

from
HOW I SERVED MY APPRENTICESHIP
1900

Andrew Carnegie

Andrew Carnegie was one of the best known industrialists of the late 19th century. The son of poor Scottish immigrants, Carnegie began working in a factory at the age of 12. He eventually became one of the leaders of the railroad and steel industries in the United States. Along the way, Carnegie also became an enthusiastic promoter of the “gospel of wealth,” his belief that success comes from hard work, honesty, and steady investment. In the following selection, Carnegie describes his rise from rags to riches, his transformation from factory worker to businessman.

THINK THROUGH HISTORY: Drawing Conclusions

What factors do you think led to Andrew Carnegie’s success?

Emigration to America

It is a great pleasure to tell how I served my apprenticeship as a business man. But there seems to be a question preceding this: Why did I become a business man? I am sure that I should never have selected a business career if I had been permitted to choose.

The eldest son of parents who were themselves poor, I had, fortunately, to begin to perform some useful work in the world while still very young in order to earn an honest livelihood, and was thus shown even in early boyhood that my duty was to assist my parents and, like them, become, as soon as possible, a breadwinner in the family. What I could get to do, not what I desired, was the question.

When I was born my father was a well-to-do master weaver in Dunfermline, Scotland. He owned no less than four damask-loom and employed apprentices. This was before the days of steam-factories for the manufacture of linen. A few large merchants took orders, and employed master weavers, such as my father, to weave the cloth, the merchants supplying the materials.

As the factory system developed hand-loom weaving naturally declined, and my father was one of the sufferers by the change. The first serious lesson of my life came to me one day when he had taken in the last of his work to the merchant, and returned to our little home greatly distressed because there was no more work for him to do. I was then just about ten years of age, but the lesson burned into my heart, and I resolved then that the wolf of poverty should be driven from our door some day, if I could do it.

The question of selling the old looms and starting for the United States came up in the family council, and I heard it discussed from day to day. It was finally resolved to take the plunge and join relatives already in Pittsburgh. I well remember that neither father nor mother thought the change would be otherwise than a great sacrifice for them, but that “it would be better for the two boys.”

In after life, if you can look back as I do and wonder at the complete surrender of their own desires which parents make for the good of their children, you must reverence their memories with feelings akin to worship.

On arriving in Allegheny City (there were four of us: father, mother, my younger brother, and myself) my father entered a cotton factory. I soon followed, and served as a “bobbin-boy,” and this is how I began my preparation for subsequent apprenticeship as a business man. I received one dollar and twenty cents a week, and was then just about twelve years old.

I cannot tell you how proud I was when I received my first week’s own earnings. One dollar and twenty cents made by myself and given to me because I had been of some use in the world! No longer entirely dependent upon my parents, but at last admitted to the family partnership as a contributing member and able to help them! I think this makes a man out of a boy sooner than almost anything else, and a real man, too, if there be any germ of true manhood in him. It is everything to feel that you are useful.

I have had to deal with great sums. Many millions of dollars have since passed through my hands. But the genuine satisfaction I had from that one dollar and twenty cents outweighs any subsequent pleasure in money-getting. It was the direct reward of honest, manual labor; it represented a week of very hard work—so hard that, but for the aim and end which sanctified it, slavery might not be much too strong a term to describe it.

For a lad of twelve to rise and breakfast every morning, except the blessed Sunday morning, and go into the streets and find his way to the factory and begin to work while it was still dark outside, and not be released until after darkness came again in the evening, forty minutes’ interval only being allowed at noon, was a terrible task.

But I was young and had my dreams, and something within always told me that this would not, could not, should not last—I should some day get into a better position. Besides this, I felt myself no longer a mere boy, but quite a little man, and this made me happy. . . .

It seems, nowadays, a matter of universal desire that poverty should be abolished. We should be quite willing to abolish luxury, but to abolish honest, industrious, self-denying poverty would be to destroy the soil upon which mankind produces the virtues which enable our race to reach a still higher civilization than it now possesses.

The Road to Success

I come now to the third step in my apprenticeship, for I had already taken two, as you see—the cotton factory and then the bobbin factory; and with the third—

the third time is the chance, you know—deliverance came. I obtained a situation as messenger boy in the telegraph office of Pittsburgh when I was fourteen. Here I entered a new world. . . .

Having a sensitive ear for sound, I soon learned to take messages by the ear, which was then very uncommon—I think only two persons in the United States could then do it. Now every operator takes by ear, so easy is it to follow and do what any other boy can—if you only have to. This brought me into notice, and finally I became an operator, and received the, to me, enormous recompense of twenty-five dollars per month—three hundred dollars a year! . . .

The Pennsylvania Railroad shortly after this was completed to Pittsburgh, and that genius, Thomas A. Scott, was its superintendent. He often came to the telegraph office to talk to his chief, the general superintendent, at Altoona, and I became known to him in this way.

When that great railway system put up a wire of its own, he asked me to be his clerk and operator; so I left the telegraph office—in which there is great danger that a young man may be permanently buried, as it were—and became connected with the railways.

The new appointment was accompanied by what was, to me, a tremendous increase of salary. It jumped from twenty-five to thirty-five dollars per month. Mr. Scott was then receiving one hundred and twenty-five dollars per month, and I used to wonder what on earth he could do with so much money. . . .

A very important incident in my life occurred when, one day in a train, a nice, farmer-looking gentleman approached me, saying that the conductor had told him I was connected with the Pennsylvania Railroad, and he would like to show me something. He pulled from a small green bag the model of the first sleeping-car. This was Mr. Woodruff, the inventor.

Its value struck me like a flash. I asked him to come to Altoona the following week, and he did so. Mr. Scott with his usual quickness, grasped the idea. A contract was made with Mr. Woodruff to put two trial cars on the Pennsylvania Railroad. Before leaving Altoona Mr. Woodruff came and offered me an interest in the venture, which I promptly accepted. But how I was to make my payments rather troubled me, for the cars were to be paid for in monthly instalments after delivery, and my first monthly payment was to be two hundred and seventeen dollars and a half.

I had not the money, and I did not see any way of getting it. But I finally decided to visit the local banker and ask him for a loan, pledging myself to repay at the rate of fifteen dollars per month. He promptly granted it. Never shall I forget his putting his arm over my shoulder, saying, “Oh, yes, Andy; you are all right!”

I then and there signed my first note. Proud day this; and surely now no one will dispute that I was becoming a “business man.” I had signed my first note, and, most important of all,—for any fellow can sign a note,—I had found a banker willing to take it as “good.”

My subsequent payments were made by the receipts from the sleeping-cars, and I really made my first considerable sum from this investment in the Woodruff

Sleeping-car Company, which was afterwards absorbed by Mr. Pullman—a remarkable man whose name is now known over all the world.

Shortly after this I was appointed superintendent of the Pittsburgh division, and returned to my dear old home, smoky Pittsburgh. Wooden bridges were then used exclusively upon the railways, and the Pennsylvania Railroad was experimenting with a bridge built of cast-iron. I saw that wooden bridges would not do for the future, and organized a company in Pittsburgh to build iron bridges.

Here again I had recourse to the bank, because my share of the capital was twelve hundred and fifty dollars, and I had not the money; but the bank lent it to me, and we began the Keystone Bridge Works, which proved a great success. This company built the first great bridge over the Ohio River, three hundred feet span, and has built many of the most important structures since.

This was my beginning in manufacturing; and from that start all our other works have grown, the profits of one building the other. My “apprenticeship” as a business man soon ended, for I resigned my position as an officer of the Pennsylvania Railroad Company to give exclusive attention to business.

I was no longer merely an official working for others upon a salary, but a full-fledged business man working upon my own account.

I never was quite reconciled to working for other people. At the most, the railway officer has to look forward to the enjoyment of a stated salary, and he has a great many people to please; even if he gets to be president, he has sometimes a board of directors who cannot know what is best to be done; and even if this board be satisfied, he has a board of stockholders to criticize him, and as the property is not his own he cannot manage it as he pleases.

I always liked the idea of being my own master, of manufacturing something and giving employment to many men. There is only one thing to think of manufacturing if you are a Pittsburgher, for Pittsburgh even then had asserted her supremacy as the “Iron City,” the leading iron- and steel-manufacturing city in America.

So my indispensable and clever partners, who had been my boy companions, I am delighted to say, . . . began business, and still continue extending it to meet the ever-growing and ever-changing wants of our most progressive country, year after year.

Always we are hoping that we need expand no farther; yet ever we are finding that to stop expanding would be to fall behind; and even to-day the successive improvements and inventions follow each other so rapidly that we see just as much yet to be done as ever.

When the manufacturer of steel ceases to grow he begins to decay, so we must keep on extending. The result of all these developments is that three pounds of finished steel are now bought in Pittsburgh for two cents, which is cheaper than anywhere else on the earth, and that our country has become the greatest producer of iron in the world.

And so ends the story of my apprenticeship and graduation as a business man.

Source: Excerpt from *The Gospel of Wealth and Other Timely Essays* by Andrew Carnegie (New York: Doubleday, Doran, 1933), pp. vii–ix, xi–xiv, xvi–xix.

THINK THROUGH HISTORY: ANSWER

Answers may include the following ideas: Carnegie's family, though poor, was close-knit, honest, and sacrificing; he developed a strong work ethic at a young age; he had talent and luck; he had the gumption to grab opportunities; he invested wisely with smart partners, and he took risks; he had the foresight to pursue industries that would soon grow tremendously.