young man who, with nothing but honesty and ability as assets, is struggling to make a place for himself in the world.

Mr. Goldberg was married in Columbus, Ohio, December 20, 1910, to Miss Sophia Topper, a very prominent young lady of that city, who is as charmingly fitted to occupy a brilliant social position as her husband is in the business world.

They are both most generous in their contributions to charity and are prominent in every worthy cause in their own and other cities.

Mr. Goldberg is an active and valued member of Agudas Achein, Knights of Joseph, B'nai B'rith and the Athletic Club.

He is still a very young man with a long career of useful activity before him.

May the golden bow of promise continue to shine on into the sunset of life with a splendor and refulgence that shall infuse hope and new impetus into the lives of those with whom he is associated.

MORRIS GOLDENBERG

Failure is often the sharp-edged tool with which fate etches some of the finest lines of character. It is not the failure itself, but the resilience with which man rebounds to renewed effort that is the true test of calibre and moral courage.

When Morris Goldenberg landed in America he came to the new land with high hopes and noble ambitions, as had others of his people before him. That he never ceased to strive against the adverse circumstances that surrounded him, that he never wavered in his firm belief that his expectations would be realized, is largely accountable for his marked success.

Mr. Goldenberg was born in Konis Padalsky Guberne, Russia, in October, 1879. His father and mother, Samuel and Esther Goldenberg, came to America sometime before their son, settling in Newark, Ohio. Mr. Goldenberg was married in Russia April 4, 1902, to Tuba Erlichman, and four years later came with his wife to America. He landed in New York, but immediately went on to Newark, Ohio, where his father resided.

Finding no opening there, he went to Cincinnati, Ohio, then to Carbin, Ky., where with the capital he had brought with him from Russia, he went into the furniture business. Not being satisfied with results, after five months' effort, he sold out and went to Somerset, Ky., where he opened another furniture store. Meeting with no better success, he sold the store, and, coming back to Newark, Ohio, he invested his money with his father in the iron and metal business; but, owing to unfortunate circumstances for which he was not in any way responsible, he lost all his money in this venture and was forced to start in peddling again. Finally, after another unfortunate experience in the furniture business, he invested his small savings in the Parkersburg Junk Co., and under his management the business has prospered until it is the largest of the kind in Parkersburg, W. Va.

The Goldenbergs have three children, who are receiving splendid educations and are also being educated in music, for which they have shown remarkable talent.

Mr. Goldenberg is secretary and treasurer of Congregation B'nai Israel, vice-president Local Order B'nai B'rith, and is a prominent member of Modern Woodmen of America. He is a liberal contributor to all charities, both local and national, and gives most liberally to Denver and Los Angeles Hospitals.

HARRIS GOLDMAN

One of the most firm believers in the efficacy of close application to duty is Mr. Harris Goldman, of Easton, Pa.

Mr. Goldman was born in Kovno, Guberne, Russia, in the year 1872. His father was a merchant and prominent scholar of that city. In 1891 Mr. Goldman came to America, landing in New York, where he worked as an operator. He then obtained a position in a milk store, where he put in very long hours, working sometimes fourteen and fifteen hours a day. He then went to Easton, Pa., and began buying and selling junk, later opening a yard on a small scale. In 1905, his brother in the meantime having come to America, they engaged in the wholesale scrap iron business, which has grown to immense proportions and is today being operated under the firm name of Goldman Brothers.

Mr. Goldman was married in 1894 to Miss Bertha Cohen, of Easton, and they have three sons. Phillips is in business with his father, and Herman is attending the Lehigh College.

Although the business affairs of Mr. Goldman occupy a great deal of his time, he is still mindful of his duty to suffering humanity, and is a liberal contributor to all charities, including the Denver Sanitarium, the Immigration Society of New York, and the Y. M. H. A. In his gifts to benevolence, Mr. Goldman makes no distinction between Jewish and Gentile organizations. He is also a prominent member of Congregation Children of B'nai Abraham.

DR. MICHAEL GOLLAND

Dr. Michael Golland, of St. Louis, Mo., is known to almost every Jew of importance who ever went there, because his house is the headquarters of Jewish intellectual life of St. Louis. Dr. Golland is himself a Talmudic scholar, a Hebraist, an Orthodox, and a great social character, and whenever a speaker or any public man of importance comes to St. Louis, he becomes the guest of Dr. Golland. Not only is Dr. Golland so well disposed towards everything that savors of Jewish public life, but his wife, Mrs. Bertha (Greenburg) Golland, is a devoted Jewish daughter and a splendid hostess. She is the President of the Women's Proclamation League, of the Daughters of Israel, which is an auxiliary of the Congregation B'nai Emunoh, and active in every Jewish and civic organization of St. Louis.

Dr. Golland was born on the 1st of April, 1862, at Wolkowisk, Russia, the son of Abraham and Breine Golland. He received a good Jewish and general education and when he came to America he took up the study of medicine. In 1891 he continued his study at the Washington University, from which he was graduated in 1895. Since that time he has continued the practice of medicine in a very successful manner. His offices are located in the Chemical Building.

Dr. Golland is not the type of man who seeks office or publicity, as his professional duties would scarcely give him time for that. But he can not refuse to give his time and attention to the Zionist movement, which is his life-ideal, and for the last ten years he has been chairman of the St. Louis Zionist Council. He also was chairman of the local relief committee, obtaining \$30,000 in the space of eighteen months, and was also elected a delegate to the American Jewish Congress. Mr. and Mrs. Golland, whose marriage took place in September, 1884, are the parents of one daughter, Sophia, now Mrs. Greenberg, who in turn is the mother of two children, William and Leslie. Dr. Golland is a devoted Orthodox and his home is truly Jewish and Kosher.



ISRAEL GOLDMAN

Elsewhere in this volume we have briefly outlined the career of Mr. Harris Goldman. It is now our privilege to relate the events in the life of his younger brother, Israel, whose business career has been very closely associated with him.

Israel Goldman was born in May, 1880, in Kovno, Guberne, Russia, and came to America July 11, 1900. As his brother was already established in Easton, Pa., he came to that city and immediately started out to peddling dry goods, continuing this for two years, he opened an iron and metal yard, which was wonderfully successful. In 1905 the two brothers consolidated their business interests and have continued since that time under the firm name of Goldman Brothers.

Mr. Goldman was married in March, 1907, to Miss Ida Burgen, of Easton, and they have five children, one boy and four girls, all going to school, and studying music.

Mr. Goldman's ideas regarding philanthropy are very broad and his contributions are equally generous to Jews and Gentiles. He is a member of Congregation Children of B'nai Abraham and a liberal contributor to the Immigration Aid Society of New York, the Y. M. H. A., the Denver Sanitarium, and all local charities.

HARRY GOODMAN

Although some of our greatest statesmen, professional and business men have achieved fame without the aid of much education, none knows better than they the tremendous handicap under which they labored.

Some such thought must have been in the mind of Mr. Harry Goodman, prominent business man of Bradford, Pa., in a recent interview, when he laid much emphasis upon the importance of a young man obtaining a good education before embarking on a business career.

Mr. Goodman was born in Galb, West Preusen, Germany, in December, 1884. His father was engaged in the fur manufacturing business, but decided to try his fortunes in the new world. He landed in Toronto, Canada, and Harry, then but thirteen years of age, was allowed to go to school for a short time only, as his father was having a hard struggle to re-establish himself in business. So he began peddling with a push cart, which he continued for about a year and a half.

After a number of years' hard work devoted to the buying and selling of iron and metal, he and his brothers decided to open a yard, and came to Bradford, Pa., where they have been remarkably successful.

The father, now retired, lives with his son Harry.

Mr. Goodman devotes much time and money to the promotion of charitable enterprises, and is affiliated with a number of such organizations, prominent among them being the Denver and Los Angeles Hospitals.

He is a member of Bradford Orthodox Congregation, the Order of Western Star, Herva Veke Holam of Bradford, and the Moose.

He is a thorough American and active in all patriotic movements.



THEODORE GOODMAN

It is certainly a great pleasure to be able to record the histories of two brothers who came to the new world together, and during the first years of their struggle upward toward affluence kept their interests almost identical.

Elsewhere in this volume we have related the events of Harry Goodman, the younger brother of Mr. Theodore Goodman, the subject of this sketch.

Mr. Theodore Goodman was born in Galb, West Preusen, Germany, June 14, 1879, and came to America with his father and brother Harry when a very young man.

He started working immediately, buying and selling old metal, and gradually accumulated the necessary capital with which to engage in business for himself.

Then followed the establishment of the iron and metal business in Bradford, Pa., which was successfully conducted in partnership with his brother Harry until about a year ago, when he removed to Tulsa, Okla., where he is prominently connected with the Indiana Supply & Junk Co., dealers in oil field supplies.

He was married March 28, 1905, to Miss Mary Baltimore, of Elmira, N. Y., a young lady who has been a great acquisition to their resident city, and who is an exemplary wife and mother. They have four children, two of whom are old enough to go to school, and also take piano lessons.

Mr. Goodman is identified with many prominent organizations, including the Knights of Pythias, the Moose, and the order of Western Star. Both himself and wife are very public spirited and contribute liberally not only to all local charities, but also to Denver and Los Angeles Hospitals, and many others too numerous to mention.

SAMUEL GOLDSTEIN

No man with true commercial instinct is ever content to work for someone else. He will endure any hardships or privations in order to accumulate enough capital with which to make a start for himself. The history of the big commercial heads in this country all coincide on this one point. It is indicative of an independence of spirit which is one of the chief attributes of success.

Samuel Goldstein, of Detroit, Mich., is no exception to the rule.

Born in Onopol, Volina, Guberne, Russia, in 1870, he came to America at the age of twenty-six and began working for an iron and metal dealer for \$3.00 per week.

He was advanced rapidly and in a few years had accumulated enough for his first business venture.

This was made in Providence, R. I., where he stayed seven years and accumulated a small fortune. However, he was very unfortunate in having a great deal of illness in his family and was obliged to use his accumulated savings in an effort to restore them to health.

Going to Detroit, he again worked on a salary and by the exercise of the utmost economy gradually saved enough capital to go into business for himself.

This venture has resulted in the large iron and metal yard at 318 Clinton street, where he is doing a wonderful business at the present time.

He was married in April, 1893, to Miss Nahama Gircherman, at Anapol, Russia. Mrs. Goldstein came to America with her husband and has been an unflinching aid and comfort to him during the dark days of his struggle toward affluence.

They have eight children, five girls and three boys, all of whom are being given excellent educations, and will doubtless be of much assistance to their father in later years.

Mr. Goldstein is a member of B'nai Israel and is a generous patron of other Jewish and philanthropic organizations. His wife is also very charitable and an active worker in various organizations.

DAVID GOLDSTEIN

A community owes much to those substantial citizens who, coming into its midst and winning their way to fortune, take up their permanent abode and enter whole-heartedly into the various social, civic and philanthropic activities in which it is engaged.

Such a man is Mr. David Goldstein, for forty years a resident of Toledo, Ohio, and one of the most useful and loyal citizens of which that city boasts.

He was born in Peterkopf, Guberne, Russia, sixty-eight years ago, and probably inherited much of his aptitude for business from his father, Itzhok Goldstein, who was a successful merchant of his native town.

He sailed for America in the summer of 1882, and came directly from New York to Toledo, where he has resided for nearly forty years.

The first fifteen years of his business life in America were beset with many difficulties, as he was without money or influence to assist him.

But his heart was in his work and his courage was invincible and at the end of that time he had accumulated enough to start an iron and metal yard, in which business he is engaged today, and which has grown to enormous proportions.

He was married in 1876 to Miss Sora Gittle, a young lady of his native town of Peterkopf, who came with her husband to America, and has been of the utmost assistance to him throughout his entire career.

They have a fine family of nine children, four boys and five girls, who will doubtless inherit the fine integrity and ability of their parents.

All local charities have been recipients of liberal contributions from Mr. and Mrs. Goldstein, as well as the hospitals of Denver and other cities, and the Kovna Charity.

Mr. Goldstein is a trustee of B'nai Israel and also prominent in B'nai B'rith and Western Star.

HENRY GOODMAN

A perusal of some of the pages of business history which have to do with the achievements of Jewish business men, should certainly cause the younger generation to point with pride to their Jewish ancestors.

Among the hundreds of men who have distinguished themselves in the commercial world few have attained more prominence against great odds than Mr. Henry Goodman, of Zanesville, Ohio.

Mr. Goodman was born in Lubatin, Hungary, December 5, 1865, the son of Joseph and Rachel Goodman, his father being a well-known Jewish scholar. Mr. Goodman came to America when quite young and spent a number of



DAVID GOLDSTEIN

years peddling in Cleveland, Springfield, Richmond and Chillicothe, where he eventually opened a junk yard. He remained about two years, then went to Columbus, Ohio, and engaged in business with a partner under the firm name of Shonthal-Goodman Company. This business was quite a success until the panic of 1901, when they lost the entire business, and Mr. Goodman went to Zanesville, where he bravely made another start. This time success crowned his efforts, and the history of his business has been one of continual prosperity.

Mr. Goodman's home life is ideal. He was married to Miss Anna Goldberger, of Zanesville, December 31, 1890, and they have a fine family of six children. The daughter Rachel is married to Walter Kaufman, a prominent manufacturer of Cleveland; Isadore Goodman is married to Miss Ella Bayer, of Cleveland; Abe is in business with his father; Bertha has displayed considerable business ability and is taking up a special commercial course in Lash High School; Helen also goes to high school, and the girls have also been educated in music, as they have displayed considerable talent along this line.



Henry Goodman

Mrs. Goodman is very prominent in Zanesville society, and is a charity worker who always has every good cause at heart. She is a member of the Ladies' Beth Abraham Auxiliary, of which organization she is at the present time treasurer. Mr. Goodman is vice-president of the Beth Abraham Congregation at Zanesville, a member of B'rith Abraham Lodge, and a liberal contributor to all charities, both national and local.

ISADORE GOODWIN

The city of New Haven, Conn., is proud of its business interests, prominent among which may be mentioned the firm of I. Goodwin, located at 231 Washington avenue. Mr. Goodwin was born in Minsker, Guberne, Russia, in October, 1883, and came to America at the age of seventeen. Landing in New York, he began working as an operator in a factory for \$1 per week. During the three years in which he continued this employment his rise was very rapid, the salary being increased to \$18 per week. Deciding to go into business for himself, he went to Waterbury, Conn., where he peddled dry goods for six months, but finding this unprofitable he obtained employment in a factory and worked for four years, saving his money with the idea of establishing a business of his own. During this time he was married to Miss Sarah Levin, of New Haven.

Shortly after his marriage he opened a grocery store and meat market, but he did not find this business to his liking and transferred his interests to the clothing business. After six months in this line he again sold out and went to New Haven. After five months' preliminary experience, he opened an iron and metal yard, which was to prove the field for his big success. He has continued this business most successfully up to the present time. Mr. and Mrs. Goodwin have three children, all boys, two of whom are old enough to be in school.

Mrs. Goodwin is very active in social circles and is identified with the promotions of many charities, including Denver Hospital, Immigration Society of New York, Fund for War Sufferers, and the Red Cross. Mr. Goodwin is prominent in the Y. M. H. A., Independent Order of B'rith Abraham, B'nai B'rith, Masons, Odd Fellows, and Moose, and is the director in the Hebrew Free Loan Society of New Haven, Conn.

HARRY M. GORDON

Under another heading in this volume, we have outlined the events in the career of Mr. Jacob Levy. It is now our pleasure to be the narrator of the life of his business partner and friend for many years, Mr. Harry M. Gordon.

Mr. Gordon was born in Koneman, Guberne, Russia, in October, 1874, the son of Israel and Fannie Gordon, the former a Jewish scholar of prominence in their community.

He came to America in August, 1891, landing in New York.

Like all young men of earnest, ambitious tendencies, he took the first honest employment which came to hand and this happened to be a job in a butcher shop, which paid \$5.00 per week and board free. This he continued for a year and a half, and then went to Ironton, where an uncle resided. Here he began peddling with a pack, and although the start was humble, he was at last in business for himself. Two months later he secured a horse and wagon and continued in this manner for about two years, when he went to Circleville, Ohio, and bought and sold old iron and metal for six years.

At this time the partnership between himself and Mr. Levy was formed which has existed amicably until the present time. Mr. Gordon is still actively engaged in the junk business, both in buying and sales departments, and in the handling of correspondence, although he also devotes part of his time to the management of a large grocery store.

Mr. Gordon is a firm believer in an education as a big asset in a commercial career, and that every young man should go into business for himself as soon as possible, as the attendant responsibilities are bound to develop strength of character and initiative.

Mr. Gordon was married in Circleville, Ohio, in July, 1896, to Miss Yetta Dolsky, and they are the parents of ten fine children, seven boys and three girls, all of whom are going to school.

Among the fraternal organizations with which Mr. Gordon is connected may be mentioned the Odd Fellows and the Knights of Pythias. He is a member of Aguodohos Congregation and of several charitable organizations. He is also a prominent member of the Ohio Retail Grocers' Association.

SOL ENGEL GORDON

Mr. Sol Engel Gordon of Beaumont, Texas, is still a very young man, having been born on January 24, 1884. In addition he is the child of immigrants. He was born in Marienpol, Poland, and came to America with his parents, Isaac and Deborah, when he was a child of four.

There are, therefore, lacking in Mr. Gordon's case the usually conceded circumstances that tend to establish a man's success as a wealthy and influential family, which helps so much. And yet, with all these disadvantages, Mr. Gordon managed to become a very prominent figure in Beaumont, and to a certain extent in the State of Texas in general. He is well liked and everybody sings his praises, foretelling for him a great future.

Mr. Gordon comes from very remarkable stock. His grandfather was the Rabbi of Marienpol and the whole Gordon family was prominent in Jewish life, numbering among its members some of the most conspicuous Jewish scholars and Rabbis.

Sol Engel Gordon received his primary and high school education in the public schools of Beaumont. He then entered the A. & M. College of Texas, taking a course in civil engineering. Afterwards he became a student of the University of Texas, taking a general college course and a course of law in



HARRY M. GORDON

its law department, from which he graduated in 1904, being admitted to the bar in the same year. From that time he practiced in general law in Beaumont, with main offices in the Perlstein Building. His firm is known as Lipscomb & Gordon.

Mr. Gordon held the office of Judge of the City Court, which position he resigned after a year, as he could not spare the time from his private practice. He gained great prominence in the state, when, as a special attorney for the state, he prosecuted the moving picture trust for violation of anti-trust laws, achieving the conviction of the guilty.

Socially, Mr. Gordon is very active. He is a thirty-second degree Mason and a Shriner. He is prominent in the Elks and the Knights of Pythias, is a Zionist, a member of the B'nai B'rith, having at one time been their Delegate to the state convention.

Mr. Gordon was married on June 9, 1909, to Pauline Mayer, who was brought up in Waco, Texas. They are the parents of two children, Julius and Beverly.

Mr. Gordon's is a noble and sympathetic personality, which qualities tend to explain much of his unusual success.

ISRAEL GORMAN

In 1903 a young man of twenty-seven found difficulty in obtaining employment. He was a recent immigrant from Russia and the large metropolis of New York offered little to the uncouth stranger. He brought with him a knowledge of dyeing and cleaning, but the market for such service seemed overcrowded and Israel Gorman decided that New York was not the place in which he could achieve the wished-for success.

He went West and located in Kansas City, Mo. Here he opened a cleaning establishment and met with a success from the start. For the last nine years he has stood at the head of the Gorman Cleaning & Dyeing Company of 1213-1215 Brooklyn avenue, Kansas City, Mo., and he is among the most successful and reliable in his line.

Israel Gorman is the son of David and Libe Gorman, both living in Kansas City, and was born in Pikoff, Podolia, on the 9th of January (Russian style), 1876. He is a Poale-Zionist and belongs to many organizations. He became a Zionist after a German employer once told him that Jews have no home and are no better than dogs. Mr. Gorman is a man full of heart and sentiment; an idealist of the purest quality and one whose purse always stands open to all who apply for it; a man one would like to meet anywhere and to make friends with, and a staunch and ardent son of his race. For a time he was connected with the Socialist movement, but he gave it up and became an Orthodox, doing his share in the erection of the magnificent Beth Hamidrash Hagadol. But somehow or other Orthodoxy did not appeal to his imaginative disposition and he did not feel at home in all the splendor of the Beth Hamidrash he helped to erect. His final goal became Poale-Zionism, and he is truly devoted to its great principles.

In 1903, when still struggling and fighting to gain a foothold in the new land, he was married to Jennie Gitteman, of Kishineff, Bessarabia, Russia. They have two children, named Pearl and Samuel.

JACOB GOREN

The growth of the acorn into the sturdy oak is a mild comparison to the phenomenal development of Goren's Bag Company, located at 204 Maple street, Chelsea, Mass.

Mr. Jacob Goren, owner and manager, was born in Podolsky, Russia, in 1878, and came to America in April, 1905. Going to Lynn, Mass., he worked in a factory for \$6 per week for six months, and then obtained a better position in Plymouth, Mass. He then came to Chelsea, where he worked at any honest employment that he could find, until he had accumulated enough capital to go into business on a very small scale. His rise has been steady and exceedingly rapid, until today he has a fine modern plant, employing a large number of people.

Mr. Goren was married in Russia two years prior to coming to this country to Miss Esther Soponas. They have four children, one boy and three girls, all going to school, and being educated in Hebrew.

Mr. Goren is prominent in a number of fraternal organizations, and is also most generous in his gifts to charity.

DAVID AARON GRAFF

Success is measured by many standards. Sometimes by wealth, often by social position, or political power.

The ideal of success handed down to the true Jew by the teachings of the Talmud is measured by the degree of usefulness to his fellow men, which a man has achieved.

It is not strange, then, that the Jews should have attained guardianship of more worldly treasures according to their numbers than any of the other nationalities of the world.

A fine representative of the Jewish race is Mr. David Aaron Graff of Kalamazoo, Mich. He was born in Russia in 1853 and came to America in 1880, where he started at the lowest rung of the financial ladder, peddling dry goods from a pack. From this humble beginning he has developed an immense business operated today under the firm name of D. Graff & Sons, where he employs over 125 people. This institution is devoted to papermakers' supplies.

Mr. Graff was married forty-one years ago to Miss Hanna Lepgold and they have five children. The sons are engaged in the same line of business as their father and one daughter is married to Mr. David Friedland, of the Friedland Iron & Metal Company, Lansing, Mich.

In the matter of charities Mr. Graff is equally liberal to all institutions applying to him for aid. A large portion of his wealth is devoted to the assistance of the sick and unfortunate of all creeds and denominations.

He is a fine representative of successful business man, useful citizen and philanthropist.

HARRY S. GRANT

In a new country a man should possess at least three strongly accentuated virtues, if he is to really succeed.

First of all, he must be honest, as honesty raises a mighty bulwark about his self-respect; and self-respect begets self-confidence without which no conspicuous achievement has been attained.

The second—a generosity of mind which overlooks petty or superficial criticism.

Third—a high courage to sustain him through dark days when every face seems turned against him; to enable him to toil toward the ultimate goal with infinite patience and unclouded vision.

All of these characteristics are possessed to a marked degree by Harry S. Grant, who was born in Bialostock Grodno, Russia, September 22, 1879, and came to America in March, 1896.

The story of his adventures began in Detroit, where he arrived with only forty cents in his pocket.

Receiving some slight assistance from his uncle, he obtained a small stock of picture frames which he sold from house to house for about a year.

We next find him in Indianapolis, serving a hard apprenticeship in the junk business, where he remained for about one and one-half years. This was followed by a year in Ft. Wayne, Ind., where he was engaged as traveling salesman for a hide and fur company. This position was far from satisfactory, and Mr. Grant was convinced that his talents should be directed to the development of the iron trade, so he returned to Detroit and obtained a position with Harold Ginsberg Sons Co., at that time the largest house of the kind in Detroit.

His experience as traveling salesman for this firm and a subsequent short business venture of his own in South Bend, Ind., admirably fitted him for the larger undertaking in which he was soon to engage in Detroit.

Shortly after his marriage in 1903 to Miss Edna Roth, he started in business at his present location on Franklin street, having with him until 1910 two business associates, whose interests he acquired.

For the past seven years the business has been conducted exclusively by Mr. Grant under the title Grant Iron & Metal Co., and it has grown at an unbelievably rapid rate.

Mr. Grant has also accumulated some valuable real estate, and gives generously to those in less fortunate circumstances.

He is a liberal subscriber to the Denver and Hot Springs Hospitals, and makes no creed distinctions in his philanthropy, as all Jewish benevolences and non-sectarian charities as well, have many reasons to be grateful for his kindness.

He is an active Mason, being a member of the Shrine and Scottish Rites. Is also prominent in the Knights of Pythias and B'nai B'rith.

Mrs. Grant comes of a very highly connected and charitably inclined family, her mother being the founder of Talmud Torah and the Old Folks' Home in Detroit.

His father, Benjamin Grant, was a highly educated man, and a student of all European languages.

HARRY M. GREENBERG

The histories of all self-made men are of vital interest. To a much greater degree do we pause in admiration of a man who, without money, in a strange land and feeling the absolute necessity of constant work, still holds to his religious convictions and sacrifices one day each week on the altar of his belief.

Such is the life story of Mr. Harry M. Greenberg, who was born in Lechavith Muisk, Guberne, Russia, November 7th, 1879, and came to America with his father at the age of sixteen.

Landing in New York, they went direct to Detroit, where Harry began peddling matches. Later he sold dry goods, and for six months made chair bottoms in the evening, and selling them during the day. Although this necessitated long hours of labor, he never deviated from his purpose of keeping Saturday, the Jewish Sabbath, and never did any work on that day.

After about a year he and his father went to Albany, Ind., starting with a capital of \$300.00.

In 1908, prosperity having crowned their efforts, occurred one of the happiest incidents of their lives, as they were able to bring the mother and family to America. His brother, Ray, also came from Alaska, and the two brothers started in the iron and metal business in Detroit, Mich. Here they have been remarkably successful, and have accumulated a large fortune. The brother died sometime since and the business has been carried forward exclusively by Harry.

Mr. Greenberg was married in Detroit January 19th, 1902, to Sylvia Singer and they have five fine children.

Both Mr. and Mrs. Greenberg are very active in promoting charitable enterprises not only in their own city, but hospitals in Western cities as well.

Mr. Greenberg belongs to Shara Zedik, Beth Jacob, and Morgan Abraham.

PETER GREENBERG

One of the most public-spirited and reliable business men in Springfield, Mass., is Mr. Peter Greenberg, who was born in Kieve, Guberne, Russia, in March, 1872, the son of a prominent wheat merchant of that community.

He landed in America May 28, 1903, and, going to Springfield, Mass., worked in a junkshop for five and a half years in order to thoroughly familiarize himself with all details of the business. He then formed a partnership with Mr. Skvirsky and they are still in business together operating the large plant at 270 Sharon street. Their business is exclusively wholesale and is one of the largest of its kind in the state.

Mr. Greenberg was married in Russia in 1890 to Miss Lena Greenberg and they have five children, four boys and one girl, who are all being well educated. Sam is attending a college of pharmacy in Boston, Israel and Sol are in business with their father, Harry has just graduated from school, and the daughter, Nellie, is the wife of M. K. Greenberg of Fairview, Mass.

We feel that a word should be spoken regarding the social activities of Mrs. Greenberg and her untiring efforts in the cause of charity, to which they are most liberal contributors.

Mr. Greenberg is past president of Sons of Israel, past treasurer United Hebrews of America, and is a prominent member of the I. O. B. A., Talmud Torah and the Hebrew Charities of Springfield.

MAX GREENBERG

Although handicapped by a lack of school education, Mr. Max Greenberg managed to educate himself through incessant reading. Born in Bessarabia, on March 6, 1876, Mr. Greenberg is the son of Lazar and Hinda Greenberg, who are still living, and the grandson of a Chossidic rabbi. He learned the trade of a tinsmith, and spent his youth in Roumania, and, as his father was an invalid, he was the provider of the family at an early age. At eighteen he went to Canada, where he worked at his trade for two years. From there he went to New York, and thence to the South. After a few years he came to Cincinnati, where he advanced himself by reading.

He moved to Cleveland in 1900, where he entered the roofing business, becoming in due time the general manager and shareholder in the Complete Roofing Company, at 4711 Payne avenue, Cleveland.

Mr. Greenberg holds the office of treasurer in the Gotthold Ephraim Lessing Lodge. He is an active worker and held various offices in the Odd Fellows, being at present treasurer of their encampment. He is a member of the Congregation Oheb Zedek and belongs to many charity institutions. He is about to organize all the lodges of the Independent Order of B'rith Abraham in the state and he takes an unusual interest in everything pertaining to Jewish organization or charity.

Mr. Greenberg was married in 1899 to Miss Sadie Moskowitz. They have one child, Eleanor.

"Live a straightforward life and be economical in order to be honest," is his advice to the young.



BEN GREENBLATT

One of the principal business houses in New London, Conn., is the Eastern Iron & Metal Co., 145 Howard street. If you were to call upon this concern, you would find in charge Mr. Ben Greenblatt who has attained such a remarkable business success that we feel this volume would be incomplete without his life history.

Mr. Greenblatt was born in Kovno, Russia, in the year 1870 and at the age of twenty years came to America. He went direct to New London, Conn., and for five years made his living peddling. At the same time he was accumulating a small capital and at the expiration of the five years went into business at his present location, where he has now a very flourishing trade.

Mr. Greenblatt was married February 14, 1893, to Miss Mary King, of New London, and they have six children, four girls and two boys, all of whom are receiving excellent educations. That they show a great aptitude for scholarship is not surprising, inasmuch as Mr. Greenblatt's father was a rabbi, and a most accomplished Hebrew scholar. The son Morris is a graduate of Ann Arbor, Mich., having qualified as an electrical engineer. The rest of the children are all receiving high school educations, and are also studying music.

Mr. Greenblatt is very liberal in his contributions to charities, being a subscriber to the Denver Hospital, the Immigration Society, the National Orphans' Home and many others.

SAMUEL GREENSTEIN

Mr. Samuel Greenstein is one of the most successful Jewish business men in Brooklyn. He has climbed from the lowest to the highest rung of the ladder of success, acquiring during his time not only wealth but also a high reputation in the business world. He is especially interesting, not only for his business success, but mainly because of his unusual intelligence. In his youth he was a Talmudical student and at the present time he is a diligent reader of Jewish literature.

Mr. Greenstein was born September 17, 1862, in Bialystok, Russia. He came to America in the year 1890, bringing along a "capital" of \$1.53. His landsleute who knew him from the old country did not think that it was advisable for him to work in a factory, and they furnished him with a basket of merchandise and sent him out peddling.

Mr. Greenstein was very ambitious to bring to this country and support his wife and five children, and for a few days he tried hard to succeed in his peddling, but he could not make things go his way. During that time he met a friend who was selling matches successfully, and this friend advised him to follow his example, and Mr. Greenstein made an investment of seventy cents for a supply of matches.

He looked for a field where competition would not be so keen, and he invested his last nickel in carfare, going to a fine section of the west side. The first day was a day of bitter experience, a day which put an end to his aspirations toward success in peddling.

In the fine section Mr. Greenstein met with special difficulties which were very discouraging and depressing. One whole day he walked about without making a penny's sale; the fine ladies and gentlemen of that section took no notice of the poor peddler. The day was nearly over and Mr. Greenstein had done no business and did not have five cents for food or carfare.

He went into a saloon with the determination to sell; he made up his mind to sell a ten-cent package of matches for seven cents. The saloonkeeper accepted the offer and gave him a dime in payment for the matches. Mr. Greenstein did not have three cents in change and the saloonkeeper in the usual American liberality told him to keep the change. This was the last drop in Mr. Greenstein's cup of bitter experience. Before he was under the impression that he was a merchant, but the attitude of the finer class of that section toward the "poor peddler" and finally the saloonkeeper's offer of three cents insulted his pride. He took the few cents and went home with the determination to have no more of peddling. Never again did he peddle. And so the city of New York, through the liberality of a saloonkeeper, lost a peddler of matches.

He went to work in an upholstering shop. In order to earn his little pay he had to work hard, often carrying couches on his shoulder. However, he learned a trade and as soon as he had fifty dollars saved up, being at that time about two years in this country, he started business for himself, occupying a part of the cellar at 90 Eldridge street, where he paid \$8 per month rent.

And so he gradually worked up to the present stage of success. He is now the owner of two big factories in Brooklyn, producing the finest parlor furniture.

In addition to his standing in the business world, Mr. Greenstein is an important figure in Jewish social life. He was prominently active in the Bialystoker Society, and was instrumental in bringing about a union of both the two Bialystoker organizations. This union made possible the purchase of the big church on Willard and Grand avenues, which was converted into Beth Hakneses Anshe Bialystok, of which Mr. Greenstein was the President a few



years. Mr. Greenstein also took an active part in the Meserole Street Talmud Torah, having been the Chairman of the Building Committee. He is prominently connected with the Biker Cholim Kosher Hospital movement. He belongs to a great many other institutions and he is a devoted Zionist. He was one of the first members of the order Benei Zion. Some years ago he went to the Zionist Congress at The Hague with Dr. Blaustein, where he had occasion to meet Dr. Nordau and others interested in the Zionist movement.

His wife, Sarah, is descended from a very prominent family in Russia. Mr. and Mrs. Greenstein do not share the modern tendency towards small families, for they are the proud parents of nine children. Two of his six sons are with him in business, and the other four sons will get their share of the business when they are married. One of his three daughters is married, another is his private secretary and the third is a student of fine arts at Columbia University.

One of the most practical bits of advice that Mr. Greenstein gives to the young is to make no hasty step, but to give every idea a second consideration.

ISAAC GRODIN

Every inch an American, and one of the shrewdest financiers of Cleveland, Ohio, Mr. Isaac Grodin is one of the finest examples of the second generation of Jewish blood infused by birth of the spirit of freedom and progress.

He was born, raised and still lives in the big, hustling lake city of Cleveland, and is a part of its life and activities in a broad sense.

Grodin Bros., whose headquarters are on East Thirty-eighth street, Cleveland, do a gigantic business in scrap metal and rubber. At present this is a two-man concern, as Joseph Grodin is the other member.

Still a young man, since the date of his birth is November 22, 1872, Mr. Isaac Grodin has many years before him in which to further extend his business.

The first rung of the commercial ladder up which he has climbed to success taught him alertness and resourcefulness, for he began life as a newsboy. Later he laid the basis of his business career by taking a commercial course, which included bookkeeping, and at the age of 17 he started to work for L. A. Stone as a bookkeeper and an all-round man at a weekly salary of \$5. This, however, was gradually increased until this lad was receiving a \$15 salary. He kept this up for the next six years, and having saved every cent of his meager salary, he entered into a partnership with Mr. L. A. Stone and the firm name was Stone & Grodin. This partnership lasted until 1899, when they dissolved and Isaac entered into another partnership, this time with his brother Joseph, and together they have seen their business grow wonderfully. His name today stands on the honor roll in the scrap metal business of this country and with an eye for still greater development of this business, it is not uncommon to see Mr. Isaac Grodin work late into the night, though he is in a position where he can take things very easy.

Mr. Isaac Grodin is a Director of the Euclid Avenue Temple, a member of the Chamber of Commerce as well as the Credit Men's Association, member of B'nai B'rith, and subscribes to all charities, local as well as national, irrespective of race, color or creed.

Rich in business success, he is still richer in his home life, having a wife and four very charming children, to whom he is devotedly attached. He was married in Detroit to Lowlis Applebaum, daughter of Isaac Applebaum, a prominent Jew of Detroit, on the 8th day of March, 1899, and, like her hus-

band, Mrs. Grodin is an ardent charity worker and contributes both time and money to any worthy cause.

Mr. Grodin's advice to the younger generation is, "Find the work which you like and to which you are best fitted, and stick to it, regardless of the obstacles which seem to beset your way, make your every act earn for you a reputation for honesty and reliability."

DR. GASTON J. GREIL

When a man who has achieved a great measure of success and a high degree of distinction in his own profession still finds the time and has the inclination to interest himself wholeheartedly and soulfully in the affairs and activities of his city and community, it merits more than passing comment and commendation. Such a man is Dr. Gaston J. Greil of Montgomery, Alabama. He was born in that city January 21, 1878, the son of Jacob and Mena Greil. His father emigrated to this country from Bavaria at the age of fourteen, settling in Montgomery a few years later. He enlisted in the Confederate army at the beginning of the war between the states and served throughout the four years of conflict. Afterward he did much to upbuild his section of the South in both civic and business affairs.

Dr. Greil received his early education in the public and private schools of Montgomery, after which he entered the Alabama Polytechnic Institute, which conferred upon him the degree of B. S. in 1897.

He thereupon went to New York City and entered the College of Physicians and Surgeons, Columbia University, from which he graduated in 1901. Though equipped with a thorough general education and a fine preparation for his chosen profession, Dr. Greil was determined to obtain the highest degree of skill possible before taking up the practice of medicine. For this reason he spent two years in Bellevue Hospital and then went abroad, where he spent a year in the leading hospitals and clinics of Europe. Upon his return in 1905 he began the practice of medicine in Montgomery, where he has since been devoting his vast knowledge and high skill to his chosen profession, specializing in pediatrics.

It goes without saying that Dr. Greil's services are much sought in his city and community. Yet, he finds time for active participation in works of charity and philanthropy, in which fields of human endeavor he is justly recognized as a leader. Thus he served for four consecutive years as City Health Officer and has founded a number of institutions from which have accrued many and invaluable services to his city. Among these are the City Laboratory, the City Clinic for Children and the Montgomery Anti-Tuberculosis Camp, all of which institutions he has established. In fraternal circles, too, he is both active and prominent. He is a thirty-second degree Mason and holds the position of Chief Physician to the hundred children in the Masonic Orphans' Home at Montgomery. Among Dr. Greil's literary activities it may be mentioned that he is a contributor to various medical journals, and besides being closely identified with the Jewish community in its various institutions and organizations, he is a member of the county, state, Southern and American Medical associations.

On October 9, 1912, Dr. Greil was married to Miss Cecile Loeb, the daughter of the late Mr. and Mrs. Jacques Loeb. Mrs. Greil is a young woman of rare accomplishments and attainments, and is actively interested in literary and communal work of a Jewish and general character. She is President of the Jewish Literary Society, known as the Sesame Club, and holds the position of Secretary to the Mothers' Club.

Dr. and Mrs. Greil are the parents of two lovely children, Jacqueline and Gaston, Jr.



DR. GASTON GREIL

OSCAR GROSBERG

The Eagle Cloak Company at 484-576 Washington street, Boston, Mass., is owned by Mr. Oscar Grosberg, whose life story and rise from humble beginnings to a position of affluence and influence among the Jewry of the Massachusetts capital is as remarkable as it is interesting. He was born in the month of Tebeth, 1866, near Kovno, Russia, and comes from Rabbinical stock. He arrived in America on January 1, 1887, and started as a peddler in Boston. Within a year he saved up enough to go into the manufacturing of cloaks, and finally he went into the retail business, starting in due time his present concern.

Having established for himself a real success, Mr. Grosberg gave much thought and attention to those "poorer than ourselves," whose cause he began to champion. In a most interesting manner and by a perseverance which is as great as it is unusual, he started a house-to-house canvass to raise the sum of \$50,000 for the Home of Jewish Children, in which institution he was interested from the start and which actually owes its existence to this first collection of \$50,000 which Mr. Grosberg arranged. He was made Treasurer of the home and a better selection could never be made. He organized a very efficient financial system, a good Membership Committee and a businesslike system of keeping accounts, making the home a model institution, which is steadily referred to by other organizations of similar type throughout the country as the "home that knows how to do business." Mr. Grosberg is also a Director of the Federated Charities and of the Beth Israel Hospital. As Treasurer of the Home for the Aged he saw through its financial difficulties and arranged for the paying off of their first mortgage.

Mr. Grosberg was married in Boston on October 27, 1890 to Miss Celia Richman, and is the father of one son, Caspar M., who is associated with him in business and married to Sarah Azoos.

Mr. Grosberg is a modern Orthodox, who studied Hebrew and Talmud and was a Yeshiba Bochurt in his native town. His son has received a Jewish education and his wife is an active charity worker. Caspar M. Grosberg is a graduate of Harvard College.

MAX GROSS

The real optimist is the man who never allows the shadows of today's evening to darken the brightness of tomorrow. Each day is a closed book, and the next brings another beginning, a new opportunity.

Such an attitude toward life begets self-confidence, without which real success is impossible.

This trait is one of the strongly accentuated features of Mr. Max Gross' character, and without it he would have been unable to surmount the difficulties which beset his early career.

He was born January 2, 1877, in Liska, Tolave, Hungary, his father, Morris Gross, being a very prominent Jewish scholar. Being more ambitious than the majority of his fellow townsmen, he decided to seek his fortune in the new world, and arrived in New York when he was only sixteen years old. He started work in a pipe factory, where he only made \$2.50 per week, but he persevered and at the end of six months found employment in a tin shop in Brooklyn at \$6 per week. For twelve years he struggled along in this way and finally went to Girard, Ohio, where he arrived with but sixteen cents in his pocket. Deciding that a business of his own was the only solution to a more successful career, he started to peddle junk, and after five years had accumulated enough money to open a grocery store. This he is still running on a

large scale, where he has been so successful that he has accumulated a large amount of real estate.

Mr. Gross was married June 7, 1902, to Miss Katy Kline of New York, and to her assistance Mr. Gross attributes considerable of his success, as she is a woman possessed of rare business ability. They have two daughters, both attending school.

Mr. Gross is a member of Congregation Children of Israel, Odd Fellows, Knight of Pythias, is the Federal Lodge starter of B'rith Sholom, and a member of the Young Friends' Society of New York, with which organization he has been connected actively for the past twenty-five years.

SAMUEL L. GRUNDSTEIN

Of all the nations which the world has known, the commercial instinct is strongest and most fully developed in the Jew. He never sacrifices future opportunity for present gain. No salary, however attractive, can compensate for the satisfaction which he feels in conducting a business for himself. So thought young Samuel Grundstein when, as a young boy, he worked himself up from \$2.00 per week to \$18.00 per week in six short months and then having saved enough money to buy a horse and wagon, gave up his position and started in for himself.

Samuel Grundstein was born in Nieblyec, Austria-Hungary, May 14, 1886, and probably inherited a great deal of commercial ability from his father, who was a successful merchant of his native place.

He came to America in January, 1903, and his first employment was found in Cleveland, where he started as office boy at \$2.00 per week. His rapid rise would have been sufficient inducement to have kept most boys satisfied with their progress, but Samuel's one ambition was to be in business for himself and subsequent events proved the wisdom of his decision.

After buying and selling metal for three years, he accumulated money enough to go into the commission business, which he established at Medina, Ohio. Here he was very successful, but deciding that his best future lay in the junk business, he sold out and started a yard, which is the business that he is so successfully conducting today, at Ashland, Ohio.

Mr. Grundstein was married May 3, 1915, to Miss Sofie Messing of Cleveland, Ohio, and they have one young son who will doubtless inherit the remarkable business talent which seems to be a distinguishing trait of the Grundstein family.

Both Mr. and Mrs. Grundstein are very charitable and do not confine their activities to local charities, as the Denver and Los Angeles Hospitals, the Orphans and Old Age Homes of Cleveland, and many others have been recipients of their support.

Mr. Grundstein belongs to Bnai Brith, the Moose, Eagles and is an active member of the Chamber of Commerce.



SAMUEL L. GRUNDSTEIN



MRS. SAMUEL L. GRUNDSTEIN

MORRIS GROSSMAN

The making of wine is one of the oldest occupations in the world. Small wonder then that the Jews, the world's most ancient, civilized race, should have produced many men adept in the art of wine making, and with a thorough knowledge of the commercial value of spirits.

Such a man is Mr. Morris Grossman, who was born in Opelhead, Hungary, March 16, 1876, the son of Marcus and Eva Grossman.

His father was an extensive land owner, wine manufacturer and Jewish scholar, and young Morris had opportunity from his earliest childhood to absorb much knowledge of the business which proved later to be of inestimable value to him.

At the age of seventeen the spirit of adventure and the longing for bigger opportunities prompted Morris to come to America, where he landed May 4, 1893.

For the first five years he peddled fruit in Cleveland, but finally decided to try out the opportunities in the liquor business, and in order to gain experience, accepted a position as bartender at \$9 per week. He continued this for five years and then went into business for himself, where he has been very successful, and is now operating at No. 2259 Ontario street, under the title "Grossman's Liquor House." He also owns 110 acres of land from his father's estate in Hungary.

Mr. Grossman was married December 1, 1901, to Miss Hannah Gottlieb of Cleveland, daughter of Mr. and Mrs. Jacob Gottlieb. They have three daughters, who are not only being well educated, but have also displayed remarkable talent for music. This is being fostered and developed by their parents, and the two older girls are already displaying great proficiency on the piano and violin.

Mr. Grossman, like all successful men, has a strict business code, to the adherence of which he attributes much of his good fortune, rather than to luck or favorable circumstance.

Honesty, charity and a strict attention to business are the three qualities which he deems essential to a successful career. In the matter of charity, Mr. Grossman has a record of which any man might feel justly proud. Not only is he most liberal in his contributions to all local institutions, but he extends his benevolences to every section of the country, including the Hungarian Benevolent Association, the Federation of Jewish Charities and the Denver Sanitarium.

He is a prominent member of Congregation Bnei Ishurim, Beth Abraham and Greisses Temple, Montiflore Lodge.

AARON GUBER

At 143 East Cambridge street, East Cambridge, Mass., is located a flourishing concern devoted to metals and rubber, and owned and managed by Mr. Aaron Guber.

Mr. Guber was born in Volina, Gubernia, Russia, in August, 1873, and came to America in 1897. He landed in Boston and in order to learn the business worked in a junk yard for a very small salary. He then went into business for himself and is today one of the most successful business men of Cambridge.

Mr. Guber was married in July, 1896, to Miss Ida Shultz and they have three children, one boy and two girls, all going to school.

Mrs. Gubler is very active in her social circle and is a prominent worker in interests of charities. They are members of the Orthodox Congregation, and ardent supporters of Jewish Charities, and the Hebrew School. Mr. Gubler is also a prominent member of Beth Israel.

ELY DAVID GUREVITZ

One of England's greatest poets has written:

"I am master of my fate,
I am captain of my soul."

These words are most appropriately applied to those brave spirits who have come from Europe, determinedly facing poverty and working out their destinies, surrounded by strange faces, language and customs.

Such a man was Mr. Ely David Gurevitz, who was born in Borisoff, Russia, March 15, 1879. His father was a grain merchant, and at the age of thirteen he started to assist him. Feeling that Russia offered few opportunities, at the age of twenty the young man decided to come to America, and found his first occupation in a tailor shop in New York City, which trade he had learned while still in Russia. Here his services proved very valuable, and he was soon making a splendid salary, which averaged nearly one hundred dollars a week.

He next went to Columbus, and after working as a tailor for about three years, opened a tailoring shop under the firm name of the Ohio Coat Makers, where he spent the next seven years. He then decided that the junk business offered more opportunity, so he opened a yard, where he has been exceedingly prosperous.

Mr. Gurevitz was married January 13, 1909, to Miss Dora Marion of Columbus, Ohio, and they have a fine family of two boys and one girl, all going to school.

Mr. Gurevitz is a member of Congregation Beth Jacob, the Hungarian Shule, Brith Abraham, and the Knights of Joseph. He is also a liberal contributor to the Denver Sanitarium, and many other charities.

When asked his advice to the young, Mr. Gurevitz said, put your very best efforts in whatever you undertake to do, give your fellowman a square deal, and be honest and upright at all times.

LOUIS HALBERSTEIN

Thrift and the ability to save has put many a man on the high road to success.

One of our great financiers has said that the reason most men do not acquire wealth is because they lack the stability of purpose which would enable them to save the first thousand dollars.

In the life of Mr. Louis Halberstein we have an example of perseverance, thrift and ability which has placed him in the foremost rank of business men at Sidney, Ohio.

Born in Lublina, Guberne, Russia, in 1882, he was the son of Joseph and



ELY DAVID GUREVITZ

Hannah Halberstein, prominent people in their native town, where his father was owner of a mill, and was also recognized as an authority as a Jewish scholar.

Louis decided to try his fortunes in America and came to this country January 1, 1905.

Beginning the new year and the new life together, he met with the usual discouragements which fall to the lot of the young emigrant, but finally found employment in a factory in Cincinnati at \$10.00 per week. During the four years that he continued there he managed to save enough money to start a small store, and deciding that Sidney, Ohio, would be a good place for his venture, opened his store there.

His success has been all that could be desired, and he is today conducting one of the largest stores in the city.

Mr. Halberstein was married prior to his coming to America, his wife having been before her marriage Miss Rosa Falk, and she cheerfully shared all the hardships and discouragements that fell to the lot of her husband, secure in her belief in his ability to overcome all obstacles.

They have three children who are all in school at the present time.

Like all good Jews, Mr. Halberstein is most devout in his belief and is a regular attendant at the Brith Abraham Congregation of Dayton, Ohio.

Both himself and wife are conscientious and liberal contributors to the charities appealing to them for help, including the Denver and Los Angeles Sanitariums.



SOLOMON HARRIS

Some one has said that salesmen are born, not made. While the art of salesmanship can, of course, be greatly developed, a review of the careers of the selling fraternity would indicate that native adaptability has a great deal to do with success along this line.

That Solomon Harris, at the age of sixteen, should have shown a marked degree of talent along selling lines makes the after events of his career less surprising to those who have followed him closely and interestedly.

He was born December 15, 1882, a native of Suwalk, Russia, but spent practically all of his life in America, as he was brought to New York at the age of four. He attended the public schools and the Yieshibah Etz Chaim, and while still quite young started to work in a jewelry factory.

At the age of sixteen the desire for a selling career sent him on the road with a line of muslin underwear and today he is the best known and most successful salesman in that line in America, having distinguished himself by taking the largest single orders ever entered, and has more sales to his credit than any man in the industry.

It is also a well-known fact among the trade that Mr. Harris has never failed to book an order on any day of his travels.

Mr. Harris is today but thirty-four years of age, having already attained the position of senior member of Harris Brothers & Barnett, manufacturers of muslin underwear, their location being 11-13 East Twenty-sixth street, New York City.

Mr. Harris is a man of quick decisions, who rarely makes an error of

judgment and possesses a firm belief that whatever a man purposes to do he can accomplish. He has traveled abroad a great deal and is a familiar figure in European markets, being a member of the St. Gall (Switzerland) Merchants' Club.

Although being obliged to be away from New York a good share of the time, he has not lost interest in local and charitable activities and is also an active member of the West End Congregation. He is a Mason and was recently appointed as a member of the grand jury upon the recommendation of Judge Rosalsky.

Mr. Harris was married March 29, 1903, to Miss Frances Lipman. They have two fine children and their home life is ideal in every respect.

JOSEPH HAYMAN

When the writer recently had the pleasure of interviewing Mr. Joseph Hayman, prominent scrap metal dealer and salvage broker of Dayton, Ohio, he was much interested in Mr. Hayman's code for a successful career. Expressed in a few brief words, it is as follows: "Never give up, no matter how discouraged you may become. Work and win is my motto."

Then Mr. Hayman went on to relate how when he first landed in America he worked as a laborer for \$3 per week for seven weeks, when he was raised to \$5. On this meager salary he married, and, given this new incentive for greater effort, opened a grocery store after he had saved \$250. All this occurred in Buffalo prior to his removal to Dayton in 1913.

He arrived in that city just before the flood and conditions immediately after were very propitious for his line of work. During all of this time Mr. Hayman worked as hard as any of his help and had the pleasure of seeing his business steadily gaining in volume. He is now owner and manager of the larger establishment at 638-40 Richards street, where his daughter acts as bookkeeper. His son is in the Ohio State University.

Mr. Hayman was born in Botoschani, Roumania, September 15, 1870, and when only sixteen years old owned a grocery store in Europe, so we may well believe that his remarkable business ability developed at a very early age. He came to America September 2, 1889.

When one reviews the life history of such a man as Mr. Hayman, it hardly seems credible that young people enjoying advantages of our country should ever be discouraged in the upward climb towards success, as he has achieved an enviable position by sheer force of character and strict application to business.

He is a prominent Zionist and member of B'nai B'rith and gives liberally to the Hebrew Institute, the Jewish Federation and the Denver Sanitarium.



HARRY HELPER

It is a pleasure to believe that at some future time monuments will no longer be erected to men whose chief distinction was that desolation and human slaughter marked their pathway. When the hour strikes and the new era dawns, the monuments we unveil will carry with them no suggestion of orphan's tears, wrecked cities or a starving people. Peace and industry shall come into her own and with them due recognition of the sterling traits of such men as Mr. Harry Helper of Bay City, Mich.

Born in Vilna, Guberne, Russia, May 10, 1884, he was brought to America by his parents at the age of three years, and until ten years of age was allowed to attend the public schools. At this time it seemed necessary for him to contribute to the support of the family so he started peddling with his father and continued for the next nine years.

He then went to Bay City, Mich., and his brother Sam and himself pooled their little savings and opened a junk yard. They put fourteen years unceasing industry and much natural ability into their efforts, and today are rewarded by having one of the most thoroughly equipped modern plants in the country and an immense annual business.

Mr. Helper was married in June, 1913, to Miss Esther Rosenberg and they have one small daughter of whom they are very proud.

Although both Mr. and Mrs. Helper are very reticent regarding their charitable activities, we do not feel that this biography would be complete without making mention of same, as they are both exceedingly generous in their devotion of both time and money to all worthy causes.

Mr. Helper was one of the original founders of the Temple Abraham of Bay City and devoted much time and money to insure its successful completion. At the present time he holds the office of Treasurer. He is also active in B'nai B'rith, the Elks and the Chamber of Commerce.

The Old Age Home of Detroit and the Orphans Home of Cleveland are also receiving much assistance from Mr. and Mrs. Helper as are various institutions in Los Angeles, Denver and Chicago.

The true test of a really great man is the measure in which he passes his own good fortune on to others, whom the buffeting winds of adversity have almost swept from their moorings, and in this Mr. Helper has never been found wanting.

LOUIS HERMAN

There is a story told of an eminent painter who was asked what he mixed his colors with to produce certain extraordinary effects, and his reply was "I mix them with brains, sir."

This anecdote very aptly illustrates the methods by which the Jews of our nation have reached the prominent positions they occupy today, as various causes for many centuries have conspired to set aside their ambitions and nullify their efforts. Yet despite these hindrances, the Jew is steadily forging to the front with little assistance but his own remarkable resourcelfulness.

A remarkable instance of this kind is exemplified in the life of Mr. Louis Herman who was born in Chumsk, Russia, April 24, 1876, where his father was quite a prominent land owner and Jewish scholar.

At the age of seventeen, young Louis being very ambitious and feeling that the western world offered more opportunities, came to America and landed in New York, where his first employment was in a vest factory. So closely did he apply himself that within two years he became proprietor of

the shop, enjoying the distinction of being the youngest owner of an exclusive vest making shop in New York. And this was all accomplished through his own efforts, as he had no capital except his savings which he accumulated while learning the trade.

He very successfully conducted this business for eight years, during which time he became the leading manufacturer of this particular line, but deciding that the household installment business offered more opportunity, he sold his business and went into the new line at Elizabeth, N. J. Here he enjoyed three very successful years, when he met with a terrible misfortune. His store was destroyed by fire, and as he had no insurance, he became penniless.

Discouraged but still undaunted, he came to Cleveland and began working in a cloak and suit factory at \$12.00 per week, and after seven years' hard work accumulated a little capital. This he invested with a partner in a theater, which continued two years, after which he opened up a garage, which he still owns.

In May, 1917, he bought the lease of the Royal Theater and so successful has this venture proven that he is building another theater which will soon be in operation. This will have a seating capacity of 2,000. He has also acquired considerable real estate which occupies a part of his time.

Mr. Herman is married and has two fine boys, both nearly through school, who will doubtless be of much assistance to their father in the management of his various interests.

Both himself and wife are most liberal in their contributions to charities and give to all regardless of creed or religion.

MAX HERMAN

To the casual observer it would seem that Mr. Max Herman had never experienced an unpleasant day in his life, now that he has attained a state of affluence and plenty. But this is far from being the actual case. Like every other pious European-born Jew who emigrates to America with a view of making this country his future home, Mr. Herman encountered many difficulties. Primarily it was a struggle for an existence, since he landed on American soil with exactly seven dollars with which to support himself and his family, but in that battle for his livelihood was involved also another grave question; one which appears only in the life of the truly Orthodox and pious Jew of Eastern birth and training. It was the serious problem of maintaining the strong ties of his religion, to which he was brought up from childhood and for which he even now would sacrifice his fortune, his liberty, and his life. Such was the influence of father upon son, that when Mr. Herman came to Cleveland, Ohio, on July 3, 1891, he accepted employment as a bottle sorter, at a salary of six dollars per week, with the privilege of observing his Sabbath, rather than to work at a higher wage without that privilege. For four years he struggled along at various occupations until he had accumulated sufficient capital with which to enter into business for himself.

In 1913 Mr. Herman commenced his present business of Wholesale Bottle Assorting, but on a very limited scale. In the course of a short time the new venture outgrew his small capital and a corporation was formed under the name of The Advance Bottle Company, with headquarters at 2670 East 51st street, Cleveland, Ohio, and with numerous branches throughout the city to accommodate their steadily increasing trade.

Mr. Max Herman was born at Skulian, Russia, in 1876. His father, David Herman, was a very wealthy and influential lumber merchant and Jewish scholar of considerable fame. As is the custom in that part of Russia,

young Herman was taught neither trade nor profession, but instead devoted his early life to securing a sound knowledge of the Talmud and Bible, in which he became thoroughly proficient.

During the year of 1902 Mr. Herman left for Kishineff, Russia. There he married Miss Zippa Sidekursky, the daughter of Fival and Frumme Sidekursky, a very prominent family of Kishineff. A short time after his marriage, however, the war broke out between Russia and Japan, and Max Herman together with his young wife, both left for Austria, leaving behind their wealth and well established home. Here Mr. and Mrs. Herman lived through a very critical period. Not knowing the language and possessing no profession, it was some time before he secured employment, and when he finally did obtain a position, it was accompanied by a compensation of twenty-five dollars a month. Upon this meager income Mr. Herman managed to exist until 1910, when he came to Cleveland. But even here he was destined to struggle and soon became resigned to his fate. Formulating some well laid plans for his future, Mr. Herman immediately commenced to work, with the result that today he is Vice-President and guiding spirit of the vast enterprise previously mentioned, and the owner of real estate which is estimated to be worth approximately twenty thousand dollars.

Mr. Herman is Secretary of the Agudath Bnei Israel, Anshe Svard Congregation, first President and founder of the Bass Arabier Verband, a charitable organization of prominence in Cleveland, and an active member of the Vilno Unterstutzung Verein. Besides these he is chairman of the Board of Directors of the Yashivath Adath Bnei Israel, and is one of the directors of the Hebrew Free Loan Association. Both Mr. Herman and his wife are very charitably inclined, donating annually to the Denver and Los Angeles Consumptive Sanitariums, and to Mt. Sinai Hospital of Cleveland. They also contribute liberally to all of the Cleveland charities and are quite active in social work.

Unlike a great majority of successful Jewish business men, Mr. Herman still observes his religion as in days of old, and it is his one great ambition in life to train his three young sons to do likewise.

MORRIS HERMAN

In recording the incidents of a successful well lived life, it cannot be doubted that such biography is potent for good in moulding the character and fitting the youth of this and succeeding generations for the important duties that pertain to good citizenship. It is not too much to believe that this will be one of the strongest agencies which, through the outstretched years, will inspire the young with loftier ideals of the duties that life holds.

That they may be, as one of our great English statesmen has said. "Inspired with the belief that life is a great and noble calling; not a mean and groveling thing that we are to shuffle through as we can, but an elevated and lofty destiny."

We believe that the following life story of Morris Herman will fill such a mission as it is the story of a self-made man who has found success without losing that keen human sympathy which is the finest attribute of man.

Morris Herman was born in Lackovitz Minsk, Guberne, Russia, July 1, 1875, the son of Moses and Ida Herman, his father being a merchant of his native city and a scholar of recognized ability.

Mr. Herman came to America in August, 1902, landing on our shores with but 14 cents in his pocket. He worked his way to Albany, Ind., where he found employment in a junk yard at \$4.00 per week. After six weeks of

this work, he took his very small savings and invested them in a stock of dry goods which he peddled for four months. By this time he had accumulated enough to buy a horse and wagon and began handling junk.

In April, 1900, two years prior to his coming to America, he had been married to Miss Mary Kapelansky, but for financial reasons was unable to bring his family with him to America. By this time, he had accumulated sufficient money to send for them and it was a happy reunion when they landed in America.

He also bought a junk yard shortly after, which he conducted for six years. Then sold out and moved to Detroit where he embarked in the shoe business. This venture was unsuccessful and Mr. Herman sold the business. Being a man of the most scrupulous honor, he settled in full with his creditors and had practically nothing left for himself. However, he cheerfully went to work again in the junk business and success has rewarded his honesty and hard effort, as he is today owner of a large and prosperous business with modern equipment.

Mr. and Mrs. Herman have five children, all of whom are in school and being educated in music. Their son, Bennie, although only eleven years old, sings in the choir of Beth Jacob Congregation and gives much promise of vocal ability of a high order.

In addition to their church membership, Mr. and Mrs. Herman contribute liberally to Denver Hospital, Old Folks' Home and Talmud Torah. Mr. Herman is also a member of the Knights of Pythias and a promoter of the Free Loan Association.

NATHAN HIRSH

Born in Roumania some forty-five years ago, Mr. Nathan Hirsh of the Pioneer Film Corporation, 126-130 West 46th street, New York, came to America at the tender age of thirteen. His father was already dead, and he landed here with his mother and sister. He secured a job, learning the suspender trade, and though he was only receiving a wage of fifty cents per week, in the early weeks of his apprenticeship, he learned his trade so well, that at the age of nineteen he had a goodly sum of money saved and he ventured into business on his own hook. Though only nineteen years old, he brought to his work such mature views and understanding that he was well on the road to success when the panic of 1907 came and swept all before it.

He paid all his creditors and dissolved his little business in 1908. Then, realizing that the motion-picture business was the coming industry, and with the assistance of his father-in-law, he built a motion picture theater at 125th street and Lenox avenue, and after conducting it for a time, he sold it at a profit. He kept on building theaters for moving pictures and selling them at a profit, until 1914, when he organized his present company, the Pioneer Film Corporation.

Mr. Hirsh is President of the company, and the corporation procures state rights of the best pictures produced, leasing them to all big theaters throughout the states of New York and New Jersey. Some of the most remarkable pictures, such as "Civilization," "The Garden of Allah," "The Submarine Eye," "Today," and many others are controlled by this concern.

Mr. Hirsh is a Master Mason and for twenty-five years has been a member of Darcy Lodge No. 187. He has organized the Temple Penill of Washington Heights and is its Treasurer and he belongs to every Jewish and non-Jewish charity in town.

Married twenty years ago to Augusta Monheimer, he is the father of



NATHAN HIRSCH

two children, a son named Melvin and a daughter Sylvia. Mrs. Hirsh is as active socially as her husband and is Vice-President of Temple Peni El's sisterhood.

Mr. Hirsh attributes his success to his hard efforts and tireless ambition to make good. Both of his children received a good secular and Jewish education.

FRANK HOLTSBERG

We do not believe that this biographical work of prominent Jews of America would be complete without mention being made of representatives in a charming little city at the extreme southern boundary of our country, Key West, Florida.

Here resides Mr. Frank Holtsberg, prosperous owner and manager of the dry goods store which bears his name. He came to America at the age of nineteen, having been born in Roumania, May 15, 1869. The first years in this country he spent peddling, and during the course of his travels found his way to Key West, Florida. He was so delighted with the charming environment that he decided to make it his permanent home and opened a small dry goods store.

This modest beginning has developed into the present large establishment which is operated under his name and which is considered one of the finest mercantile enterprises in the city.

Mr. Holtsberg was married March 11, 1909, to Miss Anna Goldin and both Mr. and Mrs. Holtsberg are very active in the social life of their community. They take a great interest in civic affairs and are most generous in their gifts to all worthy charities.

They are Orthodox in their religious beliefs and are notable examples of upright and loyal citizenship.

THEODORE HOLTSBERG

The writer of these lines had paid a visit to Key West, the magnificent city in the extreme South, the foot of Florida, to secure some interviews for the "Distinguished Jews of America." Key West is one of the most charming places in the sunny South, and perhaps anywhere in the world. The very sun of Key West seems to shine with a peculiar splendor of its own, appearing as he does in all his fascinating beauty, and his rays deeply penetrate the earth, exhaling a vigorous and refreshing radiance.

We frequently meet people in life whose lives and characters act as reaction against nature's charms; it happens quite often that, while nature is most bounteous in the exhibition of its gifts, the people whom she thus favors deserve it least. But the writer was most fortunate in finding on his first visit a man whose great characteristic and qualities of heart and mind beautifully harmonize with the charming surroundings of Key West.

Mr. Theodore Holtsberg is one of the oldest Jewish inhabitants of the city and his family is as though to the manner born. All of its members are brilliant and charming and full of interest. It consists of Mr. Theodore Holts-

berg, the father, a man of great intelligence, grounded with an intimate knowledge of the Talmud, which he studied in his youth, and moulded by the sunshine and rain of life's practical experiences; Mrs. Holtsberg, who was Elka Berenson, a pleasing type of a truly Jewish house-mother; Morris Holtsberg, Mr. Holtberg's only son, an intelligent young man of the type which unites native Jewish virtue with the refinement of American culture and training; his young wife, formerly Miss Rose Halperin, a charming young woman of unexhausted life strength and interest; Ethel, Mr. and Mrs. Theodore Holtsberg's only daughter, a beautiful girl, of rare intelligence and wit; Herman, a little three-year-old boy, the only child of Mr. and Mrs. Morris Holtsberg. The family occupies one house, and we can plainly see there the joy and unbounded affection of Jewish patriarchal and family life.

Mr. Theodore Holtsberg was born in July, 1857, in Hussy, Roumania, the son of Mendel and Hannah Holtsberg. In 1890 he came to America. Two years later he returned to his native land, but after another period of seven years he again landed on these shores, making his new home in Florida, where he began as a peddler in Key West, and in due time developed a dry goods business located at present at 512 Duval street, under the firm name of T. Holtsberg & Son, the son being a partner.

Mr. Holtsberg has achieved a prominent position in the community, gaining for himself a name which will remain a source of pride to posterity for generations to come. He also was one of the founders of the Congregation B'nai Zion.

Mr. Holtsberg while in Roumania followed the occupation of a general storekeeper in a small way and was a competitor of Mr. Halperin, whose daughter married Mr. Holtsberg's son. The children had known one another from their earliest youth, and Rose Halperin, though brought up in New York, left this center of humming life to find her happiness in the quiet of Key West as the wife of Morris Holtsberg, the companion of her youthful days.

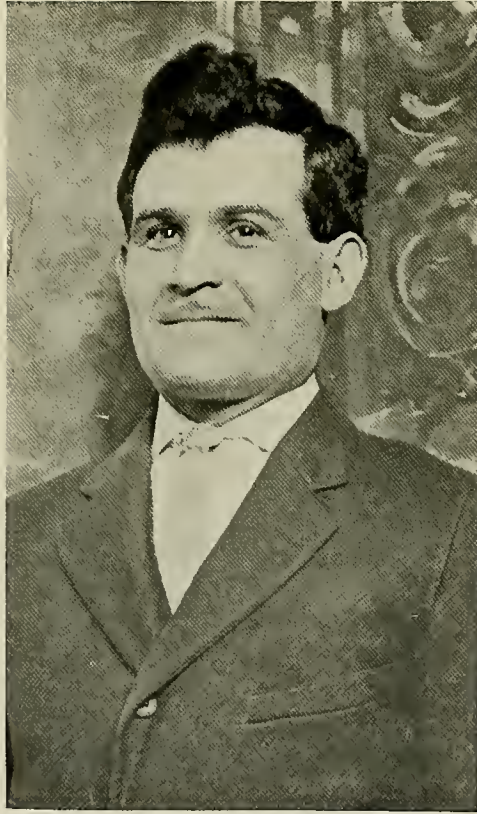
JACOB AND HARRY HOFFMAN

Never before in the history of our country has the junk business assumed such prominence in the eye of the public as at the present time, when our national resources are being strained to the utmost in order to win the world war.

Thousands of tons of steel have been available for use because of the far-sightedness of those greatest of all conservationists—the iron and scrap metal dealers, the majority of whom are Jews.

Prominent in this line of industry may be mentioned Jacob and Harry Hoffman of Coshocton, Ohio. They were born in Vilna, Guberne, Russia, Harry in 1881 and Jacob in August, 1885, the sons of Leo and Liba Hoffman.

Upon coming to America they encountered all of the privations usual to the life of an immigrant who lands upon our shores without money or influence to assist him. Jacob worked in New York as a laborer for one year, and during the first two months received only sixty-five cents per day. His father having been a tailor, he decided to learn that trade, and worked for two weeks for nothing. He then received a small salary, but after six months decided that the indoor work was not suited to his constitution, so he went to Buffalo, where he peddled with a push cash for two months. He then went to Cleveland, Ohio, where he peddled with a cart until he had saved enough money to buy a horse and wagon. He finally found his way to Coshocton, Ohio, and having acquired considerable valuable business experience, he joined forces with his brother and together they opened a yard, where they have been exceedingly prosperous.



JACOB HOFFMAN



HARRY HOFFMAN

Harry Hoffman's experience was in some ways identical with that of his brother, inasmuch as he worked in a New York clothing shop for nothing while learning the trade, but decided that his future lay in another line, consequently joined his brother in the junk business.

Both brothers are married and each family has a baby boy. Jacob Hoffman was married to Miss Annie Lenson of Cleveland, Ohio, September 24, 1914, and Harry Hoffman was married to Miss Bertha Lewin of Cleveland, October 27, 1914.

Both families are very charitable and are connected with the principal organizations of Coshocton.

ROBERT G. HOROWITZ

Orthodoxy is by no means a dead issue in this country. Here is a young man, born on the 15th of September, 1891, who is the type of modern Orthodoxy with all that it stands for. Robert G. Horowitz was born in the Government of Vilna, as the son of Gedalia and Mary Horowitz, and if anything, he exceeds in religious zeal and devotion any of his predecessors. He attends Schul every morning and is a strict Sabbath observer. Not only is his factory closed on Saturdays and holidays, but he pays his workmen double wages for every holiday week.

Mr. Horowitz came to America in 1906; he attended the public school and high school, and was employed for a time as inside worker and salesman in the clothing line. A few years ago he went into business for himself in New York City and has accomplished a splendid success and unimpeachable reputation, due to his strict and honest business methods.

Business does not devour all of Mr. Horowitz's attention, not even most of it. He is very actively engaged in social and charitable work. He is a Director and very active member of the Hebrew Institute, where he had also been an effective member on its building committee. He is a member of the Beth David Hospital, the Free Loan Association and other Jewish institutions all over the country. He also indulges to a considerable extent in practical private charity wherever he goes.

On the third of June, 1917, Mr. Horowitz was married to Miss Lillian Schainuck, the accomplished only daughter of Mr. Benjamin Schainuck, a renowned man of wealth in Pittston, Pa. And although Mrs. Horowitz is American by birth and had graduated in high school with distinction, she is thoroughly Jewish and as orthodox as her father and husband.



LOUIS HORN

Mr. Louis Horn of Pittsburgh, Pa., is not only a highly successful merchant, but he is one of the most interesting personalities one is apt to meet in any relation in life. He is just fifty years of age, having first seen the light of day in the city of New York on July 31, 1867. He is of German stock, his father, still living and eighty-five years of age, having settled here after he left Germany fifty-six years ago. Louis attended public school in New York and started to work at the age of twelve. He at first took to the occupation of selling newspapers in the streets, then went to peddling, and at the age of twenty-three he went to live in Pittsburgh.

At first he opened a retail dry goods store on Fifth avenue; gradually developing, he went into the wholesale line, so that within ten years he had added different articles, like silks, velvets, hosiery and underwear to his line of merchandise. His place of business at the present writing is located at 77 Chatham street, under the firm name of Louis Horn & Son.

Mr. Horn belongs to a number of fraternal organizations, including the Masons, Moose, Knights of Pythias, and others. He is active in the Young Men's Hebrew Association of Pittsburgh, and for the last twenty-five years has been a member of the Tree of Life Congregation.

In 1889 Mr. Horn was married to the late Rebecca Dribble of New York. Eight children have blessed this union, named Leo, Hanna, Jacob, Harry, Morris, Albert, Joseph and Elizabeth. Leo Horn was married on November 5, 1916, to Bertha Bildhauer. Harry and Morris have enlisted in the United States army.

Mr. Horn is of the opinion that hard work, clean life and a vigorous ambition to succeed will lead us wherever we want to go. He believes in regular school attendance and a religious spirit. He strongly emphasizes the need of a thorough Jewish education.

HARRY HURWITZ

To a young man with a definite ambition to succeed, no occupation is too humble, provided it is honest and is likely to prove a stepping stone to future success.

This seems to have been the sentiment of Mr. Harry Hurwitz who was born in Hulick, Russia, September 25, 1889, the son of Ishiah Hurwitz, a prominent Jewish scholar of that town.

Mr. Hurwitz came to America during the winter of 1905, and coming to Columbus, Ohio, peddled small wares for about three years, meeting with only a very moderate success. He began working as conductor on a street car, where he continued for four years. His next venture was in the junk business, and having little capital he peddled with a wagon until 1915 when he came to Newark, Ohio, and opened a yard with his brother Sam. The following year he suffered the great misfortune of losing his brother by death, and since that time has been running the business by himself.

The firm is very prosperous and is still operated under the old name of Hurwitz and Hurwitz, where all sorts of scrap iron and rubber are handled.

In reading the life history of Mr. Hurwitz it would seem that young people should receive much inspiration owing to the fact that few young men have started with less opportunities. The same perseverance, hard work, and steadfast determination to succeed will place others in the enviable position which Mr. Hurwitz occupies amongst his business associates today.

Mr. Hurwitz is very public spirited, contributing liberally to various charities including the Denver Sanitarium and is also a most prominent member of the Knights of Joseph and the National Jewish Working Alliance.

NATHAN I. ISAACSON

The photo cut herewith is a reproduction of Mr. Isaacson, the only son of Mr. and Mrs. Herman B. Isaacson of New York, who passed from this life on October 29, 1913, at the age of thirty-eight years.

Mr. Isaacson 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 beloved 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 his death, when apparently healthy and extremely handsome, he suddenly began to complain of pains in his leg, which pains became more and more acute, necessitating in a short time amputation. A year before his death he developed a tumor in his head. He was operated upon four times, and at the end, after having suffered for an entire year, and after his parents had expended a fortune to save him, he departed from this life, leaving an eternal and incurable wound in the hearts of his parents, his wife and four children, who under their mother's tutelage are receiving excellent Jewish education.



MAX LOUIS ISRAEL

In every community you will find successful men in all walks of life who in consistency with their altruistic nature, are only content when doing something to elevate their fellow-men.

In the city of Dayton, Ohio, you will need to make but few inquiries to find that Mr. Max Israel is one of these men who, for his noble deeds, his wide-awake civic interests, his accomplishments for the common good, is known in every home of the community.

Born on the fifth day of April, 1874, in the beautiful village of Torin, Germany, amidst enviable home surroundings, he was reared by his father, Benjamin, and his mother, Bertha, in a wholesome atmosphere which prepared him to meet the later vicissitudes of life.

In 1881, in company with his parents, he immigrated to this country from his native land to enjoy the blessings of liberty and to take advantage of the wonderful opportunities this country offered. At the age of eighteen he entered his father's iron and steel business, from which his father retired in 1905, and of which he is today Vice-President and Treasurer. The firm is operated under the title "The Israel Bros. Iron & Steel Co." Mr. Israel's wisdom, energy and good judgment has made this firm one of the best known and most successful in the country.

On January 10, 1900, he married Miss Gussie Wolf, of Athen, Ga., who, upon coming to Dayton as the bride of Mr. Israel, charmed and delighted all who had the pleasure of coming within the radius of her remarkable personality. This marriage has been blessed with two children, one boy and one girl, who are destined to follow the footprints of their parents.

Mr. Israel is fortunate in the companionship and love of his brothers, five

in all, and three sisters. One brother, Mr. Harry Israel, is now a representative of the firm at Columbus, Ohio.

Mr. Israel has always taken an active interest in civic, fraternal and communal affairs, and many times has been repeatedly honored by various organizations, although he is of a very modest disposition and very reticent about speaking of these matters.

He is connected with all worthy institutions and organizations of Dayton, is Vice-President of the Federation of Jewish Charities, a member of the Board of Directors of the Temple. As Director of the Jewish War Sufferers of Dayton, he was instrumental in raising the huge sum of ten million dollars for the alleviation of suffering among the war stricken Jews. He is Vice-Chairman of the Traffic Board of Greater Dayton Association, a member of the B'nai B'rith, U. C. T., Knights of Pythias, the Brotherhood of Elks, and other fraternal and social organizations.

He is a director in many large commercial institutions, among which he is Vice-President of the Dayton Bronze Bearing Co. and takes an active interest in all his business connections. His career can well be studied by the younger generation as an ideal worthy of emulation.

WILLIAM JACKSON

Although the Jews have perhaps won most recognition as leaders in commerce and merchandising, at the same time they have contributed much to science and invention. We are told that many of our so-called modern inventions were in use by the Jews many years before our western civilization began.

Histroy does not state whether or not they knew anything of harnessing that greatest of all modern servants, electricity, but certain it is that her possibilities are well known and applied by the Jews of today.

One of the best electricians in Detroit is Mr. William Jackson, who was born in Dalena, Austria, October 21, 1880, his father being a large owner of flour mills and like many of the older Jewish business men, a man of great learning. He came to New York in 1902 and obtained his first employment in a plumbing shop.

Remaining only a short time, he went to work in the electrical machine business, where he remained until 1907, after which he went with the Westinghouse Electric Company as road repair man. Two and one-half years later he went with The Illinois Steel Co. at Gary, Ind., where he was foreman of the electrical department, a position of great responsibility.

Two and one-half years later he returned to Detroit as superintendent of the Amature Motor Works and was there over three years when he joined his present firm, The Spaulding Electrical Co., at a handsome salary.

Mr. Jackson was married July 22, 1903, to Miss Pauline Kirshenbaum of New York.

They have three children, two girls and one son. The eldest daughter, Bella, is going to school and taking piano lessons.

Mr. Jackson is a 32nd degree Mason and is also a member of the Shrine.

Both himself and wife are most generous in their contribution to charities and are public spirited, useful citizens.

MAX JACOBS

To those who have ever doubted the inestimable value of Jewish immigration to this country, a most casual investigation of their activities in business, in science, in literature and music would convince that they are bringing to our shores unparalleled examples of concentration, ability, industry, courage and patriotism.

In our schools they will find the children of Jews standing high in their classes, maintaining the honor of those ancestors who gave to the world its first court of justice and its first literature, including the great Book of Books.

This reminds us of the life history of Mr. Max Jacobs and his fine family of eight children, all of whom are occupying honorable and responsible positions in life.

Mr. Jacobs was born in Lidvonvoi, Russia, September 21, 1864. His father, Gaziel Jacobs, was a bottle merchant and engaged in the real estate business. He was also a Talmudic scholar of considerable attainments.

Mr. Jacobs came to America in July, 1880, landing in Baltimore, but went to Detroit where he worked for a tailor for about a week, after which time he started peddling junk.

The next five years were very hard ones, as he had to resort to any occupation by which he could make an honest living. During this time he was much benefited by the advice given him by an older brother, and at the expiration of five years went into the bottle business, which has netted him a large fortune.

Of his eight children four of the sons are in business with their father under the title of M. Jacobs & Sons.

All of his children have excellent educations, and are occupying positions of prominence and responsibility.

Mr. Jacobs is a prominent member of Beth Jacob, having held every office in that organization. He is also a member of Chered Zakek and is at the present time trustee of Beth Abraham. He is also affiliated with the Odd Fellows and the Knights of Pythias.

His contributions to charity are exceedingly liberal, embracing all local organizations, as well as those of national scope, including the Denver Sanitarium.

His influence and usefulness are of far reaching importance and it is a pleasure to have this opportunity of recognizing them while he is still in active business life so he may know in what high esteem he is held by his contemporaries.

HYMAN S. JACOBS

Mr. Hyman S. Jacobs of Atlanta, Ga., and Jacksonville, Fla., is a young man, very young in fact, having been born on the 15th of March, 1882, in Rassin, Government of Kovno, but he has distinguished himself already not only in the field of business but also in the realm of philanthropy and social work.

Mr. Jacobs is the son of Abraham and Rose Jacobs, who live in Atlanta, Ga. His father is a strict Orthodox. Young Jacobs came to America in 1891; he attended school in Atlanta until 1898. He began his business-career working for an uncle at Pensacola, Fla. For a time he was employed in the furniture business at Columbus, Ga.; he then went into the wholesale liquor business, conducting it in many sections and places. He now owns a large business in that line at No. 1127 West Forsyth street, Jacksonville, Fla. Outside of

that he is interested in real estate in Atlanta and is a Director and former President of the Mutual Savings Company of Atlanta.

But the most interesting feature of Mr. Jacob's career is that wherever he comes for business, he becomes interested and is active in social work. In Atlanta he was the President of the Y. M. H. A., he was their Secretary for seven years and is now an honorary Director of the Jewish Educational Alliance; he is a Director of the Atlanta Hebrew Orphan Home, and he was also Vice-President of the Congregation Ahabath Achim. In Columbia, Ga., he was the Treasurer of the War Sufferers' Relief Fund; in Chattanooga, Tenn., he was a Director of the Y. M. H. A.; and in Jacksonville he is a Director of the Orthodox Congregation of the United Jewish Charities, of the Jewish Soldiers' Welfare League, of the Y. M. H. A. and is the Treasurer of the Jewish Relief Fund.

His wife Sadie (Saul), to whom he was married on the 30th of December, 1908, is a devoted Zionist, and active in the Hadassah organization.

SAMUEL JACOBSON

When one stops to consider how many of our eminent men have at one time been newsboys, it seems that it is almost a physical impossibility to make one's place in the world without having been through a course in selling newspapers, the benefits of which have never been realized to such an extent from any course which the modern college has to offer. The very experiences which the newsboy encounters are such as to make him able to cope with the problems of life which he must sooner or later experience. From the scorching summer days to the "below-zero" weather of our northern winters he is always on the jump to add whatever he can to his small store, in order that he may rise to higher things. The very qualities which the young newsboy displays argue well for success. And in this respect the life story of Mr. Samuel Jacobson rings true to the core. When Rachel Jacobson, wife of Mr. Morris Jacobson, a grain and forest merchant of Vilna, Russia, and one of its most renowned Jewish scholars, gave birth to Sam, little did she think of how he was destined to make his way in the new world.

From the age of thirteen, when he set foot on American soil, to the ripe age of twenty-one, Samuel sold newspapers in Cleveland for a livelihood. Not that he especially cared for that particular profession, but that he might be allowed the opportunity of attending Spencerian College, where he was to prepare himself for his new career. Sam, evidently desiring to make the most of his twenty-four hours, kept books for a number of firms, day and night, in order to work up some available capital with which to enter into business for himself.

Soon the time was at hand, and he launched forth into business with whatever capital he could bring together and formed several partnerships. But his individual enterprise soon led him on into new fields where he not only saw an opportunity for self-remuneration but also the means to employ business methods in the reclamation of material which had formerly been a loss to the men who were interested in installing modern plumbing in our present building schemes.

As a result, Sam Jacobson is today the principal owner of the successful plumbing supply company known by his name, and located at 215-221 St. Clair avenue, Cleveland.

His wife, formerly Miss Dorothy Gimp, the daughter of Herman and Anna Gimp, has been of the greatest assistance to him in establishing himself as a

man of respect in the Jewish community, while his two small sons are already beginning to show signs of inheriting their father's ability.

Although one more devoted to the Jewish cause can hardly be found, Mr. Samuel Jacobson's contributions to charity have not been limited by race, creed or religion. The Mt. Sinai Hospital has been the recipient of many kind gifts from him, while the war sufferers, both Jewish as well as Gentiles, have felt the kindness and good will of this youthful sympathizer. Besides being a member of the Anshe Emeth Congregation, Mr. Jacobson is a member of several prominent social organizations in Cleveland and is very highly regarded by a large circle of acquaintances.

ABRAHAM JAFFA

A community is successful or otherwise largely because of the nature of the industries it contains.

One of the principal business houses of Gardner, Mass., is the Gardner Metal & Iron Company, of which one of the active partners is Mr. Abraham Jaffa.

Mr. Jaffa was born in Minsk, Guberne, Russia, in 1872, and came to America in 1904. He found his way directly to Gardner, Mass., where he worked in a junk yard for two years at a very small salary. Then followed a year and a half during which he bought and sold junk in a small way, after which he opened a yard which has grown into the present immense business, giving employment to a number of people.

Mr. Jaffa was married in Russia in 1898 to Miss Mollie Sorodnitzky, and they have one daughter who is going to school and also being educated in music.

The Jews are noted for their generosity in matters of charity, as it is one of the fundamental principles of their religion, and Mr. Jaffa is no exception in this respect. He is most generous in his gifts to all charities, regardless of nationality or religion, and is also a faithful attendant at the Avas Sholom Congregation, of which he is President. He is also Past President and Treasurer of I. O. B. A.



WILLIAM JOFFE

For many centuries the Jew has been the leader in finance—the factor which has supplied money to many nations. Yet in all his transactions he has proven himself a creator rather than a destructionist, as with few exceptions the Jews have built their fortunes along lines of conservation or as manufacturers and merchants.

The men who cause the waste of our country to be gathered up and diverted to new uses are the greatest of all constructionists.

Such a man is Wm. Joffe, who was born in Kovna, Guberne, Russia, October 10, 1885, his father, Mr. Loeb Joffe, being a great scholar and successful merchant.

Deciding to come to America after being told by friends of the opportunities which the new world offered, he left his native land in July, 1907, and after landing, came direct to Sidney, Ohio, and started to buy and sell junk. This he continued four years, when he went to Hartford, Conn., and engaged in the drygoods business. Here he was very unsuccessful, and out of over \$5,000 capital invested, left Hartford with but \$6.70. Coming back to Sidney, he again began peddling junk, and in seven weeks cleared \$410. His sister having married, he sent her \$150 as a wedding present, and with \$253, his entire capital, went to Van Wert, Ohio, and opened a junk yard, which he still owns, although he has a manager to look after his interests, as he is also in partnership with his brother-in-law, Mr. Jacob Solomon, under the firm name of Sidney Iron and Metal Co., and here he devotes his time as financial manager, Mr. Solomon being business manager.

He also has interests in various other companies and considerable real estate.

Mr. Joffe is a member of the Wayne Avenue Congregation of Dayton, the Immigration Society of New York and the Misnuch Society of New York. He subscribes liberally to all charities, including the Denver and Los Angeles sanitariums.

The Joffe family are very prominent in their native country, the grandfather and uncle being Rabbis and very learned men.

MAX KAHNE

Although Mr. Max Kahne did not come to America until he was thirty-five years of age, a time of life when most men consider that they must have their careers very definitely outlined, he has accomplished more than many native-born business men who have had twice the number of advantages which were allotted to him.

He was born in Sulzberg, Baden, Germany, September 2, 1846, the son of Marks Kahne, a prominent Jew of that locality. He came to America at the age of thirty-five and seized the first employment which came to hand, which happened to be in a tannery in New York. Here he remained for two years and then went to Baltimore, Md., where he remained for about the same length of time. Deciding that the West offered more opportunity, he bought a ticket for Chicago, but on his way was compelled to remain over night at Ashtabula, Ohio. The next morning he found some old friends, who persuaded him to remain in Ashtabula and found employment for him in a tannery. Here he remained for six months, when he decided to go into business for himself and opened a cigar store with newspaper and magazine stand attached. He continued this business on a large scale until the time of his death, which occurred in Ashtabula, February 10, 1918, and on that day Ashtabula lost a public-spirited citizen of sterling moral worth, business integrity and unusual benevolence, a man who was a loyal Jew, a patriotic American and whose every action reflected credit upon his race. He was also a great Talmudist and gave to his children a rich heritage of Hebrew knowledge.

Mr. Kahne was married in Constant, Germany, October 24, 1871, to Miss Emma Bernheim, and both have dispensed charity to every worthy cause, irrespective of race or creed. They have two sons, one of whom is a prominent doctor in Cleveland, Ohio; the other taking complete charge of his father's business.

Mrs. Kahne is still very active in works of benevolence and devotes a great deal of time, as well as money, to their promotion.

BENJAMIN F. KAHN

The Union Square Theatre, situated at Fourteenth street and Broadway, New York City, is in many respects one of the finest and cleanest amusement places of its kind. Clean and wholesome burlesque, with a change of program every Monday, is what its owner, Mr. Benjamin F. Kahn, had striven to give his public for some time past, and he can proudly state that the theatre he operates is the only burlesque theatre in the city where the "ladies can feel at home," and one can find at each performance as many women as men—a condition not found in any other burlesque house.

Mr. Benjamin F. Kahn was born in Bavaria in the month of May, 1872, and was brought to this country as a child of eleven. His father, Elias Kahn, established himself in the meat business, and the boy helped after school hours, running errands for him. At the age of sixteen Benjamin secured a position as stock boy in a wholesale butchery, where he remained five years, advancing himself to the position of traveling salesman. At the age of twenty-one, Mr. Kahn entered the employ of Sullivan, Harris & Woods as a so-called advance agent, and after four years he decided to enter the theatrical field in his own right.

Acting on this impulse, he immediately leased from Sullivan, Harris & Woods a few successful plays such as "The Fatal Wedding," "Wedded and Parted," "At Cripple Creek," "Tangled Relations" and other productions, touring the country for a number of years. The venture proved a tremendous success, and towards the close of 1906 he became a manager for the various vaudeville theatres operated by the B. F. Keith combination. While managing Keith's Union Square Theatre, B. F. Keith's lease expired and Mr. Kahn saw that his employers were not going to renew it. In 1914

he renewed the lease for himself, remodeled the entire theatre and today he owns one of the most splendid amusement places in New York City. He conceived the idea and originated "The Family Stock Burlesque," housing the same comedians the entire season and giving the public clean and wholesome burlesque. The theatre is very comfortable and courtesy is shown to its patrons even by the least important clerk and employe.

There is a green room, richly provided with literature, where employes can lounge around and spend their leisure time. Mr. Kahn gives his personal attention to the wants of his patrons, and can be found at the theatre every day in the week from 9 o'clock in the morning until 11 o'clock at night.

A really bright spot in the whole undertaking is Mr. Kahn's devotion to the wants of his employes. Every year he arranges a ball for their benefit. At the beginning of the war he volunteered his services to the government, but as he is above military age, he could not be accepted into the army. He therefore organized the Union Square Home Defense League, which consists of his male employes, with Mr. Kahn as their captain. They hold regular drills at the Sixteenth Precinct Police Station.

Mr. Kahn is a member of the Mount Nebo Temple and a liberal contributor to charities. He is a Master Mason, an Elk, a Knight of Pythias, and belongs to the orders B'nai B'rith and the Eagles. He is married, his wife being the former Miss Sadie Seigler of Nashville, Tenn., to whom he was married in April, 1906. They have one son, Edgar.

Among his documents Mr. Kahn treasures a letter from the police department, in which we find the statement that during its existence never was there any trouble at the theatre of any kind which would necessitate the interference of the police.



HENRY ELI KAHN

A man who has attained high standing, success and distinction in some particular field of his chosen profession is not always one from whom a community may expect much service or ready co-operation. Mr. Henry Eli Kahn of Houston, Texas, has, however, the happy faculty and the generous disposition to combine the work of a busy, well-known and widely-extended law practice with the interests and activities of a highly commendable religious, social and civic nature.

Mr. Kahn was born to his parents, Pauline and Anselm Kahn, on June 26, 1876, at Schirhoffen, Alsace. His grandfather, Samuel, was the Rabbi of his native town, and Mr. Kahn accordingly was imbued with the ideal of education from his earliest childhood. At the age of eleven he came, accompanied by his sister, to this country, and went to Gainesville, Texas, where his two brothers resided. Upon his arrival there he at once entered the public schools and within a period of eight years he acquired a thorough knowledge of English. Upon his graduation, June 16, 1895, he was admitted to the University of Texas, and four years later, on June 16, 1899, he was graduated as a lawyer. His admission to the bar by the Supreme Court of Texas immediately followed his graduation, as did also his license to the state courts and to the Supreme Court of the United States.

With a thorough preparation for his chosen field of labor, Mr. Kahn entered into partnership with another well-known attorney of Houston, and helped greatly to make the law firm of Meek & Kahn, whose offices are in the Hoffman Building, famous, not only in Houston, but throughout Texas. And, while his firm does a general practice, Mr. Kahn has gained a wide and favorable reputation through his able handling of criminal cases.

Aside from the high standing Mr. Kahn enjoys in his profession, he occupies also a place of prominence in the Jewish community of Houston and in the city generally. With the former he is affiliated through his interests and activities of a religious and charitable character, while with the latter he is prominently connected through the services which he has rendered in various civic movements of a progressive and altruistic character. He is particularly popular and highly esteemed in fraternal circles, having held the position of Chancellor Commander in the order of Knights of Pythias and having filled offices of similar honor and distinction in the Woodmen of the World and many other organizations.

On December 28, 1910, Mr. Kahn was married to Miss Lottie Beatrice Schermann, an accomplished and charming young lady of Goshen, Ind., and their union has been blessed with a lovely child, Betty Rose.



LEON I. KAHN

In the thriving and flourishing city of Shreveport, La., the citizens have for several years been in the habit of judging the worth and value of any new enterprise along civic lines by the approval or disapproval of Commissioner Leon Isaac Kahn.

Mr. Kahn was born in Shreveport, November 21, 1870. His parents, Isaac and Fannie Kahn, came originally from Alsace. He received his education in private schools of his home town and later attended the Soule College

of New Orleans and the Thatcher Military School. Upon leaving school, he took up a business career and is at present connected with the Levy Realty and Planting Co. His chief interests and activities are, however, to be found along civic and progressive lines. And it is here that he has established an enviable record for public-spiritedness, political integrity and intelligent leadership.

To what extent the citizens of Shreveport have acquired a feeling of implicit trust and confidence in Mr. Kahn's ability and integrity may be gauged by the fact that they placed him at the head of public utilities and made him Commissioner of the water and sewerage department, which position he has filled with honor and credit since 1914. Since his election to the position of Commissioner many progressive measures have been adopted by the city administration chiefly through the effort and instrumentality of Mr. Kahn. Among these may be mentioned the successful handling by his department of a bond issue of \$1,250,000, which enabled the city to acquire its efficient water and sewerage system; the establishment of the Shreveport Municipal Market, which has proved of inestimable benefit both to the farmers of Caddo Parish and the households of Shreveport; the organization of a Municipal Employment Bureau, whereby the problem of unemployment has to a large measure been solved and the preventable cases of poverty and unrest among the unemployed have been greatly checked; and the institution of public instruction and practical demonstrations in the art of canning fruits and vegetables, which has promoted to a very high degree the habit of thrift and industry on the part of the Shreveport housewives.



Leon I. Kahn

Aside from the various positions Mr. Kahn occupies in a political way, he has rendered valuable services also to numerous organizations of a purely charitable or civic character. Thus he is at the present time the Vice President of the Southwestern Water Works Association, which includes among its membership distinguished men from seven southwestern states; he is a member of the Advertisers' Club of America, a Director and officer of the Lions' Club, a charter member of the Elks, a member of the League of American Municipalities, a member of the American Water Works Association, a Director of the War Savings Stamps Committee and Chairman of the Campaign Committee of the War Camp Community Recreation Fund. In the Jewish Community, too, Mr. Kahn has always taken an active interest. He is prominently identified with the local congregation and the B'nai B'rith Lodge and holds the position of President of the Columbia Club.

Mr. Kahn is pleasantly domiciled with his wife, who was Miss Juliette Levy, the daughter of the late Captain Simon Levy, to whom he was married on June 15, 1898, and his daughter, Leona Fannie, in their beautiful home at 528 Travis street.

That the city of Shreveport is cognizant and appreciative of Mr. Kahn's services may be seen from a tribute which appeared recently in the local daily press and in which a prominent citizen summarizes Mr. Kahn's work and worth in the following paragraph:

"Shreveport is to be congratulated upon having the services of Mr. Kahn, and I believe I have voiced the sentiments of the majority of our citizens in saying to him that we deeply appreciate his untiring efforts in our city's behalf."

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 to 19 East Twenty-sixth street, New York. 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; and when he heard of the struggles of the workingmen, little did he dream that at some future day he himself would be one of the wealthy manufacturers.

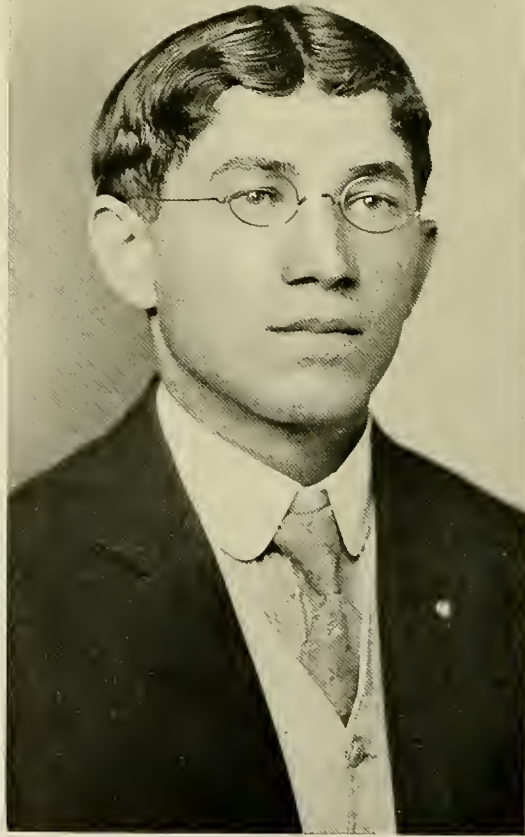
Seeing that his brother could do nothing for him, he sought out his sister in Newark, taking his mother and his other sister with him, determined to make his way for them. In Newark the same deplorable conditions greeted him. His brother-in-law was out of work and his sister eked out a miserable existence in a very small shop. While in 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 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 cloakmaking, and before two years had passed he went into 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—in his present premises, where he has 350 people on his payroll. He is also financially interested in another large cloak concern, is the President of a prominent realty company, and the Treasurer of a large moving picture corporation.

Mr. Kaminsky is a member of the Congregation Poel Zedek Anshei Elie on Forsyth street, of which his brother is President. His charities are innumerable and he gives with a free hand wherever and whenever his aid is called upon. He is one of the standing figures in the Bronx, where he resides, and is a member of the Congregation Kehillath 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 Wolkowishk. He has five children and has provided the best of education for them. His oldest daughter, Mollie S., was married on the 6th of March, 1917, to Mr. Irving Stein, whose father is the owner of the well-known establishment of Stein & Blane, high-class ladies' tailors and furriers.



ISAAC KAMINSKY



HARRY KANDER

HARRY KANDER

The Jew has been subjected to centuries of persecution, yet through all the weary years the hunger for knowledge has ever been a salient characteristic. No matter how humble the home, it still contains within its walls the treasures of Jewish literature which are coned by the evening lamp after the day's work is done and handed down from father to son as a priceless heritage.

In reviewing the life history of Mr. Harry Kander, one is much impressed by the manner in which he took advantage of the meager advantages open to him and made the most of adverse circumstances.

He was born in Kovno, Guberne, Russia, in April, 1884, the son of Mr. and Mrs. Mordcha Leib Kander, farmers in their district. He came to America in the summer of 1894 and landed in New York. Having a brother in Toledo, Ohio, he went direct to that city. Here he went to school and sold papers on the streets after school hours.

Two years later he was obliged to end his school days and start upon the more serious problems of finding his life work. His beginning was humble as has been the experience of many men who have won marked success in life.

The first employment he obtained was in a junk yard at \$3 per week. By steady, persistent industry, in five years he had been advanced to \$10 per week and had saved \$200. Feeling that a smaller town offered him more opportunity, he went to Bowling Green, Ohio, and invested his small capital in the iron and metal business. He was successful from the beginning, and now does a very large business under the firm name of H. Kander & Co.

He was married in August, 1913, to Miss Bessie Kander, and they have one young son.

Mr. Kander's advice to young persons just starting out in the world is a brief summary of the policy which is so successfully operating in his own career. He says, "Get a job, work hard, save your money, go into business and be honest."

Mr. Kander is a member of the Congregation of Toledo, Ohio, B'nai B'rith, Knights of Pythias and Odd Fellows, and both himself and wife contribute most generously to all charities, prominent among which should be mentioned Denver and Los Angeles sanitariums.

JACOB KAPLAN

The first principle underlying all Jewish law was that of liberty. According to their jurisprudence, all men, heathen or Israelite, were equal before the tribunal, and no caste distinctions were ever made.

It is not strange, therefore, that America, the land where liberty is founded upon these same Judaic dispensations, should become a haven for this oppressed people.

Some such feeling probably unconsciously guided young Jacob Kaplan when he made his decision to come to the land of the free.

He was born in Odessa, Russia, December 25, 1874, his father being Moshe Kaplau, Twei Socher Jewish scholar.

He came to America in the summer of 1885, working for two seasons on a sugar plantation near New Orleans for 60 cents per day. He then went to St. Louis, where he was with the police department for twenty-one years. Deciding that this held no further opportunities for him, he decided to go into business for himself, so went to Los Angeles, where he ran a commission house, handling fruits. He then went to Toledo, Ohio, and engaged in the same business. Later he opened an iron and metal yard, where he has been most successful and has accumulated considerable wealth.

Mr. Kaplan was twice married: In St. Louis, May 5, 1891, to Miss Rachel Applebaum, and nine years ago in Los Angeles to Miss Chai Saksi. They have three children, two boys and one girl, all of whom will receive excellent educations.

Mr. Kaplan is very prominently connected with various Jewish organizations, being President of Anshe Scwort, President of Montefiore Society, the American Jewish Aid Society and is active in every Jewish movement.

He contributes liberally to all charities and is a fine type of active, useful citizen.

BENJAMIN KAPLAN

The watchword of all modernism is "Progress"; from time immemorial the Jew has been its chief exponent. This is to a considerable extent accounted for from the fact that education is given so much attention and is so universal among the Jews.

Their literature and laws have come through repression and persecution, from antiquity, to feel again the breath of life breathed from a modern era. This was true in the case of the Kaplan family, where scholarship has ever been regarded as a first consideration.

The subject of our biography, Mr. Benjamin Kaplan, was born in Volna, Guberne, Russia, March 3, 1867. His father, Mr. Abraham Kaplan, was a wine merchant of his native town and was very well educated.

He was married in 1888 to Miss Edith Birrenbaum, and a few years later when he decided to try his fortunes in America, she remained behind in the old home to care for her children until such time as her husband could become established and send for her.

When Mr. Kaplan landed in New York he began working in a shirt factory for \$3 per week, where he continued for eighteen months. Going to Cleveland, he spent the next year and a half in peddling brooms and other commodities, saving up enough money to send for his wife and children.

It was surely a happy and fortunate day for the Kaplans when the wife and mother landed in America, as, in all the after years, she was not only of the utmost assistance to him in conducting the business, but was also a constant source of inspiration and sympathy, and he attributes much of his subsequent success to her unceasing efforts.

After the arrival of his wife, he went to Monroeville, Ohio, where he engaged in the junk business. He also tried the grocery business in Cleveland, but a fire destroyed his entire stock, on which he had no insurance, and he was obliged to start over again with no assets excepting his reputation for honesty and ability.

Coming to Upper Sandusky, Ohio, he started in the junk business, where he has been located ever since, and where he has been unusually successful.

The Kaplans have six children, who, true to the family ideals, have all been well educated.

Mr. Kaplan advises every progressive young man to work hard, save his money, and go into business for himself. This is the policy upon which his own success was founded.

Mr. and Mrs. Kaplan are very charitable, contributing to Los Angeles and Denver sanitariums as well as all local philanthropies.



BENJAMIN KAPLAN

ISAAC KAPLAN

During times of national stress, such as we are passing through today, many of us are brought to realize the difficulties which have been met and overcome by men who have acted as pioneers in the development of certain industries. Conservation is now the watchword which is helping us win the war, and to the dealers in scrap iron and metal we owe much of our present ability to handle the vast problems which are confronting us.

Prominent in this group of men we wish to mention the name of Mr. Isaac Kaplan of Detroit, Mich., owner and manager of the National Smelting and Refining Company at 119 Illinois street.

He was born in Russia, September 27, 1865, the son of Harry and Esther Kaplan, his father being a teacher and highly educated man.

He came to America nineteen years ago, and brought with him a valuable experience, having bought metal in Russia. As soon as he landed on our shores he engaged in the same line, and the first five years were very hard ones, as he was unable to bring his family to this country until the expiration of that time.

His first experience was in St. Louis, where he peddled and collected junk for three years. He then went to Detroit and continued in the same way for two years, when he brought his family from Russia, and having exhausted his entire finances, borrowed fifty dollars from a friend and started in business at 181 Clinton street. Shortly after the business of the country was paralyzed by a panic and during this time the business only netted himself and his daughter seven dollars a week, and, by the way, we feel that his daughter, Eva, is worthy of special mention, as she has assisted her father since she was eleven years old and is possessed of such remarkable business ability that she is the active head of the business during all of his absences.

He continued on Clinton street for seven years, his business showing a steady and healthy growth, and has been at his present location for about five years, where he has been exceedingly successful.

Some time ago he was forced by ill health to temporarily retire, and is spending this winter, accompanied by his family, in Asheville, N. C.

Mr. Kaplan was married to Miss Sarah Mendelsohn, and they have nine children, three boys and six girls.

Mr. Kaplan is very active in charities, having purchased a house on East Warren avenue, where he formed a society which maintains the building as a kindergarten and school for small children. Hebrew is taught here as well as regular course of study. He is also a member of the Michigan Lodge, O. B. A., and although he is active in five different Jewish societies, he is best known by his intimates as the friend of all men, whether Christian or Jew.

JOSEPH KARP

Mr. Joseph Karp, who is the owner of the Ohio Auto Company, East Fifty-fifth street and Euclid avenue, in Cleveland, Ohio, is a typical example of devotion which has raised him above the ordinary level of a successful merchant and has made his reputation among his many friends a thing of more than passing regard.

Mr. Karp was born and reared in the city of Tulzen, Russia, some thirty-five years ago, the son of Moses and Rachel Karp. His mother still lives in Europe. In his early manhood he went to South Africa, where in the course of ten years he made a creditable fortune. But his place of residence was not satisfactory, so he decided to give up his business connections and settle

in the United States. He came to Cleveland with a capital of \$12,000 in cash, and went into the grocery and real estate business, in which he stayed just long enough to lose his fortune. It was a severe blow, but it did not crush his spirit, as Joseph Karp was made of the stuff which will not admit of reverses standing in the way of future success. He decided to start life anew; little by little his money came back to him until he became the owner of the above-mentioned Ohio Auto Company, and, in addition, is interested in the scrap iron and metal business and considered a wealthy man.

All this came in a remarkably short time. Mr. Karp has always retained the esteem and regard of his friends and business associates and he is again in a position to contribute freely to all causes that demand his aid and attention.

In 1905 Mr. Karp was married to Miss Anna Goldstein, and the couple are the parents of three children, Morton, Ruth and Sanford.

Asked what he considered the principle of success in life, Mr. Karp answered: "Honesty. I have traveled all around the world and have experienced much. I am convinced that only honesty will yield a true reward."

BENJAMIN KARPF

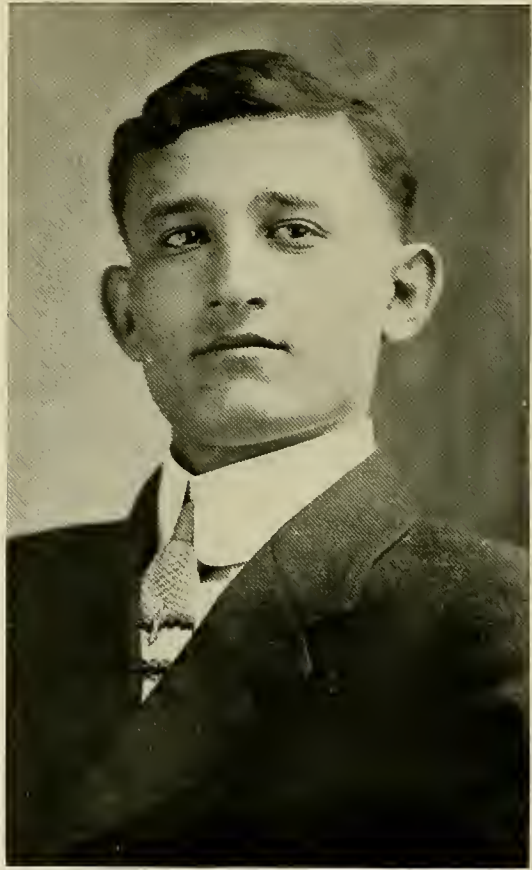
Some people require decades to achieve a prominent success. Others acquire the greatest success in a short time, even though the circumstances under which they work offer an equal handicap. We can find a strong proof of this axiom in Mr. Benjamin Karpf, of 346 Broad street, Savannah, Ga. Mr. Karpf arrived in this country in 1904, at a time when many Jewish immigrants who could not achieve a success have positively declared that "America is already played out," and that the "good days of yore are gone forever." But all these sayings did not deter Mr. Karpf from trying, and that trying has its advantages can easily be demonstrated by the fact that Mr. Karpf is one of the most successful business men of Savannah and is reputed to be of great wealth.

Mr. Karpf was born on the 15th of February, 1886, in Soklow, Galicia, the son of Simon and Frume Karpf. He comes from a wealthy and respectable Galician family and received a good Jewish education.

When Mr. Karpf came to America, he settled in New York and stayed there for three years, engaged as a salesman of eggs. He then went to Savannah, where he engaged in the business of ladies' "ready-to-wear," and he made a tremendous success in his new undertaking. He is also a director in The Mercantile Bank and Trust Company, a former director of the Hebrew School of Savannah, and generally interested in every Jewish movement in the city.

Mr. Karpf was married on June 30, 1908, to Miss Gussie Rabhen, who had helped him to his success, and the couple are the proud parents of three children, Sylvia, Lucia and Beatrice.





ABE KASLE

MAX KARPEL

It was Lincoln who said, "All that I am or hope to be I owe to my angel mother." Many a man in later life has been able to trace a large share of his success to the early influence of his mother's strong character and personality.

Mr. Max Karpel, whose education was largely attained within the walls of his home and in the great world of business, feels that he is largely indebted to his mother's intelligence and influence.

Mr. Karpel was born in Charkow, Hungary, April 8, 1871, his father, Jacob Karpel, being an agriculturist. At the age of nineteen he came to America, landing in Philadelphia, Pa., where he peddled notions for two years. He then went to Cleveland, Ohio, and opened a grocery store, which he continued for three years. Selling the grocery, he went to Ashtabula, Ohio, and during the first year peddled dry goods. Deciding to invest his small capital in a business of his own, he opened a men's clothing and general furnishings store, which has grown into the large institution he is so successfully managing at the present time.

Mr. Karpel was married in Cleveland, Ohio, November 2, 1909, to Miss Mollie Strauss, whose father, Albert Strauss, is one of the most prominent Jews in Ashtabula. They have two children.

Never forgetting his early struggles and the fact that he for some time was obliged to do without everything but the bare necessities of life, Mr. Karpel is always mindful of those in less fortunate circumstances than himself, and it is one of his greatest pleasures to help others to a new start in life. He belongs to that class of citizens who represent the best assets of a community.

Among his fraternal connections may be mentioned the Elks and Masons. He is also an ardent supporter of all Jewish organizations, although he contributes indiscriminately to charities regardless of race or religion.

While Mr. Karpel has succeeded without the aid of much scholastic training, it has caused him to feel a keen appreciation of the advantages he was not able to enjoy, and he advises every young man to obtain all the education possible. The next step towards success is to find out what his abilities best fit him for and then attend strictly to business. These principles Mr. Karpel regards as the secrets of success.

ABE KASLE

One of the great problems confronting the young man of today is that of selecting a permanent vocation suitable to his abilities.

I recall a little advertisement which read "There is gunpowder in every man," and this does not apply to the explosive element which is being used with murderous intent upon the fields of battle-torn Europe. It means that latent force hidden within the mental faculties of the human being which needs but the spark of definite ambitions to ignite it. That so few men have found their real mission in life is largely due to a lack of earnestness of purpose.

This quality we do not find lacking in Mr. Abe Kasle who came to America without money or other unusual opportunities.

Mr. Kasle was born in Wollin, Russia, April 1, 1895, and when but fourteen years of age, came to America where he had a brother residing. On July 21, 1909, we find him transplanted to American soil where he immediately started to peddle junk. After nine months of very hard work he was able to repay every cent of his indebtedness to his brother, and continued profitably in this line for two years. He then decided to try the cigar making

trade, but did not find it to his liking so he moved to Toledo, where he worked for his brother in the junk business for two years. After another short period spent in Detroit, he decided to return to Toledo, and invested his savings in the Kasle Iron & Metal Company where he remained for eighteen months. He then decided to go into the wholesale scrap and iron business, in which he has been exceedingly successful.

Mr. Kasle was married February 14, 1914, to Miss Pearl Silverstein, and they have one son and one daughter.

Mr. Kasle is a member of the Anshe Sfard Congregation of which he is also second Trustee, and is most generous in his contributions to charities.

SAMUEL KASLE

In the history of every business success, the big share of credit is due the man who, with practically no assistance, surmounts obstacles and arrives at the realization of his ideals. These are the men to whom the business world is ever ready to pay homage.

Thus it is that we find Mr. Samuel Kasle occupying a very prominent position in the business interests of Toledo, Ohio. Mr. Kasle was born in Wollin, Russia, January 8, 1887, the son of Hyman and Fanny Kasle. When but nineteen years of age he left his native land and arrived in New York, where he worked for four weeks as a buttonhole maker. He did not find this occupation to his liking so he went to Monroe, Mich., and in order to gain experience in the business that was to prove his future life work, he peddled junk for one year. At the expiration of this time he opened a yard where he remained four years. In the meantime he had been sending to Europe for his brothers whom he wished to give an opportunity to share in his success, and they then came to Toledo, Ohio, where he opened a small retail scrap yard. This modest venture grew into the present large wholesale business, which is one of the largest in the city.

We do not think this biography would be complete without reference to Mr. Kasle's home life, which is ideal in every respect. He was married June 27, 1911, to Miss Hannah N. Tuschman of Toledo, Ohio, and they have two fine children, one boy and one girl.

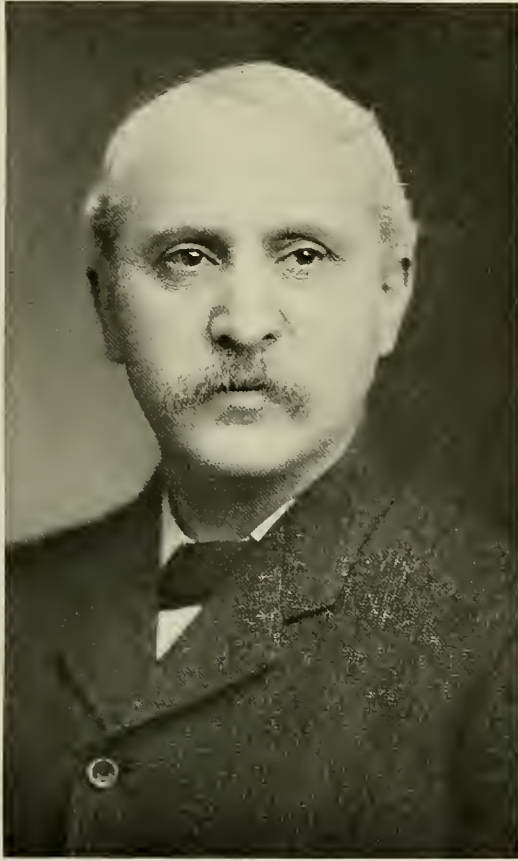
Mr. Kasle never fails to remember the early days of his struggle toward affluence and is consequently most generous to those in less fortunate circumstances than himself, contributing most liberally to the various charities which come to his attention. He is Treasurer of Anshe Sefort Congregation where his services and liberal contributions are much appreciated.

SAMUEL KATZENSTEIN

There is a hidden chord in every man's nature which, if touched by just the right influences, will vibrate to the urge of half-remembered dreams and ambitions. Motives scarcely possible of self-analysis have sent many a man to the ends of the world in search of opportunities which never cease beckoning them on.

Thus we find Samuel Katzenstein at the age of nineteen bidding farewell to his native land and coming to America.

He was born in Achenhausen, Germany, May 25, 1847, the son of Joseph



SAMUEL KATZENSTEIN

and Sarah Katzenstein, his father being a grain merchant of his native community.

Like many other young immigrants, Mr. Katzenstein had a hard struggle for the first few years, finally coming to Alliance, Ohio, where he found employment clerking until he embarked in the general dry goods business with a Mr. Seidenbach under the firm name of Seidenbach & Katzenstein. This partnership lasted for three years, when Mr. Katzenstein bought over the entire business and conducted it most successfully for forty years. In 1916 he retired from active service and his brothers are now conducting the business.

An interesting sidelight on the character of Mr. Katzenstein is the fact that upon his arrival in Alliance he found there was no Jewish Sunday school, so he organized one, that the Jewish children of Alliance might have the benefits of Hebrew teaching. The memory of this Sunday school which he conducted so long and so successfully is one of the most pleasant incidents of his life.

He was married in 1876 to Miss Marie Hecht of New York, a woman of charming and kindly personality.

Mr. Katzenstein is a member of Rabbi Woolsey's Temple, Temple of Israel, B'nai B'rith, Chamber of Commerce and in 1898 was elected to the city council. He is also the original organizer of the Ladies' Auxiliary.

His advice to young men is "to be a good Jew, respect your elders and give every one a square deal."

JOSEPH M. KASTNER

In former years it was deemed quite necessary that every young man should be taught some trade, regardless of whether or not he chose to follow it in later life.

While this old fashioned principle had its disadvantages when the time spent in learning it was taken into consideration, at the same time it has been the means to an end for many a struggling young man.

When Joseph Kastner landed in America he had many vague, half-formed longings for a commercial career, but no capital with which to begin, so, having been taught the trade of a cabinet maker, he at once turned to this as a means of support and also saved enough money for his later venture.

He was born in Potolsky, Guberne, Russia, October 25, 1889, his father being a grain dealer of his native city.

He came to America August 14, 1907, landing in Baltimore, Md. He did not remain there, however, but went direct to Dayton, Ohio, and began working at his trade of cabinet maker.

Later he spent a year in Chicago working at the same trade, and again four years in Dayton.

By this time he had accumulated a small capital which he decided to invest in some business, so he went to Piqua, Ohio, and bought an iron and metal yard, where he has been very successful.

He was married March 29, 1914, to Miss Sarah Colp of Xenia, Ohio, and we feel that this biography would be incomplete without special mention of the charitable activities of the lady who, by her generous, although unostentatious giving, has done an untold amount of good in Piqua.

The charitable activities of the Kastners are not confined to their home town, as they are liberal contributors to Denver and Los Angeles Hospitals.

The Y. M. C. A. and Red Cross have also received a generous share of their philanthropy.

Mr. Kastner is a prominent man in fraternal organizations, being identified with the Knights of Pythias and the Masons. He is also a member of the Jewish Congregation of Piqua and B'nai B'rith.

EDGAR J. KAUFMANN

The name Kaufmann has for two generations been associated in the minds of the people of western Pennsylvania with merchandising on a large scale. Before coming to America in the middle of the nineteenth century, the Kaufmann brothers resided in Mannheim, Germany, where their father was well known as a cattle dealer. In Pittsburgh these four (Isaac, Jacob, Henry and Morris) created "The Big Store," which has sold "Everything under the sun" to a greater clientele than any other store between New York and Chicago. This wonderful institution is now largely in the hands of one of the younger representatives of the Kaufmann family, Edgar J. Kaufmann, a son of Morris.

Edgar J. Kaufmann was born November 1, 1885, in Pittsburgh, Pa., his parents being Morris (deceased in the fall of 1917) and Betty (Wolf). He received his education in the public schools of Pittsburgh; he attended a college preparatory school in Ithaca, N. Y., and later studied at Yale University. His business career started at the age of twenty, when he entered actively a number of departments of "The Big Store." Today Mr. Kaufmann is Secretary and Treasurer of the company, and in the short time he has served in this capacity he revolutionized the system under which it is run, making it a cosmopolitan institution, a unique establishment, with hardly another like it in the country.

The personality of the man is what chiefly interests the chronicler, for after one is in Mr. Kaufmann's presence but a few moments one is impressed with a certain personal charm of his which is almost inexplicable. He gives all who associate with him the feeling that he is master of the situation. One realizes in his presence a certain nervous tension and a certain mental activity, which is unusual and which is a recognized characteristic of leaders of men.

Sons of rich men have often been known to conduct themselves as if their sole task in life was to spend their father's fortune. Others, however, and of whom there are too few, similarly endowed, have regarded their inheritance as a public trust, as a responsibility and as a social duty. They have shown themselves to be possessed of vision, of imagination, and of an appreciation of the principles of co-operation. Mr. Kaufmann belongs, beyond a doubt, in the second group. He has an inordinate capacity for hard work and enthusiasm for getting results.

It is not important to record the variety of activities of Mr. Kaufmann, nor their extent; that would serve no end in itself, unless perhaps as indication of what may be expected from this comparatively young man in the future, in commerce and industry, and in civics and philanthropy. In addition to his being associated with the department store business, Mr. Kaufmann is interested in the automobile business, steel manufacturing, and in the theatre business. Mr. Kaufmann is an honorary Director of the Y. M. H. A. of Pittsburgh, one of the Trustees of the Irene Kaufmann Settlement and a member of the Hebrew Institute. He is actively connected with and a life member of the Chamber of Commerce, of the Civic Club and also of the Americus Club. He is a life member of the Loyal Order of Moose. He belongs to the City Athletic Club of New York, the Yale Club of New York, the Excelsior Club of Cleveland, the Athletic Club of Chicago, the Athletic Club of Detroit. He is affiliated with the Chamber of Commerce of the United States, and supports in addition to the local charities, the Hebrew Union College of Cincinnati, the National Jewish Hospital for Consumptives of Denver.

During the industrial depression of 1913 and 1914, when hundreds of workmen were thrown out of employment and immediate relief was a great necessity, Mr. Kaufmann was active Chairman of the Bundle Day Committee. The energy and enthusiasm which Mr. Kaufmann usually displays in his business he threw into this campaign. Two hundred and eighty thousand bundles of discarded clothing were collected and distributed among the poor. When the following year a campaign was launched in Pittsburgh in behalf of Belgian relief, again Mr. Kaufmann showed his wonderful organizing ability. He

was responsible for the slogan, "A sack of flour for Belgium"; 282,000 sacks of flour were thus collected.

Early in 1917 there was in American Jewry an agitation for an American Jewish Congress to be held in Washington. The purpose was to bring to the notice of the powers the fact that the Jew as an international figure deserves recognition when the treaty of peace is to be signed. Some elements of the community were rather lukewarm to the whole proposition, the Yiddish-speaking element was the sole sponsor of the congress movement. It is regarded today as a fortunate thing in the history of the Jewish community of Pittsburgh that Edgar J. Kaufmann decided to place his name before the qualified electors of the city for the office of delegate to the Jewish Congress, and furthermore, to work hard to secure such election. He injected an interest into the movement, a universal interest as was never known before in the communal life of the Jews of Pittsburgh. Here again Mr. Kaufmann's peculiar genius for magnitude and for "doing things big" was evident. His personal popularity, his friendship with hundreds of persons in every walk of life, the essential democracy in his personality, and the method of campaigning in person "brought out the vote," to use a common political phrase. He helped to give serious impetus to a phase of Jewish life which heretofore received scant recognition. Thousands of people voted, thanks to Edgar J. Kaufmann.

On June 22, 1909, Mr. Kaufmann married his first cousin, Lillian S. Kaufmann, the only daughter of Isaac, mentioned above. They have one child, a son, Edgar, Jr., aged eight. Mrs. Kaufmann is an intellectual, well-read woman, in all respects a fitting companion to her husband. Mr. Kaufmann is a member of the Rodef Shalom Synagogue, of the Westmoreland Country Club and of the Concordia Club.

HENRY KEMPER

Any young man who, without special educational advantages, can, at the age of twenty-five, attain a prominent place for himself in the business life of his community, is worthy of a place in a biographical work of this kind.

Henry Kemper was fortunate in one respect. He was born in America, and did not have to start life with the handicap of a foreign language and strange customs, but aside from that he was obliged to overcome as many obstacles as the average immigrant Jew seeking fortune at our gates.

He was born in Pittsburgh, Pa., January 1, 1893, and attended the public schools until fourteen years of age, which enabled him to complete his grammar grades.

At that time it became necessary for him to earn his own living, so he obtained employment peddling junk, as he was anxious to learn the business and also to save some money with which he might go into business for himself.

Within four years he had accomplished both purposes, and going to Norwalk, Ohio, he opened an iron and metal yard, where he has since remained, and is today firmly established in the commercial life of the community, doing a big business and supporting his parents.

Many pages of history and biography have been devoted to the advice which those of advanced years and deep experience have to offer to the young, and the writer was anxious to know what would be the point of view of a successful young business man such as Mr. Kemper. His reply proves that he must have early realized the necessity of hard work and square business methods, as he said:

"Be industrious, always honest, and live up to all obligations."

These principles, coupled with much natural ability, have placed Mr. Kemper, at the age of twenty-five, well on the high road to success.

The future with its brilliant opportunities lies before him, and it is safe to predict that he will yet be a national power in the country's financial life.

OTTO KAUFMANN

There are few, if any, Jews in America whose popularity and importance can in any way be compared with that of Otto Kaufmann of Youngstown, Ohio. Not only is Mr. Kaufmann a representative citizen of the highest type, but in the domain of philanthropy and social work his is a tremendous power for good and an unwonted and never-ceasing energy.

He was born in Ladenburg, Germany, on the 24th of October, 1866, the son of Ferdinand and Fannie Kaufmann, and came to America in 1885, when but nineteen years of age. He was, therefore, young enough to effect a complete assimilation to American ideals and methods of thinking, and young enough to give up any or all of his old world traits. On the other hand, he was old enough to amalgamate his European training to the opportunities of America, creating within himself a sweet and harmonious synthesis.

Mr. Kaufmann's first job in the new world was to become a clerk in New York at \$6 per week. Ten years ago he came to Youngstown, and in due time became a manufacturer of gas mantles and lamps, organizing the Block Gas Mantle Company, and becoming its President. His venture proved a tremendous success and made it possible for Mr. Kaufmann to devote time and energy to the interests of his fellow men "less fortunate than ourselves."

Mr. Kaufmann is the active head of the War Sufferers' Committee of Youngstown, a Trustee in the Temple and member of many charity organizations.

He was married to Miss Rose Haber of New York City and four children have blessed their union, named Edward S., who is in the army; William D., Ferdinand J., and Theodore A.

In religion Mr. Kaufmann is a Reformer. He had received a Talmudic education, and his children have all been trained in the essentials of the Jewish faith.

MAX KESSELMAN

Most men are well content if they have achieved a fair success by the time they have reached or passed the prime of life. It is only in exceptional cases that we are able to record the history of a self-made man who arrived at a position of wealth and eminence before he is yet thirty years of age.

Such, however, is the experience of Mr. Max Kesselman, who was born in Valina, Guberne, Russia, February 25, 1894, and came to America in 1910. Finding his way to Shelby, Ohio, he obtained his first employment as apprentice to a printer, for which he received \$5.50 per week. Being very ambitious for a business of his own, he started peddling junk, but having no capital, he decided to continue the printing business until he had saved up enough to start in on a larger scale. He then went to Marion, Ohio, and started buying and selling in a modest way, and the experience he had previously gained proved very valuable to him at this time. By hard work and the application of his unusual abilities he has built up the large institution known as the Marion Junk Company, which is doing a most flourishing business.

Mr. Kesselman, although a very young man, is most thoughtful for others and is a liberal contributor to the Denver and Los Angeles sanitariums, as well as many other charitable organizations. He is also a devoted son to his aged parents, upon whom he bestows all comforts which his prosperity makes possible.

At this writing he is serving his country in the army, where he will doubtless make a record as creditable as that which he has achieved in civilian life.



OTTO KAUFMANN

MORRIS KINGSBACHER

At 637 Liberty avenue, Pittsburgh, is located the wholesale jewelry establishment of Mr. Morris Kingsbacher. Upon entering his place of business, which bears every evidence of able management and modern ideas, one might expect to find it the product of at least more than one generation of the best type of American business man. However, this is not the case, as the owner and proprietor, Mr. Kingsbacher, did not see our shores until he was nineteen years of age.

Morris Kingsbacher was born in Thalheim, Wittenburg, in 1847, and came to America in 1866, the first years representing a bitter struggle for a foothold, but he persevered and was finally able to start a small business of his own, which has developed into the present prosperous establishment known as Kingsbacher Brothers.

Not only is Mr. Kingsbacher a successful business man, but he also finds time for connection with many philanthropic organizations, prominent among which is the Jewish Federation. He is also most generous in his gifts to hospitals and never turns a deaf ear to a worthy appeal for assistance.

Mr. Kingsbacher was married in New York in 1882 to Miss Sophie Friedenheit, and they have three daughters and one son, all of whom are married. The son is at the present time in the employ of the government.

Their family is a fine representation of ideal American citizenship, which might well be emulated by many native-born sons and daughters of our republic.

IGNATZ KLEIN

Klein's restaurant, located at 736 Prospect street, Cleveland, Ohio, is very popular because the food is always excellent and the service perfect.

The owner of this establishment, Mr. Ignatz Klein, is a thorough student of human nature, a courteous and enterprising business man, who has made it a principle to give everybody a square deal, and has always lived true to his precepts.

Mr. Klein was born in Hungary on August 16, 1873, the son of Israel Klein, who was a supervisor of the government forest lands in the county of Berger.

When thirty years of age, Mr. Klein first landed on our shores, the date of his arrival being November 10, 1903. He first found employment as a waiter at \$6 per week, and after having saved a few hundred dollars, he opened a restaurant of his own in Cleveland, where he has since remained, and where his rapid rise is regarded as most remarkable in business circles.

Having established a prosperous business, Mr. Klein turned his attention to those in less fortunate circumstances than himself, and contributes to every charity that applies to him for aid. He is most generous in his gifts to the Mount Sinai Hospital, St. Luke's Hospital, the Denver Sanitarium, the Federation of Jewish Charities of Cleveland and other similar organizations.

Mr. Klein also finds time for affiliation with a number of fraternal orders, among which we wish to prominently mention Independent Order B'nai B'rith, the Odd Fellows, Baron de Hirsch Society and the Hungarian and Independent Aid associations. He is also a prominent member of Congregation B'nai Yeshurun.

On September 2, 1906, Mr. Klein was married to Miss Ethel Unger of New York, and they are the parents of two sturdy boys, both of whom are attending school.

Mrs. Klein is a woman possessed of much executive ability and is very actively interested in the work of the Temple to which she belongs.

Mr. Klein's advice to the young is as follows: "Be honest and always do the right thing." And his own life is an excellent example of the success which is to be achieved through adherence to these principles.

SIMON KLEIN

In the life of Mr. Simon Klein we have another example of a man who sees opportunity in that which the ordinary individual passes by. As Mr. Connolly, the popular lecturer, has said, "There are acres of diamonds all about us if we could but see them."

Mr. Klein was born in Kavno, Guberne, Russia, in the year 1859, and was married to Miss Fanny Price of his own native country in 1883. In 1892 he decided to try his fortunes in the new world, and came to New York. He immediately saw a big opportunity in the buying and selling of waste materials and engaged in this line without delay. After spending one year in New York, he went to Providence, R. I., and established the business of which he is sole proprietor today, located at 108 Chalkstone street, and is one of the most prosperous institutions in the city.

Mr. and Mrs. Klein have a fine family of nine children, two boys and seven girls. The two sons, Max and Abe, are in business with their father. The daughter Annie is married to Mr. David B. Isenberg, a prominent insurance man of Worcester, Mass. Jennie is the wife of Harry D. Bellan, one of the leading attorneys of Providence, R. I. Max married Miss Fenistein of Providence, and Abe, Miss Bender of the same city.

Like all good Jews, Mr. Klein is very conscientious regarding the observance of all the rights of his church and is past President of both the Congregation and B'rith Abraham. He is also a prominent member of Avas Sholom Congregation and I. O. B. A., and is most generous in his contributions to all other charities.

LOUIS V. KLEINE

Perhaps no line of business demands in its management a more thorough and sympathetic knowledge of human nature than the hotel business. To be successful in this line a man must not only be thoroughly proficient in business, but also must be keenly alive to the demands of the public. He must be of genial personality and possess an unusual capacity for organization.

Such a man is Mr. Louis V. Kleine, owner and manager of Gettys Square Hotel, located at Gettys Square, Yonkers, New York.

Mr. Kleine was born in Hungary in February, 1868, the son of Mr. Wm. and Rebecca Kleine. He came to America in 1889 and during the first months experienced the usual hardships of the emigrant, working in various restaurants on the east side of New York, and finally as salesman in department stores, and men's furnishings.

He then started in the hotel business, for which he seems to have been peculiarly adapted, and has been very successful.

Mr. Kleine is prominent in fraternal organizations, being a member of the

Masons and Elks, and is also most generous in his gifts to charities, and is affiliated with the Federation of Charities of New York.

He was married in New York in 1891 to Miss Caroline Tepper, who is also very popular in their social circle.

Mr. Kleine is a fine representative of prosperous useful citizenship and is one of the most popular men in Yonkers.

SIMON KLOTZ

By far the most respected member of the Jewish community of Birmingham and one of the most conspicuous Jews of America is Mr. Simon Klotz, French Consul at Birmingham and for many years a strong link binding France with this country. He was born in Nancy (France) on the 16th of December, 1855, and he comes from a family which has contributed very greatly to the making of America.

When Simon Klotz arrived on these shores, he sought out a town in Louisiana where other members of his family resided. This happened in 1872. He went to Klotzville, a town named after his uncle and brother who had served the cause of the South and the Confederacy in the Civil War. Twelve years later he went to Birmingham, Ala., where he resides today and where he engaged in business, first as a partner with Caheen Brothers (his brother-in-law), and then for himself. He conducts his business today in the Brown-Marx Building of Birmingham under the firm name of S. Klotz, insurance and real estate.

As can well be expected, Mr. Klotz is a very busy and occupied man and his community places upon him manifold cares and responsibilities. There are many offices and dignities which his fellow-citizens have bestowed upon him and will in the future. Mr. Klotz stands exceptionally well with his Gentile fellow-citizens, and, as has been remarked, the government of his mother-land saw fit to appoint him to the responsible position of French Consul at Birmingham, Ala., an honorary life-position which he has held with great dignity for the last twenty-three years. The French government has also bestowed a decoration on him when he visited that country at the beginning of the present war.

Mr. Klotz is the organizer and President of the Birmingham Federation of Jewish Charities, and it was his idea to do away with unnecessary flower-offerings at the death of relatives and friends and to send the money thus saved to the Federation for worthy charitable purposes. The Federation has actually consolidated all the charity-work of the city and is exceptionally successful in its collections and ever-increasing membership.

In addition to the Federation, Mr. Klotz is associated with the Jewish Relief Fund for War Sufferers, of which he is Honorary Secretary. For four years he had been President of Temple Emanuel and is now a Trustee of the Congregation. Mr. Klotz is also Chairman of the Masonic Relief Committee for the city of Birmingham and had been an Alderman for eight years.

On June 28, 1882, Mr. Klotz was married to Miss Camille Caheen, who was born in Louisiana. There are two children of this marriage, a son Raymond, associated with his father in business, and a daughter, now Mrs. Marcelle Hagedorn.

ISIDOR KLINE

All of the fine traits of character which the foreign-born Jew has brought to bear upon his life in America seem to be combined in the person of Isidor Kline of Niles, Ohio.

Like many young Jews who have come to our shores, he landed in America poor in pocket, but with high ideals for the future, which have developed into a highly useful citizenship and financial prosperity.

Isidor Kline was born in Szanto, Hungary, September 29, 1848, the son of Adolph Kline and his wife, Rosa. His father was a successful lumber merchant and an authority on Jewish scholarship.

The story of Mr. Kline's struggles would prove an inspiring example for any young man who felt that he was starting life under a great handicap. However, only a few brief points may be brought out within the scope of this biography.

During the first seven years of his life in America Mr. Kline worked in a grocery store in Cleveland for the meager sum of \$25 per month and board. By the exercise of great economy he managed to save \$500, and with this capital went to Niles, Ohio, and opened a liquor store, where he was very successful until 1908, when the city went dry, and he opened a grocery store. After seven and one-half years the citizens again voted the city wet, and he started another liquor store, which he ran successfully for two and one-half years, when it was once more voted dry, and he again changed his business to that of a grocery store. During these many changes Mr. Kline's popularity and rare business ability have enabled him to steadily prosper, and he is today one of the foremost citizens of Niles.

Mr. Kline was married in Cleveland, Ohio, June 9, 1888, to Miss Lena Friedman, who has shared his early vicissitudes and later successes, and is well known in Niles and Cleveland society as a charity worker who is always ready to contribute both time and money to any worthy cause, irrespective of race, creed or religion.

Both Mr. and Mrs. Kline contribute to all national as well as local charities, and Mr. Kline is a member of Congregation Rudolf Sholem of Youngstown, Congregation of the Children of Israel, the H. B. S. U. of Cleveland, B'rith Abraham Lodge and is Trustee and former Ruler of the Elks. One of the facts of which Mr. Kline is justly proud is that he landed in this country without any money, and has never yet received assistance from any one.

JACOB KNOFSKY

If every struggling young man who at times feels discouraged and believes that the entire world is arrayed against him, could know the intimate details in the life of Mr. Jacob Knofsky, he would take heart again and continue with new courage and determination.

Mr. Knofsky was born in Dubitz, Russia, September 15, 1866, his father Abram Knofsky being a merchant and also a Jewish scholar.

When Jacob Knofsky came to America, he had none of the advantages possessed by the American born boy. He knew nothing of the language, manners or customs of our people, and was without money, friends or influence to assist him. It is certainly a long step upward from the first barren years of his life when he bought and sold rags in Warren, Ohio, until the present time, when he is recognized as one of the leading scrap iron dealers of that city.

Mr. Knofsky was married in Russia in 1887 and his wife has been an



ISIDOR KLINE

ideal mother to their children as well as a kind-hearted, public-spirited woman who has done a great deal of valuable work for the various charities in her community.

It is not surprising that the Knofsky children should possess a large amount of business ability, as they are descended from a long line of successful merchants and had the advantage of their father's precept and example.

On May 1, 1917, Mr. Knofsky incorporated his business, and his sons Roy, Isidor, Harry and Ody, as well as his daughter Ida, are connected in some capacity with the business. The daughter Sophia is married to Mr. Saul Shackne. Abraham and Esther are still going to school.

Mr. Knofsky feels that his children deserve considerable credit for the later success of the business, as they have brought to it a great deal of enthusiasm and true American business methods.

RUDOLPH C. KOBLITZ

There is not a man in Cleveland, Ohio, whose promises are more respected and whose business integrity is better regarded than Rudolph C. Koblitz, senior member of R. C. Koblitz & Son.

Mr. Koblitz has spent most of his life in America, having come to this country at the age of fourteen. He peddled rags for the first three years, in New York, and then went to work for his brother who was in the general junk business. He remained there for five years, and then started out as traveling salesman for a stove concern, with whom he was connected for the following three years.

He then formed a partnership with his brother-in-law, Mr. Adolph Kohn, and they started a scrap iron business under the firm name of R. C. Koblitz Company. This partnership existed for the next ten years, when a Mr. Stone was taken into the company, and the firm was known as Stone, Koblitz & Kohn. Later Mr. Kohn retired, and for the next three years it was known as Stone & Koblitz. Some time after Mr. Koblitz again formed a partnership with Mr. Kohn, and when their sons became of age, they were also given an interest in the firm. Koblitz, Kohn & Co. was incorporated in October, 1912, and some time later Mr. Koblitz retired from the firm, although it still carries his name. In 1916, finding inactivity rather irksome, Mr. Koblitz decided to go into business again, so he started a metal business with his son, Martin, the firm name being R. C. Koblitz & Son.

Mr. Koblitz was married in Cleveland January 16, 1888, to Miss Matilda B. Smitz, well known in Cleveland society as a charity worker. Both Mr. and Mrs. Koblitz are most generous in their contributions and Mr. Koblitz is also prominent in the B'nai B'rith, and is a member of Grieses Temple.

ISADOR LOEB KNOFSKY

The Oriental people are the great rug makers of the world. Into the intricate patterns they have woven all the joyous romance and dark mysteries of the east. Their masterpieces are enduring things of beauty, which are symbols of life itself, for every life is woven of an infinite variety of lights and shadows, joys and sorrows, trials and triumphs. Even the weaver himself knows not the full beauty until the pattern is complete.

This may fittingly be compared to the career of Mr. Isador Loeb Knofsky, who, although still a very young man, has attained remarkable success, which presages a brilliant future.

He was born in Ahroan, Russia, May 12, 1894, and in the summer of 1899 was brought by his parents to America.

His father started in the iron and metal business, and young Isador attended the public schools at Warren, Ohio. When he was ready to enter high school he had to make a decision between giving up school or earning the money to maintain himself while he attended school. The decision he made demonstrated the strength of character and desire to succeed which have always been his salient characteristics.

He decided to continue at school and worked morning and evening on a wagon soliciting junk.

After graduating from high school he attended business college, still earning his own way, and graduated in 1915. He then started working for his father as salesman, and the following year was made a member of the firm, being given complete charge of the business at Sharon, Pa. He is also Vice-President of the Warren Iron and Metal Company, the original business organized by his father. The Sharon firm is known as the Sharon Iron & Metal Company.

Thoroughness has been Mr. Knofsky's motto in every undertaking and in a recent interview, when asked what his advice would be to young men just starting out in business, he replied: "Honesty and continually bearing in mind that 'what is worth doing is worth doing well.'"

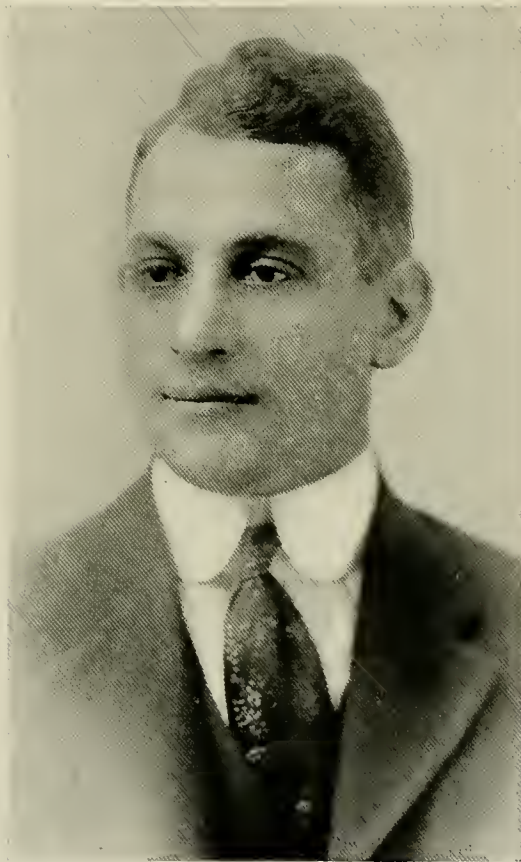
He finds time, in addition to his many business activities, to affiliate himself with a number of organizations, prominent among them being the Young Men's Hebrew Association of Youngstown, the Anshe Schwort of Youngstown and the Odd Fellows of Warren.

By the time the sun of Mr. Knofsky's life reaches its meridian, we feel safe in predicting that the business world will be unable to produce his peer.

DR. WILLIAM KOHLMAN

It can readily be imagined that the Surgeon-in-Chief of the Touro Infirmary of New Orleans, La., which is the finest institution of its kind in the South and one of the very best and finest in the whole country, must necessarily be a recognized leader in the medical profession. And Dr. William Kohlman has held that position for many years. For, in 1901, when a successor was to be selected to the late Dr. Loeber in the medical administration of that hospital, the choice fell at once and as a matter of course upon Dr. Kohlman.

Dr. Kohlman's education and preparation for his chosen field of labor at once placed him in the forefront of his profession. He was born in Kirchheim, Germany, the son of Lazarus and Regina Kohlman, on June 6, 1863. He attended the public schools of his native town and then passed to the academies of Gruenstadt and Kaiserslautern. Upon his graduation from these



ISIDOR KNOFSKY

institutions, he took up the study of medicine when but nineteen years of age at the University of Wuerzburg, and graduated from that University and the University of Heidelberg. Thereupon, he was for a short time engaged in the practice of his profession and later rendered valuable services in the capacity of surgeon in the German Army.

In 1891 Dr. Kohlman arrived in this country, going to New Orleans, where he has almost from the day he arrived occupied a position of prominence and leadership in the city and community. His keen intellect, his thorough education and his great capacity for work at once led people to feel confident that many and great benefits would accrue to the community from his residence and the practice of his skill. And the period of more than a quarter of a century has proved that the confidence had not been misplaced. For today he is recognized by the profession and the laity alike as one of the foremost authorities in the medical profession of the entire South. Aside from the high position he occupies in the Touro Infirmary, he also holds positions of importance and great responsibility in other institutions of the city and state. He is professor of gynecology in the Post-Graduate School of the Loyola University; he is the Chief Visiting Surgeon in the Gynecological and Obstetrical Division of the Charity Hospital; the Chief Gynecologist and Obstetrician of the Touro Infirmary; the Consulting Gynecologist of the New Orleans Dispensary for Women and Children, and holds membership in the New Orleans, the Southern, and the American Medical Associations and also in the Southern Surgical Association and the American College of Surgery. And all these have greatly benefited by his superior skill and vast knowledge, not only through their personal contact and association with him, but also through the numerous papers, pamphlets and lectures of his which have been of inestimable service to the members of his profession.

Dr. Kohlman is as great a favorite in the fraternal and social circles of the community as he is in the medical societies with which he is connected. He is a member of the Harmony Club, of the Jewish Orphans' Home, of the B'nai B'rith and the Masonic fraternity and contributes liberally, not only of his means but also of his time and attention, to the various charitable and philanthropic endeavors of the city and community.

ADOLPH KOHN

Under another heading in this volume we have outlined the career of Mr. Rudolph Koblitz, prominent business man of Cleveland. It is now our pleasure to record a few facts with reference to his business associate and life long friend, Mr. Adolph Kohn, who is one of the most influential and prosperous citizens of Cleveland.

His education was obtained largely in the world of business, and he knows from experience that riches and power are not easily won. He also knows that determination and hard work can overcome almost every obstacle.

Adolph Kohn was born in Czegni, Hungary, in the year 1856. His father, Jacob Kohn, died shortly before he was born. His mother, Clara, lived until he was about two years old, when she, too, was taken to that land from whence no traveler returns. He then lived in the family of an uncle, and from the time he was eight years old until the age of twenty, when he came to this country, he did any odd jobs that came to hand, as it was necessary for him to be self-supporting.

Landing in New York penniless he went direct to Cleveland, which has been his home ever since. He became a peddler of small merchandise, and continued for eighteen months, when having saved a little money he went

into the rag business, and continued for two years, after which he formed a partnership with his brother-in-law, Mr. Koblitz, and they have been associated in business nearly all the time since 1879.

Mr. Kohn was married in Cleveland June 17, 1883, to Miss Rose Koblitz, prominent in Cleveland as an ardent charity worker, who is always willing to give up her time and money to every worthy cause.

Mr. Kohn is a member of the Euclid Avenue Temple, is an enthusiastic promoter of all associations for Jewish uplift, and gives his hearty co-operation and financial assistance to every worthy charity.

The Kohns have a fine family of two boys and two girls.

SAMUEL KOPPELMAN

The Jews are by nature and tradition an agricultural people. History reports the sons of Shem building their first cities remote from the chief arteries of commerce, and only centuries of persecution has diverted the Jewish mind from his pastoral occupation to that of trade and barter in which he has become equally skilled. This has shown the great versatility of the nation, as they have become recognized leaders of commerce.

It is a great pleasure to record the history of two figures in the financial life of Creston, Ohio, Messrs. Samuel and Dave Koppelman, whose life histories are of the utmost interest.

The elder brother, Samuel Koppelman, was born in Vilna, Guberne, Russia, in August, 1871. His father, in addition to the operation of a junk yard, was an accomplished Jewish and Russian scholar.

Mr. Koppelman was married at the age of 21 to a young lady of the same name, Miss Sarah Koppelman, daughter of Nathan and Sophie Koppelman, and two years later they came to America. Deciding to try his fortune in Cleveland, Ohio, he started peddling junk, which he continued very successfully for seven years. At the expiration of that time, he went to Creston, Ohio, and started the junk yard where he and his brother have been so successful and have accumulated a nice fortune.

Mr. and Mrs. Koppelman have two children. Ida, the daughter, has graduated from high school and is studying piano. Nathan is in college and is being educated for violin and cornet playing.

The Jewish trait of liberal philanthropy is very marked in the Koppelmans, who give liberally to all charities. Mr. Koppelman is a member of Knights of Joseph and B'rith Abraham.

The career of the younger brother, Mr. Dave Koppelman, is set forth in a separate biography.





JACOB KOVINSKY

DAVE KOPPELMAN

On another page in this history we have outlined the events in the career of Mr. Samuel Koppelman, wealthy citizen and philanthropist of Creston, Ohio.

It is with equal pleasure that we record the events in the career of his younger brother, Dave, who came to America four years after Samuel landed.

He was born in Vilna, Guberne, Russia, January 10, 1884, and at the age of fourteen landed in New York, starting his financial career as so many prominent men have done, selling papers on the street, where he learned the first elementary rules of business. This he continued for six months when he went to Cleveland to his brother and learned the trade of cigar maker. Not finding this to his liking, he started peddling small merchandise which he continued successfully for three years, when he engaged with his brother in the junk business. Eight years later, he opened a fruit store in Cleveland, Ohio, followed by a venture in the soft drink business, but neither being successful he again joined his brother in the junk business at Creston, Ohio, and they have been in partnership ever since.



He was married June 16, 1902, to Miss Elizabeth Epstein, of Cleveland, Ohio, and they have six fine children, three of whom are old enough to be in school.

Like the Samuel Koppelmans, Mr. Dave Koppelman and his wife are devoted to the promotion of various charities and are most liberal in their contribution of both money and time.

Mr. Koppelman is still a young man and has a long career of success and usefulness before him, which will be devoted to the welfare of his family, his city and his nation.

JACOB KOVINSKY

We are told that some men are born great, some achieve greatness and some have greatness thrust upon them.

History has proven this truism, but it has also shown that the names which long endure are those of men who achieved greatness, who wrested from reluctant fortune the things which they desired and which were worth while.

Our country is the great arena where many of these commercial battles have been fought, and nothing more dramatic is recorded in the annals of history.

Jacob Kovinsky is a fine example of this type of man. He doubtless inherited vigorous qualities of mind from his father, who was a successful iron merchant and a great Jewish scholar.

He was born in Suwalk, Guberne, Poland, September 15, 1883, and came to America in May, 1894. He landed with his parents in Windsor, Canada, and attended the public schools for three years following. During this time he peddled eggs after school hours and assisted his father.

At the age of thirteen his native independence of spirit asserted itself and he started peddling notions. This he continued for three years, when he moved with his parents to Chatham, Ont., and with the little money he had been able to save, began buying junk, selling to his father, who was in the metal business,

His parent moving to Detroit, he started out on his own account at Pontiac, Mich., buying metal and storing it until he could sell to advantage. This business he successfully conducted on the small capital of \$213, which is all he had besides his horse and wagon when he arrived in Pontiac.

Thus he continued for three years, gradually building up his business.

He was married December 25, 1901, to Miss Ida Sterling, and Mr. Kovinsky attributes much of his subsequent success to her assistance and rare judgment.

His business grew very rapidly, until today he is doing an annual business of \$300,000 and has accumulated real estate in Pontiac and Detroit to the extent of over \$125,000.

Mr. Kovinsky advises young people to save their money and go into business for themselves. To be thrifty, honest and persistent, and success will follow.

They have four children, who are going to school, being educated in music and are being given many advantages which their father was not privileged to enjoy.

Mr. Kovinsky is a member of Beth Israel Congregation of Detroit, founder and President of the congregation of Pontiac, to whom he gave his hall and lights free; also all necessary financial support until it became self-supporting.

Mr. and Mrs. Kovinsky subscribe liberally to hospitals and other charitable organizations, Mrs. Kovinsky being a staunch supporter of the Home for the Aged.

They are devoting much of their time as well as money to the promotion of these institutions, and Jews and Gentiles alike have cause to be grateful for their remarkable generosity.

JOSEPH KOVINSKY

Robert Louis Stevenson has said: "O toiling hands of mortals! O unwearyed feet, traveling ye know not whither! Soon, soon, it seems to you, you must come forth on some conspicuous hill-top, and but a little way further, against the setting sun, descry the spires of El Dorado. Little do ye know your own blessedness, for to travel hopefully is a better thing than to arrive, and the true success is to labor."

One of those pilgrims to the Shrine of Success, who traveled hopefully and finally arrived at the goal of his ambition, is Mr. Joseph Kovinsky.

He was born in Suwalka, Guberna, Russian Poland, in 1871, and came to America during the summer of 1887. Landing in New York, he worked as operator in a pants factory for six years and then went to Windsor, Canada, where he started to peddle poultry. He then moved to Chatham, and with his father started to peddle junk, where he continued about two years. He then sold his interests and went back to Windsor, where he opened a junk yard on a small scale and later bought the present large establishment, which he owns and operates.

Mr. Kovinsky's struggle was very difficult at times, as he had very little capital with which to begin, but he was given most able assistance by his wife, who worked as hard as he and after the first two years conditions became much easier for them.

He not only operates the large junk yard, but is also an owner of considerable real estate in Windsor and Ford City, Ontario.

The Kovinskys have nine children, five boys and four girls. Abraham is a doctor in Detroit, who is very charitably inclined and gives much of his



JOSEPH KOVINSKY

time and skill to charity without any remuneration whatsoever. The daughter Lottie is married to Edward Wolf of Detroit, and the rest of the children are all in school.

In addition to Mr. Kovinsky's multiplicity of business interests, he is vice-president and treasurer of Windsor Shera Zedek, and also a contributor to the Detroit Ladies' Hospital, and has aided in the construction of the Talmud Torah of Windsor.

JOSEPH KRALL

It is not given to many men to find early in life the true vocation for which they are best fitted. Experience is the best teacher, and cultivates a power of discrimination which enables the man to find his proper groove in the business mechanism.

Such was the case with Joseph Krall, who was born in Zebrarsh, Austria, March 15, 1868. He did not come to America until 1890, and landing in New York set out to learn the trade of shirt making. He did not find this occupation congenial, however, so he went to Providence, R. I., and began peddling table oil cloth. Later he spent some time in a textile mill, where he acquired much valuable experience, although the salary was only \$7.50 per week. This led to his establishment of the present business devoted to floor coverings, which has proved a wonderful success.

Mr. Krall was married in Austria in 1887 to Miss Bertha Tishler, who is very popular in their circle of friends and acquaintances.

In addition to generous gifts to charity, Mr. Krall is quite active in a number of fraternal organizations, being Past President of I. O. B. A., Past Treasurer Workmen's Association, and is also a faithful member of Avas Sholem Congregation.

BEN KRAMER

Until very recent years, historians have been too prone to write beautiful memoirs of departed great men, leaving unchronicled the important events happening in their own era.

We of today like to believe that the present is just as interesting as the past; that nothing more wonderful has happened than the history which our own contemporaries are making.

It is therefore a great pleasure to record the events of a successful career; one only well begun, it is true, but already replete with brilliant achievement.

Ben Kramer was born in Cleveland, Ohio, May 15, 1885. His father, Jacob Kramer, was a prominent iron dealer of that city, and when only eight years of age Ben began helping him in the business. Here he served a hard apprenticeship until 1907, working 14 or 15 hours a day.

He then engaged in business for himself and during the next seven years achieved such marked success as an iron and steel broker that he claimed the attention of Mr. A. Rotter of Detroit, who offered him an interest in his business. This offer he accepted, and the next two years as manager of the firm marked another epoch in a remarkably successful career.

At the end of this time he was taken into full partnership in the firm of

A. Rotter, who have an international reputation and are ranked as one of the largest iron and metal businesses in the world.

Mr. Kramer was married in Cleveland, June 14, 1907, to Miss Ida Levine, and their liberal philanthropies are well known to all worthy charities and Jewish organizations in Detroit and Cleveland.

Mr. Kramer is a member of the Temple Beth El, B. P. O. E. Lodge No. 34 of Detroit, Past Chancellor K. of P. of Cleveland, Independent Aid of Cleveland, member of Cleveland and Detroit charities, Denver Sanitariums and Jewish Hospital.

Like many other prominent men who have been denied the privilege of much academic instruction and has been obliged to depend upon their own native ability and the knowledge they could obtain from reading and observation, Mr. Kramer places very high value on a good education and urges all young men to go to school just as long as possible.

While he has attained an enviable position unaided by such advantages, many other young men would have failed absolutely, and certain it is that his own path would have been much more smooth had he been able to acquire a good education.

He also believes in the gospel of hard work, as, without close application, the most brilliant talents are often of little value.

The third requisite of success—"To be fair in all your dealings"—is a principle to which Mr. Kramer has faithfully adhered during his entire business career, and he considers this the most important of all.

HYMAN KRAMER

Perhaps no industry in our country enables a shrewd business man to gain an insight into the possibilities of the junk business as railroading. In this line Mr. Hyman Kramer found his first employment in America, and it was a stepping stone to the larger business achievements which have since distinguished his career.

Mr. Kramer was born in Cleveland, Ohio, November 13th, 1883, the son of Joseph and Pauline Kramer, his father being in the metal business in his native city. He was given a high school education and after completing his course began working for the railroad company. He remained five years and when he left their employ had gained the position of yard clerk. He then went to Cleveland, where he was employed as car dispatcher for the N. Y. C. & St. L. This position paid \$90.00 per month and he remained five years.

He then decided to look about him for a good location, in which to establish a business, and his father having moved to Detroit, he was induced to go there. His success was phenomenal from the start, but feeling that he wanted to operate on a larger scale, he interested some capital and organized a company under the firm name of Hyman Kramer & Company. At the present time they have an immense modern plant, humming with activity and emanating an atmosphere of prosperity.

They own property on both sides of Twenty-fourth street, their holdings extending from 627 to 637.

Mr. Kramer at this writing is unmarried and resides with his parents. Although a very young man and burdened with many business cares, he is still prominent in fraternal and religious organizations, being a Mason and a member of the 29th Street Synagogue. He is also a member of Temple Beth El, Talmud Torah, and contributes liberally to the Denver Hospital, as well as all local charities.

Mr. Kramer is very highly regarded in Detroit and is considered one of the city's most able and dependable business men.

SOLOMON HENRY KUSMINSKY

The writer of these lines paid a visit to the Beaver Valley section of Pennsylvania to find suitable men whose biographies could be included in the "Distinguished Jews of America." He selected for the purpose Mr. Solomon Henry Kusminsky, of Farrell, Pa. The selection was made, under the impression and with the full conviction that not only because Farrell is Mr. Kusminsky's residence, can he lay a justified claim for such distinction, but even in the larger cities of America one would seek him out for the purpose, for Mr. Kusminsky belongs to the class of Jewish young men who deserve to be presented to the Jewish community of America.

It was by no means an easy task for the writer to obtain any information about Mr. Kusminsky, since the latter is of the kind who despise the limelights of publicity and do not consider themselves in any way superior to other people. But I learned enough details to be able to compile this short sketch.

Mr. Kusminsky is still a very young man. He was born January 5, 1882, in Tulchin, near Kamentz Podolsky, the son of Israel and Hannah Kusminsky. Mr. Kusminsky looks as youthful as his years, but after a conversation with him one soon gains the impression that here is a man who has already passed through much in his life and who is, in addition, blessed with a higher intelligence which welcomes great experiences.

At the tender age of four, the child was first brought to America by his parents, but they could not adjust themselves to the new conditions and they returned to Russia, taking their child with them. When Solomon Henry was eight years of age his family brought him back again.

He was at first sent to the Pittsburgh public schools, but he passed only through the first grades, and then, like many other poor children, he was tossed upon the battlefield of life. He was then only about twelve years of age and he found employment for \$1.00 a week in a tinware store. Later he left this place and went to work as a cash boy in a department store. Afterwards he became a messenger boy for the telegraph company and then he found a berth as clerk with the telephone company, at which he stayed for fully eight years.

In 1906 he came to Farrell. He had but a scanty sum of money with him, but a thorough life-experience unusual for his years. His past connections have earned him a good name and he decided to utilize it for his purposes. He opened a small store which gradually began to expand, and under his able management and through honest and diligent work the business grew to large proportions. It existed for nine years. In 1915, realizing that the rapid growth of the city necessitated a department store, he organized the Farrell Dry Goods Company, becoming its general manager. Thus Mr. Kusminsky came to be the head of a large department store which could easily fit into a town larger than Farrell.

So much about Mr. Kusminsky's achievements in business. In the Jewish life Mr. Kusminsky is highly important for his activity in the Zionist movement.

He was one of the first and most active young Zionists of Pittsburgh. For ten years he has been prominently connected with the organization known as "Tiphereth Zion," and he was one of the pillars on which the Zionist movement was built in Pittsburgh. No toil was ever too hard for him, no sacrifice too great whenever Zionism was the issue. Outside of his Zionist activity Mr. Kusminsky is not active in social life, being too much taken up with his business, but he belongs to every important Jewish institution in Pittsburgh.

Discussing the question of what constituted success in life, Mr. Kusminsky answered after a few moments of consideration, "Persistent, honest work must always be crowned with success."

Mr. Kusminsky is the father of two children, Evelyn, aged eight, and Bernard, six years of age. Their mother, nee Pauline Averbach, died in May, 1914, and Mr. Kusminsky has since devoted his life to the education and making happy the two children, who are under the tutelage of their grandmother in Pittsburgh.

CHARLES LANDAY

While Mr. Charles Landay is not by any means an old man and is still actively engaged in the management of his business, he has been for over a quarter of a century a most prominent actor in that most fascinating of all dramas, American business life.

Charles Landay was born in Podola, Gubernce, Russia, in the year 1856. He was 32 years old before he decided to come to America, an age when most men would consider it rather late to embark upon a new career.

He landed in this country July 3, 1888, and found his way to Pittsburgh, Pa., where he peddled dry goods for six months. Finding this most unsatisfactory, he started buying and selling junk, and three years later went to Washington, Pa., where he opened a junk yard. Under his able management the business has proved a wonderful success and goes to show conclusively that Mr. Landay's doctrine of "Hard work and a business of your own," if faithfully followed, is bound to produce results.

Mr. Landay was twice married; first in Europe and then in America, in 1891, to Miss Rifka Goldenberg. He has nine children, three girls and six boys, who seem to have inherited their father's business ability, as the two older sons, Morris and Louis, are prominent steel workers in Pittsburgh. The others are still in school, with the exception of the daughter Pearl, who is married to Mr. Sam Cohn, a manufacturing jobber of Washington, Pa.

Like all good Jews, Mr. and Mrs. Landay regard liberality in matters of charity as a sacred duty and are very active in the promotion of all societies for public betterment. They not only contribute liberally to all local activities, but the Denver and Los Angeles sanitariums as well.

Mr. Landay also lends valuable assistance to Talmud Torah and the Loan Association, being President of both organizations. He is also prominent in the Congregation Beth Israel and on the Board of Trade.

MORRIS LANDSKRONER

Unfailing courtesy is one of the biggest assets that a business man can possess. This is especially true in the case of a man who is continually being brought in touch with the public, as is the case in a barber shop.

Although Mr. Morris Landskroner is very reticent about his extraordinary success in this line of business, his friends and business associates have not failed to appreciate the sterling qualities which have contributed to his remarkable rise, and we do not feel that this volume would be complete without his interesting history.

Morris Landskroner was born in Serecl, Bukvania, October 3, 1883, the son of Mr. and Mrs. Sherl Landskroner. His father was one of the prominent citizens of his native town and recognized as an absolute authority in all matters of Jewish scholarship.

In the year 1903 Morris, then a young man of 20 years, came to America, landing on our shores October 3. As he had learned the barber trade in Austria, he secured a position at this work upon his arrival in America, and after working six months decided to go into business for himself. He continued in New York for ten years and then went to Cleveland. For the first year he worked with a Mr. Stein, who was located at 1976 East Ninth street, and then having opportunity to buy the business, he assumed entire control and has been at this location since that time.

Mr. Landskroner has been remarkably successful. His business has grown to be one of the largest of its kind in the city, yielding to him consequent



JOSEPH LASDUSKY

financial prosperity, the benefits of which are not enjoyed by himself alone, as he is most generous in his gifts to charities, both local and national.

Mr. Landskroner was married in New York City, May 22, 1904, to Miss Lena Rubin, and their family consists of two fine boys, who are going to school.

Like all successful business men, Mr. Landskroner realizes the necessity of hard work and absolute honesty. These are the principles which he feels should be strongly impressed upon the minds of the young, as they are the golden keys that unlock the doors to a life of usefulness and prosperity.

JOSEPH LASDUSKY

Homestead, Pa., is a little but very enterprising community of the Allegheny section of the state. Among its citizens known for their rugged honesty and integrity, the writer had the occasion to interview a man who, taken from all angles, deserves that mention be made of his personality and achievements, Joseph Lasdusky, owner of a general store at Nos. 337 to 341 Eighth avenue.

Mr. Lasdusky is the scion of a scholarly family, his great-grandfather, Rabbi Moses Lesdeier, being one of the most famous Landanim of his day and time. Joseph Lasdusky's father, Moses, was named after his illustrious ancestor, and it was he who decided in 1875 to exchange their humble surroundings of a little town, Kalvaria, in Russian Poland, for the unlimited possibilities and the boundless opportunities of free America. It was, therefore, in 1875 that the subject of this article first landed on the friendly shores of the United States. Having been born on the 4th of September, 1870, he was just five years of age at the time, and there can scarcely remain with him any memory of his native land. Mr. Lasdusky is as thoroughly American as conditions could make him; and by his breeding and education he typifies the successful American business man. Withal, he is ardently Jewish, and while his brothers and even his sons changed their patronymic to "Lasday," Mr. Lasdusky staunchly sticks to his traditional family name, even though he realizes that circumstances might justify such action on the part of his other immediate relatives.

At the age of ten, Joseph Lasdusky began a struggle for existence, selling matches, and then at eighteen he became a clerk in a store. Two years later we see him conducting a little store in Coal Center, Pa., and at the age of twenty-two he settled in Homestead, where he owns the general store of which mention has already been made. The store, small and insignificant at first, is today the pride of the town, and its owner, one of the pillars of society. Mr. Lasdusky is a great communal worker, is very prominently connected with the Congregation Rodeph Shalom, of which he was President at the time of the construction of the beautiful synagogue that was built in 1914, which is in itself a pride and a credit to the Jewish community of Homestead. He was also President when the first synagogue was built in 1899. He is now a member of the Executive Committee to construct a new \$200,000 hospital, and also a member of the Board of Directors of Homestead Hospital. Was very active in Odd Fellowship in all its branches. He was the President and a member of the Executive Board of the local B'nai B'rith and he was also a number of times delegate to its conventions. He is a Director of the Home of the Orphaned and Friendless Children of Erie, Pa., which is an institution founded and organized by the order. In the elections for the Jewish Congress, held in June, 1917, Mr. Lasdusky appeared as a candidate for delegate. He is also a Director of the Home for the Aged of Pittsburgh and a former President of the local lodge of the I. O. B. A.

Mr. Lasdusky's interest in matters of education caused him to accept

office as Chairman of the Educational Committee of the Independent Order B'nai B'rith. This committee looks after the religious training of the Jewish inmates of juvenile institutions in Allegheny County. Mr. Lasdusky was also the first Jew to be elected by popular vote a member of the local school board of education, for a term of seven years, serving for two terms as President of the board and having the distinction that under his administration the town built a high school and equipped it in a very modern and progressive manner.

In March, 1891, Mr. Lasdusky was married to Miss Sallie Rubin, who has proven a helpmate in every sense of the word, for she devoted herself to their home and their business. To his wife Mr. Lasdusky concedes all credit for his success in their well-established business and his activities that have accomplished so much "good to others." Mr. and Mrs. Lasdusky are the parents of four sturdy sons, two of whom, Ralph, aged 24, and Louis, aged 21, are in the service of Uncle Sam. Ralph volunteered at the beginning of the war, while Louis was drafted by his local board. The other two sons, Isidor and Harry, are students in the University of Pennsylvania.

LOUIS LEBSTER

In our lives, as in the growth of a giant oak, many years are often required to attain full development. Much time, patience and diligence are necessary for the attainment of a worthy and enduring maturity and a firmly rooted foundation is necessary for a perfection of development.

As we study the careers of some of the successful foreign-born American business men we are reminded of these facts, especially when one is fortunate enough to be able to interview such a man as Mr. Louis Lebster of Flint, Mich.

Mr. Lebster was born in Husiatyn, Austria, September 15th, 1879, and came to America in the fall of 1894. He went to Fall River, Mass., where he worked as helper in a bakery for one year at \$2.00 per week. He then went to Providence, R. I., where he worked at the same trade, at a slightly higher wage. Later we find him in Walesberg, Canada, where he went into the junk business, but after a few weeks decided that he needed a larger field for his activities, so went to Detroit, Mich. Here he entered into partnership with a Mr. Kovinsky, and remained one year. They later moved to Pontiac and here the partnership was dissolved. He returned to Detroit and engaged in the shoe business, but this venture proved unsuccessful, so he went to Flint, Mich., and in conjunction with his brother entered into the junk business. Their firm is known as Flint Scrap Iron & Metal Company, and is one of the most prosperous and modern concerns of the kind in the country.

Mr. Lebster was married January 29th, 1902, to Miss Hanna Shapiro of Detroit and they have two children, one boy and one girl.

Mr. Lebster is an active Mason and is also very devoted in his religious beliefs, being a prominent member of Congregation Beth Jacob of Detroit. He is also an ardent supporter of various charities, both local and national.



LOUIS LEBSTER

MAX LEBSTER

It is a pleasure to record the events in the life of a man of whom it can be truly said, "He took council ever of his courage—never of his fears." Few young men have been better endowed by nature and at the same time few have had more difficulties to overcome than those which opposed Mr. Lebster.

He was born in Husityn, Galicia, Austria, July 17, 1869, the son of Morris and Meria Lebster. From his father he inherited a large amount of business ability and an aptitude for culture, his father being an accomplished Jewish scholar as well as grain merchant of his native city.

He was twenty-two years old when he came to America, and having little money with which to begin his career, was compelled to accept the first honest employment which came to hand. This was in a cotton mill in Fall River, Mass., at the meager salary of \$6 per week. He remained one year, when his first great misfortune overtook him. His right hand was caught in the machinery and not only was he incapacitated for further work of this nature, but nearly lost his hand.

When he became well enough, he secured employment in a furniture store, and during the next year accumulated \$400 capital, with which he went into the furniture business for himself in Detroit, Mich. This venture did not prove very profitable and after eight years' hard struggle he decided to try the iron and metal business.

Going to Flint, Mich., he opened a scrap iron yard and at last found the vocation which was to bring him wealth and a position of usefulness and influence in the community. Mr. Lebster is a representative of that high-class type of Jew who lives up to the best traditions of Judiac law.

To him the dispensing of charity is the first duty, and in this he is ably seconded by his wife, who, prior to her marriage to Mr. Lebster, June 15, 1894, was Miss Lena Kavinsky, of Fall River, Mass.

Mrs. Lebster is devoted to all the charities of their city and is a prominent member of the Eastern Star.

At the present time Mr. Lebster is directing his talents and money toward the erection of a synagogue, which is sorely needed in their thriving Jewish community. He is the founder and President of the Flint Hebrew Congregation, is a prominent Mason and Maccabee and a member of the Flint Chamber of Commerce.

Among prominent charities having reasons for gratitude to Mr. and Mrs. Lebster may be mentioned the Orphans' Home of Cleveland, Old Age Home of Detroit and Talmud Torah.

The Lebsters have one daughter, the wife of Dr. Abe Korrisky, of Detroit.

JOSEPH LEFKOFSKY

Some one has said that the soul of a poet can be expressed in the perfection of a pie, and if that is true, the business establishment of Mr. Joseph Lefkofsky emanates the perfection of true artistry, as any one who has visited his delicatessen store at 255 Gratiot avenue, Detroit, Mich., can attest.

He was born in Bilistock, Russia, February 16, 1864, and came to America at the age of 19 years.

His first business experience was that of a salesman in a dry goods firm in Canada, where he remained four years. He then went to Chicago and started in the restaurant and delicatessen business, which he conducted for eight years. Going to Detroit, Mich., he established himself at his present location, where his business has been constantly increasing for eighteen years.

For hostesses of Detroit to serve delicacies coming from Lefkofsky's means that their guests are being given the best that the market affords, as it has been Mr. Lefkofsky's unflinching policy to keep the standard of his product up to the highest mark.

Mr. Lefkofsky was married July 17, 1886, to Miss Esther Mecanic of Toronto, Canada, and they have two sons, who are married and engaged with their father in the conduct of the business. Harry is married to Lilly Solinsky of Detroit, while Goodman's wife was formerly Miss Lea Lepsky of Brooklyn, N. Y.

They all contribute most liberally to charities and are very popular in their social circle.

ABRAHAM H. LEGOMSKY

Prominent among the business men of Ashtabula, Ohio, is the name of Mr. Abraham Legomsky.

Although yet a very young man, he has displayed remarkable ability and is successfully conducting a fine meat market and grocery.

He was born in Haduchisak, Russia, September 5, 1892. His father, David Legomsky, was a contractor of their native city.

Young Abraham came to America at the age of fifteen and found his first employment in a clothing store, where he worked for six months at \$3 per week. He then worked in a meat market in New York, after which he went to Marinette, Wis. At Cleveland, Ohio, he started a meat market for himself, obtaining much valuable experience which was to be useful to him when he went into business for himself in Ashtabula, Ohio. He is today regarded as a rising young business man of much promise, and possessed of great ability.

Mr. Legomsky was married October 23, 1915, to Miss Mollie R. Jaffee of Colchester, Conn.

The two young people are very popular in their social circle and are always ready to give liberally to any charitable cause.

They are members of Ashtabula Congregation, and Mr. Legomsky is also affiliated with the order of Moose and the Wilner Unterstitsing Farein of Cleveland.



JONAS LEIBEL

Every young man, arriving at maturity, has unconsciously formed his idea of success.

Yet he is probably unaware of all the influences which have been at work to give shape and color to his ideal.

To Jonas Leibel was given parents who understood the value of Biblical and religious literature and the men and women he knew first and best were those of the ancient Hebrew world.

Who can say that the vision of the camels and caravans of the Ishmaelish merchants toiling through the deserts did not fire the childish imagination for a commercial career?

He was born in Krakow, Austria, March 13, 1866, the son of Akivar and Sarah Leibel, the father a money broker and Jewish scholar, whose association and teachings were in themselves a liberal education.

He was married at the age of 18 to Miss Rivka Flomenhaft, and two years later the young people decided to try their fortunes in America.

Landing in New York, his brother-in-law, who was a cloak and suit manufacturer, took him into his establishment and gave him a chance to learn the business. From being an operator he rapidly advanced to designing, at which he proved to be most adept, and he remained nine years, having his salary raised from nothing during the days of his apprenticeship to \$5,000 per year.

However, he tired of New York, and the idea of a business of his own was also taking form, so he resigned his position, and, going to Cleveland, started as designer for a small concern in order to acquaint himself fully with the business and his new surroundings.

Two years later we find him in business with three associates whom he bought out, one at a time as the business flourished, until today he is the sole owner of the immense establishment located at 208 St. Clair avenue, which bears his name, and merchandise bearing the Leibel label is now being shipped to every section of the United States.

The Leibels have three fine children, one boy and two girls. The eldest daughter, Martha, is a high school graduate and also an accomplished pianist. Florence, only fourteen, is already in high school and also plays the piano.

The son, Carl, who is named for his grandfather, is in school and studying the violin.

Mr. Leibel's name is connected with every charity in Cleveland, and he personally contributes to Mount Sinai Hospital and the Denver sanitarium. While he is, of course, interested in all Jewish movements, he is not prejudiced in his beneficence by either race, creed or religion.

He has also several prominent organization connections, among them being the Masons, Elks and Odd Fellows, the Congregations B'nai Ishurim and B'nai B'rith.

JACOB LEIBOVITZ

Success is the reward of those who "spurn delights and live laborious days."

The iron of opportunity is shaped in life's red-hot forge by unceasing toil and perseverance. It is never a stroke of luck; the reins of the world are drawn too tightly for that.

These principles are aptly illustrated in the career of Mr. Jacob Leibovitz, who has known the bitterness of failure that, by contrast, he might enjoy to the full a success so hardly gained.

He was born in Roumania, August 15, 1878, and was fortunate in having his childhood surrounded by an atmosphere of intellectuality, as his father was a fine Jewish scholar.

He came to Montreal, Canada, in 1902, and having a little capital, went into business for himself and was at first very successful. However, he was most unfortunate in losing his money during a panic and arrived in Cleveland, Ohio, with but \$500, which he invested in the millinery business. Since that time his unceasing labor and able management have resulted in an enor-

mous wholesale millinery establishment, and also a fur manufacturing company at 6307 Euclid avenue.

Mr. Leibovitz was married in December, 1901, to Miss Mina Berkowitz, who accompanied her husband to America the following year, and has been a wonderful help to him during the difficult years in which he was endeavoring to establish himself.

Mr. Leibovitz considers a good education of the utmost value to a young man or woman, regardless of their vocation, and the six Leibovitz children are given the best possible advantages which money can procure.

In addition to the regular academic studies, their training in music is most thorough, consisting of both piano and violin, and if the Leibovitz family gives to the world a really great musician, it will be another laurel leaf added to the crown of artistry which the Jewish nation wears, as some of the world's most wonderful harmonies have come from instruments in the inspired hands of Jews.

The benefits of Mr. Leibovitz's prosperity do not end with his own family, as he is most generous in his contributions to all charities. He is also very active in local affairs, being past President of the Business Welfare Association.

He is also prominently connected with Talmud Torah, B'nai B'rith and Beth Abraham.

JACOB LEIBOVIT

Mr. Jacob Leibovit of Key West, Fla., is a young man still engaged in the work of climbing the ladder of success, and, judging by his past performances, his unusual reputation and great intelligence, we cannot doubt but that the future still holds great things in store for him. He was born on May 5, 1885, in Botoshan, Roumania, the son of Abraham and Mollie Leibovit, who are both at present at Key West. He came to America in 1900. The first three years he spent in Philadelphia, where he was employed in the great John B. Stetson hat works. He then came to Key West, taking a position as a clerk for D. H. Weinstein, whose daughter, Tillie, he was destined to marry later, on the 9th of February, 1913.

In 1908 he became a junior partner in the business of his ultimate father-in-law. In 1910 he bought Mr. Weinstein's interest in the firm, which was then only a retail business, and in 1914 he started jobbing on his own account, and at the present writing he owns a very large retail and wholesale gents' furnishings business at 506 Duval street, Key West, doing a large and profitable business over the whole state of Florida.

Personally, Mr. Leibovit is a very sympathetic young man, of sincere and earnest character and most congenial with all whom he meets. He is a conspicuous member of the Key West Congregation, the Knights of Pythias and many other Jewish and non-Jewish organizations and institutions. Two children, Bertha Claire and Sylvia, have blessed the married life of Mr. and Mrs. Leibovit.





NATHAN LESINER

NATHAN LESHNER

The spirit of independence and self-help is the source of all genuine worth in the individual, and is the means of bringing success and allience to men who have no advantages of outside help.

It illustrates in no uncertain manner what it is possible to accomplish when perseverance and determination form the keynote of a man's life.

One of the best examples of these principles is Mr. Nathan Leshner, who was born in Keiver, Guberne, Mosnue, Russia, February 20, 1887, the son of a distinguished Jewish scholar and wine merchant. At the age of twelve he started earning his own living working for a wholesale grocer.

He came to America in July, 1906, and landed in New York, where he remained only about eight days, going in turn to Fall River, Mass., and Middletown, Ohio. He started buying and selling rags—first with a push cart and later with a horse and wagon.

A little later he went to Hamilton, Ohio, where he was so successful that in less than a year he had saved \$1,000. He then went back to Europe with his brother Jacob.

During his stay in Europe he was married to Rosa Strauss, and in the fall of 1907 returned with his bride to America.

Mr. Leshner landed in Buffalo with absolutely no money and suffered fearful deprivations until he reached Middletown, Ohio. Here he worked for a short time, then went to Hamilton, Ohio, the city which was to be his permanent home, and where his fortune was made.

JOSEPH LEVENE

The Jews have given to the world the basic principles upon which all law is founded. Their ancient codes have for centuries balanced the scales of human justice. We never realize so fully the import of that old truism "There is nothing new under the sun" until we find how easily traceable is our modern law, back to the old Talmudic principles.

It is not strange therefore that some of the leading legal practitioners of our country are Jews, as centuries of training and tradition have peculiarly fitted them for this profession.

One of the leading attorneys of Yonkers, N. Y., is Mr. Joseph Levene, whose offices are located at 103 S. Broadway. Mr. Levene claims America as the land of his nativity, being born in Mt. Vernon, N. Y., March 12, 1888. His father, Morris Levene, was a prominent manufacturer of that city.

Mr. Levene graduated from the Mt. Vernon High School in 1905, from New York City College in 1909, and completed the law course in the same institution in 1912. He was admitted to the bar in 1913, and so rapid was his rise in the profession that he held the position of city attorney during 1916 and 1917. He is also a member of the legal advisory board and although still a very young man, has made remarkable progress.

At the present time he is expecting to be called to the colors, and is waiting anxiously to serve his country in any capacity.

Mr. Levene is a prominent member of the Elks and is also a member of the New York Federation of Charities and the Mt. Vernon Home for the Aged.

He is a fine example of our best citizenship and has a brilliant career before him.

HERMAN LEVENDORF

One of the most striking characteristics of the Jewish people is the high standard of scholarly attainment achieved by even those engaged in humble occupations.

It is common practice for the Jew, working from sunrise to sunset at a menial occupation, to devote his evenings to the study of some leather-bound tome of the Talmud, thumbed and frayed from years of use. This has developed a scholarly standard that is enlarged to the highest degree by those whose lives have been devoted to the study and propounding of Jewish doctrines.

Such a man is Herman Izikeil Levendorf, who was born in Wilna, Russia, December 15, 1870. His father was a wealthy merchant of that city and was able to give his son excellent educational advantages.

He was married in his native town November 5, 1891, to Miss Ethel Chakrusky, daughter of Mr. Aaron Chakrusky, a very learned man, and in the joining of these two families there were united the very highest ideals of scholarship and moral precept.

The following year Mr. Levendorf and his young wife came to America and settled in Cleveland, where Mr. Levendorf took up the duties of a Rabbi. Here he spent two years, when he removed to McKeesport, Pa., for three years, to Greensburg eight years and to Homestead for two years, serving in the same capacity in each place.

His next ministry was in Monessen, Pa., where he is at present located and where he has done an untold amount of good, especially among the children, in whom he is intensely interested.

He first started the Sunday school in Monessen, and has worked unceasingly to inculcate sound Jewish doctrines in youthful minds for the past thirty years. Mr. Levendorf is a firm believer in a thorough Jewish education for young people, believing that if they are taught to follow these doctrines closely their every act will earn for them respect and honor. This is well exemplified in his own fine family, all of whom are occupying positions of prominence and influence.

Of their three sons, two of them are in the service of their country, Israel being in the medical corps at Camp Stewart and Abraham a first lieutenant. The younger son, Lewis, is still in school, specializing in pharmacy.

Their daughter, Rose, is married to Mr. Frank Linkoff of Wheeling, W. Va., and Esther, who is a fine musician, is still at home. She has a wonderful voice, which has delighted hundreds who have heard her.

As might be expected, both Mr. and Mrs. Levendorf are most generous in their subscriptions to charities, among which we might specially mention the Los Angeles and Denver hospitals and the Hebrew Immigrant Society.

It is the earnest desire of the people of Monessen that Mr. Levendorf shall remain for many years in their midst, as his teachings and model citizenship are a constant inspiration to the entire community.

HENRY H. LEVENSON

In the Jewish communal life of Boston the high esteem and popularity enjoyed by Mr. Henry H. Levenson can hardly be rivaled by any one. All classes of the Jewish population know and hold him in high regard. He is prominently connected with a score of organizations and institutions, his voice is heard wherever Jewish interests are discussed, he is always a defender of democracy and popular rights, and an ardent Zionist. He is a well-read and versatile man who can converse on nearly all topics of daily life and whose



HERMAN LEVENDORF

manifold abilities have conspicuously manifested themselves wherever and whenever he was called upon to take an active interest.

We must precede our discussion of Mr. Levenson's career with a statement that he has one of the best-organized minds one is apt to encounter in any relation of life. Mr. Levenson is a man of business; in fact, one of the busiest men in Boston, and yet owing to the systematic manner in which he goes about his tasks, he finds time and leisure enough to actively interest himself in the doings of his fellow man. Hours does he spend in the work of uplift which he conducts among the Jewish masses, and his great popularity is unquestionably due to the fine and unselfish spirit with which he accomplishes his noble task.

Henry H. Levenson was born in Zizmo, Province of Vilna, Russia, on April 22, 1877. He came to America with his parents at the age of fifteen, and as he was young enough to be sent to elementary school, his parents sent him there and later to high school. As a boy he helped in his father's dry-goods store and after his graduation from high school he was made a member of his father's firm, which came to be known as L. Levenson & Sons. For thirty years the firm was in existence, and only recently it was dissolved, when Mr. Levenson went into real estate, where his good judgment and ability have in a short time made a success of his new venture.

Mr. Levenson, however, is not only a business man. He decided to gain a thorough preparation in the law, and he entered the Harvard University Law School, from which he graduated in 1913, and was admitted to the bar in the same year. His place of business is located at 27 School street.

Mr. Levenson organized the first Zionist society in Boston, naming it the B'nai Zion Educational Society, and becoming its first President. He was also President of the Zionist Council of Boston, of the Hebrew Protective League, of the Boston Educational Union and of the Jewish People's Institute, which he built and maintained largely from his own funds. In the civic life of Boston Mr. Levenson made his mark by accepting the presidency of the Boston Citizenship League and of the United Improvement Association. Mr. Levenson is President of the West End Hebrew Association, which has recently erected a building at a cost of \$40,000, to which Mr. Levenson himself subscribed a few thousand dollars. Mr. Levenson is also the Grand Master of the Independent Order Sons of Israel, a New England fraternal organization, and a Director of Federated Jewish Charities of Boston. He is a member of the Boston Chamber of Commerce, the Secretary of one of the local boards of the National Credit Men's Association and a prominent figure in the commercial life of the city.

On June 10, 1917, Mr. Levenson was honored by an election to the first American Jewish Congress. His great popularity made him an easy winner in the election and the fact that he is a member of the Executive Committee of the Congress Organization Committee contributed largely to his success at the polls.

In addition to his civic interests, Mr. Levenson is socially prominent and a member of the Elysium Club, one of the finest of its type in Boston.

JACOB LEVINE

It is perhaps not generally known that the discovery of America may be attributed to the wealth and influence of Jews. Yet the Spanish archives and records reveal the fact that the expedition of Columbus was financed by two wealthy Jews, Luis de Santangel and Gabriel Sanchez, the former being the Chancellor of the royal household and the latter chief Treasurer of Arragon.

These men not only used their influence with the Queen in the royal endorsement of the expedition, but furnished the necessary funds. Thus the Jew coming to America from a foreign country brings with him a proud heritage dating back to the days when the intrepid Columbus sailed forth upon the world's greatest adventure.

With hardly more encouragement did Jacob Levine push his way from extreme poverty to a position of wealth and influence. He was born in Geronin, Wilner, Gubernie, Russia, in 1865, his father, Wolf Levine, being an innkeeper and a fine Jewish scholar.

He came to America 32 years ago, landing in New York with but 18 cents to start his fortunes in the new world. Taking the first employment which presented itself, he became a track walker for the railroad at 50 cents per day, which he continued for four months, when he went to Hoosic Falls, N. Y., and started peddling dry goods. This lasted for three years, during which time he met Miss Bessie Wolf, who was later to become his wife. They were married in 1890.

Mrs. Levine's father is a great Talmudist and Jewish scholar and is living at the present time in Jerusalem.

Shortly after his marriage, Mr. Levine decided to go to New Castle, Pa., where he began buying and selling junk. Continuing for several years and accumulating a small capital, he entered into partnership with S. H. Levine, Joe Levine and Harry Edelstein in a scrap iron yard under the firm name of New Castle Junk Co. Eight years later he sold his interest and opened another yard in partnership with his son, the firm being known as J. Levine & Son.

This business has been wonderfully successful and is a fine example of what determination and a high order of business ability can accomplish.

Mr. and Mrs. Levine have six children, four boys and two girls, who are all receiving good educations.

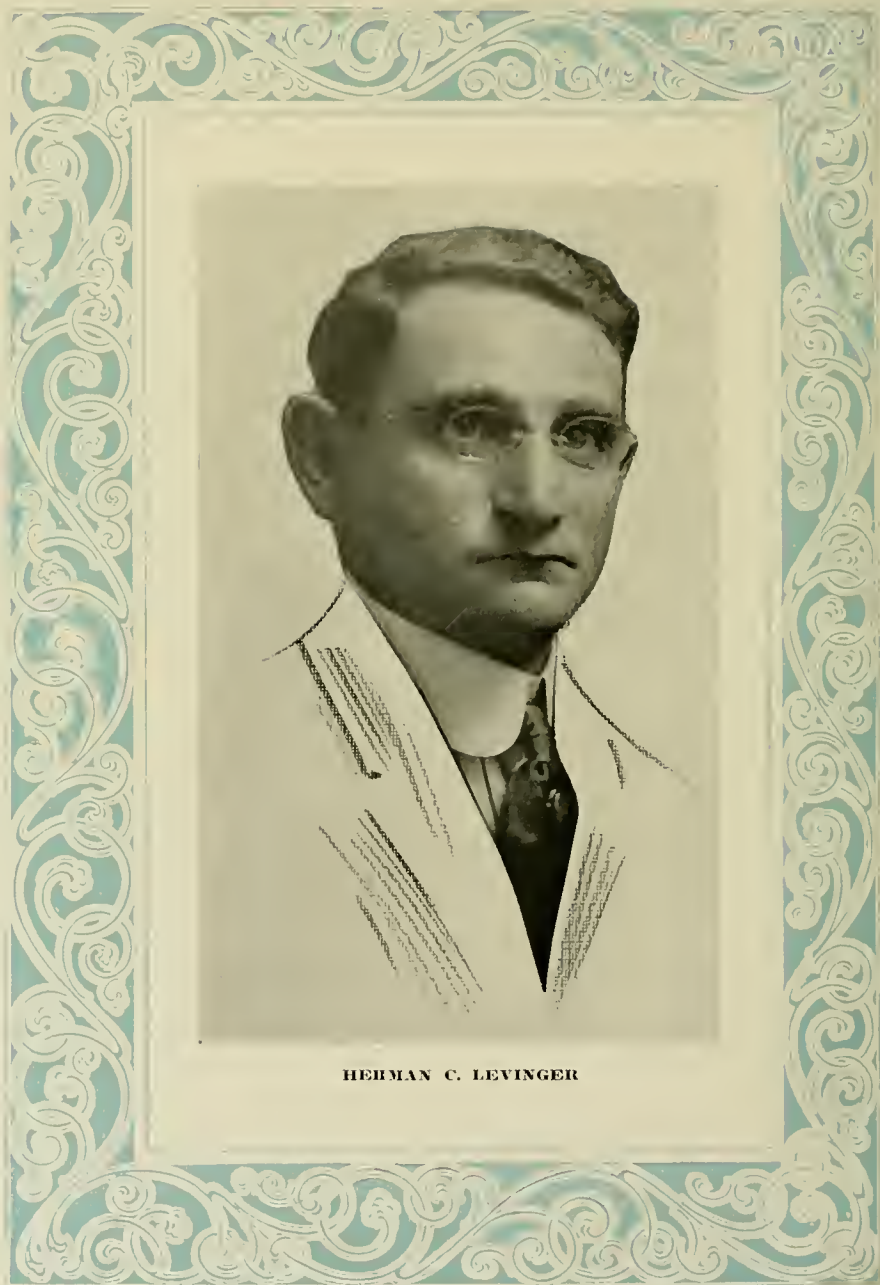
Knowing full well what it means to feel the sharp pangs of poverty, Mr. Levine is always most generous with the unfortunate, and contributes liberally to all charities. He is President of Tiferis Israel Congregation, President of Chevra Kadishe, member of B'nai B'rith, B'rith Sholom and Jewish Immigration Society. He is also National Director of the Denver Hospital and subscribes liberally also to all local charities.

MAX LEVINE

Books alone will not make a genteel or successful man. I had rather confide great responsibilities to one who had learned the art of self-discipline; who gave careful heed to every duty that came his way; who was a man of rectitude, decision and conscientious in all business dealings.

Such a man is Mr. Max Levine, who began his business career in America with \$1.50 capital and is now one of the most prominent men in Lewistown, Pa.

He was born in Kovna, Gubernie, Russia, September 15, 1863, and came to America in 1888. Coming to a brother in Harrisburg, Pa., with but the afore-mentioned \$1.50 for capital, he obtained credit for a small stock of merchandise, which he started peddling with a pack. This he continued for



HERMAN C. LEVINGER

four years when he decided to go to Africa. This was a most unfortunate move from a financial standpoint, but very rich in experience. Returning to Harrisburg he arrived with but \$4.00, but having left behind him a reputation for absolute reliability, he received credit for a horse and wagon and started buying and selling old clothing and scrap metal.

Four years later he went to Lewistown where his present large establishment is located, although the family still lives in Harrisburg.

Mr. and Mrs. Levine have six children, five boys and one girl. Harry is in business in Lewistown and was married July 23, 1918, to Miss Lena Krentzman, daughter of Albert Krentzman, a prominent family of Lewistown. Sam was a lawyer in Baltimore, Md. Henry is serving as top sergeant in the army. Samuel volunteered and is serving in the navy. The younger boys are still in school, as is the daughter who is also an accomplished musician.

The Levines are very prominent socially in Harrisburg as they are affiliated with every Jewish organization and hold prominent places in many of them.

Mrs. Levine devotes much time to charity work in which she is a recognized leader.

Mr. Levine is connected with Congregation Hezig Hamona of Harrisburg, Independent Order of B'rith Holam, and is a liberal contributor to Denver hospitals, the Immigration Society of New York and all the Yishivas, as well as all local charities.

HERMAN C. LEVINGER

Herman C. Levinger is one of the later generation of American born Jews whose career is worthy of emulation.

It was on September 16, 1878, that Herman Levinger first opened his eyes to the joys and perplexities of this great world. His father was a very scholarly man—a furrier by trade.

Young Herman went to school until the age of fourteen when the adverse circumstances of his father made it necessary for him to go to work with a view not only of earning his own living but that of his parents as well.

His first employment as errand boy brought the scant remuneration of \$2.00 per week, but it carried with it a wealth of experience which was to serve him well in later years.

Deciding to learn his father's trade, he worked as a furrier for three years. His next experience was that of a traveling salesman at which he was very successful, but the road work did not appeal to him, so he quit and went into the cloak and suit business.

Three years later he came to Ohio and started working in a junk yard, with the idea of learning the business, and how admirably he succeeded in this is attested by the fact that within a few years he had established himself in an iron and metal yard of his own at Fremont, Ohio, where he is at the present time engaged in a most profitable and flourishing business at No. 1200 Carbon street.

Mr. Levinger was married January 1, 1907, to Miss Dora Weisman of Fremont, a charming lady who is very popular in their social circle.

Although Mr. Levinger's education is to some extent acquired, owing to the early age at which he was obliged to leave school, he is a firm believer in the great value of education in a business career. At the same time he believes that the young man who is obliged to work his own way in the world is most likely to develop strong traits of character so necessary to success.

Mr. Levinger is a member of the Hungarian Congregation of Detroit and a liberal contributor to all charities.

BENJAMIN F. LEVINSON

In the practice of law an intimate knowledge of human nature is an invaluable asset, which no amount of academic knowledge can replace. Some of our country's best lawyers have been men who have struggled for a living in many lines of endeavor before they finally started the practice of their profession.

This applies to Benjamin F. Levinson, who was born in Kieff, March 9, 1888, and was brought by his parents to America when but two years of age. Mr. Levinson is the fortunate possessor of a strong, vigorous mentality, as he is a descendant of a family of rabbis and learned men and his ancestry is conspicuous for scholarly attainment.

Mr. Levinson attended public school in Philadelphia, where his family first located, and at the age of twelve began his business career by selling newspapers. At the age of thirteen he went to New York and there learned the electrical trade, followed by several years in Columbus, Ohio, where he found employment 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 at business college. This opened the way to his opportunity for gaining legal experience, as he became stenographer for a large law firm. By working very hard he was able to pass the bar examination in 1915 and started the practice of law at 44 West Broad street, Columbus. Although still a very young man, he is distinguishing himself in his profession and is also conspicuous in Jewish activities of various kinds. He has frequently held important honorary positions and has been called upon to represent the Jewish citizens of Columbus in a number of enterprises. He is ex-Secretary of the Jewish Community of Columbus and the local Congress Committee and was a delegate to the preliminary conference in Philadelphia. There are no Jewish activities in Columbus, or in fact of national scope, which escape the attention of Mr. Levinson or lack his unlimited co-operation.

Mr. Levinson was married March 21, 1909, to Miss Esther Clebone and they have four children, Inez, Maurice, Phyllis and Miriam.

Mr. Levinson is a member of the Congregation Beth Jacob and is a modern Orthodox Jew of the highest type.

JACOB LEVY

A man of much wisdom and broad experience once said "The real difference between men is energy. A strong will, a settled purpose, and an invincible determination can accomplish almost anything; and in this lies the distinction between great men and little men."

The careers of Jacob Levy and Harry M. Gordon, which merged in one business about twelve years ago, are identical in all essentials, as they both had many difficulties to overcome, and "invincible determination" was the sterling quality that carried them both through to success.

In this biography we will deal with the events in the career of Mr. Jacob Levy. Mr. Gordon's life history appears under a separate heading.

Jacob Levy was born in Suwalk, Guberne, Russia, in October, 1867, and came to America in 1888. He landed in New York and began peddling small merchandise of various kinds which he continued for six months. Going from there to Pittsburgh, he sold dry goods for a year and a half, and finally drifted to Circleville, Ohio, the scene of his future activities.

Here he bought and sold old iron and metal until 1906 when he met his present partner, Mr. Gordon, and they decided to enter into partnership.



JACOB LEVY

Their business has grown very rapidly, and they are rated among the most successful business men of their community.

A year prior to coming to America Mr. Levy was married to Miss Sara Sashonski, and they have five children who seem to have inherited their father's independence of spirit and business ability, as they are all earning their own living.

Mr. Levy is a member of Agualas Achan Congregation of Columbus, Ohio, and is also affiliated with the Knights of Joseph.

He is a liberal contributor to Denver and Los Angeles hospitals, the Orphans' Home of Cleveland, Ohio, and the Talmud Torah of Columbus, Ohio.

MAX M. LEVY

The Jewish community of New Orleans, La., includes with just pride the name of Max M. Levy among its most successful and distinguished members.

Mr. Levy is, comparatively speaking, still a very young man, but he has made a place for himself both in the Jewish and the general community which justly places him among the leading men of the city. He was born in New Orleans on November 26, 1883, the son of David and Sanchen Levy. After completing his studies in the public schools of his native city and at a military academy, he took up a course in a business college and, at the age of nineteen, started to work as a clerk in the Interstate Bank. A year and a half later he changed positions and served in a similar capacity, and for a similar period of time in another banking institution, the State National Bank. With the three years' experience behind him, he was now prepared to reach out for a larger field of activity, and his father, who recognized his sterling qualities, entrusted to him the management of a sugar plantation which he owned. In 1905 Mr. Levy organized the Stern Foundry, in which concern he has held the office of Vice-President and which he has helped to make a large and flourishing enterprise.

Mr. Levy's ability and fine personality are readily recognized, however, and greatly appreciated, not only in the business world but also in the fields of philanthropy, civic and social progress. Thus, he is a member of every leading Jewish institution of the city and of many institutions and associations of a general character. He is a thirty-second degree Mason, a Shriner and an Elk; he is a director of the Touro Infirmary and has served on the boards of the Young Men's Hebrew Association and of the Touro Synagogue. He has taken also an active and leading part in the Jewish War Relief and contributes largely and liberally to various other charitable causes. At the present time he is devoting himself entirely to work of a patriotic nature. He is on the Executive Committee of the War Savings Stamp for Louisiana Commission.

Mr. Levy's services to the community were immeasurably enhanced on October 18, 1911, when he was married to Miss Louise Isaacs, a charming young lady and a member of one of the leading and most prominent families of New Orleans, for Mrs. Levy is also an ardent and active worker in the various fields of charity and philanthropy.

JOSEPH LEVYE

The power of adaptability to various circumstances and conditions is one of the best traits which a struggling young business man can possess, and accounts, to a considerable extent, for the success of Mr. Joseph Levye who was born in Kavno, Russia, in 1863 and came to America in 1885.

Landing in New York City, Mr. Levye worked for a short time at the carpenter trade, as this was the first honest employment available. He then went to Hartford, Conn., and peddled with a pack, working at the carpenter trade all his spare time. His next venture was in Providence, R. I., where he began by buying and selling old clothes. After several years he saw a big future in buying and selling cotton remnants, and decided to devote all his energies to this line. That his judgment was sound is attested to by the fact that he is today doing a national business in wholesale cotton remnants and has accumulated a fortune.

Mr. Levye was married in March, 1890, to Miss Annie Hirsh of Hartford, Conn. They have four children, one boy and three girls, who have all been given excellent educations. The daughter Julia is also very accomplished both in music and art. Lea is married to Mr. Max Ross who is in business with Mr. Levye. Both Mr. and Mrs. Levye are exceedingly active in the promotion of charities and are considered great benefactors of the Jews coming to America. Mr. Levye is also very patriotic and was one of the leading spirits in raising fifty thousand dollars among the Jews in Providence for the relief of war sufferers. He is also a member of B'nai Zion and Anserarno Congregation, Zionist Society, Zionist Order, Havra Zass and Havra Tillam. He is also a director of the Free Loan Association, the Jewish Cemetery, Old Age Home and Hebrew Free School. His life is an inspiration to the young people of Providence and it is hoped that he will be given many more years of usefulness and activity.

DR. ADOLPH L. LEWIN

A physician of note, well known in the city of Pittsburgh as a general practitioner, Dr. Adolph L. Lewin, first saw the light of day in the province of Posen, Germany, on February 25, 1871. The son of Herman and Pauline Lewin, who have both since died in this country, Adolph L. Lewin was only nine years old when he was brought here by his parents. He immediately entered elementary school and then attended high school and the University of Pittsburgh, receiving his M. D. degree in 1892, and M. U. C. D. in Berlin in 1895. Since then he studied abroad frequently, taking up internal medicine.

Dr. Lewin began almost immediately the practice of his profession. Since his eleventh year he had been employed as a chemist for Dr. Hugo Blank, and he also held the position of Pathologist in West Penn Hospital and taught pathology in the Medical School from 1895 to 1902. In this way his scientific training was very comprehensive. In a few years Dr. Lewin became more generally known throughout the city as a civic worker, being elected President of Allied Boards of Trade seven times. At the present moment he is a staff surgeon at the Montefiore Hospital.

In addition to his practice, Dr. Lewin is socially prominent, being a member and a former Trustee of the Congregation Tree of Life, and a Trustee of the Montefiore Hospital. He is a member of the Pittsburgh Board of Public Education since its creation in 1913. Dr. Lewin also holds many other positions of honor.

In April, 1897, Dr. Lewin was married to Miss Eva Jackson, who is a



DR. ADOLPH L. LEWIN

native of Pittsburgh. The couple was blessed with a son named Herbert Aaron.

Dr. Lewin is a modern Orthodox in religion, and believes in the importance of Jewish education to a boy.

MAX LEWIS

One of our great writers has said that the talent of success is nothing more than doing what you can do well, and doing well whatever you do without a thought of fame.

Many men who are today occupying positions of greatest usefulness have succeeded in just this manner; in fact, few really worth-while careers have been spectacular or meteoric in their rise.

If you were to go to Oil City, Pa., you would find within its gates no citizen more thoroughly respected; no man whose life is of greater usefulness to his fellows than that of Mr. Max Lewis, yet he is one of the most quiet and unassuming of men, and very modest regarding his own achievements.

Max Lewis was born in Eydtkuhnen, East Prussia, March 23, 1883, the son of Mr. and Mrs. Julius Lewis. His father conducted a restaurant in his native city.

Mr. Lewis came to America in April, 1903, and landed in New York, where he remained for a week visiting relatives. Having a brother in Oil City, Pa., he decided to go with him, and for the first three years worked for his brother in the grocery business. He then decided to go into the grocery business for himself, in which he has been very successful, and in which he is engaged today.

Mr. Lewis is active in a number of fraternal organizations including the Tree of Life, the Odd Fellows, and the Young Men's Hebrew Association.

He also subscribes liberally to all charities including the Denver Hospitals and the Orphans' Home in Erie.

BEN LICHTER

Chelsea, Mass., is fortunate in having prominently identified with its business life a number of influential Jews, among whom it is our pleasure to mention the name of Mr. Ben Lichter.

Mr. Lichter was born in Valino, Guberne, Russia, in September, 1885, and came to America in the year 1905, landing in Philadelphia, where he obtained employment in a shoe factory at the small sum of \$5.00 per week. This he continued for two and one-half years, gaining much valuable experience, and then went into business for himself, the line being bags and burlap, and he is today one of the most successful business men in Chelsea, the name of the firm being Lichter Bros.

In February, 1911, occurred the marriage of Mr. Lichter to Rosa Margolins of Chelsea, and Mrs. Lichter is today occupying a very prominent place in the social life of the community. Both herself and husband are most generous in their gifts to charity and are active in all movements for civic betterment.

Mr. Lichter is a member of the B'nai Zion and Dobno Volina Association of Boston, Mass.

MORRIS AND IGNATZ LICHTESIEN

It is the pride and joy of a father to be blessed with a son who takes an active interest in the happiness and comfort of his parents and prepares himself to assume the responsibilities of the father's business, when he is ready to lay it down. Such a son is Mr. Morris Lichtesien, who is engaged in the iron and metal scrap business with his father in Norwalk, Ohio.

Mr. Ignatz, the elder Lichtesien, was born in Lanaur, Austria-Hungary, in the fall of 1875, and when a lad of nine years of age was left an orphan and compelled to make his way in the world alone, as he had no relatives to lend him a helping hand. He started out earning his living by peddling small merchandise, and continued for eleven years.

At the age of eighteen he was married in his native town, and two years later he and his wife came to America to try their fortunes in the land of equal opportunities. He started out peddling with a hand cart, and this small beginning was the nucleus of the large iron and metal yard owned and operated by himself and son in Norwalk, Ohio.



Ignatz Lichtesien



Morris Lichtesien

We feel a word should be said regarding the able assistance which Mr. Lichtesien has received from his son Morris, who is a man of exceptional business ability, and their institution is today known throughout the state of Ohio.

The Lichtesiens have six children, of whom Morris is the oldest, and they have all been given excellent educations both in Hebrew and English. At the same time Mr. Lichtesien has found opportunity to devote considerable time and money to the development and promotion of charitable organizations, as like all good Jews he feels this a part of the duties of citizenship. He is also a member of the Hungarian Temple in Cleveland.

Mr. Lichtesien's code of living is well worth the emulation of young men just starting out in life. "Give your fellowmen a square deal. Be an honest, energetic and consistent worker.

SAMUEL LICHTMAN

One of our most prominent Americans—a man of wide acquaintance and a keen student of human nature has said "I never met a self-made in my life who did not firmly believe that he had been handicapped, no matter how great his success, and who was not determined to give his children the advantages of which he felt so great a need.

"It used to be a popular theory that strong men who had won great places in the business world would have been ruined if they had been educated. The better belief is that on account of genius and special capacity they succeeded in spite of their disadvantages."

His opinion reminds us of the life of Mr. Samuel Lichtman, whose varied career has resulted in such marked success, and is well worth commemorating

for the benefit of young men and women who are having a hard struggle to succeed.

He was born in Laskring, Komino Spodolsky, Russia, fifty-eight years ago, his father being a distinguished Jewish scholar, from whom he obtained much knowledge and valuable precepts which have been of inestimable benefit to him through life.

He was married at the age of 25 to Miss Etta Altman. Five years later we find them departing for America to seek their fortune in the new world.

Their destination was Buffalo, where Mr. Lichtman bought and sold rags for about nine months. However, as he had learned the wool business in Russia, he turned this knowledge to account under the firm name of Fox & Lichtman. After about four years this partnership was dissolved and Mr. Lichtman was for a short time associated with a Mr. Shapiro. This was followed by a short term of partnership with Mr. Horick.

By this time Mr. Lichtman's sons, Jacob and Victor, had grown old enough to help assume the business responsibilities, so they were taken into partnership with his father, and the business is today being operated under the firm name of S. Lichtman & Sons, and occupies a fine four-story, modern brick building devoted to the re-sale of paper and woolen rags. Mr. Lichtman was one of the first in Buffalo to start the cotton and woolen rag business.

The Lichtmans have seven children, three boys and four girls, who are well educated, and the older ones already occupying positions of importance and responsibility. They are being thoroughly trained in business principles so they may carry on the many interests which their father will at some time turn over to them.

Mr. and Mrs. Lichtman are much interested in Rabbinical schools and contribute liberally to their support.

They also are generous in their contributions to all charities, including the Relief Fund and all the Yishivas.

Mr. Lichtman is a prominent member of B'nei Israel. His career is one of the most interesting and successful in the business history of Buffalo.



Samuel Lichtman

ABE LICOFSKY

Of all the races of the world, none have fought so many battles for freedom and moral uplift as the Jews. Since the earliest dawn of civilization they have always been arrayed upon the side of right and justice.

Small wonder, then, that in the present international crisis thousands of Jewish homes have given their most priceless possessions—the sons—in whom all their hopes are centered.

We mention this in connection with the biography of Mr. Abe Licofsky, whose son Nathan is now serving as an officer under our beloved Star Spangled Banner.

Abe Licofsky was born in Vilna, Guberne, Russia, in the year 1860. He did not come to America until in August, 1890, some years after his father had made his home in the new world. Consequently, when he arrived at our shores he came direct to Wooster, Ohio, where his father resided, and began peddling junk. This he continued for thirteen years, accumulating enough money to go into the grocery business. That he has succeeded is attested

by the fact that he is now one of the leading business men of Wooster and is very well-to-do.

Mr. Licofsky was married in Europe two years prior to his coming to America, to Miss Nittie Abramowitz, and they have four children, two boys and two girls, who have made excellent records in school. The eldest son, Nathan, is an officer in the army. Sam is still in school. The eldest daughter, Sarah, has displayed exceptional business ability, and is rendering valuable assistance to her father. Ethel is going to school. Both girls have been educated in music and play delightfully.

A Jewish characteristic which it would be laudable in other races to emulate is their generosity in matters of charity and boundless enthusiasm for all enterprises dealing with the public good.

In the case of Mr. Licofsky, he not only gives most liberally to local charities, but also to those in far distant cities, such as the Denver and Los Angeles hospitals. He is also a prominent member of the congregation in Canton, Ohio.

LOUIS LICOFSKY

Who, having seen David Warfield, the great actor, in perhaps his best role, the Auctioneer, has not been moved to tears by the trials of the typical immigrant Jew, trying to maintain his footing upon our slippery commercial fabric?

Yet we have many thousands every year whose histories are just as replete with pathos; whose struggles have been just as severe.

Among the successful Jews whose upward climb has been full of obstacles, the name of Louis Licofsky should be given particular prominence.

Born in Vilna, Guberne, Russia, in April, 1843, he did not come to America until forty-three years of age, the time when most men would despair of making a new start in life.

He landed in Philadelphia, and having no money, was obliged to walk to New York City, where he managed to get some tinware on credit and started out on his humble commercial career.

Three months later he went to Hazleton, Pa., and finally to Wooster, Ohio, where he established himself in the junk business, which he is prosperously conducting at the present time.

Mr. Licofsky was married in Europe in 1882 to Miss Esther Zuckerman, and they have raised a fine family of ten children, the eight boys all being well established in business and the two daughters married.

Who can estimate the wonderful value of this family to the social and civic life, not only of their own home town, but of the state? For states and nations are only families of larger growth, each individual of which conspicuously influences the destiny of the whole body.

They are all most generous in their contributions to charity and not only are active in local movements but are assisting the Denver and Los Angeles hospitals as well, and enjoy the respect and admiration of their entire community.

MAX LIEBER

Behind the bleak walls of Russian tyranny and despotism have been enacted many scenes of self-sacrifice for the sake of principle, which will some time stand forth in the white light of a new liberty, as have the deeds of the martyrs of old.

To such men will the Russian Renaissance be accredited, and one of them is Mr. Max Lieber, who is now a prominent resident of the United States.

Mr. Lieber was born in Kiev, Russia, in 1880, the son of Tanel Lieber, a much respected Shoehet, who died in Kiev in 1916, aged eighty-five.

At the age of thirteen young Max started to learn the leather business, which was to prove a means to his future financial success.

When Mr. Lieber was but sixteen years of age a revolutionary movement was started in his section of the country and he was one of the prominent participants, with the result that he was thrown into prison for six months. Who shall say how much influence the sufferings of Mr. Lieber and other kindred spirits have had upon the recent uprisings in Russia and how much they have contributed toward a new liberty for their native land.

After his release from prison he started in business for himself in the town of Slobodka, where he was quite successful, but at the age of twenty-one he again felt the iron hand of tyranny and was called to serve four years in the Russian army, where, as he was an accomplished musician, he did much to cheer the soldiery. When his time expired he decided to try his fortunes in America and landed on our shores in 1904.

For the first five years he was obliged to work at the leather goods trade at a very small salary, but here his musical talent again came to his aid, and he gave evening lessons, as well as acting as leader of an orchestra. He finally accumulated \$200 and started in business in Cleveland, Ohio, on Woodland avenue, where he manufactured a patented folding lunch box. Since that time he has made wonderful progress and now owns three stores, which are located on Woodland, Prospect and Wade Park avenues.

In June, 1906, Mr. Lieber was married to Miss Jennie Goldstein, and he attributes a part of his success to his wife, as she is a thorough business woman and still assists him in the management of the stores. They have one small daughter, Florence.

Mr. Lieber is an accomplished Hebrew scholar and very devoted to his religion, although he is a thorough, progressive American by adoption. He is an active member of the Knights of Pythias and the Knights of Joseph and contributes liberally to all worthy charities.

DR. JAY S. LIEBMAN

It is usually a matter of years of struggle for a physician to achieve fame and influence in the medical world. But, of course, there are exceptions. Dr. Jay S. Liebman of Atlanta, Ga., seems to be one of them. He is still a young man, but he is already conceded to be of considerable importance, and what one would term a splendid success. A great future is generally predicted for him, a future that will not only bring him material advance, but also establish for him a durable and honorable position among the Jews of the world.

The reason for this unusual success can probably be found in the fact that at the beginning of his career he at once devoted himself to his specialty, which is surgery. This, coupled with tremendous energy, native-born ability and shrewdness, and an extremely pleasing personality, has gone very far toward creating these unwonted conditions, viz., a young man practically leading his profession, and have made Dr. Liebman's reputation far and wide the most enviable and creditable on record.

Dr. Liebman was born on the 21st of February, 1884, in Youngstown, Ohio, as the son of Charles and Emma Liebman. His father is the son of Rabbi Lippman Liebman, the well-known Rabbi of Youngstown, who died only a month ago (February, 1918), and his mother was born in Youngstown, the daughter of Edward Ritter, a member of one of the most prominent Jewish families in Youngstown.

Dr. Liebman received his elementary education in Youngstown. He then studied medicine at the University of Pennsylvania, from which he graduated in 1909. A year later he served at the Philadelphia General Hospital, from where he came to Atlanta, where he began to practice his profession, opening an office in the Healy Building. He is an assistant to Dr. William Perrin Nicholson, for the last thirty-eight years one of the best known and most prominent surgeons in the South.

Dr. Liebman is connected with the St. Joseph's Infirmary; he is the chief of the medical staff of the Fulton Bag and Cotton Mills Hospital. He is the examining surgeon of the United States Casualty Company, the Maryland Casualty and Surety Company; he is a fellow of the American Medical Society, a member of the Georgia State and Fulton County Medical Societies and of the Southern Medical Association. He is a prominent Mason and active member of the Standard Club and the Ingleside Country Club.

On November 15, 1912, Dr. Liebman was married to Miss Helene Liebman, the daughter of a prominent Atlanta family, not related to Dr. Liebman, though of the same name. There is one child of this marriage, a daughter, named Sarah Frances.

SOLOMON LINDER

The indescribable persecutions which have been the lot of the Jewish people at the hands of the Russians is better known to few men than Solomon Linder, the subject of this sketch.

He was born in Swinuch, Russia, December 18, 1880, his father being an employe in government work, so Solomon had ample opportunity to learn much of the methods by which his people were made to suffer.

During the Russian-Japanese War he served for one year, but conditions were so unendurable that he escaped into Austria, where he found employment in a lumber yard, and for three years saved every spare penny, having in mind a trip to America.

On January 19, 1907, he landed on our shores, and going to Pittsburgh,



SOLOMON LINDER



ALEX. LISCHKOFF

began to buy and sell junk. Two years later he bought a horse and wagon and going to New Philadelphia, went into partnership with Mr. Weisman. This continued for some time, when the partnership was dissolved and Mr. Linder conducted the business independently.

In 1915 he was joined by Mr. Edelstein and this partnership exists today under name of Tuscarawas Iron & Metal Company, doing a national business.

Mr. Linder was married in 1916 to Miss Sarah Bitterman of Brooklyn, N. Y., and their family consists of one boy and one girl, both in school.

He is a member of Wolina of Pittsburgh, B'rith Abraham and Royal Order of Lyon.

There are no citizens of New Philadelphia held in higher repute than the Linder family. They are a fine example of ideal American citizenship and are always ready to generously give money or time to the promotion of any worthy charity.

Through the tyrannical governmental systems which prevail so largely through Europe, America has gained some of her most loyal and worthy sons.

May they have many years of prosperous contentment in the land of their adoption.

ALEX LISCHKOFF

Mr. Alex Lischkoff is not only President of B'nai Israel, the only Orthodox congregation in Pensacola, Fla., but he is the recognized head and leader of the Orthodox community of the city.

He is an Orthodox in the best sense of the word. He is a Jewish citizen who certainly deserves the praise of every fair-minded co-religionist, and is the only Jewish business man in Pensacola who is a strict Sabbath observer. It is clear that his home life is conducted with the strictest regard to Jewish observance, particularly if one learns that he is a former Yeshibah Bochur. But he is not a fanatic or zealot, but is a modern American gentleman, well liked by the community at large and all classes of the population. His religion is a matter that endears him even to those who ordinarily do not agree with him.

In addition to B'nai Israel, Mr. Lischkoff has been a Trustee of Beth El. He is Chairman of the House Committee and one of the founders of the Progress Club, which is a remarkable Jewish institution and can be considered as the leading Jewish club in southern United States. For two terms he has been a Director of the Chamber of Commerce. He was a Director and member of the Finance Committee of the Pensacola Bank and Trust Company, and he was President of the local lodge of B'nai B'rith and the Chairman of its Propaganda Committee.

Mr. Alex Lischkoff was born on the 23d of December, 1867, in Lozdzei, Russian Poland, the son of Yakir and Esther Lischkoff. Both his father and mother were of the most prominent families of that city, and on his mother's side he is the descendant of prominent Rabbis. One of his grandfathers was Rabbi Moshe of Lozdzei, a well-known "gaon" in his days.

Mr. Lischkoff came to America in 1883. For a time he stayed in New Haven, Conn., then in Cincinnati. In 1889 he settled in Pensacola, where he conducted a jewelry and diamond business. Since 1907 he has conducted a real estate and insurance business, with offices in the Brent Building. He is highly successful in the line and became prominent in the city as a real estate operator, having closed the largest cash deal in real estate in the whole history of Pensacola.

On April 30, 1889, Mr. Lischkoff was married to Frances Forcheimer, and they are the parents of three very accomplished children. Their oldest son,

Dr. M. A. Lischkoff, is a young man of great education, who has studied medicine in America and Europe and is now a highly successful specialist in throat, nose, eye and ear diseases, with a still greater future universally predicted. The second son, Leon, a lawyer, is now a sergeant in the army. The youngest child is a daughter, Bertha Esther, aged 15.

DAVID LOEB

It is our pleasure to record the biography of one who, while not claiming the United States as the land of his nativity, was born on the American continent, and has spent the most of his life under the Stars and Stripes.

Mr. David Loeb, the subject of our sketch, was born in Hamilton, Canada, and while he lived there for a number of years, the real story of his adventures begins when he arrived in Titusville, Pa., and started the uphill fight toward wealth and affluence.

He began clerking for \$3.00 per week, and remained for two years, after which we find him in Louisville, Ky., and then in Okolona, Miss., remaining in each place for two years. From there he went to Aperson, Wis., and after three years, having saved some money, went to Bath, N. Y., where, in partnership with a cousin, he opened a store. After four years, this partnership was dissolved, and Mr. Loeb went to Ashtabula, Ohio.

In Ashtabula he found the life work for which he was best adapted, and is today one of the most successful merchants in the city.

Mr. Loeb was married January 25th, 1903, and has a fine family of three children, one boy and two girls.

Mrs. Loeb is a charming woman, well known in Ashtabula and Cleveland for her untiring activities in behalf of charities, and co-operates with her husband in the many philanthropies to which they jointly contribute.

Although Mr. Loeb is a very busy man, he still finds time to be affiliated with a number of fraternal organizations, prominent among them being the Masons, Elks, Odd Fellows, Knights of Pythias.

If we were to cite a definite ideal of well rounded, useful American citizenship, the life of Mr. David Loeb would serve as a fitting example, well worthy of study and emulation.

LUCIEN S. LOEB

For a young man, not yet thirty years of age, to be considered a most prominent figure in an old and highly developed Jewish community is a distinction which is extremely rare. Yet, Mr. Lucien S. Loeb of Montgomery, Alabama, assistant United States Food Administrator of Alabama, has justly achieved that enviable distinction.

Mr. Loeb's career is that of a young man who was reared among cultured surroundings and has received the advantage of a higher education which he is utilizing, together with his exceptional natural endowments of heart and mind, for the good of his fellow men. He was born in Montgomery, Ala., on September 24, 1888. His parents, Jacques and Selena Loeb, were both very prominent and popular in the city and community, and instilled into the

heart and mind of their young son Lucien the love for his people and the ideal of civic progress and human advancement. And it was not only by precept, but also by example, that young Loeb was prepared for the high position of trust and responsibility which he now occupies. For his father took a most active part in the various worthy endeavors of a Jewish and general character. He held the position of President of the District Grand Lodge No. 7 of the B'nai B'rith and served as Chairman of the Endowment Board. He was a delegate to the Constitution Grand Lodge conventions of that order five consecutive times—in 1895 at Cincinnati, in 1900 at Chicago, in 1905 at New Orleans, and in 1910 at Washington, D. C. He was also Vice President of the Congregation Kahl Montgomery, while in a commercial way he held the position of Vice President of the Chamber of Commerce and was a Director of the Capital National Bank and other large business enterprises.

And in all these various institutions and organizations the mantle of Jacques Loeb fell upon his son, Lucien Loeb. Thus he, Lucien Loeb, is President of the Rotary Club, Vice President of the Montgomery Chamber of Commerce and Chairman of its transportation bureau, a Director in the Capital National Bank, Treasurer of the Montgomery Live Stock Fair Association, a Director of the Montala Manufacturing Company, and a Director of the Dixie Cotton Oil Company. He headed the committee in charge of the Red Cross membership drive last December and is a member of the war camp community service.

Mr. Loeb's Jewish affiliations and activities are equally numerous and noteworthy. He is a Trustee of Kahl Montgomery and of Emanuel Lodge 103 of the B'nai B'rith. He is a member of the Graduate Menorah Society, a member of the General Committee of District Grand Lodge No. 7, I. O. B. B., a Trustee of the United Hebrew Charities and a member of the Board of Trustees of the Leo N. Levi Memorial Hospital at Hot Springs, Ark.

Mr. Loeb received his education in the public and private schools of Montgomery and later attended Cornell University, from which he received the degree of Bachelor of Arts in 1908. He thereupon returned to his native city, where he entered his father's firm, which is a large and flourishing wholesale concern bearing the name of Winter-Loeb Grocery Co. But, although he has charge of that firm, he devotes very little time to it at present, as he gives almost all of his time and thought unselfishly and unstintingly to the service of his country, his city and his community.

HERMAN H. LOUIS

This country owes an inestimable debt of gratitude to the men who have come to us from foreign shores and taught us something of the art of conservation.

Our resources have been so vast that we have grown into a nation of wasters.

It remained for the Jew to come to America, gather up the waste and divert it to new uses.

Every iron and metal yard in the country is a monument to Jewish enterprise and a rebuke to our lack of thrift.

Herman H. Louis is one of the men who has made a fortune from that which other men have cast away.

He was born in Ezno, Russia, November 25, 1868, and came to America in May, 1882. He first found employment in a junk yard at Cleveland, Ohio, and two years later went to Parkersburg, W. Va., where he worked on the railroad for three years. Then followed a number of years of varied experiences,

including the management of a junk yard, three years in a grocery and three years as motorman.

Going to Ashtabula, Ohio, he again opened an iron and metal yard, where he is still located and doing a flourishing business under the firm name of Ash-
tabula Junk Co.

Mr. Louis was married May 24, 1896, to Miss Celi H. Orkin, and they have three children, two boys and one girl, who are being well educated.

He is a prominent member of the Moose, Knights of Pythias and Masons and is a liberal contributor to all charities.

SAMUEL MALTINSKY

It is a well-established fact that misfortunes are for a man what fire is for iron; they make one softer, more pliable and nobler. Even though a man is bad by nature, he will usually be swayed toward the nobler traits of character under the fire of misfortune. In the case, however, of a good man it will influence him still more and render him still better.

To this last-named group we must add the name of Mr. Samuel Maltinsky, chief proprietor, President and Treasurer of the Crescent Jewelry Company, of 641 Smithfield street, Pittsburgh, Pa. Mr. Maltinsky belongs to the better and nobler sort of characters among men, but in the last few years he has gone through many trials and ordeals, and though physically he appears strong and alert, you will notice in his actions and mood that he is a man who has been mercilessly crushed under the wheels of fate.

Mr. Maltinsky has experienced great misfortunes in business and lost considerable sums of money. But all these disasters are nothing in comparison with the loss he has sustained through the early demise of his beloved daughter, Tisha Hanna, on December 9, 1915. She was one of the most accomplished Jewish girls in Pittsburgh, a celebrated elocutionist who could recite in many languages. And it was this accomplishment that made her father's sorrow the greater when she was taken away from the loving arms of her parents into the Great Unknown from which there is no return. It was a misfortune over which many of their friends and relatives have expressed their sympathies to Mr. and Mrs. Maltinsky. But there is compensation in their sorrow in the fact that their other daughter, Rosa, is equally as accomplished as her late-lamented sister. Rosa Maltinsky is brilliant in many respects, but she is particularly proficient in music. At the age of 16 she played in a concert at the Pittsburgh Exposition with Walter Damrosch; she has held for three years a scholarship at the Peabody Institute at Baltimore, and she is not only extremely pretty, but also known as an amiable young woman, gracing the Maltinsky household with her extraordinary personality.

Mr. Maltinsky is not a communal worker in the sense of holding office or taking an active interest in organization, but his purse is ever ready to help and he is considered one of the finest and most reputable Jewish citizens in Pittsburgh.

Born in Libau, Courland, on May 25, 1867, Mr. Maltinsky is the son of Hyman and Sarah Maltinsky. His father was a "Dayyan" and one of the



Samuel Maltinsky



SIGMUND MAIER

most popular men in the city. Samuel came to America in 1888, starting as a peddler in Pittsburgh, and then for 21 years keeping a jewelry store in Braddock, Pa. In 1907 he opened a store in Pittsburgh. He has passed through many a crisis, but always managed to keep his name clean, so that by systematic and diligent work he finally won the success which was long his due.

In his younger days Mr. Maltinsky was a Talmudic scholar and he went through gymnasium studies in Russia. After he had been in this country for six months he entered Duff's College. All these scholastic achievements have only helped to make him a man of wider outlook, in addition to his inborn generous character.

Mr. and Mrs. Maltinsky, who before her marriage was Miss Gertrude Kunst, were married on May 25, 1894.

SIGMUND MAIER

Among the most prominent business men of Fort Wayne, Ind., stands the name of Sigmund Maier.

We relate the events of his early struggles to illustrate what persistent application will do, provided a man has ability to develop. He, like the majority of our eminent men, has made his own opportunities and acquired success by his own effort.

His varied experiences led him into many cities of the United States, and afford a variety of incidents that make a most interesting chapter of business history.

He was born in Dulendorf, Germany, July 24, 1866, the son of Jacob and Dina Maier, his father a dealer in cattle. He came to America at the age of sixteen, landing in New York.

Going almost immediately to Ligonier, Ind., he obtained employment in a dry-goods store and remained six months.

We next find him in Appleton, Wis., where he again worked in a store at a very small salary. From there he tried the rigors of a lumber camp, remaining for six months at \$40 per month and board, when he again found a position in a department store.

His next experience was in Milwaukee, where he started peddling with a pack. This he continued for three months, after which he rented a store, remaining six years. From Milwaukee he went to Escanaba, Mich., working in a store. Next we find him in Warsaw, Wis., putting into practical use the knowledge acquired, as he was now manager of a store. He was later transferred to another store at Phillips, Wis., and remained two years. Feeling that his opportunities here were limited, he went to Fort Wayne and accepted a position with Will Bros., which only paid \$10 per week, solely for the opportunity of advancement, which the larger institution offered. And time proved him entirely right in his judgment, as he was advanced to the position of manager at a fine salary, and remained with this concern for twenty-three years.

Mr. Maier was married August 21, 1893, to Miss Charlotte Lowenstein of Fort Wayne, Ind.

They have five children, four boys and one girl.

The son, Felix, is manager of a branch of their business which is situated at Decatur, Ind. Jacob and Edwin are traveling salesman. The other two children are still small and in school.

Mr. Maier is a firm believer in the gospel of hard work and advises young

people to take any employment that comes to hand, just so it is honest, believing that it will ultimately serve as a stepping stone to the desired goal.

He contributes liberally to all charities, including the Orphans' Home of Cleveland, the Denver and Los Angeles hospitals, the Old Age Home and the Red Cross. He is also affiliated with the Temple of Fort Wayne, B'nai B'rith and the Knights of Pythias.

SAMUEL MALLINGER

Mr. Samuel Mallinger of Pittsburgh is another instance of a man who will "never say die," no matter how outward conditions might point against him. He was born in a little village near Sanok, Galicia, and came to America at an early age. His date of birth is April 18, 1877; his date of arrival in this country is 1894. He came with his cousin, with whom later he went into business, and settled in Pittsburgh, where he immediately went to work at bottles for the munificent wage of \$3 per week.

Samuel had pluck, perseverance and energy and he rose very rapidly in his new occupation. His wages took an upward climb and were constantly higher, enabling its recipient to save and lay by money for a better future. In the course of five years he organized a jobbing bottles concern, going into partnership with a cousin, who was in the same business. Four years later the partners separated and Mr. Mallinger started his present concern, which has been since in existence for the last thirteen years, never causing its owner any trouble and making it possible for Mr. Mallinger to realize his early dreams and ambition.

Not content with success in business, Mr. Mallinger has taken an active interest in social work as a member of the Austro-Hungarian Congregation of Pittsburgh and the Federation of Charities. He is an Orthodox in his religious tenets, of modern tendencies and a staunch supporter of Jewish education.

On October 17, 1899, Mr. Mallinger was married to Anna Klee, who comes from the same part of Galicia where he was brought up, and they are the parents of four children, named Emanuel, Ruth, Fannie and Benjamin.

MORRIS MANES

Prominent in the business life of North Adams, Mass., is the name of Mr. Morris Manes, wealthy dealer in iron and metal scrap. Mr. Manes was born in Kiev, Guberne, Russia, in the year 1867, and came to America in 1890, landing in New York. He worked in a factory as buttonhole maker for \$6 per week. This he continued for nine months, during which time he became so proficient that he was able to start in the same line of business for himself. He continued for nine years, and then decided to take up farming, but after one year, finding this occupation unsuitable, he moved to North Adams and engaged in the junk business.

Mr. Manes is today a wealthy and influential man and his entire success is the result of his own individual efforts, as he had neither money nor influential friends to assist him when he came to America.

Shortly before coming to this country Mr. Manes was married to Miss



DR. RABBI DAVE BEHR MATISCHEWITZ

Rebecca Oxenfeld, daughter of Mr. and Mrs. Sander Oxenfeld, and they have a family of five children, all of whom are now married with the exception of the daughter, Anna, who is at home.

Mr. Manes is prominent in local organizations, being President of Hiaa Adam Congregation, the Labor League and is also prominent in the Masons.

THE LATE RABBI DAVE BEHR MANISCHEWITZ

The name of Manischewitz is well known in every Jewish household in the United States, and also throughout the civilized world. The founder of the nationally famous Matzos, the late Rabbi Dave Behr Manischewitz, was born in Salant, Province of Kovno, Russia, in 1858, and died at Cincinnati, Ohio, March 8, 1914.

He came to America in 1885, after having served as Schochet in the Prussian city of Memel. He gained extensive prominence through his Lamduth, piety and insatiable desire toward charity and philanthropic proclivities. The Cincinnati Congregation, the Beth Hamedrosh Hagadol, imported him as Schochet.

After acting as a leading Schochet for several years, his inventive genius soon led to the inception of the present world-famous mammoth Matzo bakeries, of which the world too well knows.

Rabbi Dave Behr Manischewitz was married in Memel to Chaia Neshe, the daughter of Rabbi Meier (Rosin) of Memel. She was prominent in charities, the founder of numerous institutions, and devoted many years of her life toward the uplifting and support of poverty-stricken Jews, more especially those residing in the Holy Land. She survived her husband by only two years, having died June 17, 1916.

A striking feature of the will of Rabbi Dave Behr Manischewitz was the fact that he requested his business to be incorporated, dividing 90 per cent of the capital stock among his five sons and the remaining 10 per cent to go annually for charity, 60 per cent of which is for Jerusalem alone, and the balance for other philanthropic purposes.

Eight children were left by the late Rabbi Dave Behr Manischewitz, all of whom received a thorough Jewish education, while two of his sons spent more than ten years each studying in Jerusalem, and where they married daughters of learned and prominent Jews. Their names are as follows:

Meyer Victor, married to Minnie Goldstein, of New York.

Mamie, married to Dr. Reuben Finkelstein, son of prominent Rabbi of Brooklyn, N. Y. Three children.

Jacob Uriah, married to Pearl Quitman of Cincinnati. He is the father of two children.

Joseph, married to Bessie Sagalowsky of Indianapolis, Ind. He is the father of two children.

Rose, married to Sol Rogan, of New York.

Max, married to Edith Cohen, of Jerusalem, Palestine.

Harry, married to Sara Malka Gelerinter, daughter of Rabbi A. Galerinter of New York, and formerly of Jerusalem, where they were married. He is the father of four children.

Rae, married to Bernard Prensky, of New York.

JOSEPH MARIL

The Orthodox Jewish community of Savannah, Ga., consists of a number of highly influential citizens, among whom we cannot fail to mention Mr. Joseph Maril. Mr. Maril was born on the 15th of May, 1869, in Torrogan, Government of Kovno, Russia, the son of David Moses and Sheime Maril. He is the descendant of a renowned rabbinical family, and his father was also a celebrated Talmudic scholar. When but thirteen years of age the boy landed in the United States. The first two years and a half he spent in New York, working at cigarmaking, a trade he learned here, and he then went to Savannah, Georgia, where he started his successful business career. He particularly made a mark in the business of real estate and building. Now Mr. Maril is interested in various business enterprises, among them being a skirt factory at No. 110 Abercorn street, maintained under the firm name of the Economy Manufacturing Company, of which he is president. He is also the president of the Cooley Laundry Company.

In social life he is also very active. He is a director of the Kehillah, an active and devoted Zionist, and takes an interest in everything Jewish. He is a man of intelligence and a Talmudist.

Mr. and Mrs. Maril (whose maiden name was Dora Moskofsky, and who was married in the year 1890) are the parents of three accomplished children—Nathan, who is the secretary and treasurer of the Economy Manufacturing Company; Lillie, and Edith.

Lillie Maril is an artist, and though but seventeen years of age, and without any art school training as yet, has already produced remarkable works which now adorn the walls of the Maril home. The paintings are so beautiful and executed with so much technical skill and real talent that it sometimes makes it hard for one to believe that she is a mere beginner. There is no doubt that Lillie Maril is an artist to the manner born and will become a celebrity some day when she has had the opportunity to develop and perfect her natural talent.



Joseph Maril

AARON AND HARRY MANN

Norristown, Pa., is indebted to the Mann family for two of its prospering business houses, the Mann Iron & Steel Company, conducted by Mr. Aaron Mann, and H. Mann & Co., of which Mr. Harry Mann is owner.

These two brothers were born in Kovno, Guberne, Russia, Harry on March 1, 1885, and Aaron on March 5, 1889. They are the sons of Mr. Zelik Mann, who was a prosperous merchant of their native city.

They came to America in 1905, and Harry, being the elder, at once went to work peddling junk, while his brother continued to go to school for one year and then started in at the same occupation. A few years later, having saved a small capital, they went into partnership and opened a junk business. As they were both most able business men and the firm did not need more than one executive head, they decided to dissolve partnership and operate separately, which they did in 1917.

They have both achieved a remarkable success and their ability and integrity are highly respected in the city of their adoption.



WILLIAM MARCUS

Mr. Harry Mann was married July 25, 1913, to Miss Bessie Michelson of Baltimore, Md.

Mr. Aaron Mann was married June 11, 1916, to Miss Sadie Lefco of Philadelphia, and they are the parents of a baby girl.

Both men are generous contributors to the various charities and are also prominent members of Feres Israel Congregation and B'rith Sholom.

Their achievements are deserving of special credit, owing to the fact that they were accomplished unaided, and as Mann brothers are still very young men, it is not difficult to predict a long and brilliant career for each of them.

WILLIAM MARCUS

Over in Europe, where conditions of life were so well settled, where life changed but rarely and all changes were slow and scarcely perceptible, it was the Jewish parents who would naturally decide the future of their children. When the father was in a position to do so and the son would show ability to acquire a good education, it was ordained forthwith that the son become a Rabbi. Otherwise, the son was to become a toiler, which he did.

But there developed among the European Jewry a steady-rising wave of immigration to America, a wave that gave up all tradition, established customs and uprooting things to such an extent that the children's future was no longer a matter for the parents' thought, but was left to the drifting current events.

And so we see that young men who were destined to become Rabbis became merchants in the new world, or plain workingmen, while others who brought with them no traditions and whose means forced them, in the old country, to remain in the artisan and toiler class, became physicians and lawyers and reached high positions in life and society.

Mr. William Marcus of Savannah belongs to the former class. His parents destined him for a Rabbinical career. He was a great scholar, well versed in the mysteries of Talmudic lore, and so his parents never doubted that they had in their son an accomplished Rabbi. Later he became a Hebrew writer and started to write for Hameliz. The tide of immigration brought him to America, where, looking around, he found that this practical country would reward him much better if he went into business—and so, leaving "learning" as a profession to others, he went into business, utilizing in it his good abilities—and he found in his decision a rare success.

He arrived in America in 1885. For a few months he peddled in New York, and then a few years more in Savannah, Ga. He then opened a store for the sale of ladies' wear, working up a large business, located at present at 209 Broughton street West, under the name of Marcus & Co. Mr. Marcus is now financially independent, yet he is still active in the business, in connection with his son Barney, who is a partner. In addition Mr. Marcus is interested in real estate and is a Director of the Peoples Bank and the Mercantile Bank of Savannah.

Having gained his independent position by dint of perseverance, courage and strong will power, he has every reason in the world to look confidently into the future.

Mr. Marcus was born on the 15th of December, 1862, in Pinsk, as a son of Moses and Jeannette Marks. On July 3, 1882, he was married to Esther Josloff of Slonim, and they are the parents of five highly proficient children. Barney is the only son and the youngest child. The oldest daughter, Rebecca, is now Mrs. Rashken. Anna is Mrs. Frank and lives in New York. Rosa is the wife of Mr. Frohberg of Charleston, S. C., who is a member of the legis-

lature of his state. Fanny, the youngest daughter, is married to Mr. Ravson of Atlanta.

Mr. Marcus is one of the oldest Jewish settlers in Savannah, and he is to a large extent responsible for the splendid reputation the Savannah community has earned for itself. He always worked in the interest of the community as well as for his own. He was one of the founders and original directors of the Orthodox Congregation B'nai B'rith Jacob. He was the President of the Hebrew school, a Director of the Jewish Educational Alliance, and contributes with a free hand to every good Jewish cause.

Yet his remarkable success did not carry Mr. Marcus away from education and Judaism. He has a large library which contains the best products of English, Jewish and Hebrew literature, and from time to time, when business is over, Mr. Marcus peruses the volumes of his library and stills his thirst for knowledge.

BENJAMIN MARKOWITZ

Mr. Benjamin Markowitz and his family, consisting of a wife and eleven children, are fitting proof of the contention that work, ceaseless hard work, is always rewarded.

Mr. Markowitz is one of the wealthiest and most successful Jews in Braddock, Pa. He is a banker, owns a very large establishment with countless wagons and trucks, selling his wares in the whole surrounding territory up to Pittsburgh, and dwells in a remarkably beautiful house which he has built for himself. And all that—he explains to me with deserved pride—is the result of hard work.

"You see," said Mr. Markowitz to the writer of these lines, pointing to a very small child gathering something in the yard, "this is my youngest child, and she already does useful things. All, all work, and this has made our success."

In such a simple manner, Mr. Markowitz explains the great world truth that only persistent work can be crowned with success.

Mr. Markowitz was born in 1864 in Ribnitz, Hungary, as the son of Henry and Lena Markowitz. He came to America in 1889. Being a baker by trade, he went to work in his line immediately after his arrival in Homestead, Pa. His mother and his brother Adolph then lived in Pottstown, Pa. Benny went to see them one day and bought a little bakery there, which he kept for about a year. Then came the panic of 1893 and he lost everything. He betook himself to New York, where he worked at his trade for a number of years, later returning to Homestead. He opened a bakery there in partnership with his brother, but in 1900 he went to Braddock, where, with a small capital, but a vast store of energy, he opened the bakery which he so successfully operates to this day.



"The only reason of my success," Mr. Markowitz says, "is work. During the first year in this business, I have been working day and night. During the whole year I did not sleep in bed even once, except on Saturdays, when we did not bake."

As a result of this hard work Mr. Markowitz now owns the large bakery at Nos. 1019 and 1021 Talbot street, and his splendid home at No. 1017 of the same street, and he has brought up eleven children, all well educated and usefully engaged. Mr. and Mrs. Markowitz, who was Rose Goodman, are the parents of the following children: Sadie, now Mrs. Myers; Harry, Jacob, a student of law; Morris, Julius, Regina, Bella, Louis, Joseph, Emanuel and Dorah. All children have received a Jewish religious education and Jacob is the leader of a Sunday school in Braddock.

Mr. Markowitz was for three years President of the local Talmud Torah, is a member of the Congregation Agudath Achimand, B'nai B'rith and many other organizations and institutions.

ELIEZER MARGULIES

Readers of Hebrew periodicals, interested in the illuminating discussions between Eliezer Margulies and the late Doctor Solomon Rubin, would never suspect that the Margulies whose articles they read with such interest was a New York manufacturer. But such is actually the case. Putting all literary fame aside, Mr. Margulies is a first-rate business man.

Born in Pren, Government of Suwalk, in 1848, Mr. Margulies came to America in 1860. He had been already a clothing manufacturer in Lodz before he came to this country. Here he turned his steps to Cincinnati, where he engaged in the same business very successfully, and then to New York, where he has been established since, specializing in pants and knee pants.

Mr. Margulies is a thorough Orthodox, a strict Sabbath observer and a Director of the Machsikei Talmud Torah. He is a former pupil of the renowned Rabbi Abraham Yekutiel Mapu. He was married in 1872 to Soshe Marion, who died in 1916, leaving four sons and four daughters.

NATHAN MARSHALL

One of the finest traits of Jewish character is the remarkable capacity for adaptability to new conditions and environment. Few men at the age of thirty-six would consider it possible to go to a new country and, starting at the bottom of the ladder, work out a career culminating in great financial success.

However, this is the experience of Mr. Nathan Marshall, who was born in Minsker, Guberne, Russia, in the year 1807. He came to America in 1903, landing in Boston, Mass. The only available occupation was that of peddling with a basket, which he did for one year. He then went to Gloucester, Mass., where he started in working as a laborer for the city. However, he was fired by an ambition to have a business for himself, and his spare time was devoted to buying and selling junk in a very modest way. This business developed so rapidly that he was soon able to devote his entire time and attention to same, and he is today one of the most prominent business men in the community.

Mr. Marshall was married in Russia in 1891 to Miss Ida Yardba, and they have eight children, six boys and two girls.

Like many other patriotic Americans, they have given one of their sons to the service of democracy. Jocke is now in the U. S. Coast Artillery service. Two other sons, Albert and Sam, are in business with their father. The other children are still in school.

Mr. Marshall is most generous in his contributions to charities and is also prominent in several organizations, chief of them being Birth Abraham, of which he is Treasurer, and Avas Acham Congregation.

JOHN MARKS

Among the business men of Center Falls, R. I., no name is more prominent than that of Mr. John Marks, whose place of business is located at 11 Falles avenue.

Mr. Marks' success must be attributed entirely to his own efforts, as he landed in America without any capital with which to begin a business career.

He was born in Volina, Guberne, Russia, in May, 1885, and came to America in 1903. Going direct to Pawtucket, R. I., he began buying and selling old iron and metal, which he continued for two years. He then opened a yard at his present location, where he has been most successful.

Mr. Marks was married in New Haven, Conn., in June, 1908, to Miss Annie Brawn. Of their four children, three boys and one girl, the two eldest are going to school.

Generosity in contributions to charity is one of the traits which has distinguished Mr. Marks and he is also prominent in a number of fraternal organizations, chief among them being I. O. B. A., Zionists and a number of others. In fact, Mr. Marks has distinguished himself in this regard, as he is connected with thirty-six organizations. He is also Treasurer of Ivas Sholom Congregation, and it is certainly encouraging to find a man of the young generation holding so closely to the religious ideals established by the Hebrew fathers.



John Marks



JACOB MASUR

JACOB MASUR

Mr. Jacob Masur is foreign-born, having come to the world in Russia in December, 1860, the son of Rubin and Ida Masur. The father is at present engaged in the real estate business in the city of New York. When Mr. Masur was twenty-one years of age, in the year 1860, he emigrated to America with his brother, having just ten dollars in his pocket. But there was no trouble about finding employment. The clothing trade was just then at the height of demand, and the immigrant decided to learn the trade and fit himself for it. To be sure, being inexperienced, and as he merely wanted to learn a new trade, Jacob Masur had to work for nothing—and kept on in that state for twelve weeks. But he graduated soon into a paying position and at the end of his first year in America was already making as much as four dollars per week. During this trying period young Masur devoted all his spare time to study, attending the evening high school, and had ambition of entering a university and studying for a profession; but circumstances turned him into the commercial world.

But there was something in Mr. Masur that kept on telling him that he would certainly succeed if he but attempted the right thing. Mr. Masur took cutting. For three months he worked for nothing; in fact, even paid \$100 in cold cash to learn the trade, and in the end he was employed at \$5 per week. Yet he managed to save money at that, and within a very short time he was already manufacturing on a small scale, with a place at No. 237 Rivington street. But this first business venture was nothing short of an adventure. It lasted as long as there was ready capital to draw on the bank and as soon as that gave out, Mr. Masur had to close his shop and seek employment. He secured a position as cutter at \$4 per week. Within a year he found a job elsewhere and for a time kept changing places from year to year. His salary rose to \$25 per week, and then he felt secure enough to venture into business for himself again.

He opened a loft at University place and Twelfth street, manufacturing cloaks and suits, and for five years he struggled very hard to make both ends meet, working day and night at his new business. But work had its reward, and Mr. Masur stands today as a successful manufacturer at his line. His place of business is at 131 West Thirty-fifth street, New York City.

Having founded his financial success, Mr. Masur went back to the subject of his early interest and for a time delved into the studies long neglected, of the Talmud and its commentators, and also secular education. Following in the footsteps of his father, who is a Hebrew scholar highly versed in the Talmud, and devotes much of his spare time to same, Mr. Masur applies himself likewise.

Mr. Masur is married to Miss Rose Brandus, since 1894, and is the father of four children. The oldest daughter, Sophie, graduate of New York University Law School, is married to Mr. Alexander H. Weinberg, a lawyer by profession, as his wife is, and a lieutenant in the United States army. He is in the service in France and has recently been wounded.

William, a younger son, is a student at a private military school at Bordentown, and a violinist; Marie attends high school and Harold is in public school.

Mr. Masur is a thirty-second degree Mason, a Shriner, a member of the Mecca Temple, the Elks Lodge and other fraternal organizations. He also belongs to the Hebrew Free Loan Association, the Hebrew Orphan Asylum and other Jewish charities. His gospel is "Hard work."

OTTO J. MAYER

A community looks for leadership not only to the men who have attained to success and high standing in commerce, science, or art, but also to those, perhaps even primarily to those, who together with achievement of success possess also the personal charms of a cheerful disposition and the spirit of boundless optimism. To this class of worthy and distinguished citizens belongs Mr. Otto Jacob Mayer of New Orleans.

Mr. Mayer is still a young man, but has already made an honored and enviable place for himself in the community. He was born on July 13, 1880, in New Orleans, and received his education in a private school of his native city. He comes from an old, well-established and highly esteemed New Orleans family. His father was Abraham Mayer and his mother was Rebecca Frank, the daughter of Michael Frank, a very prominent and leading man of the community, who was the first President of the Temple Sinai Congregation.

At the present time Mr. Mayer is prominently connected with large and leading business interests, chief among which are the Harry S. Kaufman Insurance Co., whose offices are at 327 Baronne street, and the Mayer Realty Co., which is conducted in the interests of the estate left by his parents. But it must not be supposed that he started at the summit of his career. On the contrary, when but a boy of 17 he engaged in work for a grocery concern as office boy. After three years of experience in that capacity he associated himself with the stove commission business, which four years ago enlarged its scope to include also exporting, and in which he still retains an interest. The Harry S. Kaufman Insurance Co. was organized in 1903, and has developed into one of the best known firms of its kind in the city chiefly through Mr. Mayer's good judgment and able financiering.

In the Jewish community Mr. Mayer's services are valued very highly. He is the Treasurer of the Touro Infirmary, which institution he has also served in the capacity of Director and as Chairman of the Finance Committee. The importance of that office may be judged by the fact that the expenditures of the institution during the past year exceeded the sum of \$270,000. He is also a member of the B'nai B'rith and the Touro Synagogue.

On April 7, 1906, Mr. Mayer was married to Miss Elise B. Newman, a charming young lady who belongs to one of the best families of the South, and their union has been blessed with two lovely children, Rebecca Frank Mayer and Elise Newman Mayer.

GEORGE MEHL

The history of Mr. George Mehl is a wonderfully interesting life drama, full of the shadows of pathos and the darkness of discouragement. But Mr. Mehl believed in turning his clouds inside out, and behold! the beautiful silver lining!

Born in Koona, Poland, August 12, 1872, he was the son of Mr. and Mrs. Solomon Mehl, the father a merchant and an accomplished Jewish scholar.

The subject of our sketch came to America during the summer of 1889 and obtained his first employment in a butcher shop in Baltimore. Here he was forced to work for only \$1 per week and board, so he decided to go to Cincinnati, where an uncle resided. He received no assistance from him, however, so he again worked for a short time in a butcher shop.

Obtaining a small stock of tinware, he started out to sell same, but was so bashful that during the first week he slept on the streets or in the woods rather than approach any one for shelter.



DR. EDWARD E. MAVER

The picture of this young boy fighting his way upward against such odds is pathetic in the extreme and presages brilliant achievements for a race that produces examples of such fortitude and singleness of purpose.

He continued in this way until 1897, when he went to Brookville, Ind., and started in the junk business with but \$80 and a team as assets.

Five years later he came to Middletown, Ohio, and started business in a modest way, where his business has grown to the present large institution located at Sixth and Canal streets.

Mr. Mehl was married April 13, 1897, to Miss Minnie Kleine of Cincinnati, Ohio.

Their family consists of three girls and two boys, all of whom are in school.

Mr. Mehl believes every man owes much to his associates and the world at large, as well as himself, and both he and his wife are very active in benevolent organizations.

He is former President and now Treasurer of Anshe Sholurn Yahreda, a member of the Chamber of Commerce, an active worker for hospitals and flood prevention and is Captain of the Red Cross. His fraternal affiliations are the Masons and the Knights of Pythias.

He advises all young people to obtain all the education they can and be at all times a true and loyal citizen.

EDWARD EVERETT MAYER

The Jew has been a most prominent figure in the field of medicine as far back as the beginning of the medieval period in history. The part that he has played in this field in the present generation is universally acclaimed. During the present great war it has been remarked by numerous publicists that in medicine and in surgery, on the side of the Allies or on that of the central forces, those who are the most prominent are the Jews.

It is for that reason that a great deal of significance is attached to the life story of the Jewish physician who has attained eminence in medicine. Dr. Edward Everett Mayer comes from a scholarly and rabbinical family, and he can point with justifiable pride to his illustrious parentage. His father was the late Rev. Lippman Mayer, for a generation rabbi of the Rodef Shalom Congregation of Pittsburgh, and the predecessor of the late J. Leonard Levy. His mother, Elise (Hecht), was a daughter of the famous Professor Hecht, of the Real Schule and member of the Diet of his state, whose biography appears in the Jewish Encyclopedia.

Edward E. Mayer was born in the city of Allegheny, Pa., June 18, 1870. He received his education in the grammar and high schools and later in the Western University of Pennsylvania, since changed to the University of Pittsburgh, from which he graduated in 1895.

He later continued his studies at the university, receiving the degree of Master of Arts and that of Doctor of Medicine in 1897. Subsequently he went to Europe, where he furthered his studies in Vienna, Paris and London, specializing in neurology. Since his return to America he has practiced medicine in the city of Pittsburgh and is at the present time located in the Jenkins Arcade Building of that city.

Dr. Mayer's ability in his chosen specialty in the field of medicine, namely, mental diseases, soon came to be recognized universally, and he has for a number of years held the post of associate professor of mental diseases at the University of Pittsburgh. At the present time he is the chief neurologist at the Presbyterian, Montefiore, South Side and Crippled Children's Home.

Prior to that he was connected with the St. Francis Hospital and the city insane asylum at Mayview. He has read many papers on this subject before medical bodies, both local and national. He is the American editor of Oppenheim's famous text-book on "Diseases of the Nervous System," and is the author of many important contributions to medical and neurological journals. He held the office of President of the Phi Beta Pi medical fraternity; Treasurer of the Pittsburgh Academy of Medicine, and Secretary of the Allegheny County Medical Society. For a number of years he has been connected with the American Medico-Psychological Association.

Unlike a great many learned specialists, who have become narrow because of their devotion to one and only one field of work, Dr. Mayer is broad in his sympathies and activities. The Alumni Association of the University of Pittsburgh was a body whose influence upon the scholastic life of the city was very limited until 1910, when Dr. Mayer became its president. He lent to it his enthusiasm and injected into this organization a spirit of good fellowship which helped to turn his Alma Mater from a secondary college to a great city university. He is still active in the Alumni Association, serving as a member of the Executive Committee.

Like his father, Dr. Mayer is a Reformed Jew. Rabbi Mayer was a great Hebraist and a Talmudical scholar of note, from whom young Mayer learned a great deal. To this day Dr. Mayer is a lover of Jewish lore. He is affiliated with the Rodef Shalom Congregation and is prominent in the work of the Judeans. He has during the last few years espoused the cause of cultural Zionism. On June 16, 1901, Dr. Mayer married Miss Rose Lamm of Chicago. He has one daughter, Catherine. His address is 5815 Ferres street, Pittsburgh, Pa.

ISRAEL MICHELSON

When Mr. Israel Michelson of New York City arrived in this country in March, 1902, he was forty-one years of age and the father of seven children. Born in the city of Folticeni, Roumania, in 1861, he was the son of Rabbi Michel Isaac Michelson, who was the Talmudical instructor of the late Dr. Solomon Schechter, founder of the Jewish Theological Seminary. His last few years Rabbi Michelson spent in Palestine. On his arrival here, Mr. Israel Michelson had only \$63 in his possession, but it was enough to start peddling hosiery. After six months of this business, he had netted a few dollars and opened a stand where he sold laces and embroideries at the corner of Hester and Orchard streets. In addition to this and his first business, he dealt on a moderate scale in jobbing hosiery. Two years later found him a partner in the wholesale hosiery and underwear firm of Finkelstein Brothers, 51 Orchard street. His efficiency there resulted in his taking over the business, buying out the Finkelstein Brothers and taking in as his partner his son-in-law, Mr. Irving Signer. After two years of this co-partnership, the business increased so as to demand larger quarters. They moved across the street into a store at 48-52 Orchard street, where the business has been established for the past ten years, and having made such progress as to find it necessary to acquire additional quarters in the same building.

In February, 1917, the co-partnership was dissolved, Mr. Irving Signer retiring from the firm and Mr. Michelson taking his sons into the business, under the firm name of I. Michelson & Sons. This wholesale and jobbing hosiery and underwear and knit goods house is making great strides.

Mr. Michelson is of a highly charitable turn and is a member of the Federation of Charities, the First Roumanian American Congregation, the

Beth David Hospital, Hebrew National Orphans' Home, Jewish National Fund Bureau, Rabbi Jacob Joseph School, Adas Israel Hebrew Kindergarten and Day Nursery, Hebrew Sheltering Society, Hebrew Free Loan Society, Noshim Rachmonoth Society, Mt. Vernon Home for Aged, Hebrew Free Burial Association, Talmud Torah Darchei Noam, Congregation Ohab Zedek Maskil El Dol, and there are also other organizations and charities to which he contributes with a free hand.

Mr. Michelsohn had married at the age of nineteen Miriam Abramowitz, and there are seven children, four sons and three daughters. The eldest son, Abramiam, is married and a father of three sons. He is associated in business with the elder Mr. Michelsohn, as are the other of his three brothers, Martin, Adrian and Max, all of whom are well reputed and well educated both in Hebrew and English. They are considered by the trade to be making good progress in business.

The eldest daughter, Sarah, is married to Mr. Irving Signer, who is now established in business for himself. The second daughter, Nettie, was married to Mr. Sam Sirkin, the executive of Sirkin & Sirkin, jobbers of hosiery at 467 Broadway. They have one son. His youngest daughter, Clara, is married to Mr. Mitchel Fliegel, of the firm of Fliegel & Son, manufacturers of raincoats at 40 East Twelfth street.

Mr. Michelsohn has taken under his charge his brother's grandchild, who is an orphan, and he and his wife are showing her parental care. They have brought about her marriage to a reputable young man.

ALEXANDER MILLER

The only life which can win a large measure of success is one begun with a high conception of the possibilities of achievement.

America has called many such fine spirits from across the seas who have added laurels to her artistic, educational and commercial activities.

In the latter field, no name is more worthy of prominence than that of Alexander Miller of Detroit, who was born in Kovno, Vilna, Gubernie, Russia, December 11, 1885, and came to America when a young man of twenty years.

He obtained employment in a New York fur factory at only \$4 per week, but advanced his salary to \$25 per week in the short period of one and one-half years.



While this measure of success would have appeased the ambition of most young men, Mr. Miller wanted a business of his own, however modest the beginning might be, so he purchased a wagon and engaged in the junk business. This venture proving successful, it was followed by a partnership with Louis Miller, and their untiring efforts and exceptional executive ability have resulted in the development of a large commission business, dealing in butter, eggs and other produce; also a grain elevator.

Mr. Miller is still a young man with a roscate future before him.

He was married in New York January 27, 1900, to Miss Gussie Bagdonofsky, and they have two promising boys of school age.

Mr. and Mrs. Miller are large contributors to all worthy charities, and the joy they derive from their beneficence leads us back to the old truism: "The truly generous is truly wise, and he who loves not others, lives unblest."

MIKE MILLER

One of the leading citizens of Sunbury, Pa., is Mr. Mike Miller, owner of a large iron and metal business operating under his name. Mr. Miller was born in Kovno, Guberne, Russia, April 17, 1873, his father being a merchant of that community.

In December, 1885, father and son decided to come to America, and upon landing found their way to Lancaster, Pa. Here they both began buying and selling metal and after the first year went to Reading, Pa., continuing in the same line until the death of the father. Mr. Miller then went to Sunbury, Pa., where for twelve years he continued buying and selling junk, and then opened a small yard. This business has grown to immense proportions and he is today one of the largest dealers in that section of the state.

Mr. Miller was married August 23, 1896, to Miss Rebecca Fink. Their family of ten children, seven boys and three girls, are all at home and have been given excellent educations both in academic and musical lines.

Mr. Miller is prominent in the various fraternal orders, being a member of B'rith Sholom, Odd Fellows, Eagles, Owls, Knights of Pythias, Woodmen of the World, Chamber of Commerce, and Travelers of America. He is President of Talmud Torah, a member of Havra Samra Habrith Congregation of Reading and is also President of Moses Israel of Northumberland of Sunbury, Pa.

His father was the founder of the Jewish cemetery of Reading and was the first man to be buried there.

We also wish to say a word regarding the social activities of Mrs. Miller, who belongs to every charitable and social organization of any prominence in Sunbury, and is very popular in their social circle.

CARL MINSK AND LOUIS COHEN

A partnership that has resulted in the establishment of a fine business in Chelsea, Mass., is that of Mr. Carl Minsk and Mr. Louis Cohen, whose plant is located at 246 Second street.

Messrs. Minsk and Cohen were both born in Kiev, Guberne, Russia, the former in 1875 and the latter in 1877. They are both descended from families of merchants and are by inheritance as well as training fitted for responsible executive positions.

Mr. Cohen came to America in 1903 and Mr. Minsk a year later. They both went to Chelsea, Mass., upon their arrival, Mr. Minsk having a brother in that city. He obtained work in a rag shop, where for the sake of experience he continued at the meager salary of \$2 per week. He then went into business for himself and after two or three partnerships finally joined forces with Mr. Cohen, the result of which is the present large business establishment which they are so successfully operating.

Mr. Cohen's first experience in America was somewhat similar, as he also worked in a rag shop for the first three years, when he returned to Russia for seven months. Coming back to America, he worked for two years and then went into business with Mr. Minsk. Mr. Cohen was married in Russia in 1895 and they have six children, two boys and four girls, all going to school, the eldest being in business college.

Mr. Minsk was married in Russia in 1900 to Miss Rebecca Minsk, and they have two children, one boy and one girl, going to school.

Both families are members of the Orthodox Congregation, and are very generous in their gifts to charity.



JACOB MILLER

JACOB MILLER

The most beautiful trait of Jewish character is their love of home and kinfolk.

Perhaps no other characteristic has had so much influence in maintaining the solidarity of the Jewish people throughout the many centuries in which they have been scattered over the face of the earth, mingling amicably with all nations, yet losing no part of their identity.

Such a character is Jacob Miller of Wheeling, W. Va., as the events of his life which we narrate will illustrate.

Born in Vilna, Guberne, Russia, August 15, 1875, he came to America at the age of twenty-one and found his first employment in a pants factory, where, although the pay was rather meager, he managed to save some money.

Going to Canton, Ohio, he worked in a junk shop for \$1 per day in order to obtain experience, and four months later bought a horse and wagon and began buying and selling junk.

On July 5, 1900, he was married to Miss Bessie Emerman.

Shortly after he sold the junk business and engaged in the liquor business, where he was very successful. Seven years later he sold out and having accumulated a snug fortune, decided to travel and look up all the family connections, who were scattered in various parts of the United States. Six months later he again felt the urge of a business life and going to Wheeling started in the iron and metal business with two partners.

This venture was most unfortunate, as he lost all his money, and in 1910 was obliged to take over the business, assuming all liabilities.

Under his able management the firm again began to prosper and within a few years he had again accumulated a nice fortune.

Not being content to selfishly enjoy his prosperity, he sent for his three brothers and four sisters, who were still in Europe, and not only educated them, but gave each of the girls upon her marriage a dowery of \$500.

He is also most liberal in his gifts to all charities and is one of those noble, public-spirited citizens who are a blessing to any community.

Mr. Miller is a member of the Congregation Ahav Sholem of Wheeling and B'nai Brith No. 615 of Wheeling and many other important organizations.

ELI MINSKER

The Jews have always been great students of law in one form or another. Law is the name applied to the Scriptures; law marks the discourses of the Talmudists and the bulk of Hebrew literature consists of law, which has become ingrained in the racial fabric. Small wonder that Jews coming to our country become industrious, progressive, law-abiding citizens. Throughout their history law has been taught, studied and lived.

Such is the history of Mr. Eli Minsker, who was born in Letova, Guberne, Russia, in April, 1873. His father, Mr. David Minsker, was a successful merchant and a man of fine education, who saw that his son had every advantage that opportunity afforded. Consequently, young Eli obtained an excellent knowledge of Jewish scholarship; in fact, studied to be a Rabbi, and today has a knowledge of Schochat. But Fate willed that Mr. Minsker should distinguish himself in the business world, as later events showed.

The family removed to America in the fall of 1889, and our subject, then a young man of sixteen years, came with his parents to Cleveland, Ohio, where he began peddling with a push cart. Later he got a horse and wagon and continued buying and selling old iron and metal. At the expiration of the first year he opened a wholesale junk yard.

Shortly after coming to Cleveland he met and married Miss Anna Lerenman, a capable young woman of considerable business ability, who assisted her husband in conducting a store in Norwalk, Ohio, in addition to his other activities. This they continued for twelve years, when he opened a wholesale scrap iron business in Erie, Pa., where he remained one year. He next went to Jamestown, N. Y., where he bought an interest in an established business and later took over the interests of his partner, taking his son, now grown to manhood, into the firm. They incorporated under the present name of Jamestown Iron & Metal Co., Mr. Minsker being President and his son, Morris, Secretary and Treasurer, and their business is today the largest of its kind in that section of the state.

The son, Morris, in addition to his business activities, is a graduate of the University of Buffalo Law School, and practiced in Buffalo for two years. He is a thirty-second degree Mason, a member of Temple Beth El Club of Buffalo, and very active in all civic affairs.

Mr. and Mrs. Minsker have two other sons, Lewis, who is going to high school, and Frank, only five years old.

Both Mr. and Mrs. Minsker are exceedingly active in the various charitable movements of their city, contributing to all worthy causes. They are members of the Hebrew Beth El Congregation and patrons of the Jewish Consumptive Relief Society of Denver, the Cemetery Association, all the Yishivas and many other charities.

CHAUNCEY A. MINTZ

Most of the human driftwood of the world are men whose lives have been diverted from the channels to which they were by nature and temperament best fitted.

It is only in rare instances that we find an individual possessed of sufficient talent and versatility to be successful in two widely differing professions or occupations, both of them exacting in the extreme, and requiring years of preliminary training.

In the life history of Chauncey A. Mintz we have a most interesting example of this type of man—one who, partly through force of circumstances



CHAUNCEY A. MINTZ



ISRAEL MORRIS MINTZ

and partly from a sense of duty, gave up his chosen profession in which he was unusually successful, to engage in an entirely different line of work, which he has conducted with equal success.

Chauncey A. Mintz was born in Titusville, Pa., July 26, 1870, his father being Mr. Israel Morris Mintz, whose biography also appears in this volume.

After receiving a thorough education, young Mr. Mintz chose the profession of medicine as a life work, and after graduating from the Western University of Pittsburgh, Pa., began his practice there.

It is a well-known fact that no profession exacts so much of time and strength as that of a physician, and after a number of years, during which his practice became very large, Mr. Mintz found that his strength was hardly sufficient for the discharge of his arduous duties. His father was also becoming rather advanced in years, and as he had no other sons to assume the responsibility of his immense iron and metal business, Mr. Mintz's sense of filial obligation prompted him to give up his profession and devote his time to his father's business.

That he has been just as successful here as he was in the practice of medicine is very obvious to one who has visited their immense plant at Oil City, Pa., and in addition he has regained his health. His interests are not confined entirely to this business, as he is also a Director of the American Railway Appliance Company.

Mr. Mintz has not only mastered the arts of medicine and business, but has found time for the promotion of the various social and civic activities of his community. He is President of the Orthodox School of Oil City, contributes to many charities, both local and national, is a prominent Elk and also a member of the Tree of Life Congregation.

His life is one of such unusual activity and usefulness that it is proving a constant source of inspiration to the young people of the community and Oil City is indeed fortunate in having within its gates such a citizen as Mr. Mintz.

ISRAEL MORRIS MINTZ

Good citizenship is less a matter of nativity than allegiance to certain principles which the spirit of the adopted country typifies.

It is the vibrant flame which sends voyagers across unknown seas; which inspires the pioneer in his penetration of the virgin forests of a new world. It is the spirit of progress, unquenchable, unconquerable; the steady seeking of new lands in which to develop new ideals of living. And whether the man's effort shall be directed to the world of commerce, of agriculture, or of art, the effort and its result are equally commendable.

Such a man was Mr. Israel Morris Mintz of Oil City, Pa., who, as a very young man, came with his bride to seek his fortune in America.

He was born in Suwalk, Guberne, Russia, in September, 1847.

The Mintzs are descended from a long line of cultured people and the father of our subject was no exception. He was also a very successful merchant, as well as an able scholar.

Young Israel received his education in his native town, having the advantage of cultured home surroundings, and in 1866 was united in marriage to Miss Eva Oshinsky. Shortly after their marriage they departed for America, coming direct to Titusville, Pa., where an uncle resided.

His first occupation was peddling merchandise from a pack, which he continued for ten years. Then followed another ten years with a horse and wagon, after which he had accumulated sufficient capital to open a store and later another in Petrola, Pa.

Although these ventures were very successful, Mr. Mintz saw more opportunity in the iron and metal business, so he sold his stores and invested in the junk business.

Time has proven the soundness of his judgment, as he is now conducting one of the largest yards in the state, giving employment to a number of people. He is assisted by his son, whose separate biography appears in another place.

He also has a daughter, Rae, who is the wife of Dr. A. A. Goldman of Oil City, Pa.

His wife died about three years ago, and her loss is keenly felt by her family and the entire community, to whom she was an ideal wife, mother and friend.

Mr. Mintz is very liberal in his contributions to charities, is a member of the Orthodox school of Oil City and the Odd Fellows.

Among the organizations to which he is most generous, are the Denver and Los Angeles Hospitals, Old Age and Orphans' Home of Cleveland, and all the Yishivas.

LOUIS MINTZ

To young people who at times underestimate the opportunities which the industrial system in our country affords, a conversation with Mr. Louis Mintz of Cleveland, Ohio, would be both a help and an inspiration.

Mr. Mintz has experienced to the full, conditions both in Europe and America and is able to appreciate by contrast those advantages which American-born young men and women are inclined to pass over lightly. Mr. Mintz was born in Lobirrin, Russia, in 1875, the son of Mr. and Mrs. Alexander Mintz. His uncle was one of the largest railroad builders in Russia and his father was a clerk working for his uncle. His employment in Europe consisted of the manufacture of cigarette tips, but feeling that there was no future in this occupation, he decided to come to America, and, owing to the fact that he was only making a very small salary, landed on our shores without a cent.

For one year he was employed as a painter at \$9.00 per week. During this time he gained much valuable information regarding our language and customs and, at the expiration of this time, he decided to go into business for himself, doing painting and small jobs in contracting. This he followed for five years, and by that time had earned such reputation for ability and first-class work that he became the largest Hebrew building contractor in the city. In 1913 came his opportunity to organize the Ohio Window Shade Company, and since that time Mr. Mintz has devoted nearly all his time and attention to this business, of which he is president.

Mr. Mintz was married to Miss Gussie Wigutoof and they have five children, four boys and one girl, who are all in school with the exception of the eldest son, Max, who is in business with his father.

The business interests of Mr. Mintz necessarily occupy a great deal of his time, but he is vitally interested in every movement for Jewish betterment and his wife spends a great deal of time investigating various charities and contributing to them for her husband and herself jointly. She is a member of Talmud Torah and a patroness of the Old Age Home, the Orphans' Home, and many others too numerous to mention. They also contribute to the Denver Sanitarium.



MICHAEL MOHR

MICHAEL MOHR

The Jewish community of Montgomery, Ala., has an unusually large proportion of men who have won distinction in the various walks of life and are occupying a high position in the city. Few are more esteemed, however, for their interests and activities and for their contribution to the progress of civic enterprise than is Mr. Michael Mohr.

Mr. Mohr was born on July 4, 1849, in Oberlustadt, Rheinpfalz, Bavaria, the son of Jacob and Minna Mohr, and came to this country at the age of 17. He arrived in this new land of liberty and opportunity with little more than a determination to achieve success in life. But he possessed the personal qualities and qualifications that usually make for success. He had a bright mind, a good bringing up, and a desire to make a place for himself amidst his new surroundings through hard work. He also had the advantage of a worthy example set for him by his uncle, Josiah Weil, who was the organizer and first president of the Kahl Montgomery Congregation.

After acquiring a thorough knowledge of English and completing his education, for which he had obtained a good foundation in his native town, he started out as a clerk in a store and, in 1880, he established a general merchandise business of his own. Three years ago he retired from that business and is now devoting his time in looking after his interests in cotton plantations, maintaining a city office at No. 8 Washington avenue.

During all this time Mr. Mohr has devoted a large portion of his time to charitable, civic and educational endeavors of a Jewish and general character. And his great capabilities and fine capacity for leadership along these lines have been clearly recognized by every association and institution with which he has been connected. Accordingly, he has been elected to positions of trust and responsibility by associations, not only of local but also of national standing and importance. Thus he has held and has now the position of president of the United Jewish Charities of his city and has served as vice-president of Kahl Montgomery, of which he has been a trustee for the past thirty-two years. He has served on the Board of the Cleveland Orphan Asylum for sixteen years; he is a director of the National Jewish Hospital for Consumptives of Denver, and is a past-president of the District Grand Lodge No. 7 of the B'nai B'rith. Among the positions he has occupied in the city at large, and which gave him great personal satisfaction and reflected much credit upon the Jewish community, is that of chairman of the school board, which enviable position he has filled, with much honor to himself and great benefit to the city and its schools, for more than a quarter of a century.

On February 20, 1884, Mr. Mohr was married to one of Montgomery's charming young ladies, Miss Minna Dreyfus, and their union has been blessed with two children, Blanche, who is now Mrs. H. I. Davis of Atlanta, Ga., and Miss Della Mohr, who is exemplifying the deep interest in education with which she has been imbued by her parents in her splendid work as a teacher in the local high school.

ABRAHAM MORRISON

From humble labor in a factory to the sole owner of an immense iron and metal business, and all accomplished within the space of ten years, is the remarkable achievement of Mr. Abraham Morrison.

Born in Vilna, Gubernie, Russia, in October, 1881, he was the son of Louis and Freda Morrison, his father conducting a tannery in his native town. Like many of the older generation of Jews, Mr. Morrison, Sr., was a great scholar

and was able to teach his son much that his meager school opportunities would not afford.

He came to America May 29, 1868, his destination being Grand Rapids, Mich., where he worked in a factory for about eight months, until he could accumulate sufficient capital to buy a horse and wagon.

He then began buying and selling old iron and metal and from this small beginning, by unceasing industry and courage, has amassed a fortune and is considered one of the leading business men of his city.

Mr. Morrison was married October 29, 1906, to Miss Rose Wepman of Grand Rapids, and they are the parents of three fine children, all going to school and, in addition, receiving musical training. In addition to the careful home training of their children, Mrs. Morrison finds time for many social activities of which she is the popular leader. Both Mr. and Mrs. Morrison devote a considerable amount of their wealth to charitable causes and Mr. Morrison is also quite prominent in fraternal circles, being a member of Order Independent Western Star, Jewish Social Club, Woodmen of America, B'nai B'rith and Alavas Soham.

He is also trustee of the West Side Congregation and is very devout in his adherence to Jewish principles.

DR. BERNARD MOUNT

For a city to have only two Jewish physicians and to know that both of them have achieved distinction and are prominently and actively connected with the civic, charitable, and social life of the community, is indeed a satisfaction such as few cities can enjoy and experience. Yet, Montgomery, Ala., is thus fortunate and privileged. For the success and distinction, both in a professional and communal way, which Dr. Greil enjoys are shared in the largest possible measure by Dr. Bernard Mount.

Dr. Mount has been splendidly prepared and eminently fitted for the position of leadership which he occupies in his profession. He is, comparatively speaking, only a young man, but he has nevertheless accomplishments and achievements to his credit which older men with lifelong practice would undoubtedly feel proud to call their own. He was born in Forsyth, Ga., on January 4, 1880. His father, Isidor Mount, immigrated to this country at an early age from his native place in Germany, and his mother, Celia Mount, is a native of Macon, Ga. After gaining a primary education in the public schools at Atlanta, Dr. Mount pursued further studies in the Mercury University at Macon, Ga., and then went to New Orleans, where he entered the medical department of the Tulane University, from which institution he graduated in 1900. The same year he established himself in Batchelor, La., where he built up a large practice during a stay of six years. Being desirous of specializing in internal medicine, however, and of reaching out for a larger field and a wider scope of activity, he went to New York, where he pursued post-graduate studies and then came to Montgomery and opened offices in the Bell building of that city.

Dr. Mount's affiliations in his city and community are very numerous, and his services and active co-operation in the various charitable, civic, and educational endeavors are greatly admired and highly appreciated.

Besides holding membership in the different philanthropic institutions and organizations, both Jewish and non-Jewish, he is a member of the State, Southern, and American Medical Associations. He has held the position of president in the County Medical Association and is at the present time a member of United States Medical Advisory Board. He is a member of B'nai B'rith; a

thirty-second degree Mason; attending physician of Masonic Home and Hospital; lecturer on medicine at Nurses' Training School, St. Margaret's Hospital, and local examiner for National Hospital for Consumptives, Denver, Colo.

On April 29, 1914, Dr. Mount's opportunities for valued and valuable services to the city and community were enhanced by his marriage to Miss Kate Steiner, an accomplished young lady of Montgomery, who is very active in various organizations, notably in the Federated Women's Club, dividing her time and attention between the exquisite and affectionate care of a bright baby, Bernard, Jr., and the interests and endeavors which her prominent station in the community entails.

JACOB MOSCOVITZ

The Jewish race has produced the best body of business men which the world has ever seen. Regardless of the line to which they turn their attention, they seldom fail to achieve success.

We find an example of this kind in the life of Mr. Jacob Moscovitz, who was born in Bassarolia, Kishnip, Gubernie, Russia, in December, 1867. He was the son of Solomon Moscovitz, who was a prosperous merchant of his native town, and also a prominent scholar. At the age of 20, young Jacob decided that the new world would offer him better opportunities than he could find at home, so he came to America and found his way to Detroit, Mich., where he peddled for eight years.

He was then connected with a five-and-ten-cent store for about one year, after which he engaged in the commission business. His next venture was in the bottling business, his first establishment being on Adelaide street. Here he was very successful, and after four years he removed the business to his present location at 246 Windsor street, where he is conducting one of the largest businesses of its kind in the city.

Mr. Moscovitz was married July 6, 1897, to Miss Rosa Goldberg of Detroit, and they have six children, three boys and three girls. The eldest son, Sidney, now 19 years old, is in business with his father. Bessie is a stenographer, and the balance of the children are still in school. They all have shown a marked musical ability, and play the piano, and here it might be well to mention the fact that it is rare indeed to find both business and artistic abilities so happily combined.

Mr. Moscovitz is very prominent in a number of organizations, chief of which may be mentioned Beth Jacobs Congregation, the Odd Fellows, Knights of Pythias, Beth Abraham, the Maccabees, and the Hebrew Protective Union.

The city of Detroit recognizes in the persons of Mr. and Mrs. Moscovitz two of its most useful and public-spirited citizens.

SAM MOSTOV

The life history of Mr. Sam Mostov proves conclusively that no matter how humble the beginning, success is bound to follow hard work and business ability rightly applied.

Mr. Mostov was born in Valencia, Witipsk, Gubernie, Russia, December 15, 1880, the son of Mr. and Mrs. Chaim Mostov. His father was not only a successful merchant of his native town, but also a most accomplished Jewish

scholar, and the early lessons learned at the home fireside compensated in a large measure for whatever lack of scholastic learning young Sam may have realized later.

He came to America in March, 1905, starting to work in the junk yard at \$7.00 per week. Although the salary was meager, he obtained some very valuable experience, which served him well six months later, when he bought a horse and wagon and started out in business for himself.

He first went into the country and stopped at Bucyrus, Ohio. Here he found a good opportunity to work for a dealer and later opened a yard for himself, where he remained for two years, doing a very good business. Selling out at a good profit, he then went to Toledo, Ohio, and rented a small building, which he was obliged to enlarge three years later, until at the present time he owns a large modern plant advantageously located on the railroad tracks and is also owner of considerable real estate.

Mr. Mostov was married February of 1907 to Miss Dora Smirin of Toledo, Ohio, and they have three sons and three daughters, four of whom are in school.

In addition to Mr. Mostov's many business activities, he finds time to associate himself with every organization having to do with civic improvement and philanthropy. He is a trustee of Congregation B'nai Israel, treasurer of the American Jewish Aid Society, prominent member of the Maccabees and Knights of Joseph, the founder of the Mizrooe Society Federation of Charities, Federation of Charities, member of the B'nai B'rith.

That a man of foreign birth and no opportunities except those which he has created for himself can do so much in such a short time, should be an inspiration to all young people just starting out in life.

SIMON MYERS

Some of the earliest and best lessons in salesmanship have been gained by the sale of newspapers on the street. This is the manner in which the successful career of Mr. Simon Myers of Salem, Mass., was begun.

He was born in Kovno, Gubernie, Russia, December 23, 1880, and at the age of eight years came to East Boston, to his father, who had preceded him to the new world. He went to school for four years, when, feeling the necessity of earning his own living, he began selling papers. Later he started peddling, and continued until 1903, when he went into the present iron and metal scrap business, which has grown to be one of the principal plants in Salem. He also owns, and is treasurer of, the North Shore Waste Paper Co., Inc., another concern of considerable prominence.

Mr. Myers was married in November, 1904, to Miss Amelia Gold of Chelsea, and they have one boy, who is going to school and is also being educated in Hebrew.

Mr. Myers is a strict believer in the traditions of his race and religion, and is a devout attendant upon the congregation of which he is director. He is also a prominent Elk, and member of the Chamber of Commerce. His contributions to the Denver Hospital are one of the many philanthropies which are benefited by his prosperity.



DAVID NORWICH

One of the most prominent citizens and able business men of Chelsea, Mass., is Mr. David Norwich.

Mr. Norwich was born in Kovno, Guberne, Russia, in 1878, and came to America July 3, 1893. Landing in Boston, he took the first honest occupation which came to hand, and which happened to be peddling potatoes. A few weeks later he obtained employment in a junk shop, where he continued for three years, and then, going into business for himself, was so unfortunate as to lose all of his capital. He went to work again, devoting three years to the hay and grain business, after which he established his present wholesale liquor house, which is a success in every way.

Mr. Norwich was married in the year 1900 to Miss Ida Cohen, of Chelsea, and they have five children, one boy and four girls, all going to school. The eldest daughter, Jennie, is a graduate from high school, and also business college at Malden.

Mrs. Norwich is very prominent in various social and charitable activities, one of the institutions of which she is a patroness being the Old Age Home. Mr. and Mrs. Norwich are also contributors to the Denver Hospital, as well as all local institutions.

Mr. Norwich is a member of Angudas Sholom and Avas Achem Congregations, as well as B'rith Abraham.

His financial prosperity is a distinct advantage not only to his family, but to the community in general where he is regarded a most valued and public-spirited citizen.

ABRAHAM NOWAK

The question has been repeatedly raised by the Jewish press whether the new generation of Jews growing before our eyes in America, will ever be able to produce strong spiritual leaders. There were some, in fact it seemed to be the consensus of opinion for some time at least, who believed that the era of spiritual leaders of Judaism was gone and nothing new could be expected. But, as is usual with prophets of evil, their fears were proved groundless, and we witness today the remarkable growth of rabbinical talent among the present generation of American Jewry coupled with thorough preparation for the duties of spiritual leadership.

Rabbi Abraham Nowak has been in Boston only a very short time, and yet he has already accomplished wonders. He has become the conceded leader of the Jewry. A strong force and a brilliant future is undoubtedly his. It is almost inconceivable to think that this well-known rabbi and great leader is only twenty-seven years of age, having been born in the city of New York on August 15, 1890. Rabbi Nowak is the son of Harris Nowak, a clothier in New York, who is a thorough Orthodox and imbued his son with a love for Jewish tradition and history and threw the first seed of love for Judaism in the receptive mind of the young boy.

Abraham attended the public school in New York and the College of the City of New York, from which he was graduated with a B. S. degree in 1910. He then entered the Jewish Theological Seminary of America, receiving his degree of rabbi in 1913, in which year he was also made a M. A. at Columbia University, where he took his post-graduate studies. Immediately after his admission to the rabbinate he was offered a pulpit in Louisville, Ky., becoming associated with a conservative congregation, the Adath Jeshurun, in which he remained for four years, until he was called to assume the pulpit of the Con-

gregation Ohabei Shalom in Boston, which duties he assumed on August 1, 1917.

While in Louisville, he was actively engaged in the promotion of the Zionist movement and held prominent office in the Zionist organization of the city. He was also the president of Louisville Lodge, Branch No. 14, Independent Order B'nai B'rith, where he was very conspicuous and active. He was a member of the executive board of the Federation of Jewish Charities in Louisville, and is at present member of a similar board in Boston. Rabbi Nowak is not only a great preacher, but an ardent social worker, and he has made it his principle to become an active leader in the civic uplift of his brethren.

In Boston Rabbi Nowak found plenty of work for himself and with his wonted energy he applied himself to the task. He intends to raise the Jewish people of Boston to a higher spiritual life and awaken their religious consciousness. He is a Jewish idealist, believing in the principles of the Jewish faith ardently and without compromise and he is fully convinced of success. He is young, brilliant and full of zeal and ardor; a powerful speaker and an orator of no mean ability, who can sway the audience. Rabbi Nowak will add to his intellectual equipment the noble fire of his inspiration and the courage of his undaunted conviction.

ABRAHAM NOVEK

Few men have had a harder fight upward toward success than Mr. Abraham Novek, of Fall River, Mass. He was born in Gravno, Guberne, Russia, in 1863, and did not come to America until 1900. For two months he worked as an ironer. During this time he received no salary, as he was just learning the trade. Not finding this to his liking, he went to Fall River, Mass., and obtained employment in a junk shop, where he served a hard apprenticeship, working for \$4.00 per week. This he continued for three years in order to obtain a thorough knowledge of the business. He then went into business for himself, and now conducts a fine modern plant at No. 65 Hargrave street.

Mr. Novek was married in Russia in 1893 and has three children, one boy and two girls. The son, Charles, is in business with his father, and is a graduate of business college. The daughter Gertrude is a graduate of high school, and Fannie is at present attending high school. Mr. Novek is president of Avas Achem and B'rith Jacob Congregation, and is also prominent in Bristol County Lodge, and Talmud Torah. He is generous in his gifts to all charities, including the Denver Hospital and the Immigration Society.

LEE A. OCHS

Mr. Ochs belongs to the younger generation of genuine American Jewry. He was born in Cincinnati on the 13th of November, 1880, attended the public schools of Chicago and a business college at New York, graduating from the well-known Packard School at the age of fifteen. He then went into business with his father, becoming the general manager of his father's clothing factory. He stayed at this post for five years, and when his father sold the business he secured a position as salesman for a large clothing house, where he remained for a few years.

After his marriage, on the 14th of December, 1903, he decided to start into business for himself, and he entered the theatrical field, a new and growing industry, in which Mr. Ochs determined to make good. He became a producer of important pictures and booked them all over the United States. In 1908 he opened a motion picture theatre at 89th street and Amsterdam avenue, called the Millard Theatre, and since then has owned and operated a number of theatres.

In 1913, Mr. Ochs was elected president of the Motion Picture Exhibitors' League of America, for the city of New York only. At the end of that year he was re-elected president and given control over the industry of the State of New York, which position he held for two years, and in July, 1916, was elected national president over the entire United States. His offices are at No. 1587 Broadway.

Mr. Ochs is a Master Mason and a Shriner of the Mecca Temple, a member of the Elks, New York No. 1, and other fraternal organizations, and he contributes to all charities. His wife, who was Miss Nana K. Kaufman, is the daughter of Jonas Kaufman, the well-known president of the Standard Wire Works. Two children have blessed their union, a son, Millard, and a daughter, Willa.

DAVID OPPENHEIM

The best experience in merchandising which the world affords is found on the streets of our cities, where youthful knights of commerce vie with each other in cornering the newspaper trade. Here the high lights and shadows are thrown on the great human drama from the time the curtain rises in the morning until it is lowered again by the hand of night. It is the great school where human nature may be read as an open book; that has given to many of our foremost business and professional men that keen insight and thorough understanding of their fellows which has served them so well in after years.

This may be said of Mr. David Oppenheim, who sold papers upon the streets of Detroit when only a small boy going to school. That he learned how to deal successfully with people of nearly all walks in life is evidenced by the fact that he was first proprietor of a restaurant; next ran a billiard academy, and in 1912 started in the real estate and fire adjusting business. In all these he attained fair success, but the venture in which he was destined to make his fortune and reputation as a business man was asbestos mining.

He is one of very few Jews engaged in the development of this industry and has large holdings which are immensely valuable. He still continues his real estate and insurance business, his office being located in the Dime Bank building, Detroit.

Mr. Oppenheim is American born, the son of Benjamin and Jennie Oppenheim, born April 16, 1872, in Detroit, Mich. His father is a retired merchant of that city.

He received a high school education, earning his own money selling papers while going to school.

He was married in Detroit in 1890 to Miss Sarah Rosenthal, and they have five children, all in school.

Mr. Oppenheim finds time to become affiliated with a number of charitable organizations, being trustee of the Jewish Old Folks' Home, the House of Shelter, and president and founder of the largest (Machpelah) Cemetery in Detroit. He is also a member of Shaarey Zedek Beth Jacob and P'nai Israel.

Mr. Oppenheim considers morality and honesty the two cardinal virtues worthy of cultivation by the young.

LOUIS OPPENHEIMER

The pages of modern biography contain many stories as replete with vivid experiences, and overwhelming difficulties surmounted, as the histories of the pioneers who conquered the vastness of the new and unexplored world. What more thrilling experiences are to be found than those related in the annals of modern business life?

We are reminded of these facts in connection with the life history of Louis Oppenheimer, who was born in Alsheim, Germany, May 31, 1855, the son of Simon and Sarah Oppenheimer. He came to America in March, 1872, going to Akron, Ohio, where he stayed for four years, working as a clerk, and then went to Cleveland, where he continued in the same capacity for nine years. He then went into business for himself, and four years later went to Norwalk, Ohio, where he was prominently connected with the firm of J. Kahn Co. In 1902 he retired from membership in this firm, and became the head of L. Oppenheimer & Co., general furnishing and clothing dealers.

Mr. Oppenheimer was married January 11, 1885, to Miss Blanche Lobel, of Cleveland, Ohio, and they have one son, who is in the service of his country.

Mr. Oppenheimer is a member of the Odd Fellows, Orphans', and Jewish Old Folks' Home, is a national director of the Denver Sanitarium, and one of the advisory committee of Memorial Hospital of Norwalk. His activity in movements for public betterment have been of the utmost value to his community, and to the world at large.

LOUIS A. OZERSKY

During the brief period of time since our Russian, Galician and Roumanian co-religionists began to immigrate to this country, it has become possible to build up a number of Jewish communities which are a source of pride to American Jewry. The establishment and maintenance of these communities would be absolutely impossible if there had not been in every city a few idealists, men who would not let their souls be drowned in the sea of materialism, and who would remain Jews, true and loyal even in America, and who deserve our recognition for the remarkable work they had performed in the establishment of these Jewish communities.

In Youngstown, O., we must count among those men Mr. Louis A. Ozersky. He is one of the few public-spirited Jews of Youngstown, one of those public men whose actions nobody can subject to criticism, but whose praises everybody sings. And a close acquaintance with the man will surely add to this high estimation.

Mr. Ozersky was born on the 23rd of December, 1873, in Maglin, Government of Chernigov, the son of Reb Isaac and Nachma Ozersky. The whole family was one of Talmudic students, and their grandfather was the renowned Rabbi Israel Zhastiker.

Louis Ozersky was himself a Talmudic scholar until his sixteenth year. Today he is engaged in the business of baker and he is naturally absorbed in his work, but after a few minutes' talk to him you will soon learn that you have to deal with a student, a man of greater intelligence than the average successful business man.

Mr. Ozersky learned the baker's trade in order to obtain the permission of the Russian government to live in Russia proper. But when he came over to America, at the age of nineteen, he soon discovered that this trade would help him to establish himself in the country and make a living. He spent two years at it in New Haven, and in 1895 he came to Youngstown, where he went into the business in his own right, establishing the firm of Ozersky Brothers, consisting of Louis, Nathan (the subject of the next biographical sketch), and

Emanuel Ozersky—a firm very popular and among the most successful in its line.

But the most important things about Mr. Ozersky are his social connections. He is the president of the Hebrew Institute, ex-president of the Congregation Emann-El, member of the Zionist Council of Youngstown, vice-president of the local relief committee, which he had helped to establish, ex-president of the local B'nai B'rith Lodge, ex-president of the B'rith Abraham Lodge, and a member of the executive committee of the Ohio State Zionist League. He had served many times as a delegate to conventions of the B'nai B'rith and was also a duly nominated candidate for the Jewish Congress.

It goes without saying that such many-sided participation in public work requires many sacrifices, and Mr. Ozersky gives ungrudgingly. His readiness to serve when business would call him away have brought him nearer to many hearts.

On June 15, 1902, Mr. Ozersky was married to Anna, daughter of the well-known Youngstown "Lamdan" Mr. Altshuler. Mr. and Mrs. Ozersky are the parents of five accomplished children, Sarah Norma, Saul David, Ruth Bessie, Mildred Dorothy, and Miriam.

Not only is Mr. Ozersky a great philanthropist, but he is a charming conversationalist and one greatly enjoys his company.

NATHAN OZERSKY

There are many men who seem remote from the humming social life of the community and prefer solitude. We call them "quiet"; in a city like New York, where there is so much life, they are not apt to come to public notice. The late Benjamin Altman belonged to that type. No matter how charitable or philanthropic such a man may be, he tries to pass by unnoticed, but their good deeds are, nevertheless, recognized and appreciated by the hundreds who come within the radius of their beneficence.

Mr. Nathan Ozersky, the older brother of the firm of Ozersky Brothers of Youngstown, Ohio, is in the full sense of the word a quiet, retired and charitable citizen, a man who looks for no credit or appreciation; but he is a kind-hearted man, possessing the true Jewish spirit and the community bade him come forth from his retirement to which he naturally inclines and showed him to the world in his true colors. Though he dreads publicity and would prefer an unassuming and retired life, he was for five years president of the Congregation Emann-El which he had helped establish and which he helped to a remarkable synagogue building. He was also for the period of six years president of the Hebrew Institute.

As has been said, Mr. Ozersky looks for no recognition, yet the community cannot get along without his assistance and he has been brought into the limelight of publicity not once but many times.

Nathan Ozersky was born on the 24th of December, 1867, in Moglin, Chernigov Government, as the son of Reb Isaac and Nachmah Ozersky. In his youth he studied the Talmud and dreamed of becoming a great Rabbi and teacher in Israel. But when he came to America he learned the baker's trade, and, through his hard work and honest methods, he and his younger brother brought about the present successful firm of Ozersky Brothers in Youngstown (see preceding sketch).

Mr. Nathan Ozersky was married in April, 1898, to Miss Sophie Adelman, and they are the parents of a very accomplished daughter, Cecilia, who is a high school student.

Mr. Ozersky is not as active in social affairs now as he was formerly, but he is a Jew of a large heart and always ready to help his fellow-Jew and fellow-man.

MORRIS PERELL

Elsewhere in this volume we have recorded the achievements of Mr. Thomas Rosen, and it is now our pleasure to give to our readers the life history of his partner, Mr. Morris Perell, who has likewise had a most astonishing rise in commercial circles.

Mr. Perell was born in Chirvint Wilna, Russia, July 21, 1882, the son of Jacob and Frieda Perell, his father being a commission merchant and Talmudist of note.

He came to America during the winter of 1901 and, landing in New York, found his first employment in a shirtwaist factory, where he worked for three weeks at \$5 per week. He then went to Erie, Pa., where he began buying and selling junk for a cousin. After six months' experience he decided to go into business for himself, which he continued for two years. At the end of this time he sold jewelry, traveling about the country and gaining much valuable experience. However, he was so unfortunate as to become very ill with rheumatism, and was unable to work for about five months. He then returned to Erie, where he bought and sold junk for two years, following which he continued the same business in Franklin, Pa., for nine years. In 1914 he opened a yard in Franklin and also became interested in the business in Jamestown, N. Y., which he operates in partnership with Mr. Rosen, under the firm name of Chataqua Iron & Coal Company.

Mr. Perell was married in Erie, November 3, 1907, to Miss Nellie Hyman, and they have two children, one boy and one girl.

Mr. and Mrs. Perell are both very popular, and are connected with every charitable enterprise of their community, being prominent also in the Erie Federation of Charity. They are also contributors to Denver and Los Angeles Sanitariums.

Mr. Perell is a member of Orthodox Shule, the Odd Fellows, and Eagles, and is a man whose business integrity and opinions have earned for him the respect of the entire business fraternity of Franklin.

MOSES PEARLMAN

The world has seen fine displays of courage in other places than in armed camps, and on the battlefields. Some of the finest examples have been found in the histories of men who have always been engaged in civilian enterprises.

A notable example is to be found in the life of Mr. Moses Pearlman, who came to America a young man of but eighteen years, without friends or influence to assist him.

He was born in 1860 in Kovna, Russian Poland, and came to New York in the summer of 1878.

Being obliged to go to work at once, he found employment in a cigarette factory where he remained one year and then came to Cleveland, Ohio. Here he became a huckster, following this occupation for six years. His next move was to Ashtabula, Ohio, where he started in the junk business, and, after ten years of hard work, decided that he would find bigger opportunities in the fruit business. Consequently he sold the junk yards and engaged in the new line, where he has been very successful.

Mr. Pearlman was married in Cleveland, in the year 1882, to Mrs. Anna Wolf, and they have one son, Louis, who is married to Rose Gottlieb, of Buffalo.

In addition to Mr. Pearlman's business interests he finds time for connection with a number of prominent organizations, among them being Anshe Emeth Congregation, at Cleveland, and Brith Abraham. Both himself and



DR. LEONARD M. PALITZ

wife are most liberal subscribers to the various charities to whom their generosity endeared them.

Mr. Pearlman is rather reticent in discussing his business success as modesty is always one of the chief attributes of a really prominent man, but his life is so obviously successful because of those sterling attributes of determination and ability that it should prove a wonderful inspiration to any young man just engaging in business. May he be given many more years of prosperity and usefulness.

DR. LEONARD MORDCAI PALITZ

While every American city possesses its recognized leader of Reform Judaism in the person of its Rabbi, Orthodox Jewry, though always in the majority so far as numbers go, can rarely point to a real recognized leader of the community. But there are exceptions, of course, and Savannah, Georgia, has found its recognized spiritual adviser of Jewish Orthodoxy in the person of Rabbi Leonard Mordcai Palitz.

Although it is only in 1916 that Dr. Palitz came to Savannah, his phenomenal success is undoubtedly conceded. What are the grounds? It seems to the writer of these lines that it is both his great scholarship and erudition, and his ability to be the leader of men, that have gained him this enviable record.

Dr. Palitz was born on the 9th of February, 1881, in Novo-Alexandrovsk, Government of Kovno, the son of Shabsi Shlomoh Palitz. His father's ambition was to make of his son a great Rabbi, and Dr. Palitz spent his young days in a thorough preparation for his present position. Not only did he acquire a complete knowledge of Jewish religion, but he also attended the "Gymnasium" of Tomsk, Siberia, and in 1903 he came to America to study at Dr. Schechter's Theological Seminary. Professor Schechter advised the young scholar to wait some time until he had gained a mastery of English and Dr. Palitz secured a position as superintendent of the Hebrew Children's Sheltering Home in Baltimore. Later he became superintendent of the Hebrew Immigrant and Aged Home. This was the beginning of his career as a social worker. He held several other positions, and in 1910 became a student of medicine in the College of Physicians and Surgeons at Baltimore, graduating in 1914. He never went into the actual practice of medicine, his sphere being social work. He was chaplain and agent for the care of Jewish Delinquents for five years from 1910 to 1915, and connected with the Federated Jewish Charities during and after his college studies.

He was called to fill many a position, and in 1916 the city of Savannah invited him to become superintendent of its Hebrew school. It is here that we find him as a recognized leader of Orthodox Jewry. As evidence of his popularity, we must take his recent election as "headworker" or superintendent of the Jewish Educational Alliance.

Dr. Palitz was married on the 24th of October, 1899, to Dorah Lefkonsky, who, in the words of Dr. Palitz, is responsible to a large degree for his unusual social and educational rise.

SIMON PFEIFER

Among the most highly esteemed and best known men in the city of New Orleans and the State of Louisiana is Mr. Simon Pfeifer, who is at the head of a large and well established wholesale business, that of S. Pfeifer & Co. His concern is so well and favorably known for its reliability and high standing commercially that its trade extends throughout the South. It deals in groceries and imports green coffee from Brazil.

Mr. Pfeifer was born to his parents, Moses and Regina Pfeifer, on December 1, 1861, in Brookhaven, Mississippi. He received his early education in the public schools of New Orleans and then continued his studies in Germany. Upon his return, in 1885, he took up a business career, associating himself with his father's firm, which was then M. Pfeifer & Son, and which is now his own.

In April, 1888, he married Miss Nettie Newman, whose family came originally from Mississippi and was rightly counted among the very leading families of New Orleans. Mr. and Mrs. Pfeifer's home, which has long been known and classed among the prettiest in the fashionable residential district, has been blessed with two fine children, Frank and Julia Louise.

But it is not only in a commercial way that Mr. Pfeifer is so well known and so highly esteemed. He is closely identified with, and his association is eagerly sought and heartily enjoyed in, the Jewish community and in the city at large. The different organizations and institutions have benefited greatly by his benevolence, and his support and co-operation have proved an invaluable asset to his fellow Jews and fellow citizens. He holds membership in the Temple Sinai Congregation, in the Jewish Federation of Charities, the Harmony Club, the Touro Infirmary and Hebrew Benevolent Association, the Jewish Orphans' Home, and the Young Men's Hebrew Association. He is a B'nai B'rith, and an Elk, holds the position of vice-president in the Citizen's Bank and Trust Co., and is a director in the Commercial Trust and Savings Bank. And to all of these organizations and institutions he gives liberally, definite lines of work and to adhere to them persistently and consistently until not only of his means, but also of his time, thought and personal service.

To those who would succeed in life, Mr. Pfeifer's advice is to choose success is achieved.



MORRIS PICKARD

There is only one standard by which a man's citizenship can be measured, and that is by the amount of good which he does in the community.

If you were to go to Ashtabula, Ohio, and ask to be introduced to its leading Jewish citizens, men who have made a name for themselves, not only as successful, honorable business men, but also because of their generosity and liberal philanthropies, one of the first persons to whom you would be directed would be Mr. Morris Pickard.

He was born at Emmendingen, Baden, Germany, July 9, 1861, his father, Jakob Pickard, being a prominent cattle merchant.

He came to America at the age of twenty and for the first six months found employment as a clerk in a Buffalo store. He next accepted a position

as clerk in Danville, Pa., where he remained for three months. Having saved a very small amount of money, he went to Jersey Shore, Pa., and opened a store where he remained for the next few years. He then sold out and went to Ashtabula, Ohio, where he opened a store and has prospered until he is today one of the leading merchants of the town.

He was married in Buffalo, N. Y., April 20, 1894, to Miss Hattie Assel, of Ashtabula, Ohio, and we do not feel that Mr. Pickard's entire success as a citizen can be reckoned without taking into account the many activities and rare capacity for organization which his wife possesses. She has seconded his every effort for the betterment of Ashtabula and its people, whom they never fail to serve in every way which their prosperity makes possible.

Mr. Pickard is a member of the Elks and Masons, and subscribes to every charity, irrespective of creed or race. He not only contributes to local organizations, but to national charities as well, and his high business ideals are an inspiration to the young men of Ashtabula, whose welfare he continually has at heart.

WILLIAM A. PINKOSON

St. Augustine, Florida, the oldest city on the American continent, the city which possesses such charm for everyone interested in American history, does not contain a large Jewish settlement. Among the best and most prominent Jews we must assuredly number Mr. William A. Pinkoson, owner of a large dry goods and clothing store at 90 and 92 St. John's street.

Mr. Pinkoson is interesting not on account of his material success. There might be and probably are wealthier Jews in the city of St. Augustine, but none whose citizenship is more valued. He is a man of intelligence and ideals, even though he has had his business as an avocation.

Mr. William A. Pinkoson was born in the third week of the Jewish month of Shebath, in the year 1870, at Krasnow, Government of Suwalk, as the son of Leib and Libbe Pinkoson. His grandfather, on his mother's side, was a renowned "Lamdan," and he comes from a very respectable and prominent family.

In 1891, when William was barely twelve years of age, his family moved to Boston, where the boy entered school. After they moved to St. Augustine, he clerked for a while, after which he went into business for himself, and from 1905 his business kept on growing steadily, Mr. Pinkoson gaining an unimpeachable reputation and the respect of all with whom he came into contact.

Mr. Pinkoson is an Orthodox, and is Secretary of the Congregation B'nai Israel since its inception in December, 1908.

On the 6th of July, 1901, Mr. Pinkoson was married to Minnie Talinsky, a relative of his, and there are four children of this union, named Harry, Libbie, Abe and Joseph.



LOUIS PLACK AND NATHAN LIFF

Russia has given to America some of her most valued and progressive citizens, notable among whom we wish to mention Messrs. Louis Plack and Nathan Liff, two rising young business men of Delphos, Ohio, and partners in the iron and metal business, which is conducted under the firm name of Plack and Liff.

Mr. Plack was born in Vitipski, Guberne, Russia, Nov. 15, 1882, and came to America in August, 1901. His first employment in New York was in a factory which was followed by a venture in the grocery business. This he sold at the end of four years and went to Spencerville, Ohio, where he started to buy and sell junk, opening a yard with a partner. He sold out, however, after one year, and, going back to New York again engaged in the grocery business.

This was an unfortunate venture as he lost everything. Unshaken in his determination to succeed, he borrowed \$100.00 on his life insurance policy and, going to Delphos, Ohio, engaged in the iron and metal business with his present partner, Mr. Liff, where they have attained a large degree of success.

The fortunes of Mr. Liff were, for a number of years, as uncertain as those of his partner, Mr. Plack.

Born in Minskern, Guberne, Russia, August 15, 1890, he came to America in August, 1906, and found his first employment in a clothing factory where, for the first month, he worked without salary in order to obtain experience.

After two years he went to Europe for a visit and upon his return to America he was unable to find work. In his search for same he traversed a large portion of the country, finally landing in Panama, where he worked on the canal for three years.

Returning to Ohio, he began peddling junk and in April, 1906, went into business with his present partner, Mr. Plack.

Mr. Liff was married June 2, 1917, to Miss Fannie Levine of New York, a charming lady who is a great addition to the community.

Both Mr. Plack and Mr. Liff are generous in their contribution to charities and have an enviable reputation for honesty and business ability.



Mr. Louis Plack



Mr. Nathan Liff

MORRIS PLEKANSKY

One of the most distinguished Jewish citizens of Miami, Florida, is Mr. Morris Plekansky, owner of two great stores, the Century Clothing Store at No. 309 Twelfth street, and the Bilbi Bargain Store at 303 Avenue G.

He is one of that sort of self-made and dignified American Jewish young men who have acquired a reputation not only for themselves but also for the Jewish community at large. He has made a success, and at the same time acquired a blameless reputation. In addition to that, he is a kind-hearted man, a man of charitable inclinations and a gentleman of the finest sort. He was



SAM PLOTKIN

elected by the Jews of Miami as a treasurer of their Congregation. He is also a Mason and belongs to many other organizations.

Mr. Morris Plekansky was born in Peoria, Illinois, on the 15th of December, 1884, the son of Jacob and Freda Plekansky. Morris attended Public School Number 75 in New York City and also one of the city's high schools until he was seventeen years of age, when he went to work for a living as a clerk in a wholesale clothing store. When he was twenty-one years old he went South. He took employment as a clerk at St. Augustine and Miami, and in 1910 he went into business for himself.

As business-man in his own right, he had made a success and not only amassed wealth, but also acquired a high reputation in the business world.

On October 22, 1912, he was married to Miss Eveline Herstein, and they are the proud parents of two children, named Fred and Sidney.

SAM PLOTKIN

How a man achieves greatness and climbs the ladder of success, is the question of thousands of men both foreign born and American, and can truly be answered when we study the biography of successful business men, whose life stories can be used as marked examples for our teachings and guidance, especially for those that grope in the dark and are at a loss how to begin the upward climb.

When a representative of the American Hebrew Biographical Company called on Mr. Plotkin to learn how he achieved his wonderful success and wealth, it did not take him long to reply. "Energy, efficiency, hard work and honorable dealings were the principles of my success, and these to my mind are the secrets of success"; and as Mr. Plotkin is a man of few words, but what he says is true in every sense, it is said by all men knowing him that his life story is indeed a remarkable one and a credit not only to him, but also to the race he springs from. Mr. Plotkin, who was born in Barrisav, Minsk Gubernie, Russia, in October, 1884, from a highly respected family, who were honest tradespeople, and whose thrift Mr. Plotkin inherited and which stood him well in his successful fight, came to America in May, 1908, seeking his fortune in the land of plenty. Landing first in Toronto, Canada, he began the building of his wonderful career by working hard at odd jobs, and at times found it almost impossible to maintain himself and at one time had to shovel snow on the streets of Toronto for a livelihood, but it was honest labor and Mr. Plotkin never shirked work that was honest. After a short time he came to Detroit, obtaining work as a carpenter which trade he acquired in the old country and at that trade he worked and saved until he had a few hundred dollars. With that small capital he began building and his business began growing through his untiring efforts and without the assistance of anyone until today he not only owns over \$2,000,000 worth of property, but is considered the wealthiest builder and real estate operator in Detroit, with offices in the Northern Insurance Building, under the firm name of Sam Plotkin.

Mr. Plotkin, although wealthy and able to retire from active work, has not done so, but on the contrary is daily supervising his entire and immense business, tending that idleness of mind and body is a decadence of man and we must keep active.

Mr. Plotkin married in England Miss Sarah Plumenkoff, a young lady of fine Jewish family, and has six children, two boys and four girls, all of whom are getting an education and musical training that befits the children of such fine parents.

Mr. Plotkin is not only a business man, but is devoting both his time

and wealth to charity. He is a member of Sharey Zedek Congregation, Beth Jacob Congregation, Denver Hospital, Old Age Home, and trustee of the House of Shelter, and contributes to all charities both Jewish and Gentile; in fact, Mr. and Mrs. Plotkin have always a ready hand and a willing heart toward all mankind and many a one has been made happy by their generosity. Those who know him and his wife recognize them as one of the leading families of Detroit and as models of the Jewish people, and fully deserving the good fortunes that befell them, for neither one have forgotten the struggles that they have had and they do more than their share towards the uplift of their race of which they have cause to be proud, and we hope their children in years to come will point with pride to the monument left them by their parents.

CHARLES POLLOCK

In the city of Pottstown, Pa., no name is more honored than that of Pollock. We have elsewhere outlined the life histories of other members of this family, and it is now our privilege to say a few words regarding Charles Pollock, who was born in Kovno, Guberne, Russia, February 15, 1884, and came to America June 20, 1913, going to Pottstown, Pa., where his brothers resided. He found employment as a carpenter for three years and then joined his brothers in the iron and metal business, where they have already prosperously established themselves.

Mr. Charles Pollock has proved himself to be a very valuable member of the firm, displaying the same traits of business ability which have distinguished his brothers.

Charles Pollock was married in England in February, 1906, to Miss Minnie Robinson, and they have a family of four children, one boy and three girls, three of whom are old enough to go to school.

He is prominent in all the fraternal and charitable organizations of Pottstown, being identified with the Odd Fellows, B'rith Abraham, Denver Hospital, Immigration Society of New York, Hebrew Institute, member Congregation Mercy of Truth.

MAYER POLLOCK

Prominent in the business, religious and civic life of Pottstown, Pa., is the name of Mayer Pollock.

Born in Kovno, Guberne, Russia, April 15, 1858, Mr. Pollock continued to live in his native town until the year 1884, when he came to America.

A few years prior to this time he had been married to Miss Hanna Berman, who came with her husband to the new land. They landed in Philadelphia and a countryman loaned Mr. Pollock seven dollars worth of tinware, a basket, and money enough to pay his fare into the country. During the first two months he was so successful that he was able to discharge his obligations and buy a small stock of dry goods. The next two years were full of hardships, as he had the care of his wife and small son, together with the problem of saving capital for further business advancements. However, he

managed to buy a team and for the next seven years bought and sold junk so successfully that at the expiration of this time he was able to open a yard. Today the firm of Mayer Pollock is the largest concern in the state of Pennsylvania devoted to the dismantling of factories and old buildings. They also do a tremendous business in iron and steel scrap, machinery, and building construction material.

Mr. and Mrs. Pollock have a fine family of eight children, four boys and four girls. David is in business with his father, as is also the younger son, Abraham; Albert is connected with a railroad, and Leonard is still in school.

Among the prominent charities supported by Mr. Pollock may be mentioned the Denver Hospital, Immigration Society of New York, and the Orphans National Home of New York. He is also a member of Congregation Mercy of Truth, Brith Abraham and the Order of Moose.

The daughters of Mr. and Mrs. Pollock are all very popular in their social circle, Bessie being the wife of Mr. Krevlitz of Pottstown, Pa.; Annie is married and living in Harrisburg, Pa.; Gussie has displayed considerable business ability and is now one of her father's most able assistants; Dora is still in school.

NATHAN POLLOCK

Elsewhere in this volume we have related the history of Mr. Mayer Pollock. We now have the pleasure of chronicling the events in the career of his younger brother, Nathan.

Nathan Pollock was born September 8, 1887, in Kovno, Guberné, Russia, and came to America February 6, 1901. His brother already being established in Pottstown, Pa., he went to that city and started buying and selling junk for him. This he continued for six years, then quit to accept a position as assistant manager in the shirt factory, continuing there for six years. He then went into the junk business for himself, and in 1916 was joined by his brother Henry, whom he took into the firm, known as Pollock Brothers. They are today doing a splendid business.

Mr. Pollock was married December 30, 1906, to Miss Mary Sasman, of Reading, Pa., and they have four children, one boy and three girls, all going to school.

Although Mr. Pollock's business interests occupy a great deal of his time, he still finds opportunity to promote a number of benevolences, prominent among them being the Immigration Society of New York and the Hebrew Institute. He is also a member of Congregation Mercy of Truth, Brith Abraham, and the Odd Fellows.

BARNEY PORTNOY

The Jews are essentially leaders among business men. The ambition to be in business for themselves seems to be an inherent characteristic of the race. Therefore, when Mr. Barney Portnoy came to America, although he possessed no funds or influential friends, his first ambition was to own and manage his own business.

Mr. Portnoy was born in Kovno, Guberné, Russia, December 27, 1875. At the age of twenty-three he was married to Miss Ida Portnoy.

Not being satisfied with the opportunities which the Old World offered,

Mr. Portnoy came to America in 1907, going direct to Chelsea, Mass., where he began working in a coal yard at a very small salary. However, it was an opportunity for him to demonstrate his ability, and within two years he was made superintendent of the yards. He continued in this position for five years, at which time he had saved sufficient capital to go into the coal business for himself. His business has prospered in a remarkable manner and he is considered one of the foremost business men of Chelsea.

Mr. Portnoy's remarkable executive ability has also been demonstrated in his connection with many fraternal organizations. He is Past Secretary of the Congregation, Past Secretary of United Brothers of Anix, which position he held for five years, receiving a gold watch and chain in recognition of his services. He is now Treasurer Arbeiterer and ex-President of the local Order I. O. B. A., from which society he received a medal upon retiring from the presidency. His wife is very popular socially and is active in all philanthropic movements.

Both Mr. and Mrs. Portnoy are most liberal in their contribution to all charities, including the United Hebrew charities. Their family consists of two daughters, the eldest of whom is in school.

PHILIP PRESENT

Among the Jewish citizens of Rochester, N. Y., mention must be made of Mr. Philip Present, the well-known wholesale jeweler, whose offices are located in the Chamber of Commerce building. He was born in Kalvaria, Poland, on November 23, 1856. His grandfather was very prominent in town and was the owner of the only factory. Mr. Present came to America in 1874, landing in New York without a cent in his pockets, as he was robbed of his little store of worldly goods by a companion in Hamburg, to whom he was foolish enough to entrust his baggage.

He started work in a grocery, in return for board and lodgings, and afterwards took employment with a Hoboken family as a teacher of Hebrew and German on the same conditions. At the same time he peddled in the streets until he was arrested for peddling without a license. He then started to sell pictures and frames in the vicinity of New York, going to Elmira, where he had relatives. In 1884 he learned watch-making and opened a small store in Clinton street, Rochester, where his sister resided. He then brought over four brothers and three sisters, taking care of them with his own scanty means. The business grew, from its very inception, to such an extent that its owner, who at first only thought of selling wholesale and retail, had to concentrate his attention on wholesale exclusively. He then moved to State street and from there to his present location, where he has been highly successful.

Mr. Present is actively interested in a number of Jewish institutions, being Honorary President of the Hebrew Young Men's Association (for life), being its founder and president for many years. He is also a trustee of the Temple Brith Kodesh, having held this office for thirteen years, director of the Social Settlement of Rochester, director of the Jewish Charities, trustee of the Bnei Brith Lodge, and ex-president of the Free Sons Lodge. He was a director of the Rochester Western New York Orphan Asylum, and a member and trustee of the Chamber of Commerce, for many years. He was president of the Rochester Credit Men's Association and was for many years vice-president and chairman of the ways and means committee of the Public Health Association, having withdrawn but recently, partly due to ill health.

Mr. Present's membership in the Chamber of Commerce has made him



HERMAN RAFF

a conspicuous figure in the commercial life of Rochester and raised the popular estimation of the Polish Jew.

On the 21st of October, 1888, Mr. Present was married to Celia Selling, of Hartford, Conn., and he is the father of three children, named Reta, LeRoy and Henrietta.

FRANK RABINOVITZ

Prominent among business men of Hartford, Conn., may be mentioned Mr. Frank Rabinovitz, who was born in Padalsky, Guberne, Russia, in the year 1877. His father was a prominent merchant of that community and from him young Frank doubtless inherited considerable business ability.

He came to America in January, 1898, landing in Boston, Mass., and from there went to Hartford, Conn. Here he began peddling general merchandise, and was so successful that at the end of the first year was able to open an iron and metal yard where he is today doing a fine business, at 66 Pleasant street.

Mr. Rabinovitz was married in Hartford in the year 1901, to Miss Anna Hoffman, and they have four children, one boy and three girls, all going to school. The family occupies their charming residence at 233 Vine street.

Among the many charitable organizations to which Mr. Rabinovitz is a liberal contributor can be mentioned the Denver Hospital, the Immigration Society, the National Orphans' Home, all the Yishivis, and a number of other charities, both local and national. He is a prominent member of Agudas Achem Congregation, Brith Abraham, and Independent Order Brith Sholom.



BERMAN RAFF

Thirty years ago Mr. Berman Raff, an ambitious youth of 21, started in the jewelry business with a small outdoor stand on Sixth avenue, New York City. His capital was small and so was his stock in trade. But there was one asset which has stood him in good service from the first day he commenced business right up to the present time, when Mr. Raff's business reaches into six figures. It was his unflinching rule never to deceive a customer, never to misrepresent an article in any way; this, combined with strict attention to the wants of his customers, an unselfish desire to please, and a willingness to be satisfied with moderate profits, was the real foundation of Mr. Raff's remarkable success, so that within a comparatively short time he found himself the proprietor of a large store at the corner of Sixth avenue and Twenty-sixth street. That was twenty-one years ago. Mr. Raff remained true to his principles in his new establishment, and the business continued to grow to such an extent that he was obliged to seek larger quarters. He finally secured a store at 455 Sixth avenue, which is now bountifully stocked with all articles of the jeweler's trade.

Thirty years ago Mr. Raff, who was then but a mere lad of 21 and landed from Jassy, Roumania, had laid down the principles of industry and fair dealings that were in later years, to a large extent, responsible for the enviable reputation he now enjoys.

He comes of a good family and is one of five brothers, all of whom are leaders in their particular fields of endeavor in New York and Chicago.

Mr. Raff was married in 1893 to Betty Euer, at the age of 26, in the City of New York, and his family consists of two sons and one daughter. The oldest son, Isadore A. Raff, is an attorney at law who is sacrificing his practice for the vast responsibilities of the ever increasing wholesale business of the firm of B. Raff & Sons, at 1161-75 Broadway, by taking charge of the financial and secretarial work. Similarly, his second son, Max J. Raff, also a member of the firm, is relieving the father of the complex intricacies of this institution by acting in the capacity of general manager, while his only daughter, Marguerite, 17, a beautiful girl of charming personality, is now completing her high school education.

Mr. Raff is also distinguished in charity and religious circles and is a member of the Free Loan Association, a Master Mason, a member of the Royal Arcanum, and the First Roumanian American Congregation.

He resides at 308 West 93d street and is identified in philanthropic and patriotic activities to the fullest extent of his energies and means at his command.

LOUIS RAPPOPORT

In civilized countries the struggle for existence is severe; the competition much keener than in savage lands. Here we realize to the full what an elusive goddess is Success. We implore her favor, but are forced to accept hope long deferred. She exacts a heavy penalty in patience, industry, courage and that infinite perseverance and fixity of purpose which the world calls genius.

The career of Louis Rappoport is just such an interesting story of achievement in business.

Born in Warsaw, Poland, October 11, 1889, he was brought by his parents to this country while only an infant.

At an early age he began work as clerk and mechanic in a jewelry store in Erie, Pa., the very liberal compensation for twelve hours' work per day being \$2.50 per week.

After over a year of this severe apprenticeship, he removed to Cleveland, where he secured a position in a similar capacity at \$10.00 per week. Here he advanced rapidly, but decided to go into business for himself.

His entire capital consisted of \$20.00, but owing to his excellent reputation and recognized ability, he was able to obtain \$3,000 credit.

Adverse business conditions in 1914 prompted him to close out his business, and after another short period of employment, during which he operated an optical parlor in the evenings, we find him in Detroit, where he became interested in the scrap iron and storage tank business.

Once more his good name served him instead of cash capital, and shortly thereafter he took into partnership Mr. Leo Moss, a young man of ability, but, like himself, able to lend no financial assistance.

With but \$65.00 borrowed capital they rapidly built up a business which today averages over a quarter of a million dollars annually.

He was married in Cleveland, November 5, 1912, to Miss Bessie Kramer, and they have two fine young heirs, one boy and one girl.

Mr. Rappoport is very generous to those less fortunate than himself and is a liberal subscriber to every worthy charity.



ISAIAH HAPPORT

ISIAH RAPPORT

"Nothing venture, nothing gain," is an old maxim which seems to have helped many a struggling young business man through dark, perilous days, when failure seemed almost inevitable.

It certainly expresses the spirit in which Mr. Isaiah Rapport defied discouragement and repeatedly staked his all against his ability to overcome unfortunate circumstances.

He was born in Lumzer, Guberné, Russia, in August, 1881, and at the age of nineteen came to America.

Landing in New York he went direct to Uhrichsville, Ohio, where he started buying and selling old iron and metal.

After three years of this experience he decided to open a yard. Within the next eighteen months he met and married Miss Esther Josefsom, and, during the dark periods of his business career which followed he had many reasons to be thankful for the cheerful, unselfish assistance which seemed a part of her generous nature.

Shortly after his marriage he decided to try his fortunes in New York, where he opened a delicatessen store. This venture proved very unfortunate and he returned to Uhrichsville with no capital. However, he possessed a business asset, which is more valuable than capital, a reputation for a high order of business integrity, and with the confidence and best wishes of his fellow-townsmen, he again started buying and selling junk, at which he was very successful.

Then came the panic of 1907, sweeping away his small investment and leaving him with nothing but a firm belief that ultimately fortune would smile upon his efforts.

Bravely starting over again, he at last attained the goal of his ambitions, and is today conducting the largest business in his town.

We feel that any word of advice which Mr. Rapport might give to young people just starting in business is worthy of record, so on the occasion of our interview the writer asked him what qualities he considered most necessary to a successful career, and his reply is characteristic of the earnest purpose which he has always applied to his own life work.

"Find your vocation, then work hard," says Mr. Rapport, and you will find the golden key that unlocks the door to fortune.

Mr. Rapport is a member of the Owls and both himself and wife are most liberal in their gifts to charitable causes.

AARON RAUZIN

The best type of Jewish home has always represented a cultural center where the children have opportunity of obtaining a thorough education with little assistance from outside sources.

In such a home Aaron Raubin first saw the light of day. He was born in a little village in Grodno, Russia, November 4th, 1874, the son of Yechiel Mechel and Amelia Raubin. At his own father's fireside he received a thorough Jewish education, which has probably been largely responsible for his signal success in later life.

In 1890 he came to Augusta, Ga., where his father had preceded him and, in accordance with his father's wishes, he worked on a farm. However, he did not find this occupation congenial and within a few years both father and son went to Savannah, where Aaron became a member of the police force. Here he continued for five years, when he decided to start his business career

and founded a new industrial insurance company, which is now operating under the title of Mutual Benefit Insurance Company of Georgia. This organization today has offices in every prominent city of the state and Mr. Rauzin is president.

In 1910 he organized the Mercantile Bank & Trust Company, of which he is also president. This bank is devoted largely to the interest of Jewish clientele, as the majority of its investors and directors are of this nationality.

Mr. Rauzin was married January 31st, 1904, to Miss Anna Helfant, daughter of a prominent Jewish attorney, and they have four fine children, Albert, Julius, Miriam and Moses.

Mrs. Rauzin, as well as her husband, is devoted to the promotion of charitable organizations and is active in every Jewish movement in the city. Mr. Rauzin is director of the Jewish Educational Alliance and the Kehillah. He is also an enthusiastic Zionist and organized the Zionists of Savannah.

He is the possessor of a most genial but modest personality and performs his many public-spirited and charitable acts without ostentation or desire for public recognition.

MORRIS RATNER

Russia has given to America some of her best and most successful business men, and among them we wish to mention the name of Mr. Morris Ratner.

He was born in Minsker, Guberne, Russia, in the year 1870, and came to America at the age of 20. He found his way direct to Fall River, Mass., where he first began peddling. He then spent one and one-half years in a junk shop, and having mastered all the details of the business, started in for himself. He is now proprietor of a large concern at 172 Broadway, which is operated under his name.

Mr. Ratner was married in New York in 1909 and has five children, three boys and two girls, all going to school.

He is a liberal contributor to all charities and is a member of I. O. B. A. and Abas Israel.



MARCUS RAUH

The great American need in these days of stress and strain is a citizenship willing to give, willing to make sacrifices for an ideal. Sometimes that ideal expresses itself in the form of patriotism, sometimes in civic betterment, at other times it may be the promotion of intensive religious precepts. In this biographical cyclopedia it is intended to prove that the Jew in America has made and is making a liberal contribution to such a citizenship.

Marcus Rauh was born in Dubuque, Iowa, April 14, 1859, his parents being Solomon and Rosalia (Lippman). His father died in 1880, and his mother lived until 1915, when she died at the age of 82, revered by Jew and Gentile,



MARCUS RAUH



ENOCH RAUB

representing, as she did, the best type of Jewish mother, typifying kindness, sympathy and whole-souled charity.

Marcus Rauh attended the public schools of Cincinnati, and had four months of high school. He also had a good Jewish education, having attended the religious school conducted under the auspices of the renowned Isaac M. Wise. At the age of 14 he started to work in Pittsburgh. In 1882 he entered business with his brothers, and has since been associated with them as Rauh Brothers & Company, shirt manufacturers and wholesale distributors of men's furnishings. On October 7, 1896, Mr. Rauh married Rachel Cohen, a native of Freeport, Pa. Mrs. Rauh is active in the Jewish communal work of Pittsburgh, particularly in that of the Sisterhood of Rodef Shalom Congregation, and since the war is vice-chairman of its Red Cross activities. They have two children, Bertha C. and Henrietta C.

In tracing the career of Mr. Rauh in religious activity, in philanthropy, or in civics, one must recall the beneficent influence of his uncle, the late Abraham Lippman, who for many years lived at the home of Mr. Rauh. Abraham Lippman was for 21 years the president of the Rodef Shalom Congregation, and for almost as many years president of the Jewish Charities of his city.

Mr. Rauh is a Reform Jew and a member of the board of trustees of the Rodef Shalom Congregation; he holds the important office on that board of chairman of the Religious School Committee. He is a director of the Hebrew Institute. He is also a member of the executive board of the Union of American Hebrew Congregations, the parent body of the Hebrew Union College, located at Cincinnati.

The major part of Mr. Rauh's public activity is in the field of civics. In 1909 the Pittsburgh Civic Commission of Fifteen was created by the then outgoing mayor, Hon. George W. Guthrie. Mr. Rauh was appointed one of the members of the commission, and was chairman of its Committee on Municipal Research. The commission sponsored the revision of the city charter giving Pittsburgh a modified commission form of government. For many years Mr. Rauh has been a director of the Chamber of Commerce of Pittsburgh and is now affiliated with it as second vice-president. During the last few years he has become active in the Boy Scout movement, and holds the office of vice-president of the association.

ENoch RAUH

One of Pittsburgh's foremost citizens, who holds a prominent place in the Jewish community, is Mr. Enoch Rauh. He was born June 12, 1857, in Dubuque, Iowa, his parents being Solomon and Rosalia (Lippman). When Enoch Rauh was a boy, his father moved to Pittsburgh. He went to the public school until the age of thirteen, when he was obliged to go to work. He started as an errand boy and attended the night school. Thirty years ago he laid the foundation of the business which is now universally known as Rauh Bros. & Co., shirt manufacturers and dealers in wholesale men's furnishings. In this firm Mr. Rauh is the senior member, associated with his two brothers, Marcus Rauh and Abraham L. Rauh. The present location of the business is at 951 Penn avenue, Pittsburgh. Mr. Rauh is also a large stockholder in the Homer Laughlin China Company.

For the last 35 years Mr. Rauh has been a member of the Rodef Shalom Congregation. He is at the present time a member of the advisory board of the Y. M. H. A. For one term he served as president of the Concordia Club,

when it was located on Stockton avenue. He was also on the executive board of the J. M. Gusky Orphanage and Home.

In December, 1888, Mr. Rauh married Bertha Floersheim, to whom were born two children, Helen B. and Richard S. The latter, though a very young man, has established one of the most progressive advertising offices in the city. There is in the Rauh family a tradition of royalty to Judaism and an appreciation of Jewish ideals and Jewish learning.

Of his mother, Mrs. Rosalia Rauh, it was said recently in connection with a historical reference to the Hebrew Ladies' Aid Society:

"It came into existence at the beginning of the Civil War and performed the functions of a Red Cross Society. It constituted the contribution of the Jewish women in the aid of the wounded soldiers and other sufferers from the war. Many of Pittsburgh's best Jewish women performed a most unique service through the medium of this society. In the spring of 1880, the Hebrew Ladies' Aid Society consolidated with the Hebrew Benevolent Society, forming jointly the United Hebrew Relief Association. Mrs. Rosalia Rauh was president of the Ladies' Society, and she became the first vice-president of the newly created association. In this capacity 'Grandma' Rauh served until she died in 1915. Here was a beneficent influence upon the community, that of 'a mother in Israel,' beloved by thousands." (Jewish Charities, Vol. VIII, No. 2, Pittsburgh Edition.)

When a young boy, his parents wanted Enoch Rauh to become a rabbi, but he preferred to enter the career of a business man. He received a good Jewish education at Cincinnati, Ohio, where he had the privilege of receiving Jewish precepts from the famous Dr. Isaac M. Wise. In turn Mr. Rauh saw to it that his children received a thorough Jewish education. In his public life Mr. Rauh has before him at all times the thought that his acts when they are acceptable and worthy, will redound not alone to his personal credit, but to that of his people. He is a Reformed Jew, but at the same time appreciates the scruples of his Orthodox brethren. A few years ago, when the primary registration day set for September 18, which happened to be the first day of Rosh Hashanah, Mr. Rauh used his influence with the governor at Harrisburg to have this registration day changed to the following day, in order to make it possible for the Orthodox Jews to exercise their franchise without violating their religious feelings. Mr. Rauh is a Republican in national politics, but strictly non-partisan in local politics.

He was for six years president of the Pittsburgh Association of Credit Men, and for four years one of the vice-presidents of the National Association of Credit Men. In 1911 he was appointed a member of the Council of Nine in the city of Pittsburgh by Gov. John K. Tener. Since then he has been re-elected three times, always with a very large vote. He has never been defeated for any public office voted upon by the people. In the capacity of councilman, he holds the office of chairman of the Parks and Libraries Committee of the city, and is also a member of the Finance Committee, of the Public Works Committee, of the Public Service and Surveys Committee, of the Public Safety Committee, of the Committee on Health and Sanitation, of the Committee on Filtration and Water, and of the Committee on Charities and Corrections. He is a trustee of the Carnegie Institute, one of the most honorable positions in the State of Pennsylvania. He is also a trustee of the Carnegie Free Library and a trustee of the Carnegie Music Hall, as well as a chairman of the Committee on Buildings and Grounds of the Carnegie Institute.

Mr. Rauh twice refused to allow his name to be used as candidate for Mayor, and once as Lieutenant-Governor of Pennsylvania. Owing to his large business connections, he felt he could not serve the people with the devotion and the care that the particular offices demanded.

The career of Mrs. Rauh in public life is unique. There is perhaps no other Jewish woman in America who possesses the qualities of leadership as does this woman. She is forceful and eloquent, an erudite and powerful writer and a dynamic leader in social and civic work. Her greatest work has been in the office of president of the Pittsburgh Section of the Council of Jewish

Women. She has also been president of the Pittsburgh and Allegheny Milk and Ice Association, a member of the Board of the Associated Charities, and connected with probably two dozen other philanthropic organizations, a number of these of state and national scope.

JOSEPH RITTENBERG

In a city like New Orleans, which is justly famous for its charitable institutions and the spirit of generosity and liberality with which these institutions are supported and conducted, it speaks much for a man to have established a record of philanthropy that is highly appreciated and greatly admired in the Jewish community as well as in the city in general. Yet, such a record Mr. Joseph Rittenberg has justly earned for himself.

Mr. Rittenberg's career has been that of a struggling young man who came to this country from a foreign land and finally won out against many difficulties and great obstacles. He was born in Byelostok, Russia, on October 25, 1868, the son of Isaac and Miriam Rittenberg. At the age of seventeen he landed in New York and proceeded to Albany, where he remained for three years. Thereupon, he tried to gain fame and fortune in other large cities until he finally came to New Orleans, where he clerked in a store at first and then, in 1895, established a business of his own. Since that time his business, which consists of a loan office and jewelry store, and is located at 166 to 186 South Rampart street, has grown to large proportions and has become a real landmark in the city's commerce.

Mr. Rittenberg is intimately and prominently connected with the religious, charitable and fraternal life and activities of the New Orleans Jewish community. He is President of the Beth Israel Congregation and holds membership also in the Touro Synagogue. He is President of the Jewish communal school, a Director of the Touro Infirmary, a member of the Grand Lodge of the Seventh District of B'nai B'rith, and a liberal contributor to the various philanthropic institutions, both Jewish and non-Jewish, of the city. He is also a thirty-second degree Mason and takes an active interest in movements of a patriotic character.

Recently Mr. Rittenberg has acquired a beautiful home at the corner of Rosa Park and St. Charles avenue and is now happily domiciled there with his good wife, who heartily co-operates with him in his various interests and activities. Mrs. Rittenberg's maiden name was Miss Rebecca Baron, and her former home was in San Francisco, Cal.

Mr. and Mrs. Rittenberg were married on July 11, 1900, and are the parents of four talented children, the eldest of whom, Leon, is at present a student at the Tulane University, to which institution of learning he won a scholarship from the Warren Easton Boys' High School. The other three children are Philip Dave, Mildred and Ida Rittenberg.



SIGMUND RAVINSON

About fifteen years ago there landed on our shores a man who was destined to occupy a conspicuous place in the business life of Cleveland, Ohio. We refer to Mr. Sigmund Ravinson, sole proprietor of a gents' furnishings and clothing establishment at 4315 Woodland avenue.

Mr. Ravinson upon his arrival in this country had practically nothing but ambition and ability as assets. He worked at anything that came to hand and about ten years ago started in business at his present location with practically no capital. In fact, the only backing which he received was from the clothing manufacturers of Cleveland. From this humble beginning he has developed the business into the present large establishment which places him among the most prominent business men in the Jewish neighborhood of Cleveland.

He was married six years ago and both himself and wife are identified with a number of prominent organizations.

He is ex-President of the Merchants' Welfare Association and a member of all Jewish organizations, both charitable and fraternal, taking an active part in all of them. He is also Director of the Merchants Savings and Banking Company.

The achievements of Mr. Ravinson, although covering but a short period of time, are very remarkable and would be considered by most men sufficient reward for an entire lifetime of activity.

DAVID ROBINSON

To no people in the history of nations has there been meted out so much persecution as the Jews. While other nations have only enjoyed a great degree of prosperity during the period of their greatest national ascendancy, the Jews, without a country for many centuries, their members being only a few millions scattered throughout the world, have yet been a strong determining factor and have exerted a transforming influence upon human life beyond that of any nation that has ever lived.

An individual instance of those sterling traits of character which have contributed to the greatness of the Jews as a people is exemplified in the life of Mr. David Robinson of Detroit, Mich., who was born in Lechovitch Minsk, Guberne, Russia, in 1867 and came to America at the age of twenty-seven, leaving his family in Russia until such time as he should become established.

During his first nine months in this country he worked for \$16 per month, and from this meager sum managed to save enough to buy a horse and wagon. Then followed his first venture in the buying and selling of waste iron and copper. This he continued for three years, accumulating enough to send for his family, who joined him soon after.

He then decided to try the coal business, and was engaged in this line for three years. At the expiration of that time he decided that his best opportunities were to be found in the scrap metal and waste paper business.

His judgment proved correct, as his business grew very rapidly, and for two years he also conducted a branch in England which was in charge of his brother Charles.

In April, 1912, he decided to try his fortunes in merchandising, and opened a dry-goods store under the present firm name of Robinson & Cohen, which has been exceedingly prosperous and is now an immense wholesale and retail corporation doing a very large business.

The wholesale waste paper business is still conducted under the firm name of D. Robinson & Sons.

Mr. and Mrs. Robinson have eight children, seven sons and one daughter. Charles is in the firm, D. Robinson & Sons; Louis, Morris and Nathan are all connected with the department store. The balance of the children are in school.

Mr. and Mrs. Robinson contribute to all charitable institutions. Mr. Robinson is also a member of B'nai B'rith and a supporter of Beth Jacobs School.

BEN ROCKOWSKY

Slighting disagreeable tasks has handicapped many an otherwise successful career. The young man who is not ready to put his whole energies to any task that comes to hand is not likely to find the occupation for which he is by nature and capacity best fitted.

The advice of Mr. Rockowsky of Lima, Ohio, is significant along this line, as he says, "Work hard, irrespective of the work you do, until you find that for which you are best fitted. Don't depend upon help, but make your every act earn for you a reputation for honesty and integrity.

Mr. Rockowsky was born in Warsaw, Russia, in April, 1886, and at a very early age was obliged to leave school to assist his father, who was a wood merchant and prominent Jewish scholar of his native town.

At the age of twenty-six he decided to come to America, and landing in this country without money, he worked his way to Galveston, Texas, where he worked as a laborer for several months. We then find him in Hibig, Minn., Duluth, Minn., and Chicago, Ill. From Chicago he went to Toledo, Ohio. Here he worked as conductor on a street car and after eight months, having saved a little money, he decided to go into business for himself.

Taking his small capital to Lima, Ohio, he opened a junk yard, which has grown today into a large, modern institution, from the proceeds of which he has amassed a fortune.

Mr. Rockowsky is not content to selfishly enjoy his prosperity, but contributes most liberally to various charities, regardless of race or religion, although he is a good Jew, and takes every opportunity to promote the welfare of his race. There is no movement for Jewish betterment to which Mr. Rockowsky does not lend his hearty co-operation and give financial assistance.

THE ROGGEN BROTHERS

A large number of the successful Jewish business men migrated from Europe to our country, and it is not strange that they should have retained to a remarkable degree the Orthodox beliefs and customs of their religion. It is our pleasure to here narrate the lives of three young business men who, although born in America, have held to a strict observance of the rites of Judaism. We refer to three brothers, Louis A., Harry and Selig Roggen, sons of Nathan and the late Anna Roggen.

These young men, whose place of business is located at 653-655 Broadway, New York City, have worked together harmoniously and have never felt the need of a written agreement of any kind. Their high integrity has placed them above any suggestion of petty jealousy or animosity.

Mr. Harry Roggen was born July 4, 1880. He was married to Miss Hattie Goldberg at the Hotel Majestic in 1908 and they had the distinction of having the first wedding where Benschien caps were distributed to the guests. This custom has since become quite general at Orthodox weddings in our large hotels.

Mr. Selig Roggen was born June 10, 1882, and was married June 16, 1910, to Miss Etta Wiener of Montreal, Canada.

The eldest brother, Mr. Louis A. Roggen, was born July 2, 1879, and was married several years ago to Miss Pauline Oshinsky.

The rapid growth of Roggen Brothers & Co. is a practical demonstration that strict observance of the Jewish Sabbath is in no way a handicap to business success, and it is certainly a pleasure to find young men of the younger generation carrying out with such fidelity the honorable doctrines and creeds of their forefathers.

SAMUEL ROSEFSKY

Our prominent men have not all been of American birth. Europe has sent us many young men who have become among the best of American citizens and dwellers upon our soil.

One of these, a man of high distinction in the business life of Altoona, Pa., is Samuel Rosefsky, who was born in Vilna, Gubernie, Russia, in 1885. His father was a merchant and also a man of wide reading and a deep thinker.

Deciding that America was the land of opportunity, the family removed to America, landing August 26, 1900. The first destination was Binghamton, N. Y., where he assisted his father until 1908. However, very few men of marked business ability have ever been content to work for some one else, so he decided to go into business for himself, and chose the state of Indiana as the scene of his endeavors. Here he bought and sold junk for two years, accumulating a little money and much valuable experience, and April 15, 1910, he returned East, going to Altoona, Pa., where he opened an iron and metal yard, and has been conducting it with marked success since that time.

He was married October 27, 1908, to Miss Mamie Sinerofsky, and they have two fine sons, who will be educated and fitted to carry on their father's extensive business interests in years to come.

He is a member of the Hebrew Orthodox Congregation, Congregation of Aquadas Acham; is an ardent supporter of the Immigration Society of New York and the National Orphans' Home of New York; all the Yishivas, as well as the Denver sanitarium, also have reason to be most grateful to Mr. Rosefsky.

Both himself and wife devote much time as well as money to the promotion of charity in their city, and are fine examples of progressive, useful citizenship.



THOMAS ROSEN

ABRAHAM ROSEN

Mr. Abraham Rosen began his life in America by offering the country of his adoption the greatest service which any man can render. He came to New York at the age of nineteen, and his first act was to enlist in the United States army and fight for Old Glory until the close of the Spanish-American War.

He was born in Minsker, Gubernie, Russia, in August, 1875, his father, Yehel Rosen, being an accomplished Jewish scholar.

His first employment in America after the close of the Spanish-American War was in a butter and egg supply house, where he held the position of candler.

Being conscientious in his religious beliefs, he objected to working on Saturdays, and the firm, recognizing in him an expert at his work, arranged matters so Mr. Rosen did not have to work on Saturday. After he had saved his first hundred dollars, he opened a butter and egg store for himself, where he remained six months. He later went into the country, and started buying cattle, sheep and poultry, which he continued for two years, and saved enough money to go to Cincinnati and start a furniture store.

Here he remained for about five years, when he went to Newport, Ky., and opened another furniture store. In the next two years he lost not only his own capital, but also money which he had borrowed, and the misfortunes of this time would surely have overwhelmed a less courageous man.

With stout heart Mr. Rosen set about carving another career, this time buying and selling automobiles, in which business he has been very successful. He has discharged all indebtedness relating to his other ventures, including the borrowed money, and is regarded as a man of absolute honor and integrity.

Mr. Rosen was married to Miss Sora Molsasky, September 5, 1893, and they have a family of seven children, four boys and three girls.

Mr. Rosen is a member of Newport Shule, of which he was a former Trustee, Chesid Shellames and the Odd Fellows. He is also a loyal supporter of all worthy charities.

THOMAS ROSEN

The atmosphere of a city expresses personality as distinctly as does an individual. We go into a community and are welcomed or repelled by an intangible something which emanates from the life and activity about us. In reality this is but a composite expression of the citizens who form the community, a reflection of their individual characters.

If you were to go to Jamestown, N. Y., and ask to be introduced to her leading citizens, one of the first gentlemen you would meet would be Mr. Thomas Rosen, a man of affairs whose success is a direct result of his own individual efforts.

Mr. Rosen was born in Politskwitpker, Gubernie, Russia, March 4, 1890, and although he is still a very young man, has achieved a prominent place in the community. He came to America during the summer of 1900, and landing in New York, worked as a plasterer for three months. He then went to Stanford, where he engaged in the junk business for two years, after which he continued in the same business for three years in Jamestown. Deciding to try his hand in another line, he went into the cattle business, which held his attention for two years, after which he decided that his best interests could be served in the junk business.

He therefore started a yard in partnership with Mr. Morris Perell, which partnership has continued most successfully up to the present time.

Mr. Rosen was married in Jamestown in September, 1917, to Miss Sylvia Cohen, daughter of Joseph and Yetta Cohen, and both young people are exceedingly popular in their social circle. They not only contribute liberally to all charities, but are regular attendants at Jamestown Congregation.

Mr. Rosen is prominently connected with various civic interests and is also a prominent member of the Odd Fellows.

Many a man at the age of threescore years and ten would be proud to look back upon a life representing as much success as Mr. Rosen has achieved within the few brief years since he arrived on our shores. It is certainly a pleasure to include this history of his early years in the present biographical work.

SAMUEL ROSENBAUM

Of Waterbury, Conn.

America, the land of opportunity, has twice opened her doors to Mr. Samuel Rosenbaum after the old world had offered nothing but failure and disappointment.

Mr. Rosenbaum was born in Podolsky, Guberne, Russia, in 1865. He came to America in 1893, leaving his family in Russia until such time as he had established himself in this country. Going to Waterbury, Conn., he peddled rags for a short time and then decided to seek further opportunity in the West. After seven years' hard work he accumulated a considerable sum of money and went back to Russia with the idea of bringing his family back with him. While there he lost his entire capital, owing to the failure of a bank in that country, so he had to return to America and start his career all over again at Waterbury, Conn.

After a few years he was able to send for his two sons, and with their assistance opened the present business, taking them into partnership with him. They have been exceedingly successful and are today not only doing a big business, but have real estate interest of considerable importance.

Mr. and Mrs. Rosenbaum have a fine family of five children, four boys and one girl. Dave is now in business for himself, and the younger brother, Louis, works for him. Isadore and Harry are junior members of the firm of S. Rosenbaum, established by their father. The daughter, Ida, is married to Mr. Farker, a prominent business man of Waterbury.

Mr. Rosenbaum is a most generous contributor to charities and is also prominent in B'rith Israel Congregation, B'rith Abraham and the Waterbury Hebrew Free Loan Association.



Samuel Rosenbaum



WALTER ROSENBAUM

SAMUEL ROSENBAUM

Cambridge, Mass.

Few American-born men have any conception of the privation and suffering endured by some of the immigrants who have landed on our shores and by sheer force of character and hard work have fought their way to places of prominence. Such is the life history of Mr. Samuel Rosenbaum, who was born in Volina, Russia, in July, 1865, and who came to America in 1894. He landed in Boston with but ninety-three cents and while seeking for a place of employment was obliged to sleep in a park and suffer the pangs of hunger. He finally got a job as an apprentice in a factory, but was obliged to work for two weeks for nothing. After that time his advancement was rapid, and by the utmost economy he was able to save enough money to send for his family, who was still in Russia, and to establish himself in a small junk business. After a few months of great hardships the business became established and after twelve years of prosperity he decided to go to Cambridge, Mass., where he operated a wholesale yard in connection with a partner. After one year the partnership was dissolved and he then became associated with his brother Phillip, who is still with him at the present time.

Mr. Rosenbaum was married in Russia in 1885 to Miss Dora Fisher, and they have three daughters, all of whom have married prominent business men.

The Rosenbaum brothers are liberal contributors to all charities and are members of Orthodox Congregation and Independent Order Brith Abraham.

WALTER ROSENBAUM

If one were to give, in just one word, a summary of the character of Mr. Walter Rosenbaum, of Pittsburgh, Pa., it would be that of a "gentleman" in the right application of the term. For Walter Rosenbaum is one of the noblemen of nature. A sympathetic personality, a gifted man of affairs, a successful business man and more than a philanthropist by nature, he is one of those rare personages whose presence gives a thrill to every fair-minded individual, and with whom every one would like to associate and make friends.

Born in the city of Pittsburgh, at the corner of Franklin and Sedgwick streets, Allegheny, on July 18, 1875, Mr. Rosenbaum is the son of Max and Sidonie Rosenbaum, both prominent citizens of Pittsburgh. The father died on January 20, 1908. The mother is still living. The elder Mr. Rosenbaum was the founder of the well-known department store bearing his name in the city, and it was there that Walter learned the business from the bottom up. Mrs. Sidonie Rosenbaum was highly active in the organization of Jewish institutions, and she still retains an interest in many Jewish organizations. She comes from an important Jewish stock, her maiden name being Rothchild.

Walter Rosenbaum attended elementary and grammar school in his native city. He graduated with the highest honors from Grant public school in 1890, and then entered the Pittsburgh High School, which he left in 1894, graduating with honors and going into his father's store. He went through all its branches, becoming an expert in the science of buying and selling, and training for the position of leadership he was in time to assume in the mercantile world. As a result Mr. Rosenbaum possesses in a very remarkable degree a complete knowledge of his business.

In due time, and after his father's untimely death, Mr. Walter Rosenbaum became the general superintendent of their department store, located at Sixth street, Liberty and Penn avenues, and occupying a full front block. He is the Secretary-Treasurer of the Rosenbaum Company, a corporation which owns this store. They employ some 2,000 people in all of their departments.

Mr. Rosenbaum, as can well be expected, is very prominent in the social and communal life of Pittsburgh. He is a member of the Concordia Club, which consists of the most influential Jews of the city, and in 1917 was elected its President. He is also a member of the Rodef Shalom Congregation and of many charities. Mr. Rosenbaum is a Mason of many degrees and was elected an honorary member of his lodge, having served as Master therein in 1907. He is also a member of the B'nai B'rith.

On October 30, 1905, Mr. Rosenbaum was married to Miss Eva Hejmann of New York City, and they are the parents of three children, Stanley, Madeleine and Ruth.

EPHRAIM ROSENBERG

Among the best-known and representative members of the Jewish community in New Orleans, La., is Mr. Ephraim Rosenberg, who is very prominently connected with the commercial, social and philanthropic life of the city.

Mr. Rosenberg was born in New Orleans to his parents, Benjamin Rosenberg and Rachel Wolf, on February 13, 1868. His father had come South more than half a century ago and without any other advantages than those of intelligence and integrity, he became a pioneer in the shoe industry, and the firm he founded later became one of the largest business concerns in the entire South. With the example of thrift and intelligent application to business which his father was continuously setting before him, young Rosenberg, after graduating from public school, entered his father's business at the age of seventeen and within a few years became a partner in the concern, whose firm name was then and is still B. Rosenberg & Sons. In 1910 Mr. Rosenberg retired from that firm and four years ago he engaged in the real estate business and became connected with the Rosenberg-Rowan Company, whose offices are at 901 Gravier street. Among his other commercial interests may be mentioned that he is President of the Knight Land and Oil Developing Company and of the River and Rail Terminal Company.

The business example set him by his father was not the only one, however, that Mr. Rosenberg felt inclined and disposed to follow. The various interests and activities of his father in a religious, civic and philanthropic way strongly appealed to Mr. Ephraim Rosenberg, and in these, too, he has been a true follower of the example that he had before him at a very early age. Thus the religious interests which had led his father to donate a synagogue building to the Chevra Thilim Congregation could not fail to inspire him with the religious spirit, and he has taken an active part in the religious life of the Touro Synagogue, with which he is connected. Institutions of a charitable character appeal to him with equal force, and he has been affiliated with the Touro Infirmary, the Jewish Orphans' Home, the Young Men's Hebrew Association, the B'nai B'rith and the order of Elks.

On January 3, 1897, Mr. Rosenberg was married to Miss Jessie Hillborn of Summit, Miss., and Mrs. Rosenberg has not only shared her husband's charitable inclinations and philanthropic interests, but has herself taken an active part in the affairs of the different charitable institutions of the city.

Mr. and Mrs. Rosenberg's home life is made bright and happy by the cheer and sunshine of a child, Lillie.



ABRAHAM ROSENBERG

The prosperity and usefulness of any city or community is largely dependent upon those public-spirited citizens who take time from their own affairs in which to promote and develop institutions for the public good.

Such a man is Mr. Abraham Rosenberg, who, although not an American by birth, is a thorough citizen by adoption and whose life conforms in every way to our highest ideals of Americanism.

Mr. Rosenberg was born in Russia in 1876, the son of Israel and Sarah Rosenberg. His father was engaged in the tobacco business and was a scholar of repute in their community. He came to America nineteen years ago, and became interested in the shoe business, which field he has developed into the present large establishment at 2304 Woodland avenue, Cleveland, Ohio.

Mr. Rosenberg has been in Cleveland for seven years, and during that brief period has not only won a reputation as being one of the most able and reputable business men of the city, but has identified himself with every worthy charitable and civic enterprise, especially those devoted to the betterment of the people of his own race, although he is very broad-minded and is not particularly influenced by creed or religion.

He is a liberal contributor to all charities, a member of Knights of Joseph, Independent Gradner, of which he is a member of the Executive Committee. He is also on the Executive Committee of Aliskir Babariskir and is President of the Paltyr Society. He is also an active member of the Sick Benefit Association.

Mr. Rosenberg was married in August, 1895, in Russia to Miss Marion Zahan, the daughter of Mr. and Mrs. David Zahan, who were prominent in business and educational circles in their native town. They have one son, seventeen years of age, who is in business with his father.

Mrs. Rosenberg co-operates with her husband in matters of charity and they are both prominent contributors to Jewish Hospital.

Mr. Rosenberg regards integrity and honesty as the two prime requisites for a successful business career.

HARRY ROSENBERG

The traditions and spirit of the Jews have ever been philanthropic to the highest degree.

They are the people who have followed most closely the old Biblical laws regarding the relief of the poor and the welfare of others. We find that the Hebrew term for charity is *Zedekoh*, righteousness, which implies an obligation, and in this spirit the Rabbis of the Talmud maintained that payments of money for charitable purposes were as much an obligation as the payment of one's debts.

This is not only worthy of note as a national trait, but we feel should be given special mention in connection with the life histories of Harry Rosenberg and Isaac Rudolph, who are not only partners in business, but both give generously of their wealth in the aid of the unfortunate of all classes.

The story of these men is the old, old story of determined struggle from obscurity to positions of prominence and influence.

Harry Rosenberg was born in Kieve, Gubernie, Russia, September 5, 1883, and came to America July 25, 1901. He first went to Montreal, but finding nothing to his liking, came to New York, where he first found employment in a factory and later went into the butcher business for himself. Selling out in 1910, he came to Reading, Pa., and joined his present partner in the iron and metal business, where they have achieved wonderful success.

He was married in New York City, June 1, 1901, to Miss Anna Mahel, and they have three children, one boy and two girls.

Both Mr. Rosenberg and his wife are very prominent in all charitable activities, giving liberally to Denver and Los Angeles hospitals, the Erie Orphans' Home, National Orphans' Home of New York City, the Farm School of Philadelphia, Immigration Society of New York and all of the Yishivas in this country and Europe.

Mr. Rosenberg is a member of both congregations in Reading and the Independent Order Brith Abraham.

HYMAN ROSENBERG

The lives of our country's successful, self-made men have proved that it is not so much a question of what you know as how you apply it, less a matter of training and more of firmness of character with which you can bend adverse circumstances to your will.

To Mr. Hyman Rosenberg was given more educational advantages than the average immigrant seeking a footing in the new world, but even he would have been doomed a failure had he not been willing to work at the most humble labor and save his money.

Hyman Rosenberg was born in Suwalk, Guberne, Russia, January 15, 1872, the son of Mr. and Mrs. Samuel Rosenberg, his father an agriculturist and a well-read, scholarly man.

At the age of sixteen young Hyman came to America, landing at New York and going to live with a sister who resided in that city.

He attended the public schools for two years after coming to America, then went to Cleveland, Ohio, where he secured employment in a butcher shop at \$6 a week and board.

Having in mind the establishment of a business of his own, he saved his money and in four years was ready to open his own shop. He continued this for three years and was very successful, but decided there was more opportunity in the iron and metal business, so he sold the business and went to Cambridge, Ohio, where he opened a scrap business. His business has increased at a stupendous rate, the plant being located at 310 Dewey avenue.

Mr. Rosenberg was married June 5, 1897, to Miss Goldie Wine of Cleveland, Ohio.

They have five children, all of whom are in school. Only one is yet old enough to attend college, the son, Nathan, being a student at Ohio State University.

Liberality to those less fortunate than themselves is a characteristic trait of the Jewish nation. Indeed, it is a part of the teaching of the Talmud. Were it not so, that eternal justice which balances the actions of men would not have allowed them guardianship of so much of this world's goods.

Mr. Rosenberg is no exception to this rule. He contributes generously to all charities, including Denver and Los Angeles sanitariums.

He is also a member of the Congregation Beth El.

SAMUEL ROSENBERG

The Jews are the pioneers of industry. One of our great writers has said that commerce and the diffusing of civilization are very closely allied. This is proven by the march of progress which has ever followed the torch of commercial activity. It has opened the doors for the arts and sciences; it has been the great patron of education; it has been the chief incentive for the discovery of new lands, and in all this the Jew has played a leading part.

Some such spirit of adventure must have guided the footsteps of Samuel Rosenberg when he came to seek his fortune in a new land. He was born in Kishiniff, Gubernie, City of Beltz, Russia, April 2, 1857, his father being Mr. Jacob Loeb Rosenberg of that city, and like many of the older generation of Jews, a great scholar as well a successful merchant.

Mr. Rosenberg came to America February 26, 1890, landing in New York City, and after a week or so of unprofitable effort, was induced to give \$5 of his meager capital and two weeks of his time to learn to be an operator in a factory, but after spending his time and money, they refused to give him employment. The next few months were filled with discouragements, as several small business ventures were unsuccessful, and his family, whom he left in Russia, were dependent upon him for support. So he came to Buffalo and started peddling junk, which he continued for a number of years with great success, and in 1900, joining forces with his present partner, they opened the present business, in which they have been very successful.

Ten years prior to his coming to America, Mr. Rosenberg was married to Miss Rebecca Lebel, daughter of Solomon and Rachel Lebel, and Mrs. Rosenberg's coming to America brought to us another example of ideal motherhood and womanly usefulness which are the most valuable assets of a community.

The Rosenbergs have six children, four boys and two girls, all of whom are highly educated and fitted to fill positions of prominence and usefulness. The eldest daughter, Anna, is in the Active Motor Corps and is subject to be called to France within a short time. The youngest daughter, Rose, has a government position. The youngest son, Max, is a buyer for a large woolen mill.

Despite Mrs. Rosenberg's many duties in the care of her family, she finds time for many charitable activities.

Mr. Rosenberg is ex-President and Treasurer, founder and builder of Congregation B'rith Israel, member of Beth El, B'nai B'rith, East Buffalo Social Club, founder of the Talmud Torah and Director of same at the present time. Both himself and wife are patrons of the Immigration Society of New York, all Jewish charities, all the Yishivas in Europe and America, and Philadelphia farm and Denver and Los Angeles hospitals.



SAUL N. ROSENBERG

After we read the life history of Saul N. Rosenberg, at present a successful clothing merchant, we wonder how he has crowded so much in it, for he is but thirty-three years of age. He was born in Bealov, Russia, in 1884, the son of Chain and Odis Rosenberg. His father was a scholar and government contractor. At the age of fourteen he secured work as an apprentice in a tailor shop and received no salary for the first six months. He then received \$5 a month and board. Shortly after his marriage he and his wife were arrested for their political activities and sent to prison. He served six months in the prison at Bialow, then in the Warsaw prison for six months, then in Sedlitz prison for two months. He was then sent to Siberia for four years, but owing to the Japanese War he was sent to Colla Archanguski Guberria, instead of Vladivostok. Because of the birth of the Czar's son he was released with all other prisoners under twenty-one.

Being just twenty-one years of age, he was called to do military service for Russia, but by this time he had had enough of Russian treatment and went to Paris. After three months he went to London and then in three months he came to Cleveland.

In Cleveland he became a successful cloak operator, receiving as high as \$150 a week at times. After working at this trade for eight years, a strike was called by the garment union. He then started in business for himself at 5417 Woodland avenue with \$1,200 he had saved from his salary. He handles clothing and furnishings and has succeeded in establishing a successful store.

He was married on March 10, 1903, to Miss Dora Goldfarb in Misnih, Russia. They have three children, two boys and one daughter. One son is at present in Europe, being brought up by his grandmother.

Mr. Rosenberg is an active member of the B'nai B'rith, the Hebrew Social Aid, Slutsker Young Men's Society, Workingman's Council. He is Chairman of the Inspection Committee of the Business Men's Welfare Association.

He believes that success will come to those who are honest and upright, and is always ready to help those in need of assistance.

LOUIS ROSENBLATT

Rosenblatt Brothers, manufacturers of wire frames and ladies' hats at No. 65 Suffolk street, New York City, is a firm whose business exceeds half a million dollars per annum. The writer interviewed Mr. Louis Rosenblatt, of the firm, who is described by his friends as "a good boy," meaning a man with a large heart and always ready to do a favor for a friend, and this he really is.

Mr. Louis Rosenblatt was born in Barlot, Roumania, on January 31, 1886. He is named after his father, who died at the age of thirty-six, a few months prior to the birth of Louis. His death was the result of heart trouble, brought on by financial reverses, and the widow was left with six children. She never married again, devoting her life to rearing her children. Now she is happy in her old age, and her children contribute liberally to her support, vieing with each other to gratify her every wish.

Louis Rosenblatt came to America in 1892 with a capital of 95 cents. Being very energetic, he refused to accept aid from his brothers, and started out to work the day after he landed. One year later, with a capital of \$100, he started manufacturing wire frames, and eventually developed the present firm, which now occupies five floors of space. January 6, 1906, Mr. Rosenblatt married Miss Anna Gruber, and they have five daughters.



ARTHUR ROSENBLATT

ARTHUR ROSENBLATT

The finest heritage any young man can receive is a noble, cultured parentage. It is more to be desired and is in itself a liberal education, as the early influences of home environment often shape the entire career.

Happy indeed is the man who, in the years of maturity, in the light of a broad experience, can look back upon his father's life and precepts and say: "I owe my success to the fact that I followed in my father's footsteps."

Such were the words of Mr. Arthur Rosenblatt, wealthy iron and metal broker of Tiffin, Ohio.

Mr. Rosenblatt was born in Cleveland, Ohio, February 15, 1878, the son of Mr. Max Rosenblatt, successful merchant, exemplary citizen and accomplished scholar.

He went to school until eighteen years of age, when he began working for his father. Three years later he was married to Miss Gertrude Barnett, a prominent young woman of Cleveland, the biography of whose brother, Mr. Sam Barnett, also appears in this volume.

Just after his marriage, Mr. Rosenblatt decided to go into business for himself, and started the present iron and metal brokerage business, which has had a phenomenal growth, being built upon the foundation of sound business principles and honest dealings which ever characterized the career of the elder Mr. Rosenblatt.

Mr. and Mrs. Rosenblatt have five children, four boys and one girl, all going to school. Two of them are already started upon a musical education, Harold studying violin and Herman the piano.

The true test of a wealthy man is the account he makes of his stewardship.

The old Judaic law which regards giving to charity as a sacred obligation is carefully observed by both Mr. and Mrs. Rosenblatt, who are continually making contributions to charities of all kinds.

They not only assist all local charities, but contribute to many of national scope, two of which are the Denver and Los Angeles hospitals. The Old Age and Orphans' Home also have reason to be grateful for their beneficence.

Mr. Rosenblatt also finds time to affiliate himself with several prominent fraternal organizations, including the Elks and the Knights of Pythias.

He is a representative type of that staunch American citizenship upon which the future welfare of our nation largely depends.

SOL ROSENBLOOM

One of Pittsburgh's Jewish citizens who has made a remarkable business success is Mr. Sol Rosenbloom. Although his youth was spent in the study of Rabbinical lore to prepare him for the ministry, for which his type of mind seems to have been pre-eminently fitted, his deeply philosophic outlook on life has not been a hindrance in his business, but seems rather to have been the cornerstone of his success.

He certainly applied this attitude of mind when at the age of 18 he came from Russia to these hospitable shores and determined then to make of his life a success in this land of opportunities and to take up the struggle for life as a business man.

Through dint of perseverance and many sacrifices of things which youth today will not go without, setting for himself a high ideal of a future, not

only financially but also spiritually, with the hope of what he wanted his life to stand for, he succeeded in laying the foundation for a business which grew rapidly after several years of hard, uphill work.

His early struggles have been amply repaid, as his business has grown to the dimensions of one of the largest mail-order enterprises in his line, and his name in the business world stands high for fairness and integrity.

But all through his phenomenal successes in finance, his early training in the laws of Judaism and its philosophies has not failed to color his thinking processes and he has kept before him his Jewish ideals and next to his business, Jewish interests and Jewish movements have claimed his attention.

Especially have Jewish educational movements had his interest, as Mr. Rosenbloom considers it of the utmost importance for the future of Judaism to maintain Jewish educational centers.

He feels strongly on this subject and is devoting all his energies toward helping the Jews fulfill their sacred duty to establish a cultural center in their homeland, built up around and on their traditions, and so maintain for all time a source of spiritual energy and religious inspiration for all the Jews all over the world.

It is through men of his type, many of them who have come from the Russian Jewish communities, where they imbibed real Jewish idealism through and through, understanding the philosophies of Judaism, that American Judaism owes in a measure its spiritual rebirth.

For without this leaven of real Jewishness in its unbroken tradition coming from the Russian Jewish centers, American Judaism was in danger of becoming sterile.

Mr. Rosenbloom has a mind capable of great initiative and vision and we know of no other man, outside of the circle of professional teachers in Judaism, who takes the problems of their people so seriously as does Mr. Rosenbloom.

In March, 1896, Mr. Rosenbloom married Miss Cecilia Newmark, daughter of the late Dr. Abraham S. Newmark, Rabbi of Orach Chayim Congregation of New York, who was a man of scholarly erudition, a philosopher, a deep thinker and student, a man of an unusual personality and spiritual power, a real Jew. He was a descendant of Rashi.

The Rosenblooms have three children, Charles, Estelle and Arthur. Mrs. Rosenbloom is active socially; she is the President of the Palestine Welfare Society since it was founded; also has organized the L. A. of the Hebrew Institute and is its President. Mr. Rosenbloom is President of the Hebrew Institute and is deeply interested in this institution. He is on the Board of Directors of many worthy institutions and supports all philanthropies liberally.



Sol Rosenbloom



MAX ROSENBLUM

MAX ROSENBLUM

Max Rosenblum, one of the most progressive and cleanest cut young business men in Cleveland, Ohio, is a type of the thoroughly Americanized young Hebrew, combining in his personality the finest qualities of his race and the liberality which comes of daily contact with people of many classes and persuasions. True to racial instincts and upbringing, he lends the most cordial support to every worthy Jewish movement, but he does not stop there. He is a live and aggressive worker in civic reforms in Cleveland, a member of its Chamber of Commerce and former member and Chairman of the Board of Religious School. The story of Max Rosenblum is the story of thousands of other young Americans of grit and tenacity, a steady upward climb, made up of the experiences which everywhere breed success. He was born in Limes, Austria-Hungary, December 5, 1877, and arrived in America in March, 1884. His father was Adolph Rosenblum, a Jewish teacher and owner of a grain mill.

Transplanted to an alien soil at the age of seven, Max grew up under the free ruling of America that gives equal chances to all. He sold papers on the streets. He took a course in bookkeeping and commercial training and at the age of 18 he became errand boy, at \$4 a week, in a credit clothing store. At the end of five years he had more salary and more experience and made two big changes in his life. Miss Sarah Weiss had become indispensable to his happiness and he forthwith married her and got a better job, that of manager for Newman Bros., another credit clothing firm. This was in 1900. Max remained here five years, then made another change and another step upward. He got a working interest and \$40 a week as manager for the Enterprise Clothing Co. Five years later he knew all that was necessary to run a business of his own and he betook himself and his talents to one floor of a small place at 2014 Ontario street, where he is now the prosperous occupant of the whole building, and as an individual credit clothier is the largest in the country.

Here is an example of the Jewish personality at its best, which works out its salvation in the face of obstacles, becomes refined and humanized by the process and made fit for the highest citizenship.

Mr. Rosenblum is a liberal giver as well as a good money maker. He gave \$1,000 to the building of Mount Sinai Hospital, \$600 to the Jewish war sufferers, and he contributes \$300 a year to the Jewish Federation of Charities. He is on the Board of Trustees of Mount Sinai Hospital, is President of the Jewish Infants Orphans' Home, a member of the board of the Hebrew Free Loan, belongs to the Congregation Bnei Ishurim, to Euclid Avenue Temple, B'nai B'rith, Knights of Pythias, Hungarian Benevolent Social Union and Independent Aid Society.

The family life of Mr. Rosenblum is an exceptionally charming one. His children, one boy and two girls, are all musically talented. Thelma, the elder, a girl of 15, is in high school, where she is specializing in domestic science. She and her sister Pearl, 12, both play the piano, and Harvey, the 10-year-old son, is studying the violin. Mrs. Rosenblum, who is directing the talents of her bright little brood, is the daughter of Samuel and Ida Weiss, and well fitted to be the companion of this rising young man of business.

JACOB ROTH

If the business philosophy of Jacob Roth, which has given him a large measure of success in the banking, commercial and industrial life of western Pennsylvania, could be briefly summed up, it probably would be something like this:

Use your brains; work hard; concentrate; play the game fair; give your neighbor credit for as much honesty as yourself; think of big things in a big way; do not allow pettiness to master you; and last but not least, kindness pays even in business."

Jacob Roth lives at 6561 Bartlett street, Pittsburgh, Pa. He was born in Zemplin, Cond., Hungary, September 16, 1871. A year after he was born Mr. Roth's parents, Joseph and Catherine Roth, attracted by the freedom of religious and political thought, as well as the greater opportunity for the economic development offered by the great republic of the West, migrated to the United States. They made their home in Pittsburgh. Later they moved to McKeesport, Pa.

Mr. Roth early developed a strong business instinct and at the age of eighteen years he was employed in the First National Bank of McKeesport and had assisted his father in establishing a private bank under the name of Joseph Roth & Sons, at McKeesport, Pa.; he proved to be an invaluable aid in promoting the interests of this institution, which is in existence to this day. Later his knowledge of the banking business led him to establish the First National Bank of Suterville, Pa., of which he was President for twelve years. Not satisfied with these activities, which would have been more than sufficient to engage the complete time and thought of experienced business men of mature age, young Roth assisted in reorganizing and financing the Westmoreland Brewing Company, of which he is the Treasurer. Then in 1903 at the age of thirty-two years, Mr. Roth established the Pittsburgh State Bank, of which important financial institution he is President.

With indefatigable and tireless energy Mr. Roth not alone found time to develop and to attend to these various banking and business enterprises, but he also was able to devote some of his attention to problems in the realm of invention. While a boy in McKeesport Mr. Roth had been thrown into contact with many of the great industrial geniuses who have become internationally known. This led to interest in technical subjects relating to iron, steel and kindred products.

The idea occurred to Mr. Roth that it was possible to obtain a perfect weld of two unlike metals and make it of commercial value. So with characteristic energy and application Mr. Roth spent nine years in endeavoring to develop a process of welding copper and steel so that it would be of practical value in all lines of industry where copper exclusively had heretofore been employed. The result of this revolutionizing method developed and perfected by Jacob Roth has been to introduce to the industrial world one of the most far-reaching of all the practical inventions of recent years—copper clad. The patent granted by the United States government in 1915 was the successful climax to the long and patient years of Mr. Roth's efforts, carried on under the most discouraging conditions. Today the Copper Clad Steel Company, of which Mr. Roth is President, has large mills at Rankin, Pa., and at this time much more ambitious plans for immense new plants are under consideration.

Mr. Roth was married in 1899 to Claudia Loeb of Sunbury; two children, Madeline and Ferdinand, are the result of this happy union. He is identified with all the leading religious, philanthropic and social institutions of the Pittsburgh Jewish community. And he not alone gives money, but generously of his service in all the important communal activities that make for the welfare of his people.



JACOB ROTH

SIMON D. ROSENZWEIG

Life is never a smooth road for any of us, but in the invigorating atmosphere of high aspirations we find the very roughness stimulates us to steeper steps until the truism, "over steep ways to the stars," is fulfilled.

This is the experience of every man who has had to ascend the steep pathway to success, with no aid, except his own ability and determination, and it is well exemplified in the life history of Mr. Simon D. Rosenzweig, who was born in Suwalk, Gubernia, Russia, September 17, 1870. His father, Abraham Rosenzweig, was engaged in the lumber and grocery business and was also an accomplished scholar.

At the age of ten years young Simon came to America, to the home of his grandfather, and went to school until he was thirteen.

Feeling that it was now necessary to contribute to his own support, he obtained employment as cash boy in a clothing store, but the salary was so small, with little chance of advancement, that he went to Michigan, and after over a year and a half of experience working in various stores, he landed in Detroit, where his brother was engaged in the iron and metal business. After a number of years of hard work and persistent saving he accumulated enough to buy an interest in the business, but in 1910 decided to conduct a business of his own, and started for himself at his present location, where he has been wonderfully successful and has all modern equipment for conducting the business.

He was married January 5, 1896, to Miss Anna Rashman and they have three fine children, two boys and one girl, whom they are thoroughly educating in music as well as their academic studies.

Mr. Rosenzweig is a member of Beth El Temple, B'nai B'rith, the Masons and K. of P.

He is most liberal in his contributions to various charities, including Talmud and Denver Hospital.

AARON ROTTER

Aaron Rotter, iron and steel broker, is one of the most influential and prosperous citizens of Cleveland. His education was obtained in the great world of business, and he knows from experience that riches and power are not easily won. He also knows that determination and hard work can overcome almost every obstacle.

Aaron Rotter was born in Gorlice, Galicia, Austria, on August 20, 1861. His father, Simon Rotter, was a Jewish scholar, and his mother, Hannah Rotter, a woman of strong character. In 1884 he came to New York and for the first eleven months after he landed he peddled matches and other small wares. Then he decided that opportunities were greater farther west, so he came to Cleveland and started to sell dry goods, carrying his merchandise with him as before. After two years he was able to buy a horse and wagon to use in his business. A year later he changed his line to scrap iron and junk and worked in the country around Cleveland until his health broke down, and he was obliged to return to his home in Europe for a rest. In six months he had recovered, but he was too ambitious to stay in a land where he had so little opportunity to succeed. America still called him, so he came again to Cleveland and opened a small grocery store. This was the only time that his efforts brought him no money, and he remembers that experience as a year of unrewarded effort and suffering. He gave up the grocery and again went into the country with his scrap iron, and not long after was able to open a place of business in Norfolk, Ohio.

Mr. Rotter stayed in Norfolk for twelve years and then returned to Cleveland, where he bought out the iron yard of H. Silvern & Co. This concern grew rapidly under the new management and he kept it for nine years, at the end of which he sold out and established the firm of A. Rotter, iron and steel broker, in the Leader-News Building of Cleveland. This enterprise has brought great wealth to its owner, and he is known as one of the big, reliable business men of the city.

Aaron Rotter was married in Cleveland on June 16, 1889, to Katy, daughter of Isaac and Hanna Fielkowitz. Mrs. Rotter's loyalty and good judgment have been no small factor in her husband's success. Mr. and Mrs. Rotter have three daughters, Hattie, wife of Louis Robinson, a furniture dealer of Detroit; Anna, wife of Maurice Kreiger, who is in the shoe business in Cleveland, and Mabel, who is still attending one of the Cleveland high schools. The youngest daughter has pronounced musical ability.

Mr. Rotter never forgets his own early struggles; he himself has worked hard and at times has done without everything but the bare necessities of life. Now that he has achieved success, it is one of his greatest pleasures to help others who are in misfortune. He gives liberally to every charity and hospital in Cleveland, and to organizations doing similar work in many other places. He is a member of the Congregation of Bnei Ishurim.

Mr. Rotter belongs to the class of citizens which is the best asset of any community. He is public-spirited and level-headed. Most of all, he tries to give every one a square deal and make his word as good as his bond.

MORRIS ROZNER

Most people show more persistency in their first twelve months of their life than they show later in twelve years; did they not, they never would have learned how to walk. Must we quit if we don't get there quickly? No, indeed, not.

America's most successful men sweat blood before they gained a foothold on the ladder, sweat and toil with brain and often with body from early morning to late at night, many times all night, tasting defeat but never despair. Life is so specialized that jacks-of-all-trades are wanted by none. All-round men find every hole is today square. To last, a man must stick to his last—he cannot hope to be a good shoemaker today and a capable plumber tomorrow.

The pace today calls for red blood, men of grit, not grouch. Stickers, not sticklers, are wanted.

Mr. Morris Rozner, born March 7, 1875, was the son of Osher and Feige Rozner of Gribo, Austria. At the age of 14 Morris left his native land and came to America.

For 18 years he has been in Monessen, Pa., where he is in the retail meat line, doing a nice business.

In 1903 Mr. Rozner was married to Miss Freda Israel of McKeesport, Pa., and together they reap the enjoyment of being the proud parents of two sons and a daughter.

Mr. Rozner has always been fair and just in all his dealings, has always considered the feelings of all with whom he has come in contact whether in business or socially.

He takes an active interest in the religious life of Monessen, being a member of the congregations, and is also a member of the Board of Trade.

No worthy charity, regardless of race or creed, applies in vain to Mr. and Mrs. Rozner.



MORRIS ROZNER

SOL RUBENSTEIN

Sol Rubenstein of Buffalo, N. Y., was born in the Province of Suwalk, Russia, sixty years ago, and arrived in America in the year 1880.

After having resided in New York City for several years he came to Buffalo, N. Y., where he married Sarah Mayerberg, sister of Rabbi J. L. Mayerberg of Goldsboro, N. C., and aunt of Rabbi Sam Mayerberg of Detroit, Mich.

Mr. Rubenstein has resided in Buffalo since the early 80s and enjoys a good and reputable name throughout the community. During his lifetime he has always been inclined toward assisting his fellow men and his home was always open to those in want and his time and efforts ready to alleviate the burdens of those in distress.

He is President of the Buffalo Talmud Torah, is one of the original founders of the Buffalo Gemiluth Chasodim and has always associated himself with those institutions which make for the general good.

Mr. Rubenstein's family consists of his wife and seven children, the oldest of whom is Emil H., who is in business with his father.

Harry J., the second son, is now serving in France, and the other children are Ruth, Mrs. Israel Rumizen, Florence, Lenore and Rhea.

A. F. RUBIN

It is a strange paradox that men of the fewest opportunities often rise to the highest places of prominence; that the inheritance of a fortune is rather a detriment than an assistant to progress. Too many young men have frittered away the best hours of life's opportunity waiting for dead men's shoes, to find in the end that they have not developed the ability to handle the fortune which they had no part in creating.

The world pays homage to the young man who strikes out for himself boldly, as did Mr. A. F. Rubin of Erie, Pa.

He was born in Telz Kavna, Guberne, Russia, in June, 1876, the son of Samuel and Hoda Rubin. The first nineteen years of his life were spent in his native town, when he decided to come to America, and landed on our shores in September, 1895.

Going to Chicago, he obtained employment in a factory and remained there eight years, during which time he was busy learning the new language, manners and customs, and fitting himself for a position of more responsibility.

His next venture was in the real estate business, but in a short time he gave this up and came to Erie, Pa., where he went into the iron and metal business. Here he was very unfortunate, losing all his money, and was obliged to bravely start over with nothing but his reputation for honesty and ability for assets.

His next venture in the same line was in partnership with his brother, and by persistent effort they gradually built up the present large business which they now operate under the firm name of Nickel Plate Iron & Metal Company.

Mr. Rubin was married in Chicago in September, 1897, to Miss Marie Klein, and they have a fine family of eight children, of whom they have every reason to be proud, as they are all doing well and are receiving liberal educations.

The son, Henry, is in business with his father, while Joe has gone into business for himself. The balance of the children all are in school and are being well educated in music also.

Mr. and Mrs. Rubin are interested in all charitable movements, not only

of local character but also the Immigration Society of New York, the Denver and Los Angeles sanitariums, and all the Yishivas in Europe and America. Mr. Rubin is also affiliated with B'nai Ainsa Hesed Congregation, B'nai B'rith, Modern Woodmen of the World, B'rith Abraham of Chicago, Telger Unterstuzung Ferein, Timilis Hosodern.

HYMAN RUBIN

The lessons in conservation which have been taught us by immigrant Jews will be found more valuable as the years pass by, and our resources are more taxed by increasing population. Who shall say how much benefit we have derived from the immense quantity of wool which has been saved in this way and is now proving so useful in the conduct of the war?

One of the largest industries of this kind is conducted by Mr. Hyman Rubin at 200 Second street, Chelsea, Mass., under the firm name of H. Rubin & Co.

Mr. Rubin was born in Kovno, Guberne, Russia, in May, 1878, the son of Mr. and Mrs. Solomon Rubin. His father was a wool dealer and also a prominent scholar. He came to America in 1895 and landed in Boston, June 17, where he first worked in the building trade for five dollars per week. He continued this for nearly a year, receiving small increases in wages, and then decided to go into the rag business. While this offered but a very meager living, at the same time he saw the opportunity which was to develop into a future fortune. He was married in Boston, March 4, 1900, to Miss Rosa Gloser, and soon after went to Chelsea, Mass., where he established the nucleus of the present large business.

The Rubins have three children, one boy and two girls, who are all going to school and studying music.

Mr. Rubin is very active in the various prominent organizations of Chelsea, being Past President of the Chelsea Investment Association, Past President of the Orthodox Congregation. So valuable were his services in these capacities that he was presented with medals from both upon the occasion of his resignation.

We feel that a word should also be said regarding the activities of his wife, who devotes a great deal of time and money to the promotion of charities, in which she also receives the full co-operation of Mr. Rubin.

JOSEPH RUDNICK

In Boston, Mass., there are many prominent business men of Jewish faith who were born in Europe, but found the atmosphere of America more congenial to their progressive type of character. Prominent among them is Mr. Joseph Rudnick, who was born in the Province of Vilna, Russia, January 10, 1869, the son of Abraham and Sarah Rudnick.

He came to America thirty years ago and started peddling through Massachusetts and Maine. After five years, during which time he was able to save capital enough to go into business in a modest way, he engaged in the restaurant business and later managed a cigar store and two furniture stores. Decid-

ing that his best interests could be served in the real estate and building industry, he embarked in this line and has continued ever since. During recent years he has branched out into mortgage brokerage, his office being at No. 40 Court street.

Although Mr. Rudnick's business interests are so varied and exact a great deal of his time and attention, he is very public-spirited and is prominent in many of the organizations which contribute to social and civic betterment. He is Treasurer of Baldwin Place Congregation, Director of Baldwin Place Talmud Torah, Chairman of Construction and First Vice President of Congregation Adath Yeshurun. At the present time he is Vice President and Chairman of Construction of a Home for Jewish Children. He is also a Director of the Home for the Aged, the Hebrew Free Loan Association and is Director in the Federated Jewish Charities of Boston. He is honored with the presidency of the Sheltering Home and served for some time as Director of Beth Israel Hospital.

Mr. Rudnick was married twenty-six years ago to Miss Rose Siegel, and they have six daughters. Their only son, David Jacob, died at the age of twelve. Their daughters are Lena, May, Ida, Anna, Frances and Evelyn.

Mr. Rudnick has a code of life which has perhaps unconsciously placed him in his enviable position among his fellows. He says: "Be right, act right and make friends under all circumstances."

Mr. Rudnick has adhered so strictly to his first two admonitions that the matter of friendship was easily solved. No one can come in contact with his kindly personality without wishing to possess his friendship. Any community is fortunate in having as a part of its citizenship such a man as Mr. Rudnick.

MRS. MAX RUDNER

In volume one of "Distinguished Jews of America" is published the life history of Mr. Max Rudner, whose commercial, philanthropic and civic activity are known and appreciated not only in Canton, Ohio, where he resides, but throughout the entire country.

It is now our pleasure to publish a brief sketch regarding the activities of his wife, who is one of the most popular and charitably inclined ladies in the city of Canton.

Mrs. Rudner before her marriage was Miss Jennie Gurons, and during Mr. Rudner's struggle toward financial affluence her wise counsel and brave co-operation were of the utmost assistance to him. She has not only been an ideal mother to their seven children, but has devoted a great deal of time to charitable work, where her abilities have been much appreciated.

This estimable lady is the finest type of modern woman, who without neglecting the duties of her home, makes opportunity to promote the larger affairs of her city and nation.



ISAAC RUDOLPH

was born in Kieve, Gubern, Russia, in April 1874, and came to America in October, 1904, bringing with him his wife, who was Miss Rachel Rosenberg, whom he married in June, 1902, in Russia, two years before coming to America.

Coming direct to Reading, Pa., he found himself without money, but was able to obtain some goods on credit and started peddling. By saving every spare penny he was able to purchase a horse and wagon and for three years bought and sold junk in this way until he had accumulated enough to start a yard, when he went into business with his present partner, Mr. Harry Rosenberg.

Mr. Rudolph and his wife are very prominent in all charitable activities, giving liberally to Denver and Los Angeles hospitals, the Erie Orphans' Home, National Orphans' Home of New York City, the Farm School of Philadelphia, Immigration Society of New York and all the Yishivas in this country and Europe.

SAMUEL RUDOLPH

While the ancient Jews were essentially an agricultural people, the modern Jew is finding his success in the commercial world. This is demonstrated in the life of Mr. Samuel Rudolph, who was born in Kieve, Gubern, Russia, November 26, 1884, his father being owner of a bottle works and also a distinguished scholar.

Mr. Rudolph came to America December 6, 1904, landing in Baltimore, Md., but shortly after went to Philadelphia. Here he worked at various occupations for the small sum of \$1 per day, and during two years, by the utmost economy, saved enough to buy a milk route in Reading, Pa. This was quite successful, enabling him to save enough money to engage in the butcher business. This venture proved a failure, however, and losing all his savings, he started out peddling junk. Shortly after that he was married to Miss Sophie Rosenberg of Philadelphia, the day of their marriage being March 9, 1908. He then decided to try agriculture, but after three years on a farm he came back to Reading, Pa., and went into the junk business, where the small yard with which he began has through his efforts grown into the present prosperous business of S. Rudolph & Co. Mr. and Mrs. Rudolph have four children, one boy and three girls, the oldest attending the public schools, and also receiving a thorough Hebrew education.

Both Mr. and Mrs. Rudolph are prominent in charitable activities, including the Denver Hospital, Immigration Society of New York and all the Yishivas. Mr. Rudolph is a member of Congregation Homan Abrith, Director of the Hebrew Institute and Trustee of the Independent Order B'rith Abraham.



MAX M., GEORGE, JOHN AND ABRAHAM D. RUTTENBERG

Of all peoples of the earth, it can best be said of the Jew, "Where his home is, there his heart is," and as patriotism is but the home-loving spirit enlarged to national proportions, the Jew is a great patriot. He comes to the land of adoption and obeys the law of that great teacher, Mar Samuel, "to hold the law of the country in which he lives as the highest law," and these duties of patriotism are being impressed upon their children who are going forth by the hundreds to fight the battles of civilization and of liberty for the country in which they live.

This is particularly true of the Ruttenbergs, a prominent family of Reading, Pa. The father, Mr. Max Ruttenberg, came with his family from Russia many years ago, and although he has long since retired, his sons have become very prominent business men and have taken up the burden of sustaining the family reputation for business acumen where their father laid it down.

The elder Mr. Ruttenberg began his business experience in America by peddling junk. Later he opened a yard, where he was very successful, and after having accumulated a fortune, retired from business.

Of the fine family of eight children which constitute the Ruttenberg family, George, John and Abraham have all engaged in the same business in which their father made his success, and they are all three in partnership, operating an enormous wholesale business where all sorts of waste material are handled. The younger brother, Sohra, is also working for his brothers, while Benjamin is still in school. Jacob holds a responsible position in a hosiery mill, and Lewis is a recruiting officer in the United States army.

George Ruttenberg was married in Pottsville, Pa., October 31, 1911, to Miss Minnie Fine, who is very prominent in social circles of Reading, being Recording Secretary of the Ladies' Hebrew Charity League, Secretary of the Ladies' Auxiliary and a member of Hodesa. They have one small daughter.

John Ruttenberg is also married, his wife having formerly been Miss Laura Vogelman, a prominent young woman of Reading. They were married May 14, 1915, and have one young child.

The Ruttenbergs are all very active in charitable and fraternal organizations, all being members of Kosher Israel and the Y. M. H. A., and making most generous contributions to Denver and Los Angeles hospitals, the Erie Orphans' Home, National Orphans' Home of New York, the Immigration Society of New York, all the Yishivas and many other charities too numerous to mention. Such a family is a priceless acquisition to the community, state and nation.

MOSES SABEL

If the city of Montgomery, Ala., is justly proud of its pretty homes and the Jewish community points with just pride and satisfaction to its beautiful Standard Club, both the city and Jewish community are equally and as justly proud of the owner of one of the prettiest homes and the President of the Standard Club of that city. The man who holds that dual position is Mr. Moses Sabel. Mr. Sabel was born to his parents, Mark and Minna Sabel, in Louisville, Ky., on January 27, 1863, and practically carved his own successful and distinguished career. He received his first education in the public schools of Louisville and continued his studies at Montgomery, to which city his parents had removed. His father had intended him for a legal career, but young Sabel had no taste or desire for the rather dependent life of a professional

man, and so, at the age of 16, he started to work for his father. After six years of faithful and intelligent service, the advantages that had accrued to the firm from his connection and co-operation in the business became so marked and patent that he was given a partnership in the concern, and it was not long before Mr. Sabel became the head of the large enterprise, the largest of its kind in the South, whose firm name is that of M. Sabel & Son, and whose main offices are at 102 Bibb street.

Mr. Sabel's varied interests and activities in the communal life of Montgomery are a matter of common knowledge and public record. To be particularly mentioned is the leading part he has taken in the management of the Standard Club, of which he is now President and which he previously served for twenty-two years as Treasurer, and the valuable service and untiring efforts he has devoted to the work of Jewish war relief, of which he has been the Treasurer.



Mr. Sabel's prominence and valuable services are fully shared by his highly cultured wife, who was Miss Hettie Lazarus, to whom he was married June 6, 1890. Her parents, Henry and Carrie Lazarus, belonged to the leading families of both Louisville, Ky., where they originally lived, and Birmingham, Ala., where they later resided. Her father was a very prominent Mason and was the founder and first President of Temple Emanuel of Birmingham. And Mrs. Sabel is following in the footsteps of her parents. She is Chairman of the Hospitality Board of the Council of Jewish Women, and in that capacity she is doing splendid work for the soldiers and sailors. She takes a very active part in the Hebrew Ladies' Benevolent Society and is also holding a position on the Board of the Hadassah Society.

Mr. and Mrs. Sabel are the happy parents of two highly gifted and accomplished children, Mark, who has been educated in a military academy and at the University of Pennsylvania, and Marcelle, who is a graduate of Roger's Hall at Lowell, Mass., and who is following the noble example set by her mother and is devoting her time and energy to the promotion of altruistic and patriotic work. She is President of the Young Ladies' Auxiliary of the Hadassah Society and the Girls' Patriotic League of Montgomery, and is rendering most valuable services to a number of other organizations and institutions of a philanthropic and patriotic nature.

MEYER J. SAHPIRO

Meyer J. Sahpiro, one of the most successful business men in Springfield, Mass., was born in Suwalki, Gubernia, Russia, in 1871, his father being a successful merchant of his native town.

At the age of nineteen he heard the call to bigger opportunities in the new world and landed in New York, where he began making his living peddling. He had very little success, however, and went to Worcester, Mass., where he peddled merchandise for eight years, saving up a small amount of capital. He then went to Springfield, Mass., where he opened up a small shop devoted to iron and metal scrap, and this small beginning has, through the unfailing industry and executive ability of Mr. Sahpiro, resulted in the present large establishment where he is doing a very substantial business.

Mr. Sahpiro was married in Boston, Mass., in 1894 to Miss Rebecca Quint, daughter of Zesid and Freda Quint. They have nine children, two boys and



ALEXANDER SALES

seven girls, who are all going to school, with the exception of the elder son and daughter, Julius and Flora, who are in business with their father, and of much assistance to him.

Mr. Salpiro is very devout in his religious beliefs and is Director of the Beth Israel Congregation. He is also a member of B'nai Brith, Brith Abraham, Minsker Ferein and the Board of Trade. No charity appeals to Mr. Salpiro in vain, and for this reason hundreds besides himself and family have been benefited by his prosperity.

SIMON SAKOWITZ

As an illustration of what straightforwardness, integrity and an intelligent application to one's work may accomplish, the career of Mr. Simon Sakowitz of Houston, Texas, is eminently worth while perusing and contemplating.

Mr. Sakowitz is a young man who has carved his own career, yet he is today among the most highly esteemed residents and business men of the progressive and flourishing city of Houston, Texas. He was born on January 1, 1884, in Kiev, Russia, the son of Louis and Lina Sakowitz, and arrived in this country in 1890. His family settled in Galveston, Texas, where Simon attended public school for a period of only one year, and then, at the age of ten, he started to work as errand boy in a store. Step by step he worked his way up, at first becoming salesman and then manager of that store. After he and his brother Tobias had saved up about twelve hundred dollars, they determined to establish a business of their own, and in 1903 they organized the firm of Sakowitz Brothers. This business, under their able managership, grew and developed to such an extent that, after six years, they decided to branch out further, and so they bought out a concern in Houston, Texas, and Simon Sakowitz removed to that city and assumed the managership of the new business.

The full measure of success with which the ability of Mr. Sakowitz has been rewarded may be seen from the fact that the firm of Sakowitz Brothers, at Main and Preston streets in Houston, is today counted among the biggest concerns that deal in men's, boys' and children's clothing.

The most beautiful part of Mr. Sakowitz's career, however, is that hard work and his own remarkable success has not made him indifferent to the struggles and sufferings of his fellow men. For he is a liberal contributor to all the Jewish charities and institutions of Houston and takes a deep interest in every movement of an altruistic and ameliorative character.

In August, 1909, Mr. Sakowitz was married to Miss Clara B. Bowsky of New Orleans, and they are now the happy parents of two fine children, Julia N. and Louise.

ALEXANDER SALES

The reputation of a community is but a composite representation of the characters of its citizens. Thus, the town of Dennison, Ohio, has been made better and more prosperous by the residence of Mr. Alexander Sales.

He was born in Wladislovoy, Russian Poland, September 6, 1888, and came to America at the age of eighteen. He had a brother residing in Salamanca, N. Y., for whom he worked for a short time.

After saving sufficient money, he went to Monongahela, Pa., and started clerking in a store, where he remained for a year and a half.

We next find him in California, Pa., where he remained six months. Here ended his career as a clerk, for, although his salary had been steadily advanced, he felt that his best opportunity lay in a business of his own.

With the few hundred dollars he had been able to save, he went to Dennison, Ohio, and started a store in partnership with a Mr. Ginsberg, under the firm name of Sales & Ginsberg. This partnership continued for a few years, when Mr. Ginsberg retired. Mr. Sales remained and has gradually prospered until he has developed the finest general merchandise store in Dennison.

On November 18, 1913, Mr. Sales was married to Sarah B. Whittenstein of Bradford, Pa. They have one son, who will doubtless inherit his father's business ability.

Mr. Sales and wife are both very popular in Dennison, because of their genial personalities and their generosity in matters of charity.

Mr. Sales is a member of the Board of Trade, Knights of Pythias, the Elks, is Lecturing Knight of B. P. O. E. and was Secretary of the second Liberty Bond issue. When asked his advice to the younger generation, Mr. Sales replied that he believed success was due to absolute honesty more than to any other quality.

HERMAN SALLE

To fully realize the great debt which the nation owes to the Jew, we need only pause a moment and imagine him entirely removed from our commercial, scientific and philanthropic life.

Every community bears witness to the kindness and beneficence of the Jew, whose religion has taught him the true meaning of the stewardship of wealth for the good of all, and mindful at all times of his sacred obligation to ease the burdens of those less fortunate than himself.

Such a man is Mr. Herman Salle, who was born in Vilna, Guberne, Russia, in 1880.

From his father, who was a merchant of that city, he doubtless inherited much of the business ability which has served him so well in America.

He came to this country in June, 1898, and obtained his first employment in Canton, Ohio, where he received \$6 per week in a junk yard. After nine months he started buying and selling junk for himself, and four years later opened a yard, but this venture was unsuccessful, and he lost all his savings. He immediately started peddling again and three years later opened a yard in Huntington, W. Va. Eight months later he came to Ironton, Ohio, where he has made an unqualified success and has accumulated a large amount of property.

He was married in 1906 to Miss Fannie Barber of Pittsburgh. They have one daughter, who is going to school and is also being thoroughly educated in music.

In addition to Mr. Salle's many business cares, he has found time to identify himself prominently with several fraternal organizations, the most prominent being the Odd Fellows and Elks. He is also a member of the Chamber of Commerce.

Both he and his wife are most generous in their responses to appeals for charity, giving liberally to the Denver and Los Angeles sanitariums.

Mr. Salle is also a subscriber of the Jewish Publication Society.



HERMAN SALE

JOSEPH SANDERS

Every man is, to a large extent, his own educator. Instructors and textbooks have their functions, but the man himself must be the directing genius of thought projection and assimilation.

Someone has said that the Creator has so constituted the human intellect that it can only grow by its own action, and that man is not educated until he can direct the full energy of these powers toward vigorous accomplishment.

The ultimate test of true scholarship is not the number of books that a man has read or the number of diplomas he is entitled to display, but the value of the knowledge he has disseminated to others and the minds he has aroused to a recognition of truth and beauty.

These thoughts suggest themselves in connection with the interesting life of Mr. Joseph Sanders, a resident of Detroit, Mich., where he is known as a fine type of lawyer, scholar, philanthropist and friend.

Mr. Sanders was born in Austria, April 19, 1887, coming to New York into the home of his sister at the age of five years. His school career immediately began and at the age of fourteen he graduated from the public schools. He attended DeWitt High School for a time, but being of very independent spirit and feeling the necessity of earning his own living, he stopped school and accepted an office position at \$7 per week.

However, his studies did not cease. When other boys were at play, young Joseph was busy at night school, perfecting himself in various commercial branches. His proficiency developed so rapidly that in 1905 he became Secretary to Charles Putzel, then tax commissioner of New York. Two years later he was appointed Clerk of the Topographical Bureau by the President of the Borough of Richmond. That this position should be given to a young man of only twenty years demonstrates the absolute confidence reposed in him by his superiors.

In the meantime he devoted his evenings to the study of law, taking training at the St. Lawrence University of Brooklyn, and on October 10, 1908, was admitted to the bar, but did not begin the practice of his profession until July 5, 1910.

He was married September 16, 1912, to Miss Anna E. Stern, and they devoted the next two years and a half to travel. During this period their beneficent influence was felt in many remote parts of the United States and Canada, as he has always been a zealous worker for the uplifting of his own race.

In the little village of Sudbury, Ont., where there resided but ten Jewish families, Mr. Sanders raised sufficient funds to build a synagogue, which is today known as Sharrey Shumain. This is but one incident typical of his enthusiasm and earnestness of purpose toward any cause which he espouses.

He came to Detroit February 15, 1915, and within two years had formed so many warm friendships that he was nominated Circuit Judge by voluntary petition, but owing to the unfortunate death of his father-in-law on the day when the petition was to have been filed, the matter was dropped at his request.

Mr. Sanders is a liberal contributor to all charities, and is affiliated with all the prominent organizations of Detroit, among which we might mention the following: Morgen Abraham Congregation; President Michigan Lodge, Progressive Order of the West; B'nai B'rith, Knights of Pythias. He is a thirty-second degree Mason, member of the Lawyers' Club, President of the Detroit Civic Betterment League and is very active in all city affairs. His military affiliations are the Fiftieth Regiment, Company E, Michigan State Troops.

His wife is a charming woman, highly accomplished and exceedingly active in charitable works.

Mr. Sanders is still a young man. The morning sun of life is still shining upon his many activities. May both he and Mrs. Sanders be given the full allotment of years to work out the fine examples of right living which their actions exemplify.

ISIDOR SALLE

If the immigrant problem concerned no other people than the Jews, the question would be an easy one to solve.

Rather than become a burden, the Jew has ever been an indefatigable worker, and has most cheerfully contributed his best powers to the community and nation of his adoption.

While keeping true to themselves and the traditions of their race, they have nevertheless devoted themselves to the common interest of those with whom they found themselves associated, regardless of race or creed.

The Salle family is a notable example of useful, influential citizenship with which the old world has enriched the new.

Of the fortunes and vicissitudes which beset the path of the elder brother, Herman Salle, we have spoken at length in a separate biography.

Isidor Salle, the subject of this sketch, was born in Vilna, Gubernie, Russia, in 1888, and came to America in 1906. His brother was at that time engaged in business in Canton, Ohio, and to him young Isidor went. They have been associated together in the iron and metal business ever since, and have been wonderfully successful. At the present time their immense plant is situated at Ironton, Ohio, and is known under the firm name of Salle Bros.

Mr. Salle was married to Miss Dora Farber of Parkersburg, W. Va., and they have four fine boys, all going to school and being fitted for the positions of responsibility they will one day occupy.

Mr. Salle subscribes to the Jewish Publication Society of Philadelphia, the Denver and Los Angeles hospitals and, like his brother, is a member of the Odd Fellows, the Elks and the Chamber of Commerce.

Both Mr. and Mrs. Salle are of great service to the community, making liberal contributions to all charities, which is one of the finest traits of Jewish character.

MORRIS SANDMEL

"If at once you don't succeed, try, try again," seems to be the motto which has inspired the career of Mr. Morris Sandmel.

Born in Jatunah, Vilna, Gubernie, Russia, in the winter of 1874, the son of Abraham Sandmel, a renowned Talmudist, the boy early realized that his future success could not be made in despotic Russia, so he came to America in November, 1903, landing in New York City, where he remained for four weeks. He then went to visit his uncle in Dayton, Ohio, and started out peddling a basket of notions, but his uncle being in very poor circumstances, he felt it his duty to give most of his earnings toward the maintenance of his family. He next found employment with a man who owned a horse and wagon, but this venture was not very profitable, as he was obliged to give his employer half of his earnings. After a number of weeks of the strictest economy he managed to save fifteen dollars, and with this small capital and his good credit, which was already being established in the community, he bought a horse and wagon and started in business for himself.

After a year of very hard work he brought from Russia his wife and two children, and it was certainly a time of happy reunion when his family reached our shores.

After a short trial of the laundry business and then the fish business, he decided that his future success was to be found in scrap iron and metal, and time has proven the wisdom of his judgment, as he is today one of the leading dealers in this line.



ISIDOR SALLE

The Sandmels have six children, three boys and three girls, all of whom are being well educated.

Mr. Sandmel is very active in organization work, being Past President of Herch Zion Society, Past President of the Board of Education of Hebrew Institute of Dayton, Ohio, Past President of Achevas Acheim Society, and for the past three years has been President of the B'rith Acham Lodge 127, Independent Order Western Star. He is also President of National Work of Aliens and is Secretary of the Order of B'nai Zion.

Both Mr. and Mrs. Sandmel are liberal subscribers to charities both local and national.

BEN SANDS

We have all no doubt at one time or another entered an establishment bent upon making a purchase. At such times we are more or less interested in the general appearance of the store, the size of the selection of merchandise in which we are interested, and the price of the goods we wish to buy. But nothing will so hasten the consummation of the deal as does the faith and confidence we place in the proprietor of the establishment, and upon this depends the success of the American business man.

In these days of keen competition, when every merchant strives to impress his customer with the superiority of his merchandise, the ordinary tradesman will often resort to commonplace exaggerations, and while a sale may be effected thereby now and then, the fundamental principles of continued wholesome business are overlooked. The inevitable then follows. Such a merchant's patrons will in the course of time dwindle away; his business succumbs and finally gives way to the proprietor of more reliable and fairer methods.

One of the most dependable jewelers and diamond brokers of Cleveland, Ohio, is Mr. Ben Sands, who conducts his business at 1736 East Ninth street. His commercial activities date back to about thirty-five years ago, when as a child he was already earning his own livelihood and paying his way through school. Not only did Ben inherit his father's industrial instincts, but it was due to the latter's training and sound advice that he was finally able to build up his present vast enterprise and occupy an enviable position among Cleveland's most prominent and influential business men.

Mr. Sands was born in Utica, N. Y., in 1875, the son of Zorach and Dinah Sands. At the age of nine both he and his brother Harry showed their aptitude for industrial success by soliciting the sale of shoe brushes and matches from door to door. When one of his older brothers, who was engaged in the jewelry business, saw Ben's abilities along commercial lines, he immediately took him into his establishment, assigning at first some very menial tasks, and advancing him as fast as his merits warranted. When later this business was transferred to Cleveland, young Sands was taken along, being employed here at a salary of five dollars a week, acting as salesman and window trimmer. So earnestly did Ben Sands apply himself to his daily tasks that in a few years his salary was increased to thirty-five dollars a week, and he soon saved up a capital of approximately \$5,000.

With this amount Mr. Sands shortly afterward bought out a part of his brother's store, whereupon the present firm became known as "Ben Sands." It would be rather difficult to find a merchant more upright and willing to give the other person a square deal than Ben Sands, and it is on this account that his popularity has grown and the faith of his customers in him has never declined. With the exception of a short period of financial reverses during the severe panic years of this country, Mr. Sands has enjoyed a very successful

career, and whatever of earthly goods he can now lay claim to is the result of hard and persistent work, coupled with honest business methods.

In 1868 Ben Sands married Miss Julia Jacobs, the daughter of the well-known and highly esteemed Abraham and Fanny Jacobs. A son was born to them in 1907, who is now attending school.

While he is deeply engrossed in his business, Mr. Sands is an active member of the Anshe Emeth Congregation. He belongs to the Elks, the Moose and several other prominent organizations, both charitable and social. Besides being a liberal contributor to all of the local charities, Mr. Sands has given very freely to the Mount Sinai Hospital, and it is due in a large measure to the benevolence of such citizens as Ben Sands that Cleveland can boast of so beautiful a hospital as Mount Sinai.

MORRIS SCHAFFNER

History has been defined, "The sum of the biographies of a few strong men." And certain it is that much that is of profound and abiding interest to the nation has to do with the lives of those men who have contributed most to her industrial progress.

It is doubtful if, among the many thousands of immigrants faring westward from the old world, there was a youth more resolutely and boldly seeking opportunity than Morris Schaffner. Born in Hessloch, Hessen, Germany, November 28, 1866, he early learned much of the business which was to be his life work, from his father who was engaged in the live stock and meat business.

Coming to America June 18, 1881, the city of Cleveland, Ohio, admitted within her gates a young boy self-reliant in every fiber and willing to take up any honest employment which came to hand. His first job was in a general country store in Indiana, but, not being to his liking, he sought other work, and found it in a meat market, as butcher's helper, which work he pursued diligently for nearly two years, when he decided to go into business for himself, despite the fact that he had no capital or influential friends, aside from that which his sainted uncle, Gabriel Schaffner, of Cleveland, Ohio, assisted him to.

His first business venture was made in 1883. One year later he was joined by his brother, Jacob, who was associated with him under the firm name of Schaffner Brothers. They remained in Cleveland until 1887, when they moved the business to Erie, Pa.

The remarkable growth of Schaffner Brothers Company is now an interesting bit of business history. They are one of the largest packing houses in the East, conducting in conjunction with their business immense stock farms, where they specialize in raising Shorthorn cattle. These stock farms cover a combined area of over one thousand acres.

Mr. Schaffner's activities along this line have brought him in close touch with the various agricultural organizations of his state and community, and at the present time he is President of the Erie County Breeders' Association, as well as Director of the Erie Exposition, both of the organizations working for the betterment of live stock and agricultural interests.

Like most good Jews, charity with Mr. Schaffner is a part of his religion and his generous contributions have alleviated much suffering. He was one of the founders of the B'nai B'rith Orphanage at Erie, as well as its first temporary President; and is now on the Board of Directors, as well as a member of the Board of Governors. He is now serving his eighth term as President of the Anche Chesid Temple of Erie, and was elected Second Vice President of District No. 3 of the Independent Order of B'nai B'rith, and is



MORRIS SCHAFFNER

also one of the Directors of the Young Men's Hebrew Association of Erie.

Mr. Schaffner is President of the Schaffner-Gleason Lumber Co. of Pennside, Pa., and of the Schaffner Bros. Co. of Erie, Pa. He is also prominent in the business world of his home town, as well as taking an active part in politics, being affiliated with the Democratic Party, and served the city of Erie for three years as Fire Commissioner before the commission form of government was inaugurated.

He was married on November 28, 1886, to Miss Carrie Schuster of Erie, Pa. They have three children, all grown and occupying business and social positions. Mr. Schaffner has just attained to that age of mature experience when his advice and precepts are most valuable to his contemporaries.

May he be given many more years of usefulness and inspiration to the young generation.

CHARLES H. SCHAENGOLD

Cincinnati, Ohio, boasts of an Orthodox institution which is in every way a model to be copied by both Jewish and Gentile organizations.

Its spotless cleanliness and the pleasant, homelike atmosphere surrounding it excite the admiration of every one who comes within its walls. We refer to the Home for the Aged, the remarkable success of which is the life work of its President, Mr. Charles H. Schaengold.

Mr. Schaengold is a man of rare executive ability, who makes a success of any enterprise to which he directs his energy and enthusiasm. Therefore, when a number of Orthodox Jewish business men decide to open a home for the aged, they naturally turned to Mr. Schaengold as the person best fitted to carry the project through successfully.

Mr. Schaengold was born July 30, 1872, in Warsaw, Poland, the son of Moses Wolf and Zippe Schaengold, he being one of a family of seven children, consisting of six sons and one daughter.

He came to America in 1888, and during the first six weeks became a familiar figure on the streets of New York, where he peddled matches. He then went to Cincinnati, where for some time he peddled merchandise, and then having acquired a small capital, he opened a shoe store in Covington, Ky. A year later he went to Brookville, Ind., but in a short time returned to Cincinnati and went into the clothing business. This initial venture has developed into a chain of stores consisting of the "Underselling Store," Fifth and Plum streets, Cincinnati; "The Dunlap Clothing Shop," Vine and Arcade streets; "The Worthmore Clothing Co.," 427 Vine street; "Fountain Clothing Shop," 330 West Fifth street; "The Worthmore Clothing Shop," 136 Hay street, Hamilton, Ohio; "The Verybest Clothing Co.," 302 West Market street, Louisville, Ky. Mr. Schaengold also has large interests in moving picture houses in various cities.

On July 30, 1893, Mr. Schaengold was married to Miss Yetta Kessel, and they have two sons, Sam S. and Sol M.

In addition to the Home of the Aged, Mr. Schaengold is former President of Schachna Synagogue, a prominent Orthodox institution of Cincinnati. He is also a Trustee of the Reading Road Temple and a prominent member of the Business Men's Club and the Chamber of Commerce.

MICHAEL SCHONBERG

For many years psychologists and students of human nature have tried in vain to decide whether man's best abilities were derived from heredity or education.

The great army of self-made men who have overcome seemingly unsurmountable obstacles without the aid of education would seem to speak volumes for the influence of native ability and heredity.

A prominent example is Mr. Michael Schonberg, who was born in Gorlitz, Austria, May 1st, 1863. His father, Julius Schonberg, being one of the leading lawyers and Talmudists of that section. His mother was also a woman of strong character and one of the most kindly and charitable personalities in their native town.

Mr. Schonberg came to America at the age of nineteen and for the first three years peddled dry goods and small merchandise in Cleveland, Ohio.

Later, he managed to buy a horse and wagon, and continued to peddle in the country for the next four years, when he was so unfortunate as to become very ill and lost everything he had saved.

After his recovery, he went to Newark, Ohio, with but 90 cents in the world, and for the next six months sold writing paper, envelopes and pencils. He gradually accumulated enough to bring his family from Cleveland to Newark, and also to buy a horse and wagon with which he started to peddle junk.

Shortly after he accepted a position with a scrap iron and metal concern, where he acted as buyer and salesman, and proved so valuable that after the first year he was taken into the firm on a profit-sharing plan.

In 1893 he decided to go into business for himself, and he has prospered to such an extent that he is today one of the largest scrap iron and metal merchants in the country.

Mr. Schonberg was married to Miss Toba Frankel of Cleveland, March 3, 1883, and they had a family of three boys and four girls, who are all happily married. However, they were so unfortunate as to lose the beloved wife and mother by death, and her loss is still keenly felt, not only by her immediate family, but by the community at large.

Mr. Schonberg is a member and chief contributor to Congregation Oshav Israel of Newark, and is also active in the Masons, Elks, B'rith Abraham, Chamber of Commerce, Dramatic Order of Knights of Cores, and all Jewish Charities, including the Sanitariums of Denver and Los Angeles.

JACOB SCHORIN

Mr. Jacob Schorin is still a young man, but, judging from his success in both public and private life in the brief space of time which he spent in this country, we can well expect wonderful results for the future. He was born in Vistki, Mohilever Gubernia, Russia, on the 23d of Tebeth, 1880, as the son of Hirsch and Rebecca Schorin. His uncle, Talman Motlin, was Rabbi in Homei. There also are other distinguished relatives. However, all this availed him but little, when, at the age of twenty-two, he landed on these shores. He went to Pittsburgh, where he became a peddler, and for five years sold all sorts of merchandise, until he found enough funds at his disposal to come to Akron, O., and embark in business for himself. He opened a store, which he is still conducting, and under the firm name of J. Schorin he has been supplying the population of Akron with gents' furnishings and clothing. This store was a success from the start and Mr. Schorin is able to trace its growth almost from day to day.

Mr. Schorin finds leisure to accept the honorable position of president of the Bowery Street Congregation, and he is one of the directors of the Akron Federation of Charities and the Central Relief Committee. He is an active member of nearly every important Jewish organization in the city and a liberal donor to every Jewish cause of importance.

He was married on June 24, 1906, to Golde Mogilevitz, who is a descendant of a well-known Grodno family. He has many relatives and he saw to it that all were made financially independent; he even brings up the children of his wife's sister. He is Orthodox.

From his Pittsburgh days Mr. Schorin retained an interest in the Hebrew Institute of that city and he still contributes to its maintenance.

LEON SCHREIBER

The pioneer has always been obliged to pay a heavy price for leadership. Whether he blazes a new trail into the trackless forest or develops new avenues in the heart of commerce, he is obliged to experience privation and sometimes the loss of friends and the misunderstanding of the world. Yet the world owes everything to these leaders.

Such a man is Mr. Leon Schreiber, who was born in Chaplie, near Sambor Galicia, December 7, 1870, the son of Hirsh and Hena Schreiber. He comes from an intellectual family, his uncle having been a Rabbi of note in his native land.

Mr. Schreiber came to America in 1887 and found his first occupation as cloak operator. He remained in New York for two years, and then went to Chicago, where he first sold insurance, and then a line of Singer sewing machines. He returned to New York in 1899, but four years later went to Cleveland, where he held the position of foreman for H. Black Company.

Here he remained until he had saved enough capital to start in the liquor business, when he started up his own establishment at 2802 Scoville avenue, Cleveland, Ohio, and has been exceedingly successful.

Mr. Schreiber was married in Chicago October 28, 1892, to Miss Mollie Lieder, who came from Bialystok, Russia. They have seven children, six sons and one daughter, all of whom have been brought up with a thorough knowledge and respect for Jewish beliefs and traditions. They are all well educated, the third son being a student of law.

Both Mr. and Mrs. Schreiber are active in many organizations, particularly those relating to Jewish betterment, and contribute most liberally to various charities.

Mr. Schreiber is a member of the Progressive Order of the West, and the Galician Unterstuetzungs-Verein.

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 persistent honesty, is Mr. Bernard Schwartz. Born in Oshtchilnga, Poland, in the month of April, 1872, he is the son of Moses and Gerta Schwartz. 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. Mr. Moses Schwartz, father of Mr. Bernard Schwartz, a man of high culture and intelligence, resides with his son.



Bernard Schwartz

BENJAMIN B. SCHWARTZ

There is a universal law of compensation which exacts an even measure of sorrow for every joy; a law that rewards or penalizes in proportion to our service to mankind. Every action finds its balance in the scale of this eternal justice, and writes itself indelibly into the lives of our associates as well as ourselves.

If you were to inquire into the remarkable success achieved by Mr. Benjamin B. Schwartz you would have to traverse not only the length and breadth of his own state, but far distant sections of the country as well, in order to realize the extent of his charitable activities.

Only after visiting the Denver Sanitariums, the New York Emigration Society, the Jewish hospitals and many other institutions would you begin to appreciate why a wise providence has made Mr. Schwartz custodian of such vast interests which he is so generously dispensing for the good of mankind.

He was born in Ivia, Vilna, Guberne, Russia, in April, 1883, and came to America at the age of 17. Landing in New York, he found employment as a cap maker and during the four years in which he pursued this occupation his salary was raised from \$7.00 to \$20.00 a week. He then went to Detroit, where his brother-in-law, Mr. Louis Smith, used his influence in his behalf, enabling him to go into business without any capital.

The first three years were very hard ones, but Mr. Schwartz had able assistance in the person of his wife, whom he married in Detroit, February 19, 1906, and who, before her marriage, was Miss Bella Smith.

Gradually the business began to prosper and they are now rewarded by having one of the largest commission businesses in the city of Detroit.

Now that their financial future is assured, Mrs. Schwartz turns her ability to the promotion of the various charitable organizations, in which she and her

husband are interested, and she and her husband are also well known in the social life of Detroit.

Mr. and Mrs. Schwartz have three children, two boys and one girl, all quite small, who will doubtless not only inherit the fortune of their parents, but their sterling qualities of character, which will prompt them to emulate their generous and humanitarian treatment of the unfortunate.

Mr. Schwartz is a member of the Congregation B'nai Israel, B'nai Abraham and Talmud Torah.

Honesty and perseverance are the two qualities which Mr. Schwartz feels are most essential to a successful business career and which have contributed largely to his own brilliant achievements.

EDWARD E. SCHWARTZ

Few of the younger men of the country are better known than Edward E. Schwartz of Cleveland, who has a wide circle of friends among his business and social acquaintances. His keen and intelligent interest in all the nation's policies, and his sympathy with all classes of people have placed him in the front rank of the rising generation of influential Americans. Mr. Schwartz's ability and integrity are always to be relied upon, a fact which makes him a valued member of many of the largest organizations of the country, as the Congregation of Euclid Avenue Temple, the Masons, Elks and Knights of Pythias. His judgment of men is instant and accurate and he has long been a leader in business and political life.

Mr. Schwartz is a son of Emanuel and Mollie Schwartz, and was born on September 10, 1880, in Cleveland, where his father was engaged in the retail grocery trade. He was educated in the public schools, and at the age of fifteen left school and started to work in a soap factory for \$20 a month. At sixteen he took a step upward and became a bookkeeper, while his weekly envelope now contained \$9. Later he joined forces with the N. J. Rich Knitting Co., with which he was associated for ten years. As an employe he was both reliable and persevering and before he went into business for himself he had seen his salary grow from \$5 per week to \$2,500 per year.

At present he is a member of the firm of Green, Haas, Schwartz Co., manufacturers of knitted goods, and which does a business of a million dollars a year and ships its goods to all parts of the world. Mr. Schwartz's success in business has been over the open, straight road, and he passes this advice on to beginners in the work: "Be faithful to your employers. Select the line you are best fitted for and stick to it. Be honest and industrious."

On April 4, 1911, Edward E. Schwartz was married to Miss Anna Fryer, daughter of Mr. and Mrs. Hiram M. Fryer. Mr. and Mrs. Schwartz have two children, both girls.

Mrs. Schwartz, a charming and accomplished young woman, is almost as well known in the city as her husband. Their many friends are always welcome at their home, and there, too, the less fortunate always find some one to champion their cause. Both Mr. and Mrs. Schwartz are greatly interested in all progressive movements and also contribute generously to all the local charitable organizations, to the Mount Sinai Hospital and to many branches of welfare work.

The rise of Edward Schwartz from a worker in a factory to the position of partner and Secretary in an immense manufacturing business has been very rapid, unusually so even in this land of opportunity. Business has run smoothly for him by reason of his perseverance, good judgment and self-control. Undoubtedly the future holds in store much that is good for this American of courage and integrity, who makes it a rule to accomplish the purpose for which he sets out.

IGNACE SCHWARTZ

Mr. Ignace Schwartz, of the firm of Schwartz & Klein, wholesale liquors, 401 East Federal street, Youngstown, Ohio, is the type of the self-made man who started at the lowest rung of the ladder of human ambition and ultimately finds himself the owner of a highly prosperous business, enjoying an unblemished reputation and admired and beloved by his fellow citizens. He came to America on May 17, 1886, when just fifteen years of age, he having been born in Tokay, Hungary, on April 8, 1871. He landed in New York and immediately went to work for a living.

His first occupation was that of an operator, later changing it to that of a peddler, fruit dealer and salesman of gents' furnishings. He stayed in New York for only six months, then going to Philadelphia and from there he came, in 1903, to Youngstown, where he became engaged in the liquor business, in which he is concerned at present.

Mr. Schwartz's charitable connections are many and varied. He is an active member and was the President and Treasurer of the Federated Charities of Youngstown, was twice President of the Congregation Children of Israel, President of the Federal Lodge of the Independent Order B'rith Sholom, a member of the Progress Club and a good many social organizations too numerous to be mentioned. He is a good Hebrew scholar, having had the training of a Yeshiba Bochur in his early days, and he is very interested in the propagation of the study of the Hebrew language and Jewish education in general.

On August 17, 1897, he was united in marriage to Miss Pauline Klein, who is of Hungarian descent, and they are the parents of two accomplished daughters, Helena E. and Regina.

Mrs. Schwartz is President of the Ladies' Aid Society and very interested in the social and communal work of her husband.

NATHAN AND JACOB SCHWARTZ

It is most interesting to relate the life histories of two brothers who came to America within a few years of each other and whose business interests have been practically identical since that time.

We refer to Nathan and Jacob Schwartz, proprietors of the firm of Schwartz Brothers, dealers in bags and burlap. They were born in Vilna, Guberne, Russia, the sons of Joseph and Malka Schwartz. Nathan came to America in 1909 and Jacob four years later. Both came direct to Chelsea, Mass., and for some time worked in a bag and burlap shop, learning all they possibly could regarding the business, with the idea of going into business for themselves. This they did a few years later, and their venture has been an unqualified success.

They were both married in Chelsea, Mass., and each has one child. They are members of the Russian Orthodox Congregation and Minxter Society of Chelsea.

One of the finest attributes of Jewish character is generosity in matters of charity, and in this regard Schwartz Brothers are no exceptions, as they give most liberally to all worthy causes appealing to them for aid.

JOSEPH SELIK

Life is so full of complexities, has so many sides and phases, that the man who concentrates his entire time and thought in one channel loses much of his versatility.

The really great man of his time is he who can direct his energies into all the worthy experiences and affairs of life and at the same time not lose that concentration upon the main issues, which is so necessary to a permanent and worth-while career.

Such a man is Mr. Joseph Selik of Detroit, Mich., who was born in Grodno, Russia, in the year 1872. His father was a hardware merchant and Jewish scholar.

Before coming to America Mr. Selik was owner of a factory where "Selikowitz Knives of Grodno" were made. This business was flourishing until the war with Japan started, when, conditions being rather unfavorable, he was advised to sell his business and come to America.

Landing in New York in June, 1903, he was very unfortunate in being unable to find work, so after four weeks' fruitless search he was advised to go to the removal office and from there he was sent to Detroit. Here he found employment in Ford's automobile works. Following this he was connected for four years with the Burroughs Adding Machine Company, but during this time the spark of ambition to be in business for himself never died, so in a barn back of his house Mr. Selik started a small shop and devoted all his spare time to the making of tools. Here he was assisted by his brother, Bernard, until the business grew to such proportions that they both could devote all their time to it. They then bought a lot on Twenty-fourth street and erected the present plant, where they do sub-contracting for the United States government and also handle a large individual business.

This history would not be complete without special mention of Mr. Selik's home life, which is ideal in every respect. His wife, before her marriage, was Miss Rachel Avnet. They were married in Russia in 1901, two years before Mr. Selik came to America, and have six children, whom they are thoroughly educating. In addition to the regular academic studies they are being taught all the fundamentals of Jewish scholarship and receiving instruction in music.

One daughter, Rebecca, although still a young girl in high school, is a thoroughly accomplished violinist and has made many public appearances which have received flattering notice.

Mr. and Mrs. Selik are firm believers in Jewish education, and both are devoting much time and money to the promotion of various Jewish movements. However, their sympathies are so broad that they encompass charities of every creed and religion, both local and national, including sanitariums in Denver.

Mr. Selik is President of the Hebrew Hospital Association of Detroit, former President of Congregation Mishkin Israel, is a member of Congregation Agudas Achim, Vice President of the Progressive Order of the West, member of Michigan Lodge Yarnier Society, former President of B'nai Zion and American Publican Society.

SAM W. SELKER

The rise of Sam W. Selker from a worker in a factory to the position of partner in an immense business has been very rapid, unusually so, even in this land of many opportunities.

Business has run smoothly for him by reason of his excellent judgment, perseverance and self-control. Undoubtedly the future holds much in store

for a man with such qualities of courage and integrity who has never failed to accomplish the purpose for which he sets out.

To confine what could easily be made a lengthy story within due limits, it is only possible to touch upon the most vital points in the biography of Mr. Selker. He was born December 22, 1887, in Griva Lumzer, Ubern, Russian Poland, the son of Esor Selker. When but a young lad of six months he came to America with his parents. Through their efforts and good judgment he was allowed to remain in school until the age of seventeen, and in this he had an advantage over many other boys who are obliged to fight their way with practically no education to assist them.

When his school days were over he obtained employment at the factory, but later had opportunity to engage in the junk business with his present partner, although at that time he had no interest in the business. However, he showed such marked ability that he soon proved himself indispensable to the firm and was taken into full partnership. They now do a very extensive business in fertilizers, hides and junk, under the firm name of Wernick & Selker, Fostoria, Ohio.

Mr. Selker was married July 8, 1916, to Miss Bessie Pensky, and they have one baby girl.

Both Mr. and Mrs. Selker are most generous in their gifts to charities, not only local, but also in other cities, including the Denver Sanitarium. They are also members of Shaava Teve, Toledo, Ohio.

MAX SEGAL

It cannot be too often repeated that it is not the so-called blessings of life, its sunshine and calms that make men, but its rugged experiences, its storms, tempests and trials. Early poverty, especially, is emphatically a blessing in disguise. The school of poverty graduates the ablest pupils. It does more, perhaps, than anything else to develop the energetic, self-reliant traits of character, without which the highest ability makes sorry work of life's battles.

Such was the experience of Mr. Max Segal, who was born in Sager, Russia, March 15, 1858, the son of Moses and Anna Segal, his father being a farmer in that district.

He came to America in September, 1889, and having no funds nor friends to assist him, peddled tinware for some time. He then became interested in the junk business and established a small yard, which has grown to such proportions that he has taken his son, Sam L., into partnership with him, and they are today operating their large establishment under the firm name of Segal & Son at Chillicothe, Ohio.

Mr. Segal was married to Miss Rebecca Bloom, and they have eight children, five boys and three girls.

As stated above, Sam is in business with his father, and is affiliated with many prominent fraternal and civic organizations, being President of Chillicothe Lodge of B'nai B'rith and President of the Jewish Welfare Board. He is a former member of the City Council and one of the prominent members of the Chillicothe War Council. The second son, Ben M., is Regimental Sergeant-Major of the 135th Field Artillery of the 37th Division, stationed somewhere in France. He enlisted two months after the United States declared war. The third son, Abraham L., enlisted about the same time and is a private in Company K, 156th U. S. Infantry, Rainbow Division, stationed somewhere in France. Henry C. is a student at the Ohio State University, Columbus, Ohio, and Albert E., student at Chillicothe High School.



MAX SEGAL.

Rose M. is Private Secretary to District Judge Westenlaver, Cleveland, Ohio; Minnie A. is in the office of Attorney John A. Carpenter, Cleveland, Ohio; and Frances L. is a student at Ohio State University at Columbus, Ohio.

Mr. Segal, Sr., is a prominent Odd Fellow and in matters of charity is most generous in his gifts. Among the organizations to which he contributes, we might mention the Cleveland Orphans' Asylum, Denver Jewish Consumptive Relief Society and other Denver consumptive hospitals. He is a Director of the National Consumptive Relief Society, with headquarters in Denver.

Only coming generations will be able to estimate the good which has resulted from the patriotic, philanthropic spirit which has given to the world so much relief from suffering and has sent his sons out to fight Liberty's battles.

MICHELL SESEN

Prominent in the business and civic life of Lynn, Mass., is the Candia Iron and Metal Co., owned and managed by Mr. Michell Sesen.

Mr. Sesen was born in Volina, Gubernie, Russia, in February, 1874, and came to America in 1896. Landing in New York, he worked in a milk store for the meager sum of \$1.25 per week and board. Later he decided to learn the tailoring business, and in order to do so was obliged to pay five dollars in cash and give his services without remuneration. After learning the trade, he received a number of advances in salary and continued in this line for six years. He next spent two years in buying and selling junk through New Hampshire. Then deciding to try farming, he spent the next five years without meeting with enough success to warrant making agriculture his life work, so he came to Lynn, Mass., and went into the present line of cotton and leather scrap, where he is today doing a very large business and is counted among the successful business men of the city.

Mr. Sesen was married in New York, November 14, 1898, to Miss Etta Fadeske, and they have five children, three boys and two girls. Jack is in business with his father, while the balance of the children are going to school. All of them are accomplished musicians.

Mr. Sesen is not content to selfishly enjoy his own good fortune, but is very liberal in his gifts to all charities and is a regular attendant of the Orthodox Congregation, of which he is Past Secretary and Treasurer. He is also a prominent member of Independent Order of Brith Abraham.

MORRIS SHANE

One of the many foreign-born Jews who have become Americans by adoption, and whose name stands out prominently as a progressive business man, is Mr. Morris Shane, who was born in Moscow, Russia.

Although his early boyhood was spent in that dismal land where no Jew ever realizes the blessings of liberty, he allowed no combination of circumstances to be strong enough to thwart his career.

At the age of twelve years, when most boys are entirely dependent upon their parents, young Morris landed in New York Harbor, all alone. He knew that a number of people from his native land had come to America, and he started out to try to find some friendly and familiar face. He managed to get

to Dayton, where he had the address of some old friends, but was unable to find any trace of them, and being without money, was forced to seek some sort of employment.

His first job was in an iron works, where the young boy did the work of a man for only \$2.75 per week. He remained there nine months, and then found employment in a glass factory at \$7 per week. After two or three years of hard work of various kinds the qualities of energy and thrift which he inherited from his parents asserted themselves, and he saved up enough money to go into business for himself. That he has been unusually successful can be easily ascertained from any of the business fraternity in Dayton, where he stands in high regard. His business is operated under the firm name of Greater Dayton Iron Metal Company.

Mr. Shane was married to Miss Dora Burd, and together they do a great deal of good among the local charities in Dayton.

Mr. Shane is also an active member of the Odd Fellows, Knights of Pythias and Eagles.

MOSES SHAPIRO

There are ten men who acquire wealth to one who wisely and righteously applies it.

Until the wealth acquired be again diverted into channels for the extension of human happiness and civilization, unless it is handled as a sacred trust rather than a permanent possession, its acquirement detracts from the respectability of the man or woman who possesses it.

Jewish literature and history testify to the fact that the Jews have ever been wise and generous in philanthropy; indeed, in their Talmud it is regarded rather as a duty than a virtue.

This is well exemplified in the lives of Mr. and Mrs. Moses Shapiro, who are constantly devoting time and money to the alleviation of suffering and to increase the opportunities of the young.

Mr. Shapiro was born in Kiofsky, Guberne, Russia, April 11, 1868, where his father, Isia Shapiro, was a successful merchant and a man possessing a high order of scholarship.

He came to America in the fall of 1891, landing in Boston, Mass., where he peddled dry goods for the first year. He then sold fruit for the four following years, but decided to go into the rag business.

His first venture was in Buffalo, N. Y., with a partner, but in 1900 they dissolved partnership and he continued alone. His business has grown enormously, enabling him to give his children every advantage of education and position.

He was fortunate in his marriage to Miss Esther Rockloff, which occurred in Buffalo in March, 1893, as she has been an ideal wife and mother to their eight children, besides finding time to devote herself to social and charitable activities, of which she is the recognized leader in their circle.

Of their eight children, Joseph and Isidor are in business with their father, Hyman is in business for himself, and Sophie is married to a clothing merchant of Buffalo. The balance of the children are still in school.

Mr. Shapiro is a member of Temple Beth El, B'nai B'rith, Talmud Torah, and contributes liberally to both national and local charities, including the Manhattan Social Benefit Association, Queen City Benefit Association, Federation of Jewish Charities, Denver and Los Angeles hospitals and all the Yishivas in Europe and America.



ABRAHAM SHAW

SAMUEL SHAPIRO

One author has likened the Jewish nation to a widow who has been robbed of all her children. She patiently awaits their return, and finally they come from all corners of the earth, bearing fame and wealth to comfort her.

In a figurative sense this is true, inasmuch as the Jew has "made good" in every nation which he has favored with his adoption.

Under the most adverse circumstances was the career of Mr. Samuel Shapiro launched in this country.

He was born in Vilna, Guberne, Russia, in December, 1880, the son of Mr. and Mrs. Chatcha Shapiro, the father a successful and well-educated merchant.

He came to America in September, 1903, and landed in New York with but one shilling, six pence, a very small capital with which to start life in an alien land.

His first employment was in a waist factory, where he was obliged to work for nothing for four weeks, and after that time received \$3 per week. He was gradually raised to \$6 per week, but owing to failing eyesight, was obliged to give up his position and resume his old occupation of carpentering, which he had followed in Europe.

He then went into the delicatessen business and was rather unfortunate in this venture, losing all his money, so he had to go back to the carpenter trade, at which he worked for one year.

The smouldering ambition to be in business for himself once more took definite form and he again opened a delicatessen shop, where he remained five years, this time being very successful.

Deciding that there were more opportunities in the iron and metal business, he sold out, and going to Middletown, Pa., started buying and selling junk. This move was a very wise one, as has been proven by the large measure of success which has crowned his later efforts.

Mr. Shapiro operates this business in connection with a partner under the firm name of the Middletown Iron and Metal Company, and also owns the Palace Steam Laundry, another profitable concern.

Mr. Shapiro was married July 3, 1906, to Nachanka Zuckerman of New York City, and they have five children, all going to school and studying music.

The Shapiros are very active in philanthropic movements, contributing to all charities, including the Immigration Society of New York, Old Age Home of New York, and Yishivas.

Mr. Shapiro is a member of the Odd Fellows, Independent Order of Brith Abraham and the Congregation of Middletown.

ABRAHAM SHAW

The world judges the character of a community by that of its representative citizens and yields its tribute of admiration and respect for the genius, learning or virtues of these guiding spirits of civic life.

It is therefore proper that a just celebrity should be given to those men who are distinguished in their day and generation that they, living, may enjoy the approbation of their contemporaries, as well as that of a grateful posterity. Also that the young may ever have before them these worthy examples for their regard and emulation.

Such a man is Abraham Shaw of Cleveland, Ohio, who operates an immense iron and metal yard at 976 East Sixty-seventh street, as well as looking after large real estate interests.

He was born March 15, 1863, in Sczagerm, Russia, and came to America when twenty-one years of age. Prior to coming to this country he was a grain dealer, but having a very bad year in Russia, owing to too much rain, and being advised by a brother of the many opportunities which the western world offered, he decided to try his fortunes in the United States.

Upon his arrival he started to peddle notions, matches and dry goods in Phenixville, Pa. In Pottstown and Shenandoah he met with indifferent success, having started a small picture frame store in the latter town, where he lost part of his savings, owing to a miners' strike. For six months afterward he peddled in Wilkesbarre, Pa., then went to Hazleton, Pa., and opened another picture frame store. Fifteen months later he moved his business to Williamsport, Pa., and was doing well when a flood came and most of his surplus was again swept away.

Then he came to Cleveland, where he opened another picture frame store, and this time fortune smiled upon him, as he was very successful and continued the business for nearly fourteen years, branching out into the manufacture of picture frames.

In 1900 he decided to go into the iron business, and bringing to this venture the same integrity and rare business ability which has characterized his entire career, it is not strange that his business has grown to enormous proportions.

He also owns much valuable real estate, including a block on Wade Park avenue and a third interest in a 16½-acre allotment in Euclid village.

Mr. Shaw was married December 24, 1890, to Miss Jennie Blasberg, and their five daughters are all well educated and a great comfort and assistance to their father.

Mrs. Shaw died some years ago, and her great loss is still felt most keenly by her family, to whom her gentle personality and steadfast love were a constant source of inspiration. The daughter Sarah is now her father's house-keeper, Bessie and Olyn are both assisting their father in his office, and Mollie and Miriam will soon graduate from high school.

As might be expected of a man of Mr. Shaw's sterling character, he is very charitable and contributes liberally to all worthy causes. He is a member of Beis Madresh Agodel, Eighty-second Street Temple, Knights of Pythias and the B'nai B'rith, besides being a patron of the Federation of Jewish Charities and the Old Age Home.

LOUIS SHERMAN

When the business history of our country shall be finally written, one of the most remarkable features which will be emphasized is the facility with which Jewish immigrants to our shores have assimilated our manners and customs and at the same time have maintained an individuality all their own. This has accounted for some of the phenomenal business successes which have crowned their efforts in a seemingly impossible period of time.

The life of Mr. Louis Sherman affords a fitting example of this kind, as he is still a very young man, but has arrived at a stage of prosperity which would ordinarily occupy the allotted three score years and ten.

Mr. Sherman was born in Minsker, Guberne, Russia, October 15, 1884, the son of Benny and Sarah Sherman, his father being a prominent cattle dealer. He came to America in the fall of 1903, landing in New York, where he began to work at the carpenter trade, which he had learned in Russia. He continued for three and one-half years, during which time his salary was almost trebled.

Having saved a small amount of capital, he went to St. Marys, Ohio,



LOUIS SHERMAN

and opened a junk yard. After two years he decided to specialize in wholesale iron and also opened a furniture store, which he is today successfully operating under the title of Empire Furniture Company.

Mr. Sherman was married in 1907 to Miss Becky Manowitz, and they have two small sons, both going to school.

There are hundreds outside the family of Mr. Sherman who have had reason to rejoice in his success, as both himself and wife are liberal contributors to charity of both local and national character. Among the institutions of which they are patrons, we wish to mention the Denver and Los Angeles sanitariums.

That a man with such meager opportunities should have achieved such a high position in the business and social life of his community in such a short period of time should be an inspiration to others starting in life under circumstances which appear somewhat unfavorable. There is no man in St. Marys whose opinions are more respected and whose citizenship is more valued than Mr. Sherman's.

JOSEPH SHERMAN AND SAMUEL BEAN

A number of years ago there was formed in Detroit, Mich., a partnership which has resulted in two prosperous business firms, the Monroe Paper Stock Company at 76-78 Macomb street, and the Michigan Waste Paper Company at 133 Brush street.

The men who organized and developed these concerns are Joseph Sherman and Samuel Bean. Both are the most progressive type of Russian Jew, coming to America at an early age and winning their way to affluence by sheer pluck and ability.

Mr. Sherman tried a number of occupations and locations before he permanently located in Detroit, one venture taking him into Africa, where he was unsuccessful and was given financial assistance by his family to return.

Mr. Bean's first experience was in the junk business, and he has not deviated, although when starting in for himself he had but five dollars, borrowed capital, and at the time the partnership was formed Mr. Sherman's sole financial assets amounted to \$15. The history of their success should be sufficient proof of the fact that determination and ability are more necessary than capital.

Both men are married; Mr. Bean to Miss Ida Sherman, sister of his partner, and Mr. Sherman to Miss Annie Zemalsky.

There are seven children in each family, all of whom are receiving liberal educations.

The wives of these men are very active in the various social and charitable movements in their circle and are most generous in their gifts to all worthy causes. While they are particularly interested in movements for Jewish betterments, as, for instance, the Hebrew Protective Association, they are very liberal in their views and give largely without consideration of race or creed.

Both families represent ideal types of American citizenship.

ABRAHAM SHEWITZ

There is no element entering into our composite national fabric which has been of more practical strength and value than that contributed by the Jews.

They are the captains of commerce, the bulwark of the merchandising world.

Thousands of them have sought our shores and without financial backing have erected giant monuments to enterprise and thrift which will endure through many generations of posterity.

Such a man is Abraham Shewitz, who was born in Kosova, Grodno, Gubernie, Russia, December 15, 1878. He inherited his commercial instinct from his father, who was a merchant of his native city, as well as a man of considerable scholarship.

He came to America in May, 1892, and arrived in Detroit, Mich., with but ten dollars capital with which to start life in the new land.

The first employment that presented itself was with a shoemaker, and this Mr. Shewitz promptly accepted, although the salary was very small. However, neither this, which soon advanced to \$10 per week, nor his next employment in a coat factory proved to his liking, so he purchased a small stock of dress goods and started selling it. Here he found a proper avenue for his merchandising ability and was able to save enough capital to go into the iron and metal business, where he has been most successful and has accumulated a fortune.

Mr. Shewitz's home life is everything that could be desired, as Mrs. Shewitz is not only an ideal wife and mother, but is also a leader in all social and charitable movements within her large field of activities.

Before her marriage to Mr. Shewitz, on May 10, 1898, she was Miss Flora Katlar, daughter of Moses and Fannie Katlar of Trob, Russia.

They have one daughter, Fannie, who is attending high school, and is also being educated in music.

The many charities in which Mr. and Mrs. Shewitz are interested and to which they are liberal contributors are Old Age Home, Denver Sanitarium and A. B. A., in addition to all local philanthropic movements.

They are also members of Beth Jacob Congregation and Talmud Torah.

ISAAC SHIFF

Circumstances and opportunities are not needed to make great men; great men make opportunities. The strong, resolute man, the courageous, determined youth, are not swayed by obstacles or unforeseen difficulties; these hindrances, which turn away the timid and less courageous, only serve to make them more energetic and resolute. How many youths are there who will pass through life with the keenest mental capabilities, but, lacking purpose and determination, achieve nothing, dying as though they had not lived! More than every other thing, action is the one thing needful. A purpose once formed, and then death or victory. It is in these respects that the lives and biographies of successful men serve for examples and encouragement to those vacillating between desire and execution—the intention and the fulfillment of a noble purpose.

In the year 1880, in Wolozin, Russia, there was born to Shlome, a great Jewish scholar, and his wife, Dwora Shiff, a son who was named Isaac, but Isaac, like many foreign-born children, heard of the Land of the Free, and in 1904 bade fond farewell to his native land and came to America.

For two years he peddled jewelry in New York, but such was not his



ISAAC SHEFF

aspiration, and thinking Cleveland had something better in store for him, he came here, with the result that after six months, with much hardship and saving, he contrived to save \$500, and went to Lorain, Ohio, where he is now running a jewelry store and making good.

Mr. Schiff is Vice President and Treasurer of Brith Jacob Congregation, Vice President of Brith Abraham, is a Mason and a liberal contributor to many charities. Was at one time Director of the Orphans' Home.

Rich in business success, he is still richer in his home life, having a wife and three children, to whom he is devoutly attached. He was married in New York, April 1, 1907, to Miss Rose Schmitt.

JACOB SHLAIN

The world bestows an involuntary tribute of respect to the self-made man who has faced the stern realities of life, and this is not only an appreciation of the worldly goods he has acquired, but a perception of the sterling worth of character which has thus been able to battle successfully with adverse circumstances.

That this is particularly true of Mr. Jacob Shlain is attested by the very high esteem in which he is held in the city of Detroit, Mich., where he is recognized as a most capable business man and public-spirited citizen.

He was born in Vladimar, Voline, Guberne, Russia, in December, 1872, and came to America at the age of twenty-eight years.

Landing in Boston, he began working for a junk dealer at \$8 per week. He continued this for one year and then went to Rhode Island, where he worked for a short time prior to going into business for himself.

The panic from which the country suffered a few years later caused him to meet with very severe reverses and he decided to go to Detroit, where his permanent business success was made.

Having no capital with which to start into business, he was obliged to work very hard in order to support his family and at the same time save money, but eventually his efforts were rewarded and he has today a fine, modern equipment and a large, flourishing iron and metal business.

He was married in Russia, just prior to coming to America, to Miss Lena Buslik, and they have five children, three boys and two girls, who are, with the exception of one, all in school. The eldest son, Benjamin, is a student in Ann Arbor, taking literary work preparatory to a course in medicine. Their eldest daughter, Ida, is married to Mr. Sam Brown, and resides in Detroit.

Mr. Shlain is connected with a number of organizations in Detroit, the one whose success perhaps is nearest his heart being Teferes Israel.

While both himself and wife are most devout in their adherence to the Jewish faith, at the same time their charitable spirit extends itself to organizations of all creeds and religions, to which they are most generous contributors.

MAX SHURE

Prominent among the great army of conservationists to whose ability the country owes much at this particular time when every effort is being made to develop and extend its resources, may be mentioned the name of Mr. Max Shure, successful dealer in iron and metal scrap, whose business is located at Kenton, Ohio.

Mr. Shure was born in Grodno, Gubernie, Russia, December 7, 1885, the son of Mr. and Mrs. Moses Shure, his father being engaged in brick and brush manufacturing. He came to America when a very young man, landing in New York, April 5, 1905. He went to Kenton, Ohio, shortly after landing, and secured a position in the junk yard, where he remained eighteen months. With the money he had been able to save during that time, he went into the sawmill business, where he continued until the panic of 1907 swept away his entire capital. He then went into the junk business with a partner, but after six months described to try out a manufacturing line. Six months' experience convinced him, however, that his best financial interests could be served in the iron and metal business, and he again established himself in this line. At the present time he is doing an immense annual business, his plant being located at Walnut and Detroit streets, where it is operated under his name.

Mr. Shure was married in Kenton, Ohio, October 13, 1911, to Miss Ida L. Blum, and to his wife's unfailing assistance and rare ability Mr. Shure attributes a great part of his success. They have two children, both girls, who are going to school.

When the writer asked Mr. Shure regarding what qualities he considered most requisite for business success, he replied: "Be persevering, consistent and fair in your dealings," and those who know Mr. Shure best realize that throughout his career he has been actuated by these motives.

Both Mr. and Mrs. Shure are enthusiastic workers in various charitable enterprises and are very popular in their community.

SOLOMON SHURBERG

Psychologists have discussed the relative influence of heredity and environment upon the lives of men, and it is certainly true that a fine heredity seems to outweigh any force of unfavorable circumstances.

Solomon Shurberg received from his father a rich heritage which probably was largely influential in shaping his career. He was born in Tromborla, Galicia, April 15, 1870, his father being a teacher of Hebrew and the most scholarly man in the community. When young Solomon came to America in the fall of 1895, although he had no money, he possessed that which is of far greater importance, a finely developed, well-disciplined mind. Going to Hartford, Conn., he began selling small merchandise which he bought with two dollars borrowed from a friend. During the first year he accumulated enough to buy a horse and wagon, and for the next two years continued to peddle on a larger scale. The next two years he devoted to buying and selling junk, and then came to New Britain, Conn., where he started in the iron scrap and coal business on a small scale. Within the next three years the business grew so rapidly that he took his eldest son into the firm and today they do a business of immense volume.

Mr. Shurberg was married in Europe in 1893 to Miss Rachel Brumer. They have seven children, five girls and two boys. Abraham is in business with his father, Morris is attending college at Ann Arbor, Mich., and the balance of the children are still in the public schools.



MAX SHURE

Mrs. Shurberg is very active in social affairs and is at the present time Secretary of the Ladies' Aid Society. She devotes a great deal of time to the promotion of charity, and she and her husband jointly contribute to the Denver Hospital, the Immigration Society of New York, the National Orphans' Home of New York, all the Yishivis, the Red Cross, the Y. M. C. A., the Y. W. C. A., War Sufferers' Fund, the Welfare League, the Soldiers' and Sailors' Welfare Fund, and many other local charities.

Mr. Shurberg is a member of Congregation Brethren and Sons of Israel, B'nai B'rith, Independent Order B'rith Abraham and Odd Fellows.

JACOB SIEGLE

The city of Dayton, Ohio, may well be proud to number among its citizens Mr. Jacob Siegle, who within a space of comparatively few years has found time to attain the foremost rank in the business life of the community, and at the same time is always ready to assist any movement for individual or civic betterment.

Mr. Siegle was born in Aniksta, Kovna, Guberne, Russia, March 24, 1879. His father was a well-known farmer in the community, but young Jacob decided that he did not care to make this his life work, so he came to America in 1900, finding his way to Cleveland, Ohio, where he started working in a junk yard. The salary was small, but with him this was a minor consideration, as his chief object was to learn the details of the business.

Later he opened a junk yard of his own, and then decided to move to Dayton, Ohio, where he formed a partnership with Mr. Sam Blasberg under the firm name of the Dayton Iron and Metal Company. This was continued successfully for seven years, when Mr. Siegle went into business with his brother-in-law, Mr. Cohen, and they have built up a fine business which is one of the leading institutions of the city.

Mr. Siegle was married January 17, 1907, to Miss Rachel Cohen of Cleveland, Ohio, and they have four very charming children.

A word of advice from a man of Mr. Siegle's prominence and proven ability should be regarded as of much value to the rising young man, and we are pleased to state that his policy is summed up briefly as follows: "Work hard, consistently and earnestly. Be honest, faithful and trustworthy."

A liberal contributor to all charities, Mr. Siegle is at the same time quite active in a number of fraternal organizations, prominent among them being the Knights of Pythias, Talmud Torah, K. K. House of Abraham and a number of others. He has a most genial personality and is a fitting representative of our best citizenship.

HARRY SILBERMAN.

In Lawrence, Mass., the name of Mr. Harry Silberman is considered one to be reckoned with in business circles, as he is owner and manager of Silberman Brothers and prominent in all the civic affairs in the community.

Mr. Silberman was born in Volina, Guberne, Russia, in 1873. He came to America in 1895. He landed in New York, but shortly after went to Lawrence, Mass., where he worked in a junk yard for six dollars per week, but after a short time, being ambitious to go into business for himself, he started

out peddling. This he continued for three years, when he went into his present line and is today doing a most prosperous and profitable business.

Mr. Silberman was married in Russia three years prior to his coming to this country to Miss Mary Girsel, and they have seven children, three boys and four girls. The eldest son, Louis, is now in the army, and the others are all going to school.

Mr. Silberman is prominent in a number of organizations, being Treasurer of Sons of Israel and is also active in the Knights of Pythias, I. O. B. A. and Congregation Anses Swat.

The entire family are very charitably inclined and give much time and money to the promotion of such organizations.

JOSEPH J. SILBERMAN

Among the prominent Jews of Harrisburg, Pa., no name is regarded with more respect than that of Joseph J. Silberman.

Mr. Silberman is not only prominent in the business life of the city, but is also a true believer in the Jewish faith and an observer of all its rites.

Joseph J. Silberman was born in Lincawa Kovna, Guberne, Russia, April 15, 1878, the son of Mardicai and Rachel R. Silberman. His father was a merchant and a Hebrew scholar of note, giving to his sons an excellent Jewish education, which proved very valuable to him in later years.

Mr. Silberman came to America in March, 1894, and started his new life by peddling matches. He next worked in a clothing factory, and later started a small factory in New York on his own account, but this venture proved unsuccessful. He then turned his attention to the buying and selling of scrap metal and gradually prospered until he had saved enough money to engage in the wholesale scrap iron business, in which he is still actively interested, his plant being located at 445 South Second street.

Mr. Silberman is married, his wife's maiden name having been Miss Jeanette Jacklowitz. They have two children, one boy and one girl, aged seven and four years, respectively.

As befits the character of a truly generous and broad-minded man, Mr. Silberman is very modest and does not care for publicity, but we feel that mention should be made of the many charitable enterprises which he so generously supports, giving unstintingly both of time and money. He is a contributor to the Consumptive Sanitariums of Denver and Los Angeles, the Hebrew seminaries, the United Charities, the Hebrew Immigration Society and the Charitable Organization of Palestine. He is a member of Kesher Israel, Chisuk Em. B'nai Jacobs Synagogues, B'nai B'rith, Independent B'rith Abraham, B'rith Sholom, Harrisburg Beneficial Order of Elks, Order of Odd Fellows and the Young Men's Hebrew Association.

When asked regarding his advice to young, Mr. Silberman was very emphatic upon one point, which is often overlooked in the stress and hurry of commercial life. He says that every young man should be God fearing, obedient to parents, and true to their faith, and in his own life we find all these traits exemplified in a manner which should prove to every rising young man that a successful business career and devout adherence to religious faith are in no way incompatible.



JOSEPH SELIGMAN

JOHN SILBERMAN

It is a pleasure to be able to outline in this biographical work the career of Mr. John Silberman, brother of Joseph J. Silberman, whose biography appears under another heading.

Mr. John Silberman is junior member of the firm of Silberman Brothers, located at 445 South 2nd St., Harrisburg, Pa., which is one of the largest institutions in the city devoted to the scrap iron industry.

John Silberman was born in Lincawa, Kovna, Russia, in September, 1880, and enjoyed with his brother the same advantages of home culture as his father was a most learned Hebrew scholar.

He came to America in August, 1896, his brother Joseph having preceded him in 1894. Upon his arrival in America he started out peddling, and finally found work in a pants factory. This he continued until he went into partnership with his brother in the present business, which they are conducting so successfully.

He was married to Miss Bertha Jason and they have two small daughters, aged one and three years.

We feel that a word should be said regarding the social and charitable activities of both Mrs. John and Mrs. Joseph Silberman. They have always the larger interests of the community at heart and devote a great deal of time to the promotion of charities.

Mr. Silberman greatly emphasizes the importance of honesty and thrift and feels that any young man who obeys the precepts laid down by God fearing parents cannot stray far from the paths of rectitude and success.

He himself is an active member of Keshet Israel and B'nai Jacob Synagogues, B'nai Brith, Independent Order of B'rith Abraham, Order of Elks, Odd Fellows, Masons and the Young Men's Hebrew Association.

He contributes most generously to the charitable organizations of Palestine, the United Charities, Hebrew Seminaries, Hebrew Immigration Societies, and Sanitariums of Denver and Los Angeles.

Silberman Brothers have made a fine contribution to the business, social and religious life of Harrisburg and as they are both still in the prime of life, it is hoped that they will be given many more years in which to dispense happiness to their fellowmen.

MAX SILBERMAN

Prominent in the business and civic life of Lebanon, Pa., is the name of Mr. Max Silberman, who at the age of twenty began life in a new country without any assistance whatsoever.

Mr. Silberman was born in Kovno, Gubernia, Russia, in 1872 and came to America in 1892. He landed in New York and having very little money, worked for one week at any odd jobs which he could pick up. He then started out peddling small merchandise, which took him to Reading, Pa., and Lock Haven. After about two years he returned to Reading, where he was married in 1895 to Miss Rosa Luria, daughter of a prominent family of that city. After his marriage he continued buying and selling in the old way for about two years, when he was offered a partnership in the firm of Luria Brothers. This he accepted and one of his first ventures was opening a small yard in Lebanon, Pa., where, due to his efforts and unusual ability, the firm has at the present time a yard occupying twenty-eight acres, equipped with every modern convenience. They have offices in New York, Reading and Pittsburgh, and are the largest dealers in scrap in the United States.

We feel that a word of recognition is due Mrs. Silberman, who is a most charming and accomplished woman, and who has not only been a devoted mother to their five children, giving much personal attention to their training and education, but also devotes a great deal of time and money to charitable and social activities. Their eldest son, Sam, is attending the academy at Mosesburg, Pa., while the rest of the children are still in the public schools and are being given a liberal musical education.

Mr. Silberman is one of the most prominent men in their community, being a member of Shomer Ahrith Congregation of Reading, Pa., Kasher Israel Congregation of Lebanon, Director of the Jewish Consumptive Relief Society at Denver, Colo., and a prominent member of the Elks. He also contributes to the Immigration Society, the National Orphans' Home of New York City, the Erie Orphans' Home of Erie, Pa., the Red Cross, all the Yishivas and numerous other local and national charities.

When asked what he considered the chief qualifications for success, Mr. Silberman laid great stress upon the value of an education. However, he is a firm believer in the necessity of hard work, economy and a business of one's own, no difference how modest the beginning.

ISAAC E. SILVER

If ever the Jewish Congress will take place, the city of Savannah will be represented there by a very interesting young man, Mr. Isaac E. Silver. Mr. Silver deserves to be known to the country, as he is to his city, as the owner of a remarkable department store where goods are sold only up to the value of one dollar. "Silver's Store" on Broughton street, Savannah, Ga., is only one of many such stores throughout the South, as at Augusta and Sylvania, Ga., and at Charleston and Columbia, S. C. Pretty soon a Silver store will be opened at Atlanta. But let us first become acquainted with Mr. Silver's life history.

He was born on the 10th of June, 1878, in Russia, as the son of a very aristocratic Jewish family, his father being Wolf Silberfarb, and his grandfather being one of the most prominent men of his native city. His great-grandfather was the Chief Rabbi of Kobrin and his mother Adel is a direct descendant of the renowned Rabbi Jonathan Eibschutz. Isaac received a good Jewish education and he is the typical product of Jewish Talmudical breeding.

Mr. Silver came to America in 1893. His father was then already in the South, and together they went into business at Sylvania, Ga. But there was hard struggle ahead, as the Gentile population of the town did not take very kindly to the Jews competing with them in business. There was no lack of physical encounters, but young Isaac "beat" his way through, and in the end he became one of the most prominent politicians in the town himself, and was even for a time acting Mayor or Mayor pro tem. of the city. In 1910 he moved to Savannah, where he became very prominent.

He is a devoted Zionist, an Orthodox, a true Jew who loves everything Jewish. He is the First Vice President of the Jewish Educational Alliance and he is interested in everything Jewish.

On the 16th of February, 1910, he was married to Miss Katie Wilensky, the daughter of Mr. Max Wilensky (see biographical sketch), and they are the parents of two children, Florrie and Warren.

Mr. Silver is a strong character, a man of iron will, firm resolution and rare courage. He has his firm convictions and knows how to carry them out.



ISAAC E. SILVER

LOUIS SILBERSTEIN

In former dark Russia, hidden away between walls of tyranny and despotism, lay much native ability which needed but the sunlight of freedom and equal opportunity to develop. It is fortunate for both the Jews of Russia and for America that so many heard the call to the new world and followed the guiding light of liberty to our shores.

In Zagostok, Russia, October 15, 1880, occurred the birth of Mr. Louis Silberstein, who was among those ill-content with conditions in his native country.

During the summer of 1895 he sought our shores and located in Richmond, Ind., where, after peddling junk for two years, he went into partnership with his father, and five years later went to Columbus, Ohio, where he established a business of his own. He has achieved an extraordinary commercial success, the benefits of which are not selfishly enjoyed by him alone, as he is very active in the promotion of all charitable organizations, including the Jewish war sufferers and many others of national and local importance. In this he is greatly encouraged by his mother, who is, of course, very proud of her son's success, and anxious that his good fortune shall be passed along to those living in less happy circumstances.

He is also a member of Agudas Achem Congregation, Sons of Joseph and B'rith Abraham.

HARRY SIMON

In the village of Stavisk, Russia, the Purim of 1885 was an event of no small significance for Abraham and Leah Simon. Hardly was the rejoicing of this religious festival over when another and still greater one occurred, which was to play a great factor not only in the lives of the famous Jewish scholar at Stavisk and his wife, but one which was to have a similar effect upon the Jewish community of Cleveland as well.

The birth of Harry Simon was unheralded outside of the narrow circle of his family, and until he was eight years old the small confines of the village of Stavisk was all of the world which Harry knew. It was when his parents decided to take their fortunes to the shores of America that his world grew larger and larger until Ohio was decided upon as their future home.

Harry received his education at home, and whatever he has obtained in life can largely be traced to his excellent home training. Nor was his Hebraic training in any way neglected when so fine a Talmudic scholar as his father was there to teach him.

But young Simon had dreams of conquest. He was to become a part of America's industrial life and while the steel business was then on the advance, he decided to cast his lot along those lines. Thoroughness, he was taught, was one of the chief ingredients to success; so it was just the natural course for him to desire to begin at the bottom. He became a bookkeeper in an iron and steel company in Cleveland at a monthly salary of twenty-five dollars, his ultimate aim being experience rather than temporary remuneration. The eagerness with which he entered into his work soon brought him promotion, and after remaining with the same firm for a period of five years, he decided that he was ready to start out on his own enterprise. But success was not to come so soon.

He entered into several partnerships, and as is usually the case with these first business entanglements, they were not successful. So he again went to

work for a steel concern, this time at a much larger salary than he had previously received, and with a share of the firm's profits.

With added experience and more capital, Simon for the second time launched forth into business for himself after a two years' stay with his firm, and this time with added intensity and determination. It is hardly necessary to relate what a success his final venture was. It seems that he has blossomed forth as a leader in his chosen field, and the Jewish community feels proud to claim him as one of its own.

In 1915 Mr. Simon left for New York City, where he married Mollie Shechter, and he now has a young daughter, Selma.

He is a member of the Anshe Emeth Congregation, also belonging to the B'nai B'rith, Knights of Pythias, the Zionists and others. Hospitals, homes and many charitable societies are daily receiving Mr. Simon's liberal assistance.

MORRIS SIMON

One of America's wealthiest men and greatest philanthropists has said, "What a man owns is already subordinate in America to what he knows; but in the final aristocracy the question will not be either of these, but what he has done for his fellows. Where has he shown generosity and self-abnegation? Where has he been a father to the fatherless? And the cause of the poor, where has he searched that out?"

That this responsibility has been very keenly felt by Mr. and Mrs. Morris Simon of Buffalo, N. Y., is attested by the many organizations who have reason to be grateful for the business success which Mr. Simon has created for himself.

He was born in Bassarabia, Guberne, Russia, May 15th, 1877, his father being a merchant of his native town. At the age of eleven he was very unfortunate in losing his father by death, and his mother was left with the entire responsibility of raising her family. That she inculcated in the mind of her young son those sterling principles of honesty and obedience to duty, his after life certainly attests.

When he came to America, he landed in Philadelphia, but did not remain long, coming direct to Buffalo, where he began buying and selling old iron and metal.

After a year and a half of this experience, he opened a yard and has continued in this business ever since, meeting with wonderful success. About a year ago he organized and incorporated the Erie Rag & Burlap Company, of which he is president, and this concern is doing an immense business.

In 1902, prior to his coming to America, he was married to Rosa Kaiser, who has been an ideal wife and mother to their three children, two girls and one boy, who are still in school.

Mrs. Simon also devotes much time to charity, being a liberal patron of the Old Age Home, B'rith Abraham and the Denver and Los Angeles Hospitals.

Mr. Simon is past president and founder of Congregation Anshe Ahmes, and is now first trustee.

He is also prominent in Kehilla of Buffalo, Independent Order B'rith Abraham, Gemulas Hosudam of Buffalo, and the Chamber of Commerce.

He is an ardent supporter of the Immigration Society of New York, his influence and spirit of helpfulness extending to all sections of the United States.

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 Meyer and Rebecca, was born April 12, 1877, in Stelmick, 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 twenty-five dollars 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 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 Society 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 Chapter No. 42, Order Eastern Star, and Royal Matron of Emerant of Jersey City.

She is also a member of Ladies' Hebrew Aid Society and Clara De Hirsh Society.

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.

JACOB SINGER

The life history of Jacob Singer is of unusual interest, his brave and successful struggle with adverse circumstances in early life lending greater luster to the achievements which have placed him in the front rank of Detroit business men.

He was born in Volkovisk, Grodno, Guberne, Russia, July 4, 1883. His parents, Hanan and Eva Singer, were quite prominent in their native town, his father being a lumber merchant and possessed of an excellent education.

The opportunities which his local environment offered were, however, too meager for the expanding ambitions of young Jacob, so in May, 1904, he started to America, landing in Philadelphia, where his first employment was that of salesman in an installment house. Here he worked for one year and a half, increasing his salary from \$2.50 per week to \$10. He next started traveling and selling dress goods, and this road experience proved very valuable in after years, as it gave him that close insight into human nature which is an invaluable asset to a business man.

During these two years he accumulated \$800, with which money he came to Detroit in 1905 and began buying and selling old iron and metal. He soon opened a yard at No. 245 Erskine street, which he sold at a profit and moved to his present location at 553 Clay avenue, where he has a fine business and every modern appliance for conducting same.

In addition to this business he has accumulated considerable real estate, which occupies a portion of his time.

Mr. Singer was married December 27, 1912, to Miss Goldie Novick, an eastern girl, the daughter of Yantov and Merka Novick. They have two small children, a boy and a girl.

Both Mr. and Mrs. Singer are most generous in their contributions to charity, and Mr. Singer has some very high-class fraternal affiliations, being a member of the Masons and Knights of Pythias. He is also a member of B'nai Meishe Congregation.

SOL SLAVIN

Mr. Sol Slavin was not always a resident of Dayton, Ohio, for he was born in Postor, Wilner, Guberne, Russia, on December 15, 1890, but Dayton may well be proud that she numbers among her inhabitants a young man of such sterling qualities as Mr. Slavin.

Mr. Slavin came to this country in the fall of 1903, and immediately went into the iron business with his father. After eight years he became a partner in the business and after a while, having supreme confidence in his ability to conduct a business of his own, he went into business of his own accord. Mr. Slavin is a member of the Reformed Temple of Dayton, member of the Masons and other organizations and a liberal contributor to charity.

His firm, known as the Sol Slavin Co., is one of the best known and most successful of its kind in the community.

On December 29, 1914, he married Miss Sarah M. Monhiemer, who is the daughter of Mr. and Mrs. Mose Monhiemer, prominent residents of Dayton.

Although comparatively a young man, Mr. Slavin is a large taxpayer in the city, being the owner of much property. He is very much interested in civic affairs and always anxious to do his duty to the community by assisting every worthy movement. His advice is, "Give your fellow men a square deal," which he not only preaches but practices.

Mr. Slavin has always been fair and just in all his dealings, has always

respected the feelings of all with whom he has come in contact, whether in business or social life.

Mr. Slayin takes an active interest in the religious life of Dayton, being an active member of Rabbi Lefkowitz's Temple, and is always at the service of the best interest of the Temple, and judging from his past, he has a promising and well-deserving future.

ISRAEL AND SAMUEL SMITH

Active, growing races have ever been migratory in their instincts, and this accounts for the large number of immigrants who have sought the shores of America, the land of promise.

The vigor of the United States has been largely acquired from this restless, energetic element to whom difficulties and dangers were breath of life and in whom the conquering spirit ran high.

Israel and Samuel Smith are fine examples of this sturdy type who dared the hazards of the new world that their abilities might find a proper avenue of expression.

Israel Smith was born in Suwalk, Guberne, Russia, in 1875, and Samuel, two years later.

Their father was a merchant in their native town and a most learned Jewish scholar.

Coming to America at an early age, they peddled through the state of Ohio, first with a pack and later with a horse and wagon.

Later they went to Grand Rapids, Mich., opening an iron and metal yard, which business has had a phenomenal growth under their able management, and is now the largest business of the kind in the city.

They were both married in Grand Rapids; Israel to Ida Davidson, who have three children who are very brilliant in their studies. Their son, Benjamin, although only seventeen years of age, has graduated with honors from high school and is attending the law school at the University of Michigan. He also received a diploma and gold medal from the Daughters of the Revolution for unusual proficiency in the study of American history. The daughters are still in school and are being educated in music.

Samuel Smith was married June 10, 1900, to Miss Rose Karbafsky, and they have two boys and one girl who also are developing much talent along literary and musical lines. Their son, Lester, when only eight years old won a prize from the Detroit Free Press for writing stories, and although only eleven at the present time, is recognized as a leader of his school in scholarship.

Mr. Israel Smith is a member of the Odd Fellows and Mr. Samuel is affiliated with the same organization, as well as both Jewish congregations, B'nai B'rith and Masons.

Both brothers and their wives are very public-spirited and charitable, being liberal contributors to Denver and Los Angeles hospitals, Max Nathan Orphans' Home and the Immigration Society of New York.

The father is still living, but has retired from business and devotes his entire time to Jewish study, in which he is so proficient.

MAX SNITZ

If we were to closely scan the annals of business history, it would be surprising to find the large number of business men who retire from active service, and after a few months or years return to the harness, being unable to bear the inactivity and loss of responsibility. It is a well-known fact that lack of a regular occupation has aged many a man, as the arduous years of application which is part of the success of every big business man leaves him practically unable to adapt himself to easier conditions of living.

This was true in the case of Mr. Max Snitz, who was born in Danzig, Posen, Germany, April 10, 1875, and came to America at the age of fourteen. Arriving in Detroit, Mich., he began working in a cigar factory and learning the trade, six months later going into business for himself. Later he opened a bakery, but finding neither line to his liking, went into the paper business, where he was very successful.

About three years ago, having acquired a snug fortune, he decided to retire, so sold his business and began investing his money in real estate. But the habits of years were not to be so lightly put aside, and in 1916 he again went into the wholesale paper business.

In this move Mr. Snitz accomplished a double purpose. It gave him an outlet for his own business energies and at the same time an opportunity to establish his sons, who were growing to maturity.

Mr. and Mrs. Snitz have a fine family of eight, six boys and two girls, who are all in school, with the exception of Lewis and Rubin, in business with their father.

Mr. Snitz has found time among his various activities for a number of fraternal organizations, having been presiding officer of the Traders and Paper Men's Protective Union, and his services being of such a high order, he was presented with a gold watch by the association.

He is also prominent in Beth Jacob, Beth Abraham (being presiding officer of Lodge No. 1111, O. B. A.), the Odd Fellows, Maccabees and the American Federation of Labor.

His wife is very popular socially and they are both liberal contributors to all charities.

MAX SOBUL

Prominent in the business and civic life of Cleveland, Ohio, is the name of Mr. Max Sobul, owner and manager of the Cleveland Raincoat Co., corner St. Clair and W. 6th streets.

Mr. Sobul was born in the year 1865 in Stawisky, Lomza, Poland, the son of Reb Hersh and Zlate Sobul. In his native country the Sobul family is very prominent, and has given to the world many men of marked scholarly ability.

Mr. Sobul came to America in the year 1890, starting his career as an operator in a children's clothing factory in New York. After about six months, during which time he acquired some valuable experience, he went into business with a partner, handling work of the same nature on contract. Two years later he went to Cleveland, where he engaged in several business enterprises, finally establishing the Cleveland Raincoat Factory, which has been an unqualified success.

Prosperity has not caused Mr. Sobul to be forgetful of the needs of the unfortunate, as with each year of increasing financial prosperity he has proportionately enlarged his gifts to the various charities. His financial backing made possible the organization of Orthodox Jewry in Cleveland. For four years he was president of Congregation Sh-Arei Torah. He is director of the

Talmud Torah, a former treasurer of the Board of Kashruth, which he organized in Cleveland, and prominent in every institution of any importance.

Mr. Sobul was married in 1887 to Miss Yetta Brown, who was born in his native town. They have a fine family of seven children, the oldest daughter, Pearl, being married to Mr. Simberg. Harry is a successful attorney, and Sallie is a physician. Sam, Morris and Sadie are still students in high school. They have all been most thoroughly educated both in the regular academic branches and in Hebrew.

According to Mr. Sobul's expressed opinion, success is only a matter of effort and ambition, and he is certainly in position to speak with authority on the subject, as he has won his own pre-eminent position in business without the aid of initial capital or assistance of any kind. In addition to the Cleveland Raincoat Company, Mr. Sobul is treasurer of J. J. Fried Co., another large and prosperous firm.

ISADOR SOBEL

Isador Sobel, lawyer, was born in New York City, August 28, 1858, son of Semel and Cecelia (Kunz) Sobel. His father, a merchant, came from Posen, Germany, in 1847, and settled in New York City. The son received his preliminary education in Public School No. 3 of his native city, subsequently attending the College of the City of New York, and the Erie (Pa.) high school. He studied law under the preceptorship of Hon. S. M. Brainerd, of Erie; was admitted to the bar in 1888, and that same year, in association with Mr. Brainerd, established the firm of Brainerd & Sobel. He has since continued a general law practice in the county, superior and supreme courts, giving special attention to commercial and bankruptcy law, also corporation law. From the beginning of his active career he has been closely identified with local, state and national politics, as a Republican. He was elected a member of the Erie city council in 1891; was re-elected in 1893, and was president of that body in 1894. During 1889-91 he was Secretary of the Erie County Republican Committee, and was its Chairman during 1893-1896. He became Vice President of the Republican League of Pennsylvania in 1894, and was President during 1896-98, and he was a presidential elector in 1896. President McKinley appointed him postmaster of Erie in 1898, to which office he was reappointed by President Roosevelt in 1902 and 1906, and by President Taft in 1910. Meanwhile, in 1908, he served as President of the Postmasters' Association of Pennsylvania. He was elected President of the National Association of Postmasters of First-Class Offices of the United States in 1912, and the following year became the first Honorary President of the organization. He became a member of district No. 3, Independent Order B'nai B'rith, in 1908; of the general committee of that order in 1910, and was president of the district grand lodge during 1910-12. He is a member of the executive committee of the American-Jewish Committee; president of the board of governors B'nai B'rith Orphanage and Home for Friendless Children of District No. 3; president Anche Chesed Reform Congregation, Erie; member advisory council Home for the Friendless, Erie; manager of Hamot Hospital, Erie, and a member of the Jewish Historical Society, Jewish Publication Society, and of the Erie, Elks,



Shriners and Country clubs, Erie; is a thirty-second degree Mason and member of the Odd Fellows and Knights of Pythias. He was married March 17, 1891, to Emma, daughter of Samuel Auerhaim, a merchant, of Bradford, Pa., and has three children: Jeffrey Mortimer, Norman Tyler and Sidney Amos Sobel.

SIMON SOCK

It is surprising when one comes to review the lives of many of our great men to find how many of them have had to earn a livelihood in boyhood and early manhood by manual labor.

Yearning to spend the time in the pursuit of study, yet laying it aside to do their duty, they have developed those sterling traits of character worthy the homage paid by friends and associates.

Such a man is Simon Sock, born at Kovno, Guberne, Russia, in 1870, of Solomon and Lea Sock.

Mr. Sock saw that, both as a scholar and merchant, there was more opportunity for advancement in the United States, and accordingly he landed in New York City on May 1, 1904, but remained only seven weeks there, when he came to Cleveland.

He engaged in the business of peddling junk, first in Cleveland, then in Lorain, Ohio, for a period of nine months, when he came back to Cleveland and continued in the same line of business for ten years. He then associated in business in Elyria with his present partner, Mr. David Widzer, the firm being known as the Elyria Rag and Metal Company, doing a large amount of business a year.

Mr. Sock says that "to find one's adaptability and then follow it" is the secret of success. He has learned it by experience in the school of life, and by the aid of his good wife, who was Rachel Lea Back, to whom he was united in marriage before leaving Russia.

Mrs. Sock has helped instil this principle in the minds of her children and, aside from doing her duty to her family, is a popular member of many societies and an active worker in all charities.

To Mr. and Mrs. Sock have been born four boys and three girls, who inherit the scholarly tastes and business propensities of the parents. One of the sons, Sol, is in the insurance business, another, Morris, married Miss Blanche Soskin of Cleveland, while a daughter, Sarah, is married to Mr. Ellin of Chicago. The others are attending school.

Mr. Sock does not let creed or race influence his gifts to the needy, but his liberality is known to many. He is connected with the Mosha Havi Congregation of Cleveland, and is a member of Agudas Acham B'nai Abraham Congregation of Elyria and of the B'nai Yitzhog Verein, Voloziner Unterstutzung Verein and Vinsker Benefit Association. Besides being a member of all these organizations, he contributes freely to Denver and Los Angeles Hospitals, Old Age Home and Talmud Torah of Cleveland and the Chamber of Commerce of Elyria.

Mr. Sock owns considerable property and is highly regarded and respected by all who know him.

JACOB SOHNEN

Experience is by far the best teacher, and a trial at a variety of occupations often enables a young man to arrive at a decision regarding the business for which he is best fitted. This is the case with Mr. Jacob Sohnen, who was born in Austria, August 22, 1882.

He came to America January 24, 1894, arriving in New York, where his parents were already located. He went to school for two years and then went into the feather business with his father. This he continued for four years, and then went to work in a skirt factory. He was quite successful and later became a partner in the business, but did not find it to his liking, and after trying a number of other lines he finally returned to the feather business, establishing the Chelsea Feather Company at 221 Maple street, Chelsea, Mass., which is one of the largest concerns of the kind in that section of the state.

Mr. Sohnen was married in New York, January 3, 1906, to Miss Anna Zwerdling. They have five children, all boys. Three of them are old enough to go to school, and they are also being educated in Hebrew.

Mr. Sohnen is a prominent patron of all charities and a member of Arberter Ring Socialist Party.

JACOB SOLOMON

A good name is the most valuable asset which any rising young business man can possess. The elements of nature by a trick of fortune may wipe away all other possessions within a day, but the reputation for good character is a solid foundation upon which another fortune can be reared.

Such was the experience of Mr. Jacob Solomon, who found that neither the calamities of flood or fires could permanently stop his progress as long as this one priceless possession was his.

Jacob Solomon was born in Kovno, Guberne, Russia, in September, 1881, the son of Hiam and Getta Solomon. His father conducted a grocery and was also a fine Hebrew scholar.

At the age of seventeen, the problem of a business career presented itself, and he decided he would find more opportunities in America.

Landing in New York, he went direct to Indianapolis, Ind., where he found employment in a brewery at the meager compensation of \$6.00 per week. Six months later he started peddling junk, which he continued for two years, at which time he came to Sidney, Ohio, and opened an iron and metal yard. This business was flourishing, but in 1912 was totally destroyed by flood.

Here his reputation for honesty and ability stood him in good stead and he again resumed business, building up a small fortune, but in 1914 his plant was destroyed by fire and, having no insurance, he was again penniless. With marvelous determination and faith in his ultimate power to triumph over misfortune, he again started into business and in 1916 joined forces with his present partner, Mr. William Joffe.

Their combined efforts have been successful beyond his wildest dreams, and he has been able to accumulate some fine real estate besides his interest in their flourishing plant.

He was married January 28, 1906, to Miss Fannie Joffe, sister of his present partner, and a lady who is very prominently connected with all charitable movements in their city. They have four children, who will be well educated and given a thorough training in music.

Mr. Solomon is a member of Congregation Wayne Ave. of Dayton; is a member of the Immigration Society, and the Miznuch Society of New York, and is a patron of Denver and Los Angeles Hospitals, as well as many other charities.

KASKEL SOLOMON

Every great city is, to a certain extent, the creation of a small number of far-sighted, public-spirited men who have been the originators and executants of those enterprises and organizations which constitute the special glory of cities. A representative of this class is Kaskel Solomon, for over forty years prominently identified with the business life of Pittsburgh, and for a quarter of a century head of the well-known mercantile house of K. Solomon & Company, and to whom Pittsburgh is indebted for the success of many of the large undertakings and institutions which have so largely contributed to her present prosperity and importance.

Kaskel Solomon was born April 30, 1851, in Wreschen, Province Posen, Germany, son of Morris and Leah (Krieger) Solomon. He came to New York from Germany August 10, 1868, remaining in that city a short time, and then going to New London, Conn., where he was engaged in mercantile lines until April 1, 1878. On that date he came to Pittsburgh, Penn., to assist in the management of what was then one of the Iron City's best known establishments—S. Cohen & Company. In 1882 Mr. J. M. Gusky bought the interest of S. Cohen, and from that date the firm name was J. M. Gusky, and in which business Mr. Solomon was interested for a long term of years. It was with this firm that Kaskel Solomon received the ground-work of his knowledge of mercantile business, on which field the foundation of his latter success was laid.

Mr. Solomon remained with the Gusky Store until February 1, 1892, when he stepped boldly into the business world at the head of his own establishment, founding the widely-known and prominent store on Smithfield street which bore his name until February 1, 1917, when he disposed of it. Mr. Solomon now devotes his entire time to looking after his extensive private interests and has offices in the Frick Annex Building. In all positions which he has filled he has shown remarkable executive ability, a judgment that is seldom at fault, boldness of operation in his projects, and an unusual capacity for discerning the motives and merits of men.

Early in his career Mr. Solomon displayed keen judgment in buying real estate, being a fine judge of its dormant possibilities. His foresight in this respect had made him the owner of many valuable properties in the downtown and residential sections of Pittsburgh, and he is considered somewhat of an authority on real estate values, his advice being frequently sought by prospective buyers.

Keenly public-spirited, Mr. Solomon is always ready to give practical aid to any movement which, in his judgment, would tend to advance the public welfare. He has been repeatedly offered the presidency of various financial institutions, but has always refused, desiring to devote his entire time to his own large interests. Although he has been and is far too busy a man to take any active part in politics, no man is more keenly alive to the affairs of his city, concerning which his advice is often sought. His allegiance is given to the Republican party, but he has never sought office. He is a man of large nature, deliberate in the formation of plans, thorough, upright, clear-headed and generous in his benefactions to charity, but ever seeking to veil his good deeds from the eyes of the world. Mr. Solomon is a member and was one of the



KASKEL SOLOMON

organizers of the Westmoreland Country Club; is a member of the Concordia Club, and takes an active part in various other institutions. He has been a member and trustee of Rodef Shalom Congregation for many years, and has also been for years a member of the executive board of the United Hebrew Relief Association.

Kaskel Solomon married, May 22, 1878, in New York City, Miss Rebecca, daughter of Marcus and Hannah (Schlossman) Gusky, of New York City, and they were the parents of the following children: 1. Gertrude, wife of Jacob Bibro, of Pittsburgh, and the mother of two children, Ruth and James. 2. Edith, wife of Hugo Baum, of Pittsburgh, and the mother of two children, Elizabeth and John Daniel. 3. Mark K., born March 2, 1885, educated in Pittsburgh schools and Kiskiminetas Spring College; married Hortense Nattans, daughter of Arthur and Jennie (Rosenberg) Nattans, of Baltimore, Md.; they have a son, Arthur K.; Mr. Solomon, Jr., is now a member of the firm of the Solomon, Bibro Company, of Pittsburgh. 4. Madeline, wife of Jerome N. Halle, of Cleveland, Ohio, and the mother of a daughter, Eleanor. Mrs. Solomon, who was to her husband not only a charming companion, but a helpmate and adviser, passed away December 18, 1915. She was active in church and philanthropic work, and was a member of the Mothers' Pension League and other like associations.

The broad-gauge, all-around business man is at once the mainstay and the motive power of every community in which he is found, and especially is he essential to the growth and development of great cities. Of this type is Kaskel Solomon, and happy would it be for Pittsburgh if she had "five hundred as good as he." In any group of her business men, who have materially aided in her great growth, his portrait would necessarily have to be included, his career forming, as it does, part of the business history of Pittsburgh.

SIMON SOLOMONT.

It is only very recently that Mr. Simon Solomont of Boston, Mass., went into the jewelry business, after having tried his hand at other pursuits, and he is well on his way to become as successful in his new vocation as he was in the many other lines he engaged in before he became a jeweler. But this brings us far ahead of our story, for we intend to describe in this sketch the rise of an interesting young Jewish business man from small and humble beginnings to a position of responsibility and respectability in the Jewish community of his place of residence. Let us, therefore, start from the beginning:

He was born on August 14, 1871, in Olkinisk, government of Vilna, Russia, as the son of Solomon and Estelle Rebecca Solomont, and came to America with his parents at the age of fourteen. His father was a prominent Orthodox in Boston who died on April 9, 1917. His mother is still living. The boy, on coming to this country, started out peddling in the State of Maine. Later he went into the grocery business, a few years later starting the wholesale grocery firm of S. Solomont & Sons. In this concern he was associated with his father and brothers. Nineteen years ago he became part owner of the Standard Grocery Company, remaining in it until September 1, 1917, when he became a member of the firm of James Solomont & Bros., jewelers, 36 Salem street, Boston.

Mr. Solomont is a member of a considerable number of charitable organizations. He is, in addition, a member of two congregations, and whenever any social or religious activity is shown one may be sure to find Mr. Solomont's name among the most active supporters.

On June 25, 1893, Mr. Solomont was married to Anna Rutstein and two

children have blessed this union, Sadie, now Mrs. Jacob J. Herman, and Sidney Leo, a student at Harvard College. Mr. Solomont is a modern Orthodox who is a profound student of the Talmud and gave his son a thorough Hebrew education. Sidney expects to become a student in the Orthodox Rabbinical Seminary of New York.

JOSEPH SPECTOR AND ABRAHAM LAPINSKY

Prominent in the business life of Springfield, Ohio, is the firm of Joseph Spector & Co., conducted by Mr. Joseph Spector and his partner, Mr. Abraham Lapinsky.

Both men are representatives of that stern type of business man who has carved out his own fortune under adverse circumstances.

Mr. Spector was born in Mitto, Kurland, Guberne, Russia, July 7, 1879, and came to America when a very young boy. At the age of twelve he started in working to help support the family, and when they had accumulated a very small capital, his father started a store, while the boys continued peddling. When he became of age he started out for himself with but \$5 capital, and going to Altoona, Pa., started peddling stationery. With the first \$150 he was able to save he went to Dayton, Ohio, where he found his brother very ill, and gave him all of his savings. He again began peddling and finally found his way to Springfield, Ohio, where he was so unfortunate as to lose his first business property by fire. Having no insurance, he was obliged to make another start, and this time was very successful, as the fine, modern plant the firm now occupies is one of the best of its kind in that section of the country.

Mr. Spector has one daughter and his wife, who was formerly Miss Ethel Katz, is very prominent in their social circle. They contribute liberally to charities, including Denver and Los Angeles sanitariums.

Mr. Abraham Lapinsky, partner of Mr. Spector, was born in Grodno, Guberne, Russia, July 2, 1868, and came to America when a young boy. He went to school for three months and then began selling newspapers, after which he learned the cigarmaking trade. Every cent which he could spare from his meager earnings was given to his father, to assist him in bringing his mother and the balance of the family from Europe, and after they came he continued to assist them. However, he was able to save some of his earnings and finally went into business with his present partner, where he has been most successful.

Mr. Lapinsky was married in Dayton in 1910 to Miss Rosie Sacks, and they have two children, one boy and one girl. They are also most generous in contributions to charity and both families are affiliated with the principal organizations of Springfield.

SUMER SOMERMAN

The only Jewish member of the Pennsylvania state legislature elected from western Pennsylvania is Hon. Sumer Somerman of Pittsburgh. Mr. Somerman is a Republican and well deserves the honor conferred upon him by his party and district.

But Mr. Somerman is not only a statesman interested in the political affairs of his district and a public official of Pennsylvania, he is one of those men



SUMNER SOMERMAN

who do honor to their race by their strong adherence to Jewish principles. And that his fellow citizens do recognize his abilities and devotion is evidenced by his appointment not so very long ago by the Mayor of Pittsburgh as one of the "units" of the local exemption boards of Pittsburgh.

Mr. Somerman was born in Ulashkovce, Galicia, where he first saw the light of day on the 6th of December, 1871, the son of Israel Moses and Mattel Somerman. He came to America in 1887, and landed in New York, where for five years in succession he worked as a machine hand in the Singer works at Elizabeth, N. J. In 1901 he came to Pittsburgh, where he went into the butter and egg business and made a success of it. His place of business is at present located at 65 Logan street.

But although business and state politics consume very much of his time, Mr. Somerman has managed to take great interest in Jewish social affairs. He was the organizer of the S. Somerman Lodge, Independent O. B. S., is a prominent member of the Congregation Shaarei Torah, of the Federated Jewish Charities, a Past Commander of the Maccabees and a Past Deputy of the Knights of Pythias. He is also a member of the Monongahela Lodge No. 297, O. B. A., Warshaver Unterstuzung Verein, Austrian Beneficial Society and the B'rith Schulem Verein.

On the 29th of November, 1896, Mr. Somerman was married to Miss Bella Reisman, and they are the parents of five children, Anna, who is now Mrs. Obernauer; Esther, Irving, Albert and Rose.

MAURICE STERN

When the American Jewish Committee was formed and a truly representative and really distinguished Jew from Louisiana was to be chosen, the choice fell quite naturally and as a matter of course upon Mr. Maurice Stern of New Orleans.

Mr. Stern was born at Ermershausen, Germany, to his parents, Salomon and Babette Stern, on January 6, 1855, and was educated in the public schools of his native land. In 1871, when but a boy of sixteen, he left home and, upon his arrival in this country, settled in New Orleans. Endowed by nature with the great qualities of heart and mind that are an earnest of success, he was determined to win for himself a name and place in his new home and surroundings and, not spurning the idea of starting at the very bottom of a career, he entered the office of Lehman, Neugass & Co., doing the work of a mere mail boy. Even in that humble position, however, he performed his duties so intelligently and faithfully that step by step he advanced, until in 1880 he was admitted as a partner in the business establishment of his former employers, the firm's name now being changed to Lehman, Abraham & Co. Five years later the value of his services as a partner had become so thoroughly established that the firm's name was once more changed and the business was incorporated under the title of Lehman, Stern & Co. And it was not long before Mr. Stern became the President of that vast concern which handles many million dollars' worth of cotton every year.

In addition to the presidency of his own concern, whose offices are at 840 Union street, Mr. Stern holds many other positions of trust and responsibility. He has rendered the cause of education invaluable services as a member of the State Board of Education, while in the commercial world he is President of the



Southern States Land and Timber Co., a Director of the Whitney Central National Bank and of the Whitney Central Trust and Savings Bank, President of the Sagua and Tanamo Land Co., a Cuban concern, and has served both as Treasurer and as a Director of the New Orleans Cotton Exchange. In his religious and charitable affiliations he has held the position of President at Temple Sinai, has served as a Director of the Touro Infirmary and is at the present time Treasurer of the Jewish Widows and Orphans' Home, the local Treasurer of the Jewish War Relief Committee, and a member of the Executive Board of the Union of American Hebrew Association.

If Mr. Stern's career demonstrates to a remarkable degree the possibilities and the opportunities along the lines of success, it demonstrates to an equal degree the proper and commendable use that might be made of success. For Mr. Stern is the type of man in whose success a community has every cause and reason to rejoice. Of a genial and pleasant disposition, plain and unassuming in his conduct and conversation, he is interested in every worthy endeavor and is ever ready, with hand and heart, to support every noble cause. Nay, more, he may always be counted upon as among the very first to respond sympathetically, liberally and generously to the call of every effort or institution that stands for human betterment.

In conclusion, it may be well to add that Mr. Stern's good wife, who was Miss Hannah Bloom, a talented and accomplished young lady of New Orleans, and to whom he was married on May 23, 1883, shares fully his noble sentiments and aspirations and has proved a true helpmate to him in all his charities and philanthropies and in his active interest in the cause of progress and advancement.

Mr. and Mrs. Stern are pleasantly domiciled at the corner of St. Charles and Soniat streets, and are the happy parents of three children, Mr. S. Walter Stern, whose wife was Miss Josephine Mayer; Mr. Edgar B. Stern and Mrs. Sarah Keiffer.

JUD STEIN

American Jewish life has always reflected distinct credit upon any country of its adoption, and the qualities which have made possible so many successful Jewish careers are well worthy of emulation by young people of American birth.

The young Jew invariably shows a keen appreciation of the value of time and opportunity, and very little is wasted. It is no uncommon occurrence to find him a scholar of attainments, even though the regular school career has been denied him, as he is inclined to use every spare hour toward the acquirement of knowledge which is liable to prove useful to him in the future.

These facts account to a large extent for the rapidity with which the Jew rises from mediocrity to a position of affluence.

Such is the history of Mr. Jud Stein, who was born in Cleveland, Ohio, in 1875 of Jewish parents. His father, Louis Stein, was a clothing merchant and his young son early learned the first lessons in merchandising by selling papers on the streets. At night he attended the Spencerian Business College, where he laid the foundation for his future business career. Later he accepted a clerkship in a store and after two years tried his hand at collecting, also assisting in the bookkeeping of the store. The next year was spent in the sale of chewing gum, and while Mr. Stein decided that there was no future in that line for him, at the same time it afforded him some valuable lessons in salesmanship.

His next connection was with Janowitz Klein, where he acted as salesman



J. D. STEIN

until they went out of business, and from there went to the H. C. Lang Co. Three years later Mr. Max G. Wertheim bought out Mr. Lang, and knowing of Mr. Stein's valuable services, he decided to retain him. After six years he became a member of the firm and five years later, when Mr. Wertheim retired, Mr. Stein bought out his interest, and the firm is now known as Klein, Stein & Co., Mr. N. B. Spero being its third member.

Mr. Stein is a liberal contributor to all charities and is also popular in the Elks and the Excelsior Club. Both himself and mother belong to the Temple of which Rabbi Greise was head.

DAVID STOBER

It is a strange paradox that men are still leaders in the designing and selling of women's apparel, although this field seems distinctively adapted for feminine supremacy. This is not only true in the designing and selling of gowns, suits, etc., but millinery as well.

The subject of our sketch, Mr. David Stober, enjoys the distinction of being one of the largest and most progressive dealers in millinery in the city of Cleveland, and the story of his rapid rise to a position of wealth and affluence is dramatic in the extreme.

He was born in Rudantz, Bokovina, in July, 1884, his father being a merchant and a Jewish scholar of considerable attainment.

Landing in America at the age of seventeen, he went to Montreal, Canada, and began peddling small merchandise, as many another immigrant has done. However, to Mr. Stober this experience proved to be of the utmost value, as it gave him a close insight into human nature and prepared him for his future activities in the selling field.

After three years of this work he invested his savings in a stock of ladies' ready-to-wear garments and gradually increased his business until he was operating three stores. At this time he met with severe reverses, through no fault of his own, and lost practically everything.

This did not shake his faith in the ultimate success which he knew awaited him, so with the last \$300 he possessed he went to Cleveland and opened a small millinery store. Here continuous prosperity crowned his efforts and in a short time he was obliged to enlarge his store, which has grown to the present enormous proportions at 2131 Ontario street.

Mr. Stober's code for a successful business career embodies these principles:

Be honest, work hard, save your money, give every man a square deal and make your word as good as your bond.

He himself has rigidly adhered to this policy and has added to this code the greatest virtue of all—charity. No good cause, regardless of creed or race, ever turns away from Mr. Stober without assistance.

He was married in Montreal, March 15, 1914, to Miss Bessie Friedlip, daughter of Aaron and Sarah Friedlip, of that city, and they have one small daughter.

Mrs. Stober is also very active in the various charitable organizations of Cleveland, and is an exemplary wife and mother.

HYMAN STONE AND PHILIP MICHELSON

Two men prominent in the business life of Gloucester, Mass., are Hyman Stone and Philip Michelson, whose interests, although not identical, are somewhat identified, and who are also connected by the marriage of Mr. Michelson to Miss Rachel Stone, sister of Hyman Stone.

Mr. Michelson was born in Kovno, Russia, in 1878 and came to America at the age of twenty. Perhaps no man ever suffered more hardships in his struggle toward success than Mr. Michelson. He began life in the new world as bottle washer in a soda factory, for which he received his board only. Then followed a succession of experiences in buying and selling junk, establishing himself several times, only to meet with failure, which was, however, not traceable to any fault on the part of Mr. Michelson. Just prior to the panic of 1907, when fortune seemed to be smiling upon him, he was once again called upon to suffer the loss of everything but the reputation for ability which was well known to his friends. Again he started into business, and within five years had discharged every obligation, when he broke his leg and was obliged to quit business for some time. Later he started in the junk and real estate business, and is now one of the leading business men of Gloucester.

In 1900 Mr. Michelson was married to Miss Rachel Stone, and they have seven children, one boy and six girls, all being thoroughly educated not only in the regular public school course, but in Hebrew and music as well.

Mr. Michelson is Past President of Aves Achem Congregation, is a Trustee of B'rith Abraham and a member of the Eagles and Moose. He is generous in his gifts to all Hebrew charities, the Denver Hospital and the Red Cross.

His brother-in-law, Hyman Stone, was born in Grodno, Russia, June 7, 1885, and landed in America in 1899. He worked for his father peddling junk in Quincy, Mass., for seven years, when he decided to go into business for himself, and spent the next three years peddling on his own account. He then came to Gloucester, Mass., where he started a wholesale junk business with his brother, and same is today being most successfully operated by Stone Brothers.

Mr. Stone was married to Miss Dava Cohen, and they have one daughter, who is now in school. Mrs. Stone died in 1913, and her loss is still keenly felt not only in her own family, but the entire community.

Mr. Stone is a member of Aves Achem Congregation, B'rith Abraham, of which he is Vice President, and the Moose. He contributes to the Red Cross and all charities.

The younger brother, Jacob Stone, came to this country in 1903 and peddled until he joined his brother in business. He was married in Boston March 20, 1912, to Miss Rosa Solt. They have one small son.

HERMAN STRAUSS

To the man of strong moral fiber, failure often proves a great incentive toward renewed effort. Some of the most prominent names in the business history of the country are those of men who for many years found success a most fickle goddess.

Such a man is Mr. Herman Strauss of Wheeling, W. Va. Mr. Strauss was born in Vilna, Guberne, Russia, May 13, 1886, and came to America in January, 1903. He landed in New York, where he spent three months working in a shop and then went to Pittsburgh, where he was unable to find employment. We next find him in Kane, Pa., where he worked in a glass factory, but the indoor work was not agreeable to him and he found after a short time that his health was much impaired. Buying a horse and wagon, he spent the

next two years peddling junk, and with \$2,800 which he had been able to save, he started for the West. However, he met a friend in Chicago who advised him to go to Virginia, which he did. After peddling junk for three months he went into business in the oil district and was quite successful. He then started a livery stable and this venture proved most unfortunate, as he lost his entire capital and found himself in debt \$1,500. Going to Wheeling, W. Va., he again started in the junk business, and in a short time was able to discharge all of his obligations and is today doing a large and very prosperous business.

Mr. Strauss is a member of the congregation of Wheeling, W. Va., of B'nai B'rith, Y. M. H. A. and is a liberal contributor to Denver and Los Angeles hospitals, as well as all local charities.

ABRAHAM J. SUNSTEIN

Abraham J. Sunstein of Pittsburgh, Pa., was born January 25, 1861, in the city of Suwalk, Russian Poland. His parents were Cass (deceased in 1913) and Tillie (Shapira), deceased in 1879. Mr. Sunstein on his father's side is a descendant of Elijah Wilner Gaon and his son Abraham and his grandson Jacob. Both the latter only second in fame to the Gaon. His grandfather was Noah Landau, who was also a Rabbi. On his mother's side his ancestors were people of standing in Suwalk and related to his father's family. The family name is Landau, but at the time of his father's birth, for some reason or another, his father was given the surname of Sunstein, the name of a close friend and neighbor of the family.

Mr. Sunstein came to America with his mother and his two brothers, Meyer E. and Solomon H. (the latter deceased in 1899), in 1870 to join his father, who had preceded them by nearly four years. His sole education was in the public schools of Pittsburgh and private tutoring in Hebrew and German in this country and Europe. Mr. Sunstein has been engaged in the wholesale liquor business since early youth and also in the distilling business since early manhood. He was associated with his father until his decease in 1913 and at present his son, A. Cass Sunstein, is associated with him in the business, the firms being C. Sunstein & Sons and the Thompson Distilling Co. Mr. Sunstein in 1901 and 1902 was President of the National Association of Distillers and Wholesale Dealers and has been on its Executive Committee practically since its organization in 1896. At present he is President of the Distillers' Association of Pennsylvania.



In October, 1887, Mr. Sunstein married Nora O. Oppenheimer, a native of Pittsburgh and a descendant of the oldest Jewish settlers in Pittsburgh. Mr. Sunstein and his wife are closely related through his father's and her mother's side. He has two children, Mrs. Tillie S. Speyer and A. Cass Sunstein, Mrs. Speyer being married to Alexander C. Speyer and A. Cass to Aimee Rauh, daughter of A. L. Rauh.

For many years Mr. Sunstein has been a member of the Board of Trustees of the Rodef Shalom Congregation, one of the principal Reformed congregations of the United States. At present he is Treasurer of the congregation and Chairman of its Cemetery Committee. He is also Treasurer of

the Irene Kaufmann Settlement, the Westmoreland Country Club and Western Pennsylvania American Jewish Relief Committee, Trustee of the Federation of the Jewish Philanthropies of Pittsburgh, the Emma Farm and B'nai B'rith Orphanage and Home for Friendless Children, District No. 3. In the latter institution Mr. Sunstein acted as Chairman of the Site Committee which located the institution at Erie and also acted as the Chairman of its Building Committee, planning and erecting its first buildings. He is also Trustee of the National Jewish Hospital for Consumptives at Denver, Colo., and one of the Board of Managers of Synagogue and School Extension of the Union of American Hebrew Congregations.

Mrs. Sunstein was the first Secretary of the Columbian Council School and Settlement, which is now termed the Irene Kaufmann Settlement, and its Treasurer until its reorganization, at which time her husband assumed the office. She is now Treasurer of the Sisterhood of Rodef Shalom.

HENRY SUWALSKY

No more interesting history is found in the annals of business than that of Henry Suwalsky, wealthy fruit and metal dealer of Washington Court House, Ohio.

His education, largely obtained in the stern school of experience, was also contributed to by his father, who was a very scholarly man.

Born in Suwalk, Gubernia, Russia, August 15, 1879, he came to America in the fall of 1890. The family found their home in Circleville, Ohio, where his father engaged in the junk business, and at the age of twelve years young Henry started to assist him. This he continued for seven years, at which time he had saved up enough money to go into business for himself and his first venture was in the liquor business at Columbus, Ohio. He continued for four years, but not finding it to his liking, sold out and went into the fruit business.

A few years later he again sold out and going to Mt. Sterling, started an iron and metal business. Two and one-half years later we find him with his wife, who was formerly Miss Rosa Bernstein, of Columbus, Ohio, on their way to Aberdeen, Wash., where he conducted a store for seven years, and right here we believe a word regarding the business talents of Mrs. Suwalsky are in order.

As long ago as the time of Solomon the model woman possessed the business gifts which our later civilization is prone to consider new, and in his enumeration of the admirable qualities, the wise man lays stress upon her wisdom and foresight in worldly matters.

"She considereth a field and buyeth it," he declares approvingly, and doubtless he would heartily commend the business acumen which is shown by women in America today, especially if accompanied by womanly grace and refinement.

Such a woman is Mrs. Suwalsky, who not only assisted her husband in all of his business ventures, but has remained in Portland, Ore., to manage "The White House," a store which he started just before returning to Ohio.

At the present time he not only conducts a large iron and metal yard, but does a large business in wholesale fruits.

Mr. Suwalsky's advice to the young contains the same thought that has provided the right policy for so many successful business men:

"Be honest, work hard and go into business for yourself."

They have one young son, fourteen years of age, who is being given excellent educational advantages and is also receiving instruction on the piano.

Mr. Suwalsky is a member of the congregation in Columbus, Ohio, the Woodmen of the World and the Eagles.

FRANK SWIDLOW

Prominent in the business life of Marion, Ohio, may be mentioned the name of Mr. Frank Swidlow.

Perhaps no one man has suffered more hardship and privation in his struggle upward toward success than Frank Swidlow. Only himself and the wife who braved with him the darkness of misfortune will ever know the full price which they paid for the happiness they now enjoy.

He was born in Vitobsk, Guberne, Russia, November 1, 1882, his father, Samuel Swidlow, being a grain merchant and also a man of considerable scholarship.

He came to America in December, 1905, landing first in Montreal, where he remained for only a short time. Here he met and married Miss Helen Cohen, and later events showed that in her he found a fitting partner to share days of both adversity and prosperity.

He next came to Columbus, Ohio, where he secured a position as day laborer at the meager wage of thirteen cents per hour. He had but \$18 in the world, and himself and wife were compelled to endure hunger and cold, sleeping on the floor for the first six weeks. However, within one year he had saved \$153.50, sufficient capital to go into the junk business.

Thinking the city of Marysville offered more opportunity, he moved his business there and remained five years. Then followed one year in Marion, Ohio, which was later to be his permanent home. Going to Columbus, he engaged in the general merchandise business, but was so unfortunate as to lose everything.

Returning to Marion at the personal solicitation of friends in the banking business, who were firmly convinced of his ability and integrity, he again started a junk yard, which has grown to the enormous business which he conducts at the present time.

The Swidlows have two small children, one boy and one girl.

Mr. Swidlow is a member of Ahgndas Acham in Columbus, Ohio, the Temple in Marion, and both he and his wife contribute generously to all charities, including the Los Angeles and Denver hospitals and the Orphans' Home of Cleveland.

JOSEPH ARYS TAHL

We occasionally find in business and civic life a man of such rare versatility and executive ability that he can turn his attention to a number of different projects and bring them all to a most successful termination.

Such a man is Mr. Joseph Tahl, who, only thirty-three years of age, has attracted a great deal of attention in business circles.

At the early age of eighteen years he was honored with election as Assistant Secretary and Treasurer of Dayton City Club, which responsible position he held for two years with great credit to himself. He then resigned to become associated with his father in the firm of Tahl & Factor, and for two years directed his entire energies toward the development of this business.

November 30, 1900, Mr. Tahl was married to Miss Sadie Baneman, the daughter of Mr. Ben Baneman, a man of prominence in commercial circles of Dayton. Mr. Tahl's removal to Cincinnati in 1916 met with deep regret on the part of his many friends in Dayton. He there associated himself with his father and Mr. Harry Blasburg under the firm name of Queen City Rag & Paper Company, which is now recognized as one of the most successful business houses in the city.

Mr. Tahl is Treasurer and very capably takes care of his business interests.

The Tahls have two daughters, who are attending public school, and show great promise for the future.

Although Mr. Tahl's business interests occupy considerable time, he does not neglect the various charities in which he is interested. He is Chairman of Price Hill Hebrew School and has arranged that a genial, kindly atmosphere surround children at all times.

He is an active member of the Masons and Odd Fellows, and is a generous contributor to the Los Angeles and Denver sanitariums, as well as many other institutions for the alleviation of suffering.

ALFRED TANZER

When Mr. Alfred Tanzer of Monessen, Pa., first landed on these shores he was a well-educated young man of twenty-two, the graduate of a gymnasium and a graduate lawyer. His family preceded him in coming to this country, and so, though there were excellent prospects for him in his native land and emigrating to America was staking all on one card and taking a tremendous risk, he nevertheless decided to go to America and cast his lot with his parents and other relatives. Mr. Tanzer was born on May 28, 1871, at Rosenberg, Lopto County, Hungary, the son of Maximilian and Rosalia Tanzer. Rosalia Tanzer is at present living in New York. The family counts among its number prominent rabbis and Jewish scholars.

Mr. Tanzer came to America in 1893 and began in New York the study of law, which he continued for one year. He then held positions with a number of German-language newspapers in different capacities, including that of assistant editor. For the next five years he held the position of Secretary to the Austro-Hungarian Consul at Philadelphia and Hazleton, Pa. Later he came to Monessen, went into the banking business and has been for the last fifteen years the Assistant Treasurer of the Monessen Savings and Trust Company.

Mr. Tanzer is a great communal worker. He is the President of the Congregation Kneseth Israel of Monessen, an orthodox congregation, where he has held his office for six terms, at various periods. For over ten years he has been Superintendent of the Sunday School. He is a National Director of the Hebrew Immigrant Aid Society of America, the Denver and Los Angeles Sanitarium for Consumptives, and was President of the local B'nai B'rith Lodge. He was also elected Treasurer of the Jewish Religious Teachers' Association of Western Pennsylvania, which was organized by the late Rabbi Dr. Levy of Pittsburgh. In addition, he was President of the local Chamber of Commerce and is now President of the Associated Charities of Monessen (non-sectarian). He was also Chairman of the Central Committee in both Liberty Loan campaigns and due to his ceaseless efforts the allotment for the district in the second issue was three times oversubscribed.

On June 27, 1897, Mr. Tanzer was married to Lottie Friedman, and they have four children, Edith, Miriam, Milton and Elizabeth. Edith is a student at the State Normal College and she, along with the other Tanzer children, has the distinction of graduating early and with honors.

SAM TEPER

Perhaps no immigrant coming to our shores ever started life with less opportunities or has risen to a position of more prominence and usefulness in his community than Mr. Sam Teper of Detroit, Mich.

Mr. Teper was born in Kovel, Russia, May 15, 1890, and came to America in October, 1906. He landed in Philadelphia, where he worked in a shipyard at \$6 per week. Two months later he went to Chelsea, Mass., where he worked in a junk shop for six months. He then went to Detroit and with a small capital of \$400 started in business for himself. Some time later he formed a partnership with Mr. Pevian, which continues at the present time, and they are doing a most flourishing business, their plant being located at 117-119-121 Wilkins street.

Mr. Teper was married in October, 1911, to Miss Ethel Levine, and they have four children, the eldest of whom will be ready to go to school this year.

Mr. Teper is not content to selfishly enjoy his prosperity, but is prominent in the promotion of every charitable and philanthropic enterprise which is brought to his attention. He liberally supports the Denver Tubercular Hospital and also the Old People's Home of Detroit. He is a member of the Jewish Hospital and is also affiliated with a number of fraternal organizations, prominent among them being the Odd Fellows, Jewish National Workers, Talmud Torah and contributes to the Gona Luda Kindergarten.

Mr. Teper's religious convictions are very clearly defined and he is a devout attendant at Congregation Rovna Volin.

Upon such citizenship is the usefulness and prosperity of our cities, states and nations based.

Mr. Teper is still a very young man and has a long life of usefulness to his community still before him. He represents the best type of hustling, clean-cut business man.



DANIEL TEMCHIN

Under another heading in this biographical work will be found the life history of Mr. Samuel Cooper, of the firm of Cooper & Temchin.

It is now our pleasure to relate the events in the career of his partner, Mr. Daniel Temchin, who is also one of the most able business men of Detroit.

Mr. Temchin was born in Guberne, Russia, July 17, 1889. His father was an accomplished scholar and a dealer in cotton bedding. He came to America in 1910 and finding his way to Detroit, began working in a candy factory at \$7.50 per week. He continued for eight weeks and then obtained employment as foreman in an iron and scrap metal establishment. During this time he was sending money to Russia for the support of his family, but by the exercise of the greatest economy was also able to save a small capital, with which to go into business for himself. His first venture was on Brady street, where he remained for one year, then sold out and engaged in business with his present partner, Mr. Cooper.

One of the finest traits of Jewish character is their willingness to lend aid to members of their families in order to see them established in business.

In this Mr. Temchin has followed the best traditions of his race, having brought his brother over from Europe and established him in the metal business at a cost of about \$1,500.

Mr. Temchin was married in Russia in March, 1907, to Miss Rivka Gendelman. They have three children, two girls and one boy, who are going to school. The family is still in Russia and there will be a happy reunion in Detroit when conditions in the war zone permit of their joining Mr. Temchin.

Mr. Temchin is a devout member of Congregation Beth Jacob, being Secretary for five years. He was also Vice President for two years of Turover Unterstizing Ferein. He is also a member of the Workingman's Circle and contributes to Denver Sanitarium, Detroit Jewish Hospital and Talmud Torah.

JACOB TOPOLOSKY

To young people educated in America and enjoying all the advantages of our business opportunities, the stories of some of the hardships endured by immigrants coming to this country sound almost like fiction.

Such a story is that of Jacob Topolosky, who was born in Suwalk, Giberne, Russia, February 15, 1859, and came to America in June, 1884. Three years prior to his coming to America he was married to Miss Hattie Burnstein, but his wife did not accompany him, as it was thought best that he become established in the new land before assuming the burden of supporting his family.

Landing in New York, he was sent by a charitable committee to a farm in New Jersey, where he remained for several years, working for \$15 per month and board.

However, he did not feel that he was adapted to his work, and after sending for his wife and children, he began peddling with a pack. Meeting with no success, he came to Ohio and landed in Circleville, without money, but with an unbeatable spirit which inspired the confidence of some charitable Jews. Obtaining from them enough money to purchase a horse and wagon, he began peddling junk, assisted by one of his sons, and here began the remarkable success which has made him one of the most respected and influential men of Circleville, Ohio.

He is today a very large shipper of iron and metals, doing a business of international scope.

Mr. and Mrs. Topolosky are the parents of nine children, eight boys and one girl, all of whom are in business and doing well.

They have given two sons to the service of their country, their son Will being a sergeant in the Rainbow Division of the U. S. Army, and Joseph, who was formerly assistant manager of the business.

A feminine member of the Topolosky family has also displayed great business ability, the daughter being bookkeeper of her father's large business.

Mr. Topolosky is a member of the Knights of Joseph and both himself and wife contribute liberally to all charitable organizations, regardless of race or religious creed.



JACOB TOPOLOSKY



ISAAC TOPPER

DAVID TREICHLINGER

Among the Jewish citizens of St. Louis, Mo., mention must be made of Mr. David Treichlinger, of the Rosen Reichardt Brokerage Company, 425 South Seventh street. Not only is Mr. Treichlinger a well-known communal and social figure, but he is foremost whenever Jewish affairs are in the limelight, and his advice is eagerly sought by people of all conditions in life. In fact, his name has become a synonym for all that is good and noble, and the love and reverence of his community have endeared him to hundreds.

Born in Strakonitz, Bohemia, on the 18th of December, 1852, he is the son of Herman and Anna (Bloch) Treichlinger, who both died in this country. December 18 proved an important date in Mr. Treichlinger's life, as it was also on that day, in 1869, that the young man found himself in a new country, where the 17-year-old boy became a resident.

He at first had difficulty in finding employment, but finally became connected with the firm of Jacob Furth of St. Louis, Mo., where he stayed for several years. In 1880 he became a partner of the firm and its name was changed to Jacob Furth & Co. For five years the partnership was in existence, until, in 1885, Mr. Treichlinger decided to go into business for himself, and he opened a brokerage office, dealing in groceries, and became a commission merchant. In due time it became known as the Rosen Reichardt Brokerage Company, and it is among the best known in its line.

Having thus established a business, Mr. Treichlinger turned to the needs of those "more unfortunate than ourselves," and became an active force in Jewish social, communal and charity life. He became President of the Jewish Educational Alliance, Temple Israel and is now Vice President of the Jewish Charitable and Educational Association and a Director of the Mount Sinai Cemetery Association. But this list does not exhaust the extent of Mr. Treichlinger's charitable interests, and he contributes freely whenever his purse is appealed to.

Mr. Treichlinger has served as President of Ibn Ezra Lodge, of the B'nai B'rith, and he is a member of the Cornerstone Masonic Lodge of St. Louis. He is also a member of the Westwood and Mercantile clubs and of the Hospital Saturday and Sunday Association. In religion, Mr. Treichlinger is a Reformer. He received a good Jewish education and is the son of Orthodox parents.

On January 14, 1880, Mr. Treichlinger was married to Miss Bertha Frensdorf of Hudson, Mich. Mrs. Treichlinger became interested in all of her husband's social activities and for years has been connected with the Hospital Saturday and Sunday Association. She is also Vice President of the Gertrude Society and the Treasurer of the Ladies' Auxiliary of Temple Israel.

Mr. and Mrs. Treichlinger are the parents of one daughter, who is now Mrs. Florence Salinger, of St. Louis. She is the mother of two children, David and Herman, aged, respectively, fourteen and twelve.

"Push and energy" is Mr. Treichlinger's motto. It was boundless and limitless energy which would never stop short of its goal that brought him success, and it is this quality which so effectually asserted itself in all of his dealings.

ISAAC TOPPER

Mr. Isaac Topper of Columbus, Ohio, is an example of Jewish personality at its best, which has been refined and humanized in the fires of adversity and by this process has been made fit for the highest citizenship.

Mr. Topper was born in Bialostok, Russia, March 17, 1866, the son of Joseph Topper, a grain merchant. During his early years he had no oppor-

tunity of acquiring even a common school education, as he had to work to earn a living not only for himself but to assist the other members of his family. Nevertheless, the ambition for success survived all hardships and when a young man he came to America, where he worked on a farm for the first six months. He then started peddling in the country, and after ten years of this work went to Toledo, Ohio, and became a member of the police force. Six months of this life convinced Mr. Topper that he was better fitted for a commercial career, so he again started peddling in the country, where he remained for two years, and then went to Columbus, Ohio, opening a scrap iron yard.

A year later he took into partnership with him his brother Max, and today they are operating a large and successful business under the firm name of Topper Brothers, of which Mr. Isaac is the senior member.

Mr. Topper was married in Detroit December 4, 1887, to Miss Regina Wenk. She bravely shared the vicissitudes of his earlier life and is now enjoying with him their later prosperity.

Prominently known in Columbus society as a charity worker, Mrs. Topper is one of the most generous contributors to both local and national organizations. Mr. Topper is also very liberal and is engaged in the promotion of every important civic enterprise. He is a member of the Board of Trade, Chamber of Commerce, was on the Board of Distribution of Relief during the flood in 1913, is a member of B'nai B'rith, Breis Sholem, Sons of Joseph, Masons, Odd Fellows, Temple of Israel and is Past President of the Congregation Agudas Achein. He is of course particularly interested in the promotion of Jewish movements, but is very liberal in his views and relieves suffering wherever he finds it, regardless of race or religion.

The Toppers have three children, one boy and two girls.

MAX MEIER TOPPER

Max Meier Topper, one of the most progressive and cleanest-cut young business men of Columbus, Ohio, is a type of the thoroughly Americanized Hebrew, combining in his personality the finest qualities of his race and the liberality which comes of daily contact with people of many classes and persuasions. True to his racial instinct and upbringing, he lends the most cordial support to every worthy Jewish movement, but he does not stop there. He is a live and aggressive worker in civic reforms in Columbus, Trustee of all charities, a member of Congregation Agudas Achein, a Mason, Elk, a member of the Knights of Pythias, belongs to the Maccabees, is also on the Executive Board of the Ohio State Federation of American Zionists and very many other worthy organizations and hospitals and is known as a contributor to all charities, irrespective of race, creed or religion.

The story of Max Topper is the story of thousands of other young Americans of grit and tenacity, a steady upward climb, made up of the experiences which everywhere breed success. He was born in La Pianka Bialostak, Russia, June 22, 1877, and arrived in America in the winter of 1878. His father was Joseph Topper, owner of a grain mill.

Transplanted to an alien soil at the age of one, Max grew up under the free ruling of America that gives equal chances to all. He started to work at the tender age of ten in a tin factory in Toledo at a salary of \$2 a week, but not being able to help his parents much with a salary, he desired to quit and to start peddling, and at the age of twelve was a full-fledged country peddler, and just to think that a lad of his age had the nerve to make trips lasting from thirty, sixty, to ninety days at a time, and kept this up for the next ten years, when he gave this up and came to Columbus. After working for his



MAX MEIER TOPPER

brother for one year he was given an equal partnership in the scrap iron yard, and not only is this business enough to keep him busy, but he is also interested in the American Lathe and Press Co, of Columbus, of which he was a former Director.

Here is an individual example of the Jewish personality at its best which works out its salvation in the face of obstacles, becomes refined and humanized by the process and made fit for the highest citizenship.

The family of Mr. Topper is an exceptionally charming one, his children, two boys and two girls, are all musically talented, and his daughter, Matilda, who goes to the Ohio State University, and his son, Joseph, who is a pupil of the East High School, as well as Mrs. Topper, who was Miss Rebbecca Seligman, of Toledo, and whom he married in Toledo, December 4, 1898, are very well known to the society of Columbus as charity workers whose hearts as well as purse are always ready for any charity, irrespective of race, creed or religion.

When asked his advice to the younger generation, Mr. Topper said that to respect your parents and elders at all times, always to take advantage of any opportunity that presents itself and to try and get the best education possible, and to give your fellow man a square and honorable deal at all times.

PINCUS TROPONSKY

One of the first citizens of Painesville, Ohio, admired and respected for his many fine traits of character, is Mr. Pincus Troponsky.

He was born in the village of Walkomies, Russia, July 2, 1885, and at the age of fifteen, being fired with ambition for greater opportunities, he came to America. For four years he bought and sold junk, and finally accumulated enough capital to open a yard in Painesville, where he has been very successful.

After having become well established in business, he was married to Miss Ida Breenblatt, a very popular young lady of Painesville. Their beautiful home is now a social center utilized for many of the most successful social events in the community.

They have two children, a small son and daughter.

Mr. Troponsky's advice to young people is as follows: "Work hard, and above all, be honest." These are the two principles which have been most active in placing him where he is today.

Possessing a genial kind of personality, Mr. Troponsky is always most generous in his gifts to the unfortunate, and no charity appeals to him for aid in vain.



HERMAN TUCH

To him who reads between the lines, every biographical sketch reveals something of the individual, beyond the outlines of occurrences narrated.

And to him who scans the careers of the Jews who have migrated to this country, much can be found of encouragement and inspiration, for their lives exhibit those qualities of charity, endurance and devotion to principle which are the bulwarks of our civilization.

Such a life history is that of Herman Tuch, who was born in the year 1866 in Ivanowitz, Kolisker, Polish Russia, and came to America when a very young man, coming over on the famous steamer, "City of Paris," when she made her maiden trip.

Mr. Tuch landed in New York and took the first employment that presented itself, that of baker's helper, at \$8 per week. Thinking that the South might offer better opportunities, he went to Texas, where he sold clothing and eyeglasses for three years, but not meeting with the success he expected, returned to New York and worked as baker for another year. Again he heard the call to the Southland and he spent the next three years in Vera Cruz, Mexico City, San Antonio and Houston and Dallas, Texas.

While Mr. Tuch values very highly some of the experiences which he encountered during these years, they were not at all profitable from a financial point of view, and he decided to return North, his ultimate destination being Pittsburgh, Pa.

Here he had to borrow \$5 with which to buy up the first lot of junk, which he disposed of at a profit, and this humble beginning was the foundation of the fortune which he has since amassed.

Mr. Tuch was married in May, 1891, to Miss Fanny Janoff of Boston, Mass., who is very active in all charities, being a member of the Ladies' Aid, Ladies' Auxiliary, Council of Jewish Women and many others, for the purpose of social and civic betterment.

Not being content in the selfish enjoyment of his success, Mr. Tuch has given much assistance to relatives and friends, bringing a sister and brother to this country and aiding them until they were well established and happily married.

He also was instrumental in bringing to America two brothers-in-law and their families, also another friend of the family, whose boy he educated, paying all his expenses at a military training school.

Mr. Tuch emphasizes the value of an education to a successful career, and states positively that to other essentials must be added absolute honesty and giving your fellow men a square deal.

He is a member of the Tree of Life, former President of Polisher Shule, third and fourth President of Warshams Unterstitsing Ferein, is affiliated with the Knights of Pythias and the Hebrew Institute.

He is also a liberal subscriber to all national and local charities.

Such a life is a joy to relatives and friends, and a blessing to the nation of his adoption.

PHILIP ULENDORF

Mr. Philip Ulendorf is one of the few Jewish settlers at Miami, Fla., and he is one of those rare and great characters gaining the love and respect of all with whom they come in contact.

He was born on the 1st of March, 1867, in Gross-Schliwitz, West Prussia, the son of Israel and Rosa Ulendorf. He came to America in 1890 and soon landed in Mississippi, where he found employment with his brother, who

owned a cotton plantation. A short time afterwards he came to Miami and went into the meat business, in which he is engaged at the present time. He has built up a very large establishment, probably the biggest of its kind in the state of Florida. One who has had the good fortune to come into closer contact with Mr. Ulendorf will readily understand and appreciate the tireless and undaunted energy which made it possible for him to accumulate his great fortune and make him such a prominent factor in the business life of Miami. He is one of the principal builders of the city and is in a large measure responsible for the growth of the place and its flourishing condition.

Mr. Ulendorf enjoys a high reputation as a charitable man and social worker. He was elected by the community President of the only Jewish congregation in town. A charitable man, who gives with a free hand wherever it is required and whenever an appeal is made to him he has earned for himself the reputation and esteem he enjoys among his neighbors and friends.



Philip Ulendorf

On March 31, 1895, Mr. Ulendorf was married to Miss Jennie Simpson, and they are the parents of twin children, Eugene and Annette.

GOODMAN VELICK

Life is a story of either constant progress or retrogression. We cannot stand still.

The self-satisfying man works his own undoing. We must either prepare ourselves for bigger and better opportunities and achievements, or fall behind in the race of life.

These are the sentiments expressed by Mr. Goodman Velick, one of the prominent business men of Detroit, Michigan, being President of the Velick Scrap Iron and Machinery Company, located at Medbury and Roby Streets, on the Grand Trunk Railway.

Mr. Velick was born in Kurland, Koski, Russia, September 15, 1860, the son of Jacob and Rachel Velick, his father being a produce merchant and also an accomplished scholar.

Mr. Velick came to America August 10, 1880, and his first years were occupied as a lumberman in Michigan. He later settled in Detroit, and went into the lumber business, finally turning his attention to the scrap iron business which he is conducting at the present time.

Mr. Velick was married to Miss Sarah Blumberg, daughter of Moses and Jennie Blumberg, and there were nine children of this marriage, six boys and three girls. Three of the sons are connected with their father in business, Max M. being Vice President, H. A., Secretary-Treasurer, and Samuel, Assistant Manager. Herman Velick, an engineer, is now serving his country with the 23rd Engineers in France. Henry and Bernard are still in High School, as is also the daughter Ida. Ruth is at home and Rose is married.

The family deeply suffered the loss of their mother some time ago and her memory is still cherished not only in the immediate home circle, but also among the many friends who knew of her kindness and largeness of heart.

Four of the children are married, H. A., to Miss Ella Stocker; Max M., to Miss Sarah Orman; Sam, to Miss Lena Hershon, and Rose, to Dr. Hilliard Goldstick.

Mr. Velick is active in all Jewish charities, being Treasurer of the Hebrew Protective Association for fifteen years. He is also a member of Congregation Mogan Abraham, Talmud Torah, and Odd Fellows. He is very generous in his gifts to all worthy organizations.

LOUIS WAGMAN

It is a great pleasure to be able to incorporate in this volume the life history of one of the leading citizens and business men of Newbury Port, Mass. We refer to Mr. Louis Wagman, prominent dealer in iron and metal scrap, who is manager of the firm of L. Wagman & Son.

Mr. Wagman was born in Valina, Guberne, Russia, in 1866, the son of Elias Wagman, prominent manufacturer of his native town, from whom he doubtless inherited considerable business ability. He came to America in May, 1900, and went direct to Chelsea, Mass., where he worked in a junk shop for the small salary of \$7 a week, in order to acquire the necessary experience to go into business for himself. Four years later he embarked upon his venture, and after three years in Chelsea, came to Newburyport, where he is now doing a fine business.

Mr. Wagman was married in Russia to Miss Annie Schwarzman, and they have five children, two boys and three girls. Aleck is in business with his father, and is also interested in a shoe manufacturing concern in Epping, N. H. Abraham is in business for himself in Newburyport. Both sons are married and are prominent in such fraternal organizations as the Knights of Pythias, the Federation of American Zionists and Sons of Zion.

Mr. Wagman is a member of Congregation Hia Hia, I. O. B. A. and D. M. J. Both himself and wife are liberal contributors to charity.

SAMUEL WAGNER

Perth Amboy, N. J., ought not to be omitted from the list of towns where Jews of importance reside. There is Samuel Wagner, "the father of the city." He had earned this cognomen from the great mass of Jewish followers whom he had gained during the many years of his stay in that city, and he is universally beloved and respected.

Here is a partial list of Mr. Wagner's organizational connections: A National Director of the Hebrew Immigrant Aid Society and of the Denver Sanitarium for Consumptives, Treasurer of the Congregation Beth Mordecai of Perth Amboy, Treasurer of the Progress Club, ex-President and Deputy of the I. O. B. A. (United Hebrew Lodge); he had been for six years Treasurer of the Hebrew Free Loan Society, he is active in the order Sons of Zion, and there is scarcely a Jewish activity in town where his personal influence is not felt.

Mr. Samuel L. Wagner was born on the 13th of December, 1858, in Drohobycz, Galicia, as the son of Ezekiel and Sheindel Wagner. He came

to America in 1892. He settled in Newark, N. J., where he engaged in the sale of merchandise on installments. He then learned the trade of manufacturing pants, and in six months thereafter, amid severe struggles and fighting every step of his way, he opened a little shop for himself, while his wife worked in the millinery business. After eleven years spent in this fashion in Newark, he moved to Perth Amboy, where he established a commission house of butter and eggs with his son-in-law, Mr. Max Wurzel (see biographical sketch in Volume One), under the firm name of Wagner & Wurzel. The business was a success from the start, and Mr. Wagner has already retired, devoting his entire time to public affairs.

In 1882 Mr. Wagner was married to Miss Mira Bernstein. She stood by her husband through thick and thin and shared all his early struggles, and she has brought up two splendid daughters, the elder of whom is married to Mr. Wurzel, and the younger being the wife of Mr. Leon Goldstein, City Attorney of Perth Amboy.

LEON WEIL

The career of Mr. Leon Weil is strongly identified with Montgomery, Ala., the city of his birth and where he resides today as a well-known and more than locally prominent attorney. Mr. Leon Weil's father, now dead, Henry Weil, was also one of the leading citizens of this blooming southern city and also served there in the capacity of Alderman while the town was still in its infancy. Montgomery is not an old town by any means and belongs to that class of southern cities which have risen rapidly and have a great future in store. And Mr. Weil is typical of Montgomery.

He was born on the 20th of March, 1873, and attended the elementary schools of his native town, after which he took a preparatory course for college in one of the city's private schools. He was graduated from the law school of the University of Alabama in 1893 and was admitted to the bar of the state in January, 1894. Since that time he has never lacked clients, and his offices are located at the First National Bank Building, where he acts as junior partner of the well-known law firm of Steiner, Crum & Weil.

Mr. Weil is a Trustee of the Alabama Congregation, was President of the local B'nai B'rith Lodge and was many times Delegate to the district convention of his lodge. He was the first President of the strictly Jewish Woodley Country Club, was a Trustee of the Standard Club, Vice President of the Chamber of Commerce, Chairman of the Liberty Loan campaign of the county. He is a member of the local, state and national bar associations.

Mr. Leon Weil was married on January 10, 1900, to Miss Mamie Greil, who is also a native of Montgomery. Three children have blessed this union, named Janice, Mena and Helene. Mrs. Weil is prominently connected with many social organizations, was President of the local Council of Jewish Women and repeatedly a Delegate to their conventions. She was also President of the local Federation of Women's Clubs and held office in the State Federation of Women's Clubs.

Reform Judaism is Mr. Weil's religious creed and he is very sincere and devoted to it.

FELIX WEIL

Orange, Texas, is a rather inconspicuous little town, but it contains some of the finest Jewish families. There is, for example, Felix Weil, who bears a very prominent family name. We have all heard of Alexander Weil, a well-known Alsatian who was one of the early fighters for German freedom, and a follower of Heine. Felix Weil is a descendant of this family.

He was born in Alsace on the 15th of February, 1868, the son of Simon and Florette (Sichel) Weil, and came to America at the age of twenty. He landed in New York, and for ten months was employed as a butcher. He then came to Klotzville, La., where he was clerking for a while and working as a bookkeeper. Seven years later he went to New Orleans, and after a series of little excursions to many towns and villages in the country, he finally settled in Orange, Texas, in 1902. Here he started a clothing and gents' furnishings store under the firm name of Weil & Bernheim, becoming the sole owner in 1907. His place is now run under the name of Felix Weil, and is located at 509 Front street, Orange, Texas.

Mr. Weil came to America to escape intolerable military service in the Prussian army, and he is very anxious to prove his loyalty and devotion to the country of his adoption, which is now fighting for the freedom of his native Alsace. He is prominent socially and plays an important part in the work of his community. He is one of the four commissioners of the city of Orange. He is a well-known Mason and Elk, a Knight of Pythias, Woodman, member of the B'nai B'rith Lodge and other national organizations.

Mr. Weil was married on the 26th of February, 1913, to Adele Leveson, and they are the parents of one child. Mrs. Weil is prominently identified with Red Cross work.

NATHAN WEINBERG

Mr. Nathan Weinberg, owner of highly successful millinery shops in Hoboken and Jersey City, came to America at the age of nineteen. He was the son of Pincus and Dina Weinberg, very prominent in their native city of Cracow, Austria, and who were the largest hardware dealers in the town. However, his parentage availed him but little and Nathan was obliged to work hard to maintain himself in the new land. Nathan Weinberg was born in Cracow on February 21, 1875, and is, perhaps, the most prominent man today in the large colony which Cracow contributed to American Jewry.

When Mr. Weinberg started to work in the new country he went to St. Louis, Mo., and entered a shirt factory, where he worked for \$3 per week. But he rose almost from the start, and in the brief space of a year was earning between \$12 and \$15 per week. He was so economical in his ways that he was able to save up \$300, and he possessed so much energy and will power that this sum, meager as it was, was not too little for him to start business with. He was successful enough to receive a credit of \$1,000, and he went to make his fortune with confidence in the future and a full conviction of undaunted honesty.

Encouraged by the success he found, Mr. Weinberg turned to New York, where, on January 12, 1901, he married Miss Gussie Shoengut, who has since become his inseparable partner in life and who guided him through every business deal, standing by his side and adding her wise counsel to Mr. Weinberg's business skill and integrity. To be a business man, honest, reliable and trustworthy, was Mr. Weinberg's guiding principle in life. He went to Long Island, where he established a retail millinery and shoe store, and in 1901

went to Jersey City with a capital of \$126, where he started business at No. 623 Newark avenue, a place where he still conducts his millinery establishment, in addition to the two stores in Hoboken, at 302 Central avenue and 306 Washington street.

In addition to his regular business, Mr. Weinberg is also interested in a wholesale business with his brother-in-law, and is the owner of considerable real estate in Brooklyn, and, with his brother-in-law, in West Hoboken.

Mr. Weinberg is connected with nearly every charitable organization in Hudson County, is a member of the Krakauer Charities, the Independent Krakauer Hebrew Sheltering Home, the Montefiore Home, Temple Beth El, the Denver Sanitarium and many more. From his grandfather, a well-known Cracow "gvir," Mr. Weinberg inherited his taste for charity, and there is scarcely a cause to which he would not contribute, not only considerable sums of money, but what is more important, his personal and close interest and his big Jewish heart.

CHARLES WEINBERGER

If any southerner were asked to name the wealthiest man or the most influential political leader in the city of New Orleans, La., many names would probably be given. If asked, however, for the name of the most popular and the most charitably inclined resident of that city, among the very first names, indeed, the first name, perhaps, to be mentioned would undoubtedly be that of Charles Weinberger.

Mr. Weinberger's career is as interesting as it is instructive. He was born to his parents, David Weinberger and Marie Stern, on March 28, 1875, at Austin, Texas. He attended the public schools at Galveston, Texas, and at the early age of thirteen he began to work as a clerk in a store of that city. In 1892 he left Texas and came to New Orleans in an effort to obtain a better position. After a short stay there he went to Mobile, Ala., where he spent four years in hard work, and then returned to New Orleans, where he engaged in the fruit business. His keenness of intellect, his magnetic personality, and his sympathetic attitude to persons and things gained for him both popularity and prominence from the very start, while his ability and capacity for leadership have received such true recognition and acknowledgment that he has been entrusted by the Fruit Dispatch Company, one of the largest and leading business institutions of the whole country, with the managership of its southern division. His business interests extend also to a large Central American enterprise.

Mr. Weinberger's prominence and the effects of his fine leadership are felt, admired and appreciated, not only commercially, but also in the numerous charitable, social and fraternal organizations with which he is connected. Thoroughly modern, liberal and broad-gauged in his views, he has a fine appreciation of Jewish values and is deeply religious. He takes an active interest in the affairs of the Temple Sinai Congregation and has served as a Director of the Young Men's Hebrew Association and as a Vice President of the Federation of Jewish Charities. He is a thirty-third degree Mason and holds the position of Illustrious Potentate of Jerusalem Temple, A. A. O. N. M. S. In the latter organization his high standing and great influence are



attested to by the fact that at his solicitations and through his efforts a large and beautiful new building is being erected for the Shriners at a cost of three hundred thousand dollars. His private charities, moreover, which he carries on in the true Jewish spirit of silence and secrecy, even exceed his many and great contributions of money and the service in kind that he devotes to organizations and public institutions.

Mr. Weinberger is married and has one daughter. He was married on June 17, 1896. His wife was Miss Rose Marx, a popular young lady of Mobile, Ala., and their daughter, Miss Amelia Kate Weinberger, is a young lady of artistic talent and temperament, whose work has gained great favor with art critics and has been awarded several prizes.

HARRY WEINGARTEN

In ancient times every tribe or clan had its seer; its prophet or wise man, whom the people sought for guidance and inspiration.

As these factions joined together or were welded into nations by the iron hand of conquest, the complexities of government correspondingly increased. But at every crisis of national affairs the great need has brought with it the man of the hour; one on whom providence seems to have bestowed special gifts as a leader of men.

Thus every nation, every state and every community has its hall of fame, and every name worthy to be inscribed therein is that of a mighty torch bearer; a toiler in that great field we call the world; a worker for his fellowmen.

If you were to go to Flint, Mich., and ask to be introduced to its leading citizen; if you should go there with plans for some great philanthropy; if your business was entangled and you needed expert advice, any citizen of Flint would direct you to Mr. Harry Weingarten, their first citizen, philanthropist, successful business man and friend.

Harry Weingarten was born April 15th, 1875, at Tichen, Russia. His father, Myer Weingarten, was a prominent boot manufacturer.

He came to America at the age of 14, and for the first six years sold fruit on the streets of Detroit. He then accepted a position with a fruit house at the modest salary of \$15.00 per week, taking this opportunity to obtain an excellent working knowledge of the business.

At the expiration of this time he came to Flint, Michigan, and opened a small fruit store which his unusual executive ability and close application developed into a thriving business. This, however, was only the first step toward the larger field of activities which later were to claim his attention.

He still retains one-half interest in the fruit business, but takes no active part in the management of the firm, as his time is now fully occupied with real estate, which business he has been gradually developing for a number of years. Some of the largest real estate transactions consummated in Flint have been those of Mr. Weingarten.

He was married in Buffalo, N. Y., November 29th, 1905, to Miss Libby Bresin, and we do not feel that the entire measure of Mr. Weingarten's success can be reckoned without taking into account the many activities and rare capacity for organization which his wife possesses.

She has seconded his every effort for the betterment of Flint and its people, whom they have served for so many years with unflinching kindness and generosity.

While Mrs. Weingarten is of steadfast Jewish faith, and is so educating their three children, her generous, humanitarian instincts are not bounded by creed or doctrine. This was well exemplified by the fact that she joined the



HARRY WEINGARTEN

Saint Cecelia Society at a time when it was suffering great financial embarrassment, and although the only Jewish member of the society, she was elected president, thoroughly reorganized it, and in a short time had it running on a prosperous basis. She also organized and conducts the Sunday School, and is organizer and president of the women's Jewish Aid Society, which has a wide reputation and is a wonderful power for good among the poor.

Mr. Weingarten is a member of B'nei Brith, Congregation Shara Zedek of Detroit, and has active charge of every Jewish movement in Flint. He was elected to the Board of the Citizens & Commercial Savings Bank of Flint, which position of honor and trust he still holds. He had charge of the committee that raised \$13,000,000 for Jewish war sufferers, and is a liberal contributor to Denver and Los Angeles hospitals, the Children's Hospital of Cleveland, and Old Folks Home of Detroit.

His high business ideals in conjunction with the large measure of success which he has attained are an inspiration to the young people of Flint, whose welfare he has continually at heart, and coming generations will also bless the memory of the man who has so benefited and honored Flint with his residence.

ISAC WEINMAN

Descendant of noted family—successful business man and prominent in the local Galician Colony of New York City.

The writer, who has occasion to visit and interview various Jewish personalities in every field of human activity, had particular pleasure in the interview which he had with Mr. Isac Weinman. The conversation took much time, which Mr. Weinman was kind enough to sacrifice, despite the fact that he is a very busy man, and all this time I was held with extreme interest, because both the observation of his personality and the story he had to tell are almost fascinating.

Not everything that I wanted to know did Mr. Weinman care to answer, because he is modest and thinks that he is not of sufficient importance for a story with so many details to be evolved about him, but the writer has made inquiries in different circles where Mr. Weinman is known, and altogether can conscientiously record the following about him:

Isac Weinman was born December 25, 1875, in Lezaynsk, Galicia. Before we talk about his American career it is important to note that Mr. Weinman, both from his own and from his wife's side, is connected with noted families, and both he and his wife (who is a very accomplished woman, knowing Hebrew well) come from the highest Galician Jewish aristocracy.

Mr. Weinman's father is one of the wealthiest leather merchants in that section of the country. He is one of its greatest personalities, and for the last twelve years has been the government accredited Kultus Vorstand (burgomaster) of Lezaynsk. Mr. Weinman's whole family, all of whom are still in Galicia, are very prominent, and one of his brothers, Reb. Ansel, is a famous Talmud Chochum, and the leading religious authority in Lezaynsk.

His wife, whom he married in Galicia on October 20, 1894, when he was but 19 years of age, descends from one of the greatest Galician Jewish families, and is a daughter of Reb. Josef Oehlbaum. The Likevir Rav, known as Reb. Koppel Likevir, and the famous Gute Yid, Rabbi Shiman, of Jaraslow, were her uncles. Mr. and Mrs. Weinman have one daughter, Lilian, who is very accomplished. She is a singer of note, and is studying for the operatic stage, and a great future is predicted for her. Mr. and Mrs. Weinman have taken great pains in rearing their daughter, and she is always the center of interest in her circle.

Like his family history, so is the business career of Mr. Weinman, extremely interesting. He came to America in 1898, bringing \$100 with him. When he was in the country ten days he embarked for himself in the following manner: A countryman of his asked him to lend him \$30, telling him that he needed the money to buy a joblot of elastics. Young Weinman, having been brought up in business, immediately grasped the idea that if \$30 could purchase a joblot, why shouldn't his \$100 purchase more? He offered himself as a partner and was accepted. His "fortune" was soon lost, but Mr. Weinman had already learned the business, and, borrowing \$200 from an acquaintance, started up again and succeeded. Today he is at the head of the Weinman Elastic Web Company, at No. 33 Green street, and is the president and treasurer of the Live Leather Belt Company, makers of elastic leather belts, a patent of his own. He is estimated to be a very wealthy man, and maintains a very beautiful home.

But the most important feature about Mr. Weinman is his interesting personality. He is very charitable, giving freely to every good cause. He is a prominent member of the Ohab Zedek Congregation, and is the pillar of support of all the relatives of both his and his wife's family in Galicia. Since the war in Europe he pays regular weekly allowances to twelve families in Galicia, and makes a settlement of a larger sum on any one who agrees to get off the list and become self-supporting through obtaining a lump sum of money. This support is given with the understanding that none are permitted to accept any other relief funds, in order not to deprive those who have no other means of support. In addition, he gives a dowry and marries off all the poor girls in both families in Galicia.

Mr. Weinman conducts a strictly Jewish home. He is a very intelligent and interesting man, and his life motto has been: "Never judge a man until you have been placed in his position." The most interesting feature probably is the fact that among his employes he has many men of from 70 to 80 years of age; because, when he started in business, he resolved never to discharge an employe, and up to date he has clung tenaciously to this resolution.

MARCUS J. WEINKLE

Jacksonville, Fla., is not blessed with many Jews of the better type or of aristocracy. As Jacksonville is a comparatively new community, its population is brought together from "all corners of the globe." But nevertheless we find there quite a number of really sympathetic Jewish "householders" of the Orthodox type, among whom we must naturally count Mr. Marcus J. Weinkle.

Mr. Weinkle's house represents the best of Jacksonville. He is himself an Orthodox Jew, leading a strictly Jewish house, and his wife, Hanna Rose (Rotkowsky), is an exceptionally intelligent lady. Her father was a Jewish scholar in New York, and one of the founders of Machsikei Talmud Torah, and he was also interested in the Yeshiba Etz Chaim. His daughter, the present Mrs. Weinkle, was brought up in New York, in a scholarly environment, and she acquired a wide education in Jewish and worldly matters. Mr. and Mrs. Weinkle, who were married on the 26th day of July, 1904, are the parents of two children, Charlotte, aged 12, who is the best Hebrew pupil in Jacksonville, and Abraham, a younger son.

Marcus J. Weinkle was born on the 14th of November, 1865, in a village in Alexandrowski, Yekaterinoslav. His father, Judah Zewi, who died on the 4th of January, 1917, was a scholar and student. His mother, Nahma Freida, is still living.

Mr. Weinkle came to America on the 16th of March, 1890. For the first



MARCUS J. WEINKLE

few months he peddled in New York. He then came to South Carolina, where he opened a store. Afterwards he went into the timber and lumber business, and in 1911 he settled in Jacksonville, where he built a beautiful home at 809 West Duval street. He had already retired from active business, and is solely interested in monetary investments.

Mr. Weinkle was one of the founders of the Immigrant Society of Jacksonville; he is treasurer of the B'nai Israel Congregation and is interested and participates in everything Jewish. Mrs. Weinkle is a devoted Zionist and was the first president of the Jacksonville Hadassa.

ARTHUR HERSHEL WEISMAN

The little merchants who meet us on the street with their "Have a paper, sir?" are worthy of our most kind consideration, as the chances are that we are speaking to a future prominent business man.

Many a career developed from such a modest beginning has helped shape the destinies of our large communities. That Mr. Arthur Weisman owes much to these first experiences in salesmanship, there can be no doubt.

He was born in Grovno, Gubernie, Russia, October 24, 1886, the son of Philip and Sarah Weisman. His father was a Rabbi and from him and a long line of intellectual ancestors he inherited an aptitude for scholarship which has distinguished him in his later life.

He was brought to America when but six years of age and started peddling papers in the city of Dayton, Ohio, although during this time he also attended school and had the advantage of two years' training in high school. He then became a clerk for a Dayton clothing house, where he continued for three years. During this time, however, he was steadily working at a business course which enabled him to go to Cincinnati and obtain a position with a wholesale shoe house. However, deciding that salesmanship appealed to him more than clerical work, he returned to Dayton, where he was connected as salesman with a furniture house.

He then went to Newark, Ohio, and opened a clothing store, which he has been most successfully conducting since that time.

Mr. Weisman was married June 2nd, 1914, to Miss Bertha Schomberg of Cincinnati, Ohio, and they have one daughter.

Mr. Weisman does not allow his business to monopolize his entire time and interest, as he is very popular in his community and finds time for membership in a number of prominent fraternal organizations such as the Masons and Knights of Pythias. He is also secretary and a devout attendant at Congregation Ohav Israel. He is a member of the Chamber of Commerce and prominent in the promotion of all civic enterprises. Both himself and wife are very charitable and not only contribute to all local societies, but to the Denver and Los Angeles Hospitals as well.

Mr. Weisman emphasizes the value of a college education and advises every young man to obtain same if possible. He feels that it is a great asset in business and in enabling a young man to place himself in the position for which he is best fitted.

SOL WEISS

Among the young attorneys who occupy a distinguished position of leadership and prominence in their community few have attained to the success and standing that are enjoyed by Mr. Sol Weiss of New Orleans.

Mr. Weiss was born in Union Parish, La., on April 17, 1885. His father, Theodore Weiss, came originally from Alsace; his mother is American-born. After attending the public schools of New Orleans, Mr. Weiss entered the Tulane University, from which institution he graduated with the degree of A. B. in 1905, and the University of Virginia, which conferred upon him the degree of LL. B. in 1907.

Mr. Weiss is prominently connected with the Jewish community and the civic, social and fraternal life of the city in general. He served as president of Crescent City Lodge, I. O. B. B., and was the orator for District No. 7 at the B'nai B'rith Convention in Galveston. He is a member of Temple Sinai Congregation and has served on the board of directors of the Young Men's Hebrew Association. He has held the position of President of the Ohavei Zion Society and holds membership in the Touro Infirmary, the Jewish Federation of Charities, the Jewish Orphans' Home and the Graduate Menorah Society. In the general community his connections are also noted and numerous. He has served on the Legislative and Public Utilities Committees of the Association of Commerce; he is a Director of the Conservative Homestead Association, a member of the Louisiana and American Bar Associations and is Chairman of the Membership Committee for Louisiana of the Commercial Law League of America. He holds membership also in the Choctaw and Press Clubs, the Lyceum Association and the Philharmonic Society.



Mr. Weiss' popularity and prominence in the city and community were increased to no small degree on March 4, 1913, when he was married to Miss Estelle Davis, who had been widely known before and has been prominent since for her musical talents and accomplishments. She has held the position of secretary in the Saturday Music Circle and has delighted large audiences on various occasions with her sweet voice and musical talents. She is a member of the Temple Sinai choir and has also taken an active part in Anti-Tuberculosis work and Red Cross endeavors.

Mr. and Mrs. Weiss are the happy parents of two talented children, Sol, Jr., and Doris Lene.

BENJAMIN WEITZ

The Congregation B'nai B'rith Jacob of Savannah, Ga., is the center of Jewish activity in the city. The Congregation possesses one of the largest and wealthiest synagogues which one could meet within such localities. Around it is grouped everything that is Jewish, and the fact that Mr. Benjamin Weitz is its president for the second time is a sufficient testimonial of its importance.

But one who is better acquainted with Mr. Weitz will see at once that he has to deal with more than the president of a congregation. He is a man of wide experience in life and one who knows how to utilize this experience for the benefit of society at large.



BENJAMIN WEITZ

In addition to his congregation, which costs Mr. Weitz much of his time, money and efforts, Mr. Weitz is connected with nearly every Jewish movement of importance. For the last eighteen years he has been a director of the Atlanta Orphan Home. He is a director of the New York Removal Office; National Director of the Jewish Consumptives' Relief Society. He is at the head of the Savannah Free Loan Association. He is a vice-president of the Savannah Jewish Educational Alliance, and he belongs to and is interested in everything Jewish; at the same time being a devoted Zionist and vice-president of same.

He is also very prominent in the social life of the city, and he was the only Jewish member of the Committee of Twelve which voted a million dollars for the improvement of Savannah. Some time ago, when he was called upon to write his will, preparatory to a dangerous operation which he was to undergo, he wrote on a scrap of paper: "I have nothing against the world, and I feel the world has nothing against me." He wanted to say in this statement that he had always done his duty.

Mr. Benjamin Weitz was born on the 10th of February, 1863, in Novo Alexandrowsk. He is the son of Nahum and Menuha Weitz. His grandfather, Isaac, was very prominent, and his father died in Palestine. Benjamin came to America in 1886, with a capital of three dollars. During the first two years he worked in New York. He then came to Savannah, Ga., and started business with a capital of \$150.00. For seventeen years he was engaged in all kinds of business. On the first of January, 1907, he retired from business, but as he needed activity he became associated with the Quality Skirt Company, as its president, in 1916, with offices at 117-119 Congress street, West. He is also interested in real estate, and is a director of the Mercantile Bank and Trust Company, and a former director of the Exchange Bank and the Real Estate Bank.

Since December 30th, 1888, Mr. Weitz has been married to Miss Ray Diamond, who has been brought up in Philadelphia. Words cannot express the good she is doing in this city, and elsewhere. She acts like a mother to everybody, and is liked by everyone.

HERMAN WEISS

In an interview with Herman Weiss of Erie, Pa., a few days ago, the writer was interested to learn that Mr. Weiss' views relative to business success coincide very closely with those of many other prominent men whom it has been his pleasure to meet.

"Get an education. Then go into business for yourself," said Mr. Weiss, and in these words he voices the experience of every man who has had a hard upward struggle, without educational advantages.

Herman Weiss was born in Vitopski, Guberne, Russia, in October, 1870, his father being a cattle dealer of his native town.

At the age of twenty-three he decided to try his fortunes in America, and a month before he sailed was married to Miss Rosa Druyan, daughter of Abraham and Sarah Druyan.

Landing in Buffalo with his bride, he began peddling notions, this being the first employment which came to hand. He then learned the trade of coat pressing, and finally shoe making. The next few years were very hard ones, as the wages in neither of these occupations were at all profitable, so with his small savings he bought a stock and started peddling again.

Why relate the hardships of the next few years? Suffice it to say that ambition's flame never died and the children of Mr. and Mrs. Weiss were given every advantage which their father had been denied.

Some years later he came to Erie, Pa., where he opened a grocery store, which he is still conducting with the able assistance of four of his children.

He also has several other business interests, one of them being the manufacture of barrels, which he conducts in partnership with Mr. Samuel Levy under the firm name of The Erie Barrel Company.

Charity and kindness of heart are two of the best and strongest Jewish characteristics, and Mr. and Mrs. Weiss are no exceptions to the rule.

They give most liberally to the Denver and Los Angeles sanitariums and all local charities, regardless of religion.

Mr. Weiss is a member of the Orthodox Congregation in Erie, the Modern Woodmen of the World, and the Red Men.

BENJAMIN DAVID WELLER

This is the golden age of youth, when the thought of the times is being subjected to a thorough rejuvenation. When great responsibilities are being assumed by young men and the mighty current of activity moves so swiftly that the time-honored council of age hardly finds a credulous ear.

That this is particularly true of our country may be largely attributed to the unusual educational advantages which the youth of America enjoy and the opportunity, in many instances, of taking up an established business and carrying it on from where the father lays it down.

Many a young man has failed when placed in such a position, because of inexperience and over-confidence; lacking the vision to behold the slow, painful process out of which all permanent success is wrought.

It is indeed a pleasure to record the events in the rapid advancement of some of these young giants of commerce, and one of the most notable examples of which the city of Cleveland boasts is Benjamin David Weller.

Born in Cleveland in 1891, he attended the public schools, and after finishing high school was given an opportunity to work for his father, David Weller, the owner of a very prosperous iron and steel business.

But David Weller was wise in his day and generation, and resolved to test the perseverance of his son by allotting to him some of the most menial and difficult tasks about the establishment.

For four years Benjamin served in various capacities, demonstrating in each one unusual resourcefulness and business ability.

At the expiration of that time his father made him a partner in the business and he has been the active member of the firm since that time.

D. Weller & Son are today doing a national business and have unlimited credit throughout the country.

Benjamin David Weller is, at this writing, but 25 years of age, and in addition to his marked business success, has found time to identify himself with a number of fraternal and charitable organizations and to have attained prominent rank in many of them.

He is a member of Congregation Anshe Emeth; Past Chancellor of the K. of P., with the rank of Lieutenant; Moose, Elks, Cleveland Independent Aid Society and B'nei B'rith.

He was married November 12, 1916, to Hattie Judith Laufman, daughter of Isaac and Sarah Laufman, a prominent family of Cleveland, who have been very actively engaged in promoting the various philanthropic movements in their city.

Mrs. Weller is a charming, intelligent young woman whose keen sympathy and kindness of heart have brought joy to thousands of unfortunates coming within the wide radius of her bountiful charity.



BENJAMIN D. WELLER

Mr. Weller has attained in a very few years a degree of success which many prominent business men have worked a lifetime to acquire.

When asked the secret of his rapid rise, his reply was significant of the directness and lofty principles which characterize all of Mr. Weller's actions. "Success can only be derived from upright methods with your associates."

HYMAN P. WELLER

In reviewing the histories of successful men it is the exception rather than the rule to find one who, at an early age, was able to choose the business or profession which ultimately proved to be his life work.

But, as all roads used to lead to Rome, so these business experiments finally lead to the occupation for which the man is best fitted.

So it was with Hyman P. Weller, son of Shendel and Solomon Weller, who was born in Austria April 14th, 1874, his father being a shoemaker by trade, but a Hebrew scholar by accomplishment.

In August, 1892, young Hyman decided to try his fortunes in America and landed in New York with little money but much confidence and enthusiasm. He worked for a furrier for a very short time and then started peddling, the occupation to which so many immigrants instinctively turn.

Then followed a year of employment at his father's old trade of shoemaker and later started working in a barber shop.

After eight years' experience in this line, he established a shop of his own, but, finally deciding that he was not adapted to this business, he sold the shop and, moving to Detroit, started a coat and apron supply business, which he continued until 1913. At this time he started a laundry in partnership with Mr. Frank Smith, which business they are very successfully conducting today.

Mr. Weller was married June 17th, 1898, to Miss Minnie Weiselthier of Boston, and they have three children, one boy and two girls.

The son is a student in the Detroit College of Law and the two daughters are receiving thorough musical and academic educations.

Mr. Weller's fraternal affiliations are of the highest order, he being a member of Beth Abraham, the Masons, Royal Arch, Grotto and Knights of Pythias.

Mr. and Mrs. Weller are loyal supporters of the Jewish hospital and many charitable institutions.

ALEXANDER WERNICK

Few young men have had such overwhelming difficulties to cope with as Mr. Alexander Wernick, whose dogged determination has been one of the big factors in the realization of his ambitions.

Mr. Wernick was born December 22, 1879, in Griva Lunzer, Guberne, Russia, the son of Isaac Wernick, a butcher by trade, and also a man of great scholarship.

When but a young lad of ten years he left his native town and came to America, where he turned the knowledge of his father's business to account by obtaining employment as delivery boy for a meat market. At first his salary

was but \$1.50 per week and board, but he was so faithful and efficient that he was soon making \$10 per week.

Having a desire for a business of his own, he went to Cleveland, Ohio, and worked for a rag peddler for \$2.50 per month and board in order to gain experience in this line. He remained for two months, but the man did not pay him, and he left penniless, with no immediate employment in view. Nothing can be more pathetic than the story of this brave young boy, who finally pawned his watch for forty-five cents, changed it into pennies, bought a sack for five cents, and with the balance started out to buy and sell junk. With such resourcefulness and determination it is not strange that he succeeded. After one year he was able to buy a horse and wagon, and from that time on his success was continuous. Five years later he started a yard in Upper Sandusky, where he remained until 1916, when he came to Fostoria and started in business, which has since developed into the firm of Wernick & Selker, one of the largest business houses in Fostoria, Ohio.

Mr. Wernick was married March 17, 1907, to Miss Edith Selker of Toledo and they have four fine boys, two of whom are already in school.

Mr. Wernick's advice to young men is well worth heeding, inasmuch as no one is better acquainted with the difficulties that beset the path of a young man just starting in life. He says, "Start in business and conduct this business honestly."

Mr. Wernick is a valued member of Sharra Tova, Toledo, Ohio, the Odd Fellows, Chamber of Commerce, and is a liberal patron of the Denver Institute, and all local charities.

MAX WILENSKY

Mr. Max (Aaron Mordecai) Wilensky is justly considered the leader of Orthodox Jewry of Savannah. But his leadership is only an incident in a life rich in events and voluminous in interest.

Mr. Wilensky is the type of a very successful man. He came to America from a village in the Government of Kovno in 1880. After a few months' stay in New York, he became a farmer in South Dakota as a member of the well-known Rosenthal colony. He then returned to New York, where he went into the manufacturing of shoe uppers. Three years later he went to Savannah, Ga., where he opened a leather and shoe finding business. He now conducts a very large business at No. 127 Brothton street, East, under the firm name of M. Wilensky & Son. He is, in addition, quite a successful real estate operator, interested in the building up of a great part of the city, and he is the largest individual stockholder and director of the Mercantile Bank and Trust Company.

But his social and philanthropic importance exceeds largely his financial position. He is a former Yeshiba Bochur, an Orthodox and devoted Zionist, and there is scarcely a Jewish interest or any Jewish activity with which he is not connected. He is President of the Savannah Kehillah, a director of the Educational Alliance, a director of the Congregation B. B. Jacob, a director of the Hebrew School and Treasurer of the Order B'nai Zion. He was also once a delegate to the Zionist Convention.

Mr. Wilensky was born on the 30th of April, 1864, the son of Abraham Aba and Dina Feiga Wilensky. His mother is a descendant of a prominent family, Rabbis of Kedani. On the 5th of September, 1886, Mr. Wilensky was married to Rachel Kourshan and they have reared six accomplished children. The oldest daughter, Eva, is married to Mr. Lichtenstein, one of the most talented and gifted Jewish young men of Savannah; Katie is the wife of I.



MAX WILENSKY



SAMUEL WILKOFF

Silver, one of the wealthiest and most important Jews of the city. Joseph A. is in business with his father, and the names of the younger children are: Moses I., William S., and Tillie.

Mr. Wilensky is a very charitable man, and one whose word carries much weight with all classes of Jews in Savannah.

DAVID WIDZER

During the Civil War, Russia had been very friendly with the United States, and when that government intimated that it would like to dispose of Russian America, Secretary Seward surprised the United States by treating with Russia for the purchase of that region for nearly eight million dollars, which treaty was ratified on April 9th, 1867, by the Senate. By this purchase the United States gained almost unlimited wealth, not only in gold mines, but in land and seal fisheries.

These negotiations turned the attention of many Russians to the opportunities of America, and gave new impetus to emigration to this country.

One of these emigrants was David Widzer, who came to America with his wife, Sarah Horwitz, to whom he had been married June 15, 1901, three years before he decided to leave his native country.

Mr. Widzer was born in Vilna, Guberne, Russia, in 1873, of Moses and Rachel Widzer, and after he grew to manhood engaged in the leather business.

On landing in New York City he decided to go farther west, and came to Elyria, Ohio, where he went into business and established his home.

Some time later Mr. Widzer decided to go into business with Simon Sock, the firm being known as the Elyria Rag and Metal Co., doing a large business.

Mrs. Widzer has been in every way a real helpmate and is a popular and active member of several social and charitable organizations, while Mr. Widzer is connected with the Mosha Havi Congregation of Cleveland, and is a member of Agudas Acham B'nai Abraham Congregation of Elyria and of the B'nai Yitzhog Ferein, Voloziner Unterstutzung Verein and Vinsker Benefit Association.

Mr. Widzer also contributes freely to the Denver and Los Angeles Hospitals, Old Age Home and Talmud Torah of Cleveland, and to the Chamber of Commerce of Elyria, being well regarded and highly respected by all who know him.

SAMUEL WILKOFF

Luck and success are not so closely allied as many people suppose. When a man is apparently lucky his good fortune is usually attributable to efforts on his part which are not known to the general public.

This is the opinion of the majority of men who have won their own way in the world. Such a man is Mr. Samuel Wilkoff, of Youngstown, Ohio, who was born in Alitta, Suwalki, Guberne, Russia, in 1862, the son of a prominent Rabbi and Shochet.

At the age of thirty-seven, Mr. Wilkoff decided to come to America, and landed in this country with but one cent in his pocket. He peddled tinware for three months, and then went to Beaver Falls, Pa., where he at last was able to buy a horse and wagon and continue peddling on a larger scale. Then fol-

lowed a year in Barberton, Kans., where he tried his hand at farming, but decided that he did not want to make this his life work. He returned to Beaver Falls and peddled junk for three years, going from there to Akron, where he started a scrap iron yard in partnership with his brother and a Mr. Charles Wisbutsky. After eight months Mr. Wilkoff bought over the interest of Mr. Wisbutsky, and continued the yard for thirteen years. He then went to Youngstown, and in partnership with his brother operated a yard under the firm name of Wilkoff Brothers. Later he organized a company, composed of his brothers William and Dave and his son Isaac, where they are at the present time doing a fine business.

One year after Mr. Wilkoff arrived in America he was married to Miss Wilkowsky of Beaver Falls, Pa., and they have four children, two sons and two daughters. One of the sons is in business with his father, and a daughter is attending Beaver Falls College.

Mr. Wilkoff is a member of Hungarian Schule, was formerly Vice-president of Manuel Schule, and Western Star, and former Treasurer of O. B. A. He is very charitable and subscribes to all worthy institutions.

WILLIAM WILKOFF

This is the story of a man who was always doing something, and whatever he did he did in a big way; of a man who went through life undaunted and always remained true to himself; a man who never gave up an attempt if he saw that he was right; a man who, though foreign born and comparatively mature when he landed on these shores, became the head of a remarkable and new industry; whose shining example one cannot but wish to emulate, and whose persistent, hard work and a spirit of "go to it" are so remarkable and so unusual. To read of the accomplishments of William Wilkoff is like recalling to mind again the exploits of mediæval knights, who fought a battalion of devils, but though obstacles stood in their way and though the work was hard and reward by no means certain, still in the end they won their laurel-crown, simply because they would not give up.

He was born on September 14th, 1864, at Alita, Government of Suwalk, Russia, the son of Judah and Lippe Wilkofsky, both since deceased. His father was a scholar and Shochet and the traditions of the family were rabbinical. One of his uncles was also a Shochet, so that it seemed most natural that the subject of our sketch should follow the same vocation. But fates decreed otherwise.

In 1882 the young Russian immigrant landed in New York. He was eighteen years old and escaped from the country that gave him no opportunity for developing his natural talents, hoping that in this land of opportunity he would be finally able to secure a foothold and establish himself in life. The first job he found was work on a railroad in the vicinity of Pittsburgh at \$1.50 per day. He considered this a very munificent wage and felt thrills of delight at being able to make so much money. A little later, however, he exchanged this occupation for that of a peddler, selling forks and knives and then dry goods in the many country towns around Pittsburgh. Soon afterwards he bought a team and a horse and started collecting and selling rags. In 1886 he went to Kansas with a brother, and the two young men attempted to become farmers. The venture did not prove a success, and they returned to Pittsburgh. They went to peddling again, this time to Beaver Falls, Pa., where, after two years, they saved about \$1,000, which enabled the brothers to go into the junk business. The business had a steady development and some twenty years ago it was removed to Youngstown, the city of iron and steel.

Youngstown is a remarkable community, being the mining center of the iron and steel industry, the principal site of some of the largest foundries in the country, a rapidly grown city which owes everything to its natural location, and is no place for idlers or people who are anxious to lead a life of pleasure, but is the city of the hard worker, the man of brain and industry, the man of energy and diligence. Mr. Wilkoff found the place congenial for his type of character and with the wonted energy the Wilkoff Company was started, a remarkable concern, manufacturing iron and steel, and another, The Youngstown Steel Car Company, a concern manufacturing industrial cars. Mr. William Wilkoff is the President of both corporations, the two brothers being members of the firm. Mr. Wilkoff was one of the incorporators of the Youngstown Sheet and Tube Company, capitalized at \$50,000,000. The original capital was but \$600,000, but the rapid growth of the firm necessitated an enlargement of its activities so that the capital was increased. For some time Mr. Wilkoff served as a director of this corporation, but recently he gave it up, being too much taken up by the other industrial concerns over which he presides.

Mr. Wilkoff is proud of the fact that the Russian Jew has risen so high in American Jewry. He is a typical instance of the enterprising spirit of the Russian Jew with his indomitable and ever-striving ambition. It is this ambition that enabled him to suffer want and privation in the dreary days of his stay at Beaver Falls, and it is this ambition that placed him so high in the business and social life of Youngstown.

Mr. Wilkoff is by no means satisfied with a mere business success. He strove to fit himself into the communal life of Youngstown, and is an active member of many charitable organizations. True, he never found time to hold office in any of the innumerable societies and lodges to which he belongs, but wherever he comes, he is warmly welcomed and universally admired and esteemed. Mr. Wilkoff is a member of the Rodeph Sholom Congregation; he is not a reformer, but a liberal Orthodox, believing as he does that it would be much better for the younger generation to have Reform Judaism than to have nothing. He himself has had a Jewish religious training of the highest possible type and he was a Yeshiba Bochur in "the old country."

On January 16, 1894, he was married to Fannie Cohen, born in Cleveland, Ohio. There are three sons, of whom the oldest, Louis, is married; Ralph is a student at the Culver Military Academy at Culver, Ind., and Arthur attends school. Mrs. Wilkoff is a very active charity worker, sharing with her husband his interest in communal work and being a member of every organization to which he belongs.

Mr. Wilkoff looks young for his age and his presence radiates a spirit of confidence and self-possession and success, which he attributes largely to hard work and absolute honesty in all his dealings with others.

MAX WILLIAMS

Of all the rewards which the world has to bestow, probably the greatest comes to the man who in the early afternoon of life beholds the fruition of his early struggles and is able to give to his children the many advantages which he so sorely missed in his own youth.

Such a man is Mr. Max Williams of Harrisburg, Pa., whose advice and financial assistance has not only been invaluable to his own children, but has helped many other struggling young people on their way to success.

Max Williams, the son of Harris and Malka Williams, was born in Kovno.

Guberne, Russia, July 10, 1873, and remained in his native land until he was nineteen years of age, when he decided to try his fortunes in America.

He landed in Lebanon, Pa., with but 46 cents in his pocket, but was befriended by a man who had formerly migrated from his native land, who loaned him \$10 worth of goods with which to start out peddling.

Having accumulated a small capital, he opened a shoe factory with a partner, but the venture was unsuccessful, and he lost all his savings.

However, to the man with a true merchandising instinct, failure is but a stepping stone to larger success, and this was true in the case of Mr. Williams.

He immediately started in peddling again, and, continuing for two years, was able to save enough capital to start in the junk business with Mr. Freedman, his present partner, and here he found the lasting prosperity which has made him a power for good in his community.

He was married in Philadelphia, June 27th, 1893, to Miss Lena Levine, who has been a wonderful mother to their eight children and a continual help and inspiration to her husband.

She is also recognized as a leader in all social and philanthropic affairs of the city.

Mr. and Mrs. Williams have given two sons, Moe and Sam, to the service of their country.

Another son, Louis, is in business in York, Pa. The other two boys and three girls are still in school, and are being educated in music.

Although Mr. and Mrs. Williams are very reticent regarding their many charitable activities, we do not feel that this article would be complete without making mention of them.

Besides the promotion of all local welfare movements they give liberally to Denver Hospitals, the Immigration Society of New York, Orphans' Home of Erie, Pa., and all the Yishivas.

Mr. Williams is a member of both Congregations in his city, being director of Hazeck Hamona and president of the Independent Order B'rith Abraham. He is a member of the Odd Fellows, Modern Woodmen of the World and Commonwealth Lodge of B'nai B'rith.



Max Williams

SAM WILLIAMS AND MEYER LEVIN

Some of the events of life lead us to feel that the world is not so large after all. That Sam Williams and Meyer Levin, both born in the same section of Russia, should have journeyed to America without having become acquainted, and should at last form a partnership which is existing at the present time, is one of the strange tricks which fortune sometimes plays with the affairs of men.

In all essentials their histories are almost identical. Both came to the new world with no assets except a dauntless determination to make a success of life. They began peddling as soon as they arrived, gradually building up a business in iron, metal and scrap. Mr. Williams first went to Harrisburg, where a brother resided, later to Sunbury, then back to Harrisburg, and finally to York, Pa., where he affiliated his business interests with those of Louis Williams and Meyer Levin. They now have an immense plant where they handle one of the largest businesses of the kind in that section of the state.

Samuel Williams was married in Harrisburg, Pa., July, 1902, and the family consists of his wife and one daughter, who is going to school.

Mr. Levin was married in Philadelphia, Pa., in the year 1901 to Miss Minnie Miller, and they have three children, two boys and one girl, all going to school.

Both families are very actively connected with the various organizations of their community, being members of Habres Israel Congregation, and contribute to all charities both local and national. Messrs. Williams and Levin are members of Independent Order B'rith Abraham and B'rith Sholom.

HERMAN WINDT

Was born in S. A. Ujhely, County of Zemplin, Hungary, on New Year's Day, 1880, of an old and respected family, a number of whom attained distinction in Hebrew letters and in civic affairs in Hungary.

In 1900, becoming dissatisfied with the dull and orderly routine of life in S. A. Ujhely, he migrated to the United States and located in Pittsburgh, Pa. He was employed by H. J. Heinz Company, and later by the National Casket Company. About two years later he went into the clothing business at Wilmerding, Pa., and afterwards at East Pittsburgh, Pa. Ten years after his arrival in this country he opened up a banking and foreign exchange business, which he still conducts at No. 807 Linden avenue, East Pittsburgh, Pa.

Mr. Windt is prominently identified with every local Jewish institution, and is the founder and a charter member of the Congregation Ohab Zedek, and to his influence and financial support the congregation owes the erection of its synagogue and Hebrew school. Mr. Windt is a most aggressive communal worker, and intensely Jewish in all his undertakings. He is a man whose charity knows no bounds, and no cause, in the interest of Jews, finds a more ready or sympathetic ear. No less than one-half of the merchants of East Pittsburgh owe their start in business and success directly to his moral and financial encouragement and support.

Mr. Windt has been very successful in his business affairs, and has also found time to interest himself in the civic affairs of East Pittsburgh, and has thereby earned the confidence and respect of the entire community. As a result, in 1912, Governor Tener of Pennsylvania appointed Mr. Windt to the position of Justice of the Peace Alderman for East Pittsburgh, to fill a vacancy that had occurred; and in 1914 he was returned to that position for the full term of six years, at a popular election, with a most flattering majority, which position he continues to hold, notwithstanding the fact that his time is almost completely taken up by his large business interests.

On March 5th, 1904, Mr. Windt was married to Miss Sophia Weiss of Portchester, N. Y., and this union has been blessed with a son, Bernard Emanuel Windt, whose education in the faith of his fathers is now Mr. Windt's chief concern. Mr. Windt is a kind and affable gentleman, exceedingly democratic in his nature, of a genial and sympathetic disposition and modest and retiring by habit. He is an indefatigable and tireless worker, alert, intelligent, active and with capabilities of performing any amount of work.

HARRY WISMAN

How a man achieves greatness, and climbs the ladder of success, has been the question which has agitated the mind of man since time immemorial. A perusal of the pages of biographies easily reveals the secret but only the exceptional few possess sufficient determination to carry them through severe trials and hardships which seems to be the apprenticeship which must be served.

Mr. Harry Wisman, a successful business man of New Philadelphia, Ohio, expresses an opinion which coincides with hundreds of others who have had experiences similar to his, when he says that success means the application of energy, efficiency, hard work and honorable dealings.

Mr. Wisman was born in Bolina, Guberne, Russia, March 18, 1883, his parents being a highly respected family of the community, from whom he inherited the fine traits of character which proved so valuable to him in later life.

He came to America, landing in New York, November 17, 1908, where he worked as operator in a factory at a very small wage. He then went to Portland, Me., where he peddled merchandise for nearly a year. His next move was to Pittsburgh, Pa., where he learned the trade of cigar maker. This did not appeal to him, so he quit and started peddling junk in Pittsburgh, and later in New Philadelphia, Ohio. During the next four years he accumulated a little money, and in 1912 went back to Russia to bring his family to America. Owing to the fact that the country was aroused by internal disturbances, he was not able to bring them over. Returning alone to New Philadelphia, he again began peddling junk, which he continued until 1914, when he joined his present firm, where he is today associated as a full partner and has accumulated a fortune.

Mr. Wisman was married in Russia to Miss Minnicha Nochas in March, 1906, his wife being a young lady of fine Jewish family. They have one daughter.

Mr. Wisman devotes much of his time and money to charity, subscribing to the Denver Hospital, as well as many other charities, both local and national.

He is a member of Ahas Volina of Pittsburgh, B'rith Abraham, Independent Order of B'rith Abraham, Odd Fellows, Knights of Pythias, Modern Woodmen of America, and Chamber of Commerce.

JACKE WOLF

The American Jew—who having imbibed thorough American principles, and loyalty to the land of his adoption, but, at the same time maintains the best ideals of his Jewish ancestors—is the best and most progressive type of American business man which we find in our country today.

Such a young man is Mr. Jacke Wolf, son of Edward and Sahra Wolf, who was born in Rochester, N. Y., August 25, 1890.

He went to school until sixteen years of age, when the necessity of making his own living caused him to turn to the first employment which presented itself, and he became a fireman on the Santa Fe R. R. He continued this for one year, when he worked on a dredge boat at Galveston, Texas, for a short time.

However, these occupations failed to satisfy the dormant, commercial instinct which he had inherited from a long line of ancestors, and he went to



HARRY WISMAN

Kansas City, where he peddled fruit until he had saved enough money to start in the junk business in Ft. Wayne, Ind.

Here he found the vocation for which he was fitted, and if the future may be judged by the few years of brilliant business success which he has already enjoyed, his career will be a most remarkable one.

He was married in Kansas City to Miss Fannie Keller, an accomplished young lady who is eminently fitted to occupy a prominent social position, and they have both endeared themselves to their community by their generous contributions to the many charitable organizations of their city.

LOUIS WOLFSON

The life of Louis Wolfson teaches the world old lesson, a worthy purpose, patient energy for its accomplishment, a resoluteness undaunted by difficulties and then—success.

Born in Valina, Guberne, Russia, in January, 1880, his early life was surrounded by an atmosphere of religious scholarship, as his father was a prominent Jewish Rabbi of his native city.

Finding few opportunities for the development of his commercial instincts, he came to America in 1903, landing in New York. Here he found employment in a bakery, later peddling milk, and still later opened a grocery store, where he continued four years.

Selling out and going to Logan, Ohio, buying and selling iron and metal, was so unfortunate as to meet with serious reverses and lost his entire capital.

He then removed to Columbus, Ohio, and for two years sold fruit, enabling him to make enough money to go into business again.

He made his next venture in Marysville, Ohio, where, with a partner, he purchased a junk yard and was so successful that he soon bought the interest of his partner also, and has most successfully conducted the business from that time to the present.

Shortly after landing in America, he met Miss Becky Chisam of New York, who later became his wife. They have three fine boys, who, after completing school, will doubtless assist their father in conducting the business.

Like most Jewish people, Mr. and Mrs. Wolfson are never forgetful of those less fortunate than themselves, and contribute most liberally, not only to all local charities but to Denver and Los Angeles Sanitariums, as well as being members of Congregation Agudaho Achem of Columbus, Ohio.

Marysville is indeed fortunate in having such a useful and purposeful citizen as Mr. Wolfson to take an active part in civic and social affairs.

HERMAN WOLKOWSKY

Key West, Fla., is a community of but one congregation, and there are many respected and prominent Jews in the city—yet the office of President of the only congregation, B'nai Zion, has devolved for the second time upon Mr. Herman Wolkowsky, although he is only twenty-seven years of age. The reasons for this are not far to seek.

Desirous of making their congregation a success, the members of the Jewish Community of Key West selected a man of whom they can be sure that he will display, in his communal dealings, the same astute and shrewd energy

that made him so successful in his own private undertakings, and though he is so young, he well understands the problems he is called upon to solve.

Herman Wolkowsky was born on the 10th of July, 1890, in Augustow, Government of Suwalk, as the son of Harry and Feigel Wolkowsky. He received a thorough Jewish education and became a Talmud scholar of note. In October, 1906, he came to America, where he went immediately into the materialistic world, leaving his Talmud study for a clerkship in a store in Key West, turning later to the cigar business and finally establishing a pawn brokerage and furniture business, in which he had been engaged since 1912, with tremendous success. He is located in the Wolkowsky Building, 602 Duval street. Mr. Wolkowsky is also a Master Mason, and generally known in communal life.

This young business man, who is so successful in all things, was married on June 2, 1914, to Miss Bertha Rosenthal of New York, and they are the parents of a very charming small daughter, Edith Cecilia. Both himself and wife are very popular in their social circle, and are not only active in religious matters, but also contribute most generously to all worthy charities.

It is such citizenship which raises the status of the community, state and nation.

JOSEPH J. YAWITZ

There is something of the thrill of romance in life stories of successful men of business who have risen from the lowest strata of human society to heights unsurpassable. America has contributed to the world the type of successful men who have gained their ends by persistent, hard work, energy, courage and a vision of things beyond the scope of their daily toil. It was Alger who immortalized this type in literature and created a public eager to read and emulate the never-to-be-forgotten type. But history is, for the most part, even stranger than fiction.

Joseph J. Yawitz is not a native; he is an acclimatized American, having that Jewish sense of adaptability and being thoroughly persistent and courageous. At the age of twenty-four he was already President of a corporation which he organized himself and had quit a salaried position paying him \$3,000 a year. This circumstance shows the timber of which he was made and serves to explain many things about this remarkable and unusual rise.

Born in a village which will hardly be found on any map, Kupel, in the Russian province of Volhynia, on June 15, 1887, Mr. Yawitz is the son of David and Jennie Yawitz, who brought him to the United States when he was barely nine years of age. Joseph went to school like every ordinary American and, like so many others, when school was out and vacation came, the boy began looking for a job. A dry-goods store advertised for a bundle boy and he answered the ad. He asked how much he would be paid, but all the answer he received was that there was no fixed wage in the place, but a boy was paid what he was worth. Joseph, good-naturedly, consented to work on these conditions and at the end of the week received \$1.75. He came to the conclusion that he ought to strive to be worth more. He was fourteen years of age then. The boy worked in a good many places without seeming to be getting anywhere. Finally an idea struck him to advertise on his own account in the St. Louis Post-Dispatch. And it was then that he was given a job which started him going in the right direction.

The Mound City Chair Company sent him the following laconic message on a postal card, dated from St. Louis, October 22, 1902: "Please call at Second and Brooklyn streets." Joseph J. Yawitz little thought that such would



JOSEPH J. YAWITZ

be the beginning of a most interesting business career. He started as an office boy with the company, but in a short time was given charge of the shipping department. Before the end of the year he was advanced to stenographer and billing clerk. Whenever he had time he worked in the factory, learning the business from the ground up. At night he took a catalogue and photographs and went out to the neighborhood stores that kept open late and obtained orders which he turned in at the office the next morning.

His ambition was to become a traveling salesman, and though he was but sixteen years of age, they let him go ahead. He covered a number of small towns and opened up territory for the firm in a dozen states. As Mr. Yawitz puts it, "The firm was new, the line was new and the salesman was new, but each day I did more business than the day before." He was no longer contented with the small cities, but his ambition was to work the larger places. He went to Quincy, to Omaha and St. Joseph; then he went to Denver and made a four months' trip through Colorado and the Northwest, San Francisco, Portland and Seattle. The results greatly exceeded all expectations and the young salesman was soon able to acquire stock in the company, becoming its Treasurer. But as he could not obtain control of the corporation and become its President, he disposed of his stock and resigned.

Thereafter, in 1910, he organized the National Chair Company with Mr. Edwin V. Glaser, who is well known in financial circles, he becoming Treasurer of the company, becoming its President at the age of twenty-three. At the present moment (1918) he not only heads this company, but is President of the United States Chair Association, embracing his own company and a number of other concerns, doing remarkable business all over the country and controlling the entire market of the United States. Mr. Yawitz has just turned thirty.

This steady and unabated rise has naturally caused Mr. Yawitz to become a prominent figure in the social life of St. Louis. He was a Director of the Young Men's Hebrew Association, a member of the B'nai B'rith, a thirty-second degree Mason, a K. P., a Rotarian and belongs to a score of organizations. He is a member of the Temple Israel and the interests of those who need to be helped by their fellow men, both Jew and non-Jew, are close to his heart.

Mr. Yawitz was married on November 28, 1912, in St. Louis, Mo., to Miss Dollye Rubenstein, daughter of Mr. and Mrs. Max Rubenstein, and there are two children of this union, named Marvin Allen and Joseph Jay, Jr.

Mr. Yawitz, like his father, is a thorough Hebrew scholar. He is the grandson of a prominent Rabbi, Jacob Emden ben Zwi Yawitz, and expects to give his children a Jewish education.

He has five brothers living in St. Louis, Morris J., Samuel, Frank, Harry L. and Ely, and one sister, Mrs. L. O. Tobias, living in San Antonio, Texas.

BENJAMIN YARASHEFSKY

A proper knowledge of the art of conservation has put many a man on the high road to success. It has remained for immigrants coming to our shores to teach us the value of the waste to which we formerly gave no thought. One of the men who has thus made a fortune is Mr. Benjamin Yarashefsky.

He was born in Pagolsky, Russia, in 1864, the son of Moses and Hia Yarashefsky, his father being a merchant of his native city, and also a scholar of considerable attainments, from whom young Benjamin doubtless inherited considerable of the business ability which he applied in later years. He was married in 1895 and four years later decided to try his fortunes in America. Coming to Woonsocket, R. I., he immediately engaged in the collection of waste

material, which he continued for fourteen years. At the expiration of this time he moved to Providence, R. I., where he established business at 224 Charles-street, and has remained there ever since.

Although Mr. Yarashefsky is very reticent regarding the remarkable success he has achieved, he is recognized as one of the most able business men in Providence.

Mr. and Mrs. Yarashefsky have a fine family of ten children, two boys and eight girls. Three of the girls are married and the balance are in school. All are being highly educated in music. The elder son, Simon, is engaged in the jewelry business in New York City. The other son is still in school. Mr. and Mrs. Yarashefsky are prominent members of Avas Sholam Congregation and contribute most liberally to all worthy charities appealing to them for aid.

ABE YASGUR

To students of biography nothing is more interesting than the study of the history of a self-made man, and to analyze the various elements of character that have enabled him to pass, on the highway of life, many of his youthful companions, who were much better equipped financially.

The subject of our biography is such a man, who, through his own exertions, has attained an honorable and influential position in Bradford, Pa.

He was born forty-eight years ago in Senna, Russia, and came to America during the summer of 1904.

Going to Wilkes-Barre, Pa., he worked in a grocery for a few months, and then started peddling dry goods. Then followed three months' experience as a window trimmer and one year selling umbrellas, all of which was wonderful preparation for his future merchandising career.

He then came to Bradford, Pa., where, with a partner, he engaged in the furniture business. After six years the partnership was dissolved and Mr. Yasgur assumed entire charge of the business.

He has been very successful and is one of the most influential men of Bradford.

Mr. Yasgur was married in Berezen, Russia, twenty-one years ago to Miss Sarah Minkowitz, and they have two sons and two daughters, who are receiving the best possible equipment for life's work, a liberal education.

Mr. Yasgur is affiliated with Orthodox, B'nai B'rith, Western Star, K. of P. and Moose, and both himself and wife are most generous in their contributions to charitable causes.

BENJAMIN A. ZACKS

The Statue of Liberty has sent forth her welcoming light to many wanderers from every land under the sun. Some have come fearfully, furtively, still hearing the echo of a world-old tyranny; some despondent and broken, caring nothing for their own success, hoping only that their children may enjoy the advantages they have missed.

In sharp contrast are some of the courageous young spirits who have landed on our shores with nothing but their unquenchable hope and independence upon which to erect their futures.

Of all those who landed in the spring of 1881, none was more sanguine

than Benjamin A. Zacks, for had he not left in his native city the greatest of all incentives for supreme effort—a young wife and baby, whom he hoped soon to bring to America.

Benjamin A. Zacks was born in Kovno, Guberné, Russia, February 10, 1859, his father, Yitzhog Zacks, being a successful merchant and a very scholarly man. On this account, and probably on account of an unusually fortunate heredity, young Benjamin started his career with better mental equipment than is the lot of most boys.

At the age of twenty he was married to Miss Minnie Rubin, and later events have proved conclusively that his guiding star was in the ascendancy when he chose her for his wife, as she has been a most wonderful wife and mother and inspiration and guiding genius at every crucial point in her husband's career.

Determining that America offered most opportunities for the development of his commercial ability, he left his home and landed in New York in the spring of 1881, practically penniless.

Like many another immigrant placed in a similar position, he at once began peddling small merchandise, which he continued for one year, going from New York to Cleveland. Then came the happy day when he had enough money saved to send for his family, and after their arrival he continued to live in Cleveland for ten years, working hard peddling junk and saving against the day when he could permanently establish himself in business.

When he was ready for his venture he moved to Erie, Pa., and opened a yard. His rise from that time was phenomenal. When his sons grew old enough he took them into the business with him and they recently acquired a seven and one-half acre tract of land in the heart of the factory district, where they have built a beautiful office building and warehouse equipped with every modern appliance known to the iron and metal trade.

The writer has had the pleasure of visiting many such industrial plants, but never has seen quite such a high degree of modern efficiency as Mr. Zacks has in operation.

As might be expected, Mr. and Mrs. Zacks and family are very prominent socially and enter into every movement for social and civic betterment. Mr. Zacks is a member of C. B. S., Congregation of Erie, two congregations in Cleveland, B'nai B'rith and Modern Woodmen of America. They contribute most generously to Denver and Los Angeles hospitals, all the Yishivas in Europe and America, the Immigration Society of New York and many others, besides all local charities.

They have seven children, all well educated and well started on the road to success. Three sons are in business with their father, while Meyer is a physician. One daughter is married and lives in Buffalo, while the other two are still at home. Like nearly all successful, self-made men, Mr. Zacks places the greatest possible value upon an education as a business asset.

MORRIS ZAFF

Among the prominent citizens that Russia has given to America may be mentioned Mr. Morris Zaff, who was born in Volina, Guberné, Russia, September 15, 1878, the son of Mr. and Mrs. Fred Zaff. His father was a prominent grain dealer and a man of great literary attainments.

Mr. Zaff came to America in November, 1905, landing in Boston, where he worked in a junk yard for the small salary of \$5 per week, in order to thoroughly learn the business, as he had in mind the establishment of a business of his own. He then went to Chelsea, Mass., and opened an establishment

devoted to the sale of bags and burlap, which has developed into the present immense plant, the largest of its kind in the city.

Mr. Zaff was married in January, 1911 to Miss Lena Garfield of Chelsea, and they have three children, one boy and two girls, the oldest of whom is going to school.

Many charitable institutions have reason to be grateful for his generosity. He is also prominent in the Orthodox Congregation and House of Abraham.

LOUIS ZEIGER

Life is a drama in which each one must play a more or less conspicuous part. The history of the rise of Louis Zeiger from newspaper boy to wealthy, prosperous business man is replete with dramatic incidents, and worthy the most careful study by young people who feel that life is not giving them fair opportunities.

He was born in Rodrilichick, Korne, Guberne, Russia, July 21, 1879, and came to America when only thirteen years of age.

Landing in Baltimore, Md., for two years he was a familiar figure on the streets of that city selling papers.

He then went to Dayton, Ohio, and clerked in a department store, and later went into the picture framing business in Beaver Falls, Pa.

The next few years were sufficient to test the courage of a much older and more experienced business man. The picture framing business proved a failure, so he accepted a position as collector for a publishing house, saving \$150, with which capital he went to Baltimore, and opened a grocery store. He was fairly successful here, and when he had accumulated \$2,000 he sold out, and coming to Youngstown, Ohio, opened an iron and metal yard. Here he again met with severe reverses, so went to Canton, Ohio, and secured employment with the Canton Iron & Metal Company, acting as foreman of this concern, was very successful, and when, eight years later, he left them to engage in business for himself, they presented him with a handsome gold watch in appreciation of his services.

Going to Detroit with a fair amount of capital, which he had succeeded in saving, and, better still, a wealth of valuable experience, he started in business and since that time every venture in which he has engaged has been highly successful.

Today he is owner of an immense iron and metal yard, as well as a great quantity of real estate, and is one of the most prosperous and influential men in his city.

He was married in Baltimore, August 13, 1899, to Miss Sarah Goldstein, and they have three children, two boys and one girl, who are being well educated. They are also studying music and have displayed much talent along this line.

Mr. Zeiger is a member of Temple Beth El, is a prominent Mason and member of the Chamber of Commerce.

Both himself and wife contribute liberally to all charities and are patrons of the Denver Sanitarium.

DAVID ZISKIND

In reviewing the lives of prominent business men of Lowell, Mass., no name stands out more prominently than that of Mr. David Ziskind, prominent iron and metal dealer and manufacturing machinist. Mr. Ziskind was born in Kovno, Russia, in the year 1876 and came to America at the age of twenty-two years, bringing with him his wife, who was formerly Miss Rachel Luckonizky, whom he had married the year previous. Coming direct to Lowell, Mass., he obtained a small stock of merchandise and started in peddling same. Then followed a brief time during which he worked for the railroad for the small sum of nine dollars per week. His next venture was in the iron and metal business, which was to prove an avenue for his future great success. After buying and selling junk for three years, he opened a small shop and branched out into the business of manufacturing machinist. He has today the largest business of this kind in Lowell, and employs a large number of people. He also conducts a very successful metal business.

In addition to the responsibilities of Mr. Ziskind's business, he finds time to actively engage in the promotion of numerous charities and fraternal organizations. He was for fourteen years President of the congregation and is at the present time President of Agoodas Acham, President of the Hebrew Free School, and was Captain of the third Liberty Loan drive, bringing it through with wonderful success.

Mrs. Ziskind is also very active in charitable enterprises, being prominent in the Ladies' Aid, of which she is Past President, and she and her husband both contribute liberally to the Jewish war sufferers' relief fund and the Yishivis, of which Mr. Ziskind is a Director.

Mr. Ziskind is also a Director of the Denver Relief Society and is a member of the Elks, the Odd Fellows, the Board of Trade, the Driving Club and the Highland Club.

Mr. and Mrs. Ziskind have six children, all of whom are receiving excellent educations, which will fit them for very prominent business and social positions.

HARRY M. ZUCKERMAN

We would be inclined to believe that a young man landing in a strange country without four dollars capital in the world was not starting life under very promising circumstances. But we have not yet taken into consideration the personality of the man and the commercial ability inherited from a long line of merchandising ancestors.

Harry M. Zuckerman was born in Vilna, Guberne, Russia, August 25, 1882. His father, Victor Zuckerman, was a merchant of his native town.

Coming to America July 15, 1904, he landed in New York with only four dollars with which to begin his life in the new world.

He secured a position in a cloak factory, where he remained nine months, working for the small sum of \$6 per week, when he started buying and selling junk, and one year later opened a yard in Newport, Pa. Two years later he came to Harrisburg, Pa., and started his present business. In 1906 he took into partnership with him Mr. Friedman, and today they have the finest and best equipped business of the kind in this section of the country.

He was married June 26, 1906, to Miss Lillian Zuckerman of New York, and they have four fine children, all going to school.

We do not feel that this biography would be complete without a word regarding the social and charitable activities of Mrs. Zuckerman, who is a

leader of Harrisburg society and a most charming and accomplished young woman. She is active in promoting many charitable enterprises, besides those patronized by both herself and husband.

Mr. Zuckerman belongs to both congregations in Harrisburg, also B'rith Sholom, Beneficial Society, Modern Woodmen of the World and Odd Fellows, is a liberal contributor to all the Yishivis, the Denver Hospital, Immigration Society of New York and the B'nai B'rith Orphans' Home of Erie, Pa.

Thus has a most brilliant career unfolded within the space of but a few years, with many prosperous, useful years still in the future.

Such a life is worthy of the most careful study and emulation by young people just starting out in the world.

SAM ZUCKERMAN

It matters not where a man starts on the trail towards business success, if he possesses sufficient ability and perseverance he is bound to find his way to the line for which he is best fitted. So it was with Mr. Sam Zuckerman, whose modest beginning was in a cigar store, but who is now proprietor of "Zuckerman's," one of the finest stores in Jamestown, N. Y., devoted to ladies' ready-to-wear garments.

Mr. Zuckerman was born in Ostrow, Russian Poland, March 8, 1879, the son of Sam and Jennie Zuckerman. He came to America in March, 1896, and worked in a cigar store for five years. He then went into the furniture business, where he continued about the same length of time, after which he opened a small store, which has since developed into the fine establishment of which he is manager and owner.

Mr. Zuckerman was married in New York April 4, 1902, to Miss Ettie Schneider. They have two children, one boy and one girl.

Although Mr. Zuckerman is a very busy man, personally taking charge of the management of his store, he at the same time is mindful of social and civic obligations and is a devout attendant at Jamestown Congregation, of which he is President. He is also a prominent member of B'rith Abraham, the Odd Fellows, Eagles and Moose and lives a well-rounded life of usefulness to his family and community.

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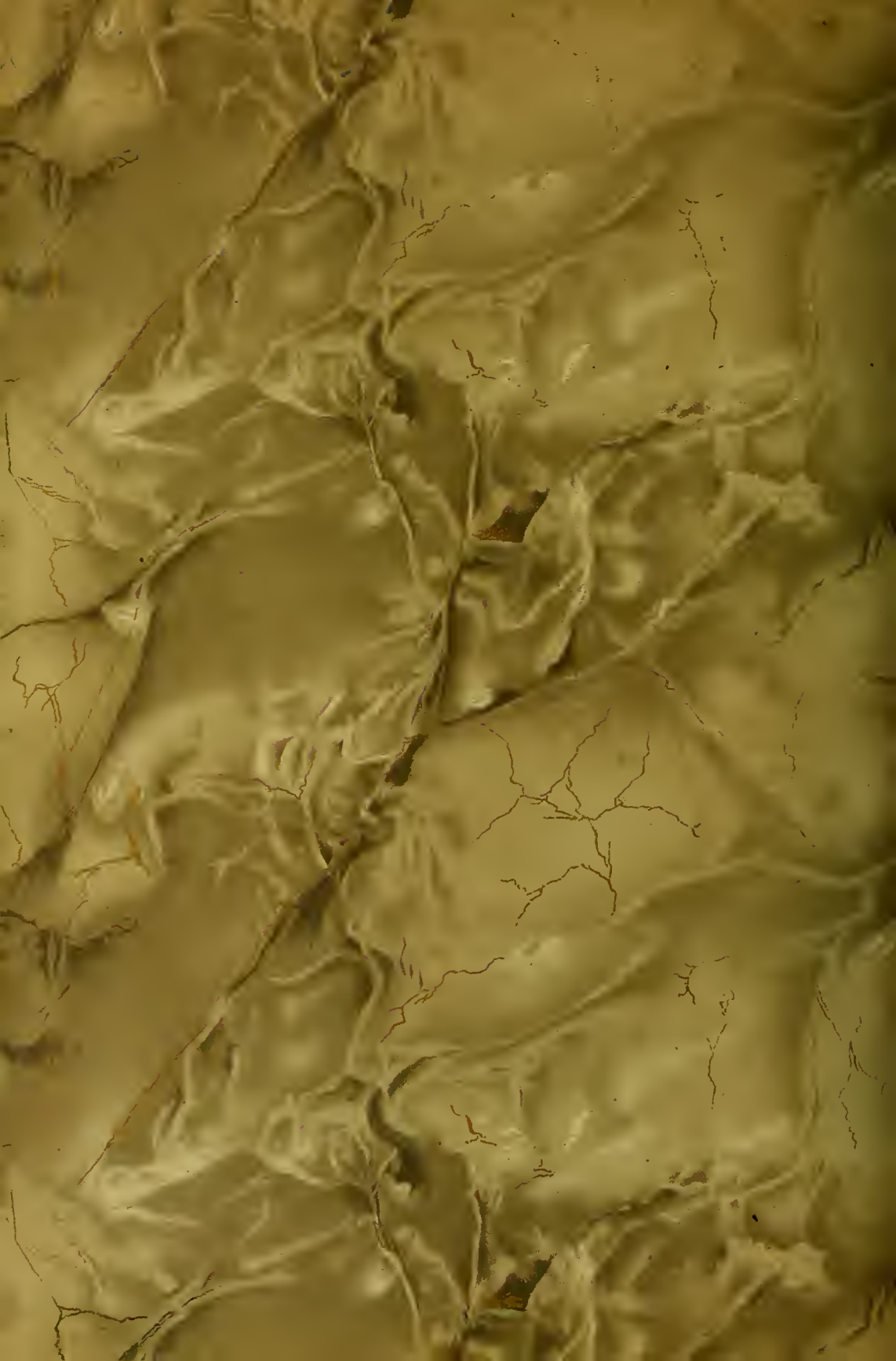
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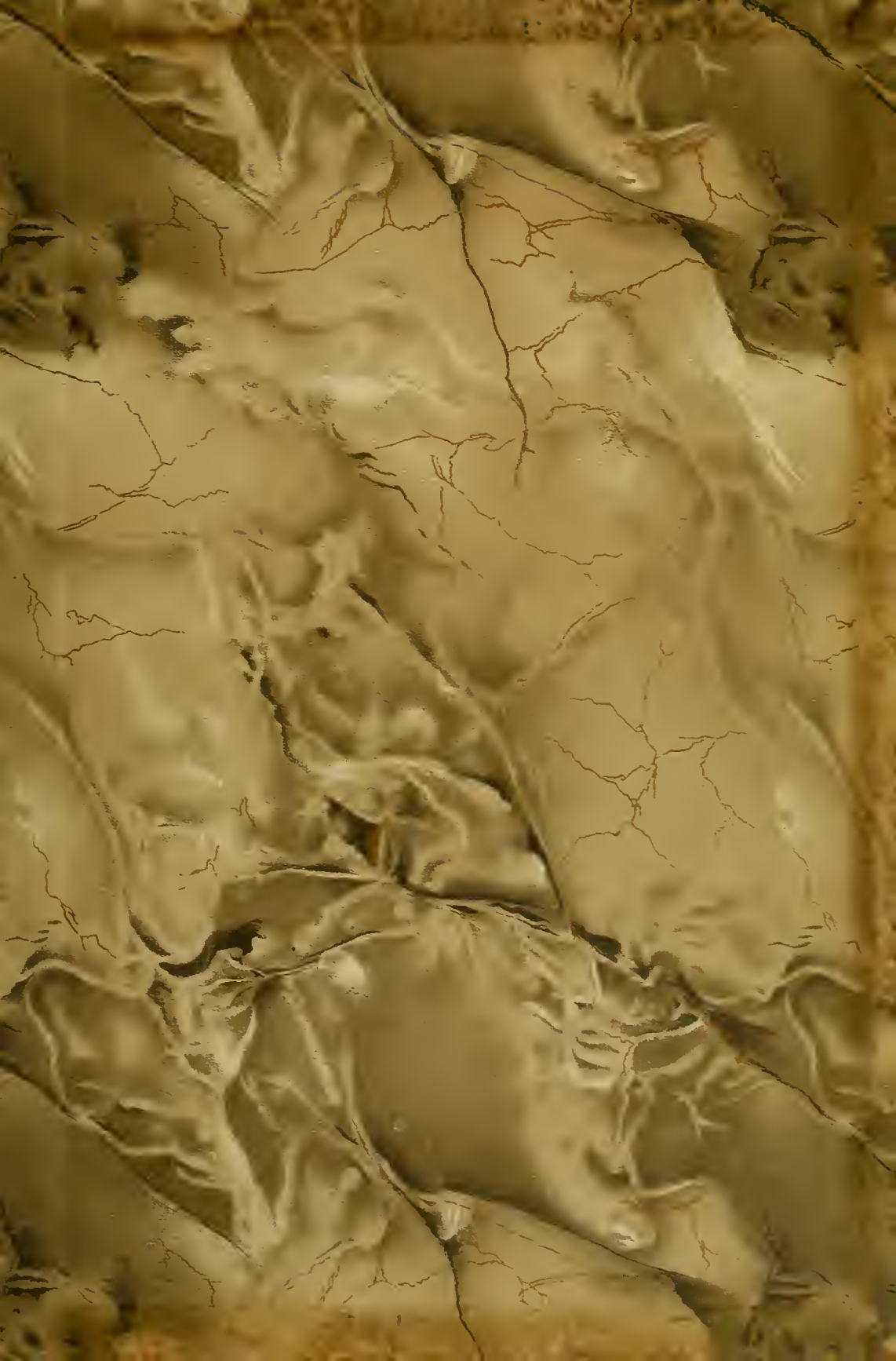
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