

**Memorial Tributes**

to

**Eben D. Jordan**

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EBEN D. JORDAN.

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*For the Descendants  
of  
Eben D. Jordan*

*The Boston Globe hopes that you will enjoy reading and owning the enclosed facsimile of an extremely rare memorial volume, published in 1895 after the death of Mr. Jordan.*

*But for Eben Jordan's generosity to our newspaper and to Boston, we would not be able to take the pride in both that we do. This re-creation of the original is in honor of his memory.*

*None of us knew that this encomium existed until George Gloss of Brattle Book Shop called it to our attention. He knows of no other copy, and we shall safeguard it here.*

*Roland D. Grimm*

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*Roland D. Grimm, Trustee*

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Memorial Tributes

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EBEN D. JORDAN

BORN OCT. 13, 1822—DIED NOV. 15, 1895

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BOSTON

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## EBEN D. JORDAN.

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[From BOSTON DAILY GLOBE, Friday, Nov. 15, 1895.]

### DEATH OF EBEN D. JORDAN.

Thousands of people will learn with sorrow of the death of Eben D. Jordan, senior member of the firm of Jordan, Marsh & Co. The sad event occurred at his residence on Beacon Street at 6.50 this morning.

Mr. Jordan has been sick since early in July. He had no specially dangerous disease, but the cause of his death seemed to be a general decline of vital power. He made a trip to Europe in July, and returned early in October, having made no perceptible gain toward recovery.

Eben D. Jordan was born in the town of Danville, Me., Oct. 13, 1822. He was left fatherless and penniless at the age of four years; and, his mother being unable to maintain the large family of small children left dependent upon her, young Eben was placed with a farmer's family in the neighborhood, to whom she was to pay a small sum toward his support until he was able to work.

As he was a smart, active, industrious boy, this period came quickly; and the family of Dyers, who were among the first settlers and most respected inhabitants of the town, soon found he was a positive and valuable help to them. They were people of more than ordinary intelligence, possessed strong common sense, and early impressed upon the boy's mind the importance of telling the truth, to work hard, to improve his time, to be economical, and to follow the

Golden Rule of doing unto others as he wished to be done by.

That these principles, which were instilled into his mind by his tender mother, who regretted her inability to care wholly for him, and also by the Dyers, have been the controlling influence of his life, none familiar with Mr. Jordan's career need be told. He grew up in this home until he had reached about the age of fourteen.

Of his boy's life on the farm it is, perhaps, needless to dwell at any great length. It was the experience of thousands, his differing from the majority in his readiness to assume responsibilities in every-day life far beyond his years. He early developed the important trait of self-reliance,—a quality without which no boy or man can succeed in any walk in life. It was shown in a hundred ways in his boyhood. He was fearless and tireless; and, if the work in hand looked formidable, he was always willing to try. So far as education was concerned, in these early years he attended brief summer and winter terms at a district school, where there were seventy-five pupils, varying from five to twenty-one years of age.

This limited schooling was the foundation of the knowledge he afterward acquired by hard experience, by a wide range of reading, by extensive travel, and by personal contact with active, busy, and successful men in all the walks of business and professional life. It was Mr. Jordan's theory that a man who does not learn something new every day or every week of his life is not equal to the duties and privileges he can enjoy, and that no man is thoroughly educated until the close of his life. It is desirable to get the best foundation for an education when it is obtainable, but the second twenty-five years of a man's life usually offer the best opportunities for securing the knowledge which he needs for his station in life.

To return to Mr. Jordan's boyhood. Just before he was fourteen years of age he made what proved an important

decision by resolving to go to Boston. While he had performed the drudgery of farm life cheerfully and thoroughly, in his boyish dreams and aspirations he had felt there must be a wider and a larger field of life outside the limits of the little town of Danville,—a place where one who was willing to work and delve must win greater prizes than were possible in that community.

Up to that time he had never spent a cent for himself; but, by working and exerting his natural ability as a trader, he had saved \$2.75 in silver. With this capital, and a determination to work and push himself to the front, he started for Boston, the great centre which has for many years been the magnet which has drawn the boys of New England from the farms on which they have been reared by hard-working parents. The half-fare by boat from Portland to Boston reduced the savings of young Eben to \$1.25; and he landed in Boston with just that amount of cash capital, but with good principles, sound health, habits of industry and economy, and a desire to achieve results by honest toil, which were far better than money.

He showed good sense in embracing the first opportunity for employment which was presented, and went to work on a farm in Mt. Pleasant, Roxbury, at \$4 a month. When he was sixteen, young Jordan entered the store of William P. Tenney & Co. at the corner of Prince and Salem Streets. His work in the store was that usually allotted to the boy, and particularly the last comer in those days,—building the fire and sweeping before breakfast, running errands and carrying bundles during the day, and gradually beginning to wait upon customers as the months rolled on.

Whatever he did was thorough, even down to the minutest details of what seemed the least important. He remained two years at Tenney's, and then worked one year at Pratt's on Hanover Street. Of his salary of \$275 a year he saved a part, thus early adopting a rule of living within his income, and aiming to possess independent resources of his own for any time of need.

When he was nineteen, Mr. Jordan met a valuable friend in Mr. Joshua Stetson, then a leading dry-goods merchant on Hanover Street. Mr. Stetson, who liked the young man's grit, energy, industry, and intelligence, offered to set him up in business. His kindness was appreciated, his offer was accepted, and very soon a small store was opened and stocked, located at the corner of Mechanic and Hanover Streets. With an eye to keeping down expenses, the young man had a sign painted on a board he found in the cellar, paying the artist \$3.62, and spending \$3.50 for a stove. This was the total outlay. After the arrangements were completed, the sign was put up; and, when the young merchant surveyed the establishment from the opposite side of the street, he probably felt prouder of his small measure of success than he did afterward, when his eye rested on the largest retail store in America, which was the growth of his later years of work and enterprise.

The small store on Hanover Street was rented for \$200, and the sales the first year were \$8,000. At that time the steamers from Down East and the Provinces arrived early in the morning; and, to catch the trade of the passengers, this enterprising young merchant was up and had his store opened at 4 o'clock, doing quite a thriving trade before breakfast, and before many other storekeepers realized that it was sunrise. From the first customer, an old lady who bought half a yard of calico for seven cents, and which was about the sum total of the first day's sales, the trade increased steadily, until at the end of four years Mr. Jordan had built up his sales to \$100,000 per annum. The spirit of enterprise, which in later years has produced such great results, was shown by the young Hanover Street merchant at that time; and his store got to be one of the most notable and popular on the street.

Desiring to obtain practical information in the matter of buying goods and to gain a better understanding of the general lines of trade throughout the world, Mr. Jordan sold

out his store at the age of twenty-five years, and took a position in the well-known and successful house of James M. Beebe. Here, in two years' time, by hard work and diligent study, he acquired a thorough knowledge of the principles and management of the business, and the system Mr. Beebe had been a quarter of a century in perfecting. He then felt better equipped for doing business on his own account, and entered upon a new career as a Boston merchant.

The firm of Jordan, Marsh & Co. was formed in the year 1851, when they opened a small jobbing store on Milk Street. The firm started with \$5,000 in cash; but its members had a reputation for integrity, industry, and ability, and had a determination to secure success and build a permanent and profitable trade. Now it was that the self-reliance, the quick intelligence, the untiring industry, and the indomitable will of Eben D. Jordan were needed to meet the strong competition and larger resources of older and well-established houses. And these qualities were never lacking.

Large importers were few in those days; but the competitors of Jordan, Marsh & Co. enjoyed this facility, and had large credit abroad. Mr. Jordan introduced the cash system into the jobbing business, and made considerable headway in improving the methods of trade for the benefit of customers. Progress was made; but feeling a desire for the advantage of importing goods direct, Mr. Jordan sailed for Europe in 1853. Though the means of the firm were limited, Mr. Jordan, by the magnetism of his personal presence, secured all the credit needed. The senior partner of one of the largest and most conservative commission houses in England heard his story, and was so strongly attracted to the young merchant that he gave him as large a line of credit as he desired, and certainly never regretted the act.

In the terrible crash of 1857 this English house saw many of its old customers go down; and when Jordan, Marsh & Co. pulled through, paying 100 cents on the dollar, the senior English partner not only did not regret his generous

act of 1853, but said that Mr. Jordan ought to have a monument erected, to perpetuate the name he had carried so successfully through the awful tornado of 1857. With the ability to import goods in large quantities, the firm made more rapid progress until the panic of 1857, referred to above. That came sudden and terrific, and swept through the business world as a Western tornado nearly obliterates a Western town. Old and strong houses tottered and fell. Every day new names were added to the list of the fallen.

When the storm had fairly burst, an old merchant remarked, "Well, Mr. Jordan, I suppose we have all got to fail; and we might as well do it first as last."

"I don't propose to take the first train," was the quick response.

But the ordeal was a fearful one. Every morning for weeks Mr. Jordan was at his store at six o'clock, working hard, with all hands, to sell off goods at some price; and every night he went home at midnight with the consciousness that the firm was from one to three thousand dollars poorer than when he arrived at the store in the morning.

But the panic came to an end; and the firm of Jordan, Marsh & Co. outrode the storm, was solvent, full of pluck and ambition, and ready for a new career of prosperity and mercantile success. Steadily it progressed, increasing its trade and resources, enlarging its salesrooms and manufacturing department, and keeping up a spirit of enterprise, which increased its profits and strengthened its name.

In 1861 the firm, in addition to its large wholesale trade, bought the retail store on Washington Street, corner of Avon, where now stands their magnificent establishment, with its many acres of salesrooms and its thousand and one conveniences for the comfort and pleasure of customer and employee. The growth of this retail store has been marvelous, and its wants now require the labor of nearly three thousand employees in its different departments. The work of building this large retail establishment was one of the

greatest magnitude, and its success showed the broad and comprehensive spirit of enterprise which ever characterized the career of Eben D. Jordan.

His clear perception of the wants of the public, his ability to meet the same and to deal squarely and honestly with all classes, were shown in a thousand ways. What he gathered from his experience, and from his wide observation, he concentrated in this establishment. Many of his ideas have been copied elsewhere.

The health and comfort of his employees have always been one of the important matters which have been carefully studied and fostered by this big-brained and big-hearted merchant.

Quite a chapter might be written on one of the great secrets of Mr. Jordan's success, and that was his ability to handle and get first-class work out of a small or large force of men. As Napoleon could handle an army for war, so could Mr. Jordan direct and govern in the paths of peace and business. His judgment of men was founded upon an instinct which quickly determined their worth; and, if they had any business qualities in them, he drew them out and perfected them as few men are able to do. Hundreds of successful men, scattered all over the country, owe much to his training; but few, if any, can ever hope to surpass or equal their teacher.

During all these years, when Mr. Jordan was active in building the fortunes of his house, he was one of the most public-spirited citizens of Boston. Persistently refusing all suggestions of political honors, he was ready to forward any and every public movement to promote the best interests of Boston, to contribute to any public testimonial toward any and all men who have endeavored to elevate their kind or have achieved success which merited recognition in any walk of life.

During the Rebellion he put forth every effort in his power to kindle the fires of patriotism, and to furnish material to

sustain the North in the terrible struggle to save the Union. Jordan, Marsh & Co. raised the first flag in the city, when the war broke out, in the presence of an immense crowd in Winthrop Square. When the first call for troops came, an offer was made to all their employees who desired to enlist that the cost of the outfits would be paid by the firm, their salaries to continue during their absence, and their situations retained until their return. Forty-five men enlisted and went to the front, embracing the terms of this liberal and patriotic offer. Mr. Jordan took a deep interest in the Sanitary Commission, and in all measures calculated to inspire and strengthen the loyal North, and carry its banners on to victory.

Mr. Jordan's vast labor in connection with the two great Peace Jubilees held in Boston in 1869 and 1872 are well known. His liberal expenditures of time and money, which were so important to their success, were given cheerfully and readily, as he saw the opportunities for enormous progress in music in Boston and New England, and that these great events would be of lasting benefit to this section of the country through all coming time.

In the latter part of his life Mr. Jordan made a tour around the world, which proved one of the most interesting and instructive of his whole life. His trip to Europe with twenty-five of his employees, to show them the world, and to give Europeans an idea of the intelligence and capacity of our toilers of both sexes, was a most notable one. Their reception by President Grévy of France, by John Bright, and many other famous men, will be readily recalled.

The career of Eben D. Jordan, while it reads like a romance, simply shows what is possible in this free land of ours, where all are equal, and where true manhood and honest toil are appreciated and rewarded. His life and success are full of encouragement and inspiration to the young men who are now growing up or who may come upon the stage hereafter.

With few early advantages, without means or friends, the young farmer-boy strikes out for Boston, and in less than forty years was her best known merchant prince. He secured wealth, position, friends, and was able and willing all along through the years of his successful career to extend a helping hand to others. Success did not turn his head. He was as genial and approachable to all when his trade ran into the millions as when in his little store on Hanover Street he sold his first yard of calico. Riches did not close the streams of his generosity, for his path is dotted all the way along by deeds of charity. Men may never hear of them, but they are recorded where not even the fall of a sparrow is unnoticed. Though forced into hot competition, he never swerved from the path of honesty and the strictest integrity, nor countenanced the slightest deviation on the part of any associate or employee. He won his success by hard work and ceaseless application, and has left an example of thrift, industry, capacity, integrity, and success which will furnish inspiration to thousands of young men who will come after him.

[From the BOSTON HERALD, Friday, Nov. 15, 1895.]

### CLOSE OF THE LIFE OF NEW ENGLAND'S GREATEST MERCHANT.

Mr. Eben D. Jordan, head of the famous house of Jordan, Marsh & Co., died at his home No. 46 Beacon Street, this morning, at 6.50 o'clock. Heart failure was the immediate cause of his death. His end was quiet and peaceful; and, when it came, he was surrounded by his family.

Mr. Jordan has been a very sick man during the past four months. When he was first taken ill, his friends advised a sea voyage; and by the advice of his physician he left for a trip to England and the continent. He was then so feeble that he was hardly able to walk. The trip across the ocean,

however, proved invigorating; and, when he reached Paris, he was much improved in health. His stay abroad was of about two months' duration, and his trip homeward was hurried by the fact that his condition grew so serious that it alarmed the family. He was much better after reaching this city, and was able to ride out in his carriage several times.

Two weeks ago he became so feeble that he was unable to be removed from his room. During the past few days he has been unconscious much of the time, and during his rational moments he was so weak that he could scarcely articulate. Notwithstanding his condition, he was able to recognize the members of his family and intimate friends who were permitted to see him.

A physician has been in attendance upon him day and night since his illness assumed a serious turn. He seemed to be conscious of the fact all the while that his death was near, and he bore his sufferings with remarkable patience.

His death had been momentarily expected on several occasions during the past week; but his remarkable vitality stood by him, and enabled him to rally time and time again, till the end finally came.

[FROM THE BOSTON DAILY GLOBE]

## HE GAVE JAMES FISK A START.

MR. JORDAN WAS FIRST TO RECOGNIZE HIS ABILITY  
AS A MERCHANT.

One of the men who became associated with Mr. Jordan in 1865 or 1866 tells of some important events in his history, says the *Herald*, this afternoon.

In 1864 or 1865 the celebrated James Fisk was a partner in the house of Jordan, Marsh & Co., he having drawn Mr. Jordan's attention to his ability when, as a pedler in Brattleboro, Vt., he bought goods of the concern.

Mr. Jordan was always on the lookout for smart young men; and, when Mr. Fisk came down to Boston to buy goods to be sent to Brattleboro, Mr. Jordan met him, and, recognizing his ability, induced him to give up peddling and enter the employ of the house.

During the war Mr. Fisk made himself so valuable by getting different government contracts and other important business that he was given an interest in the concern. This interest, however, lasted but a short time, as Mr. Fisk was very ambitious to start in business under his own name, which he did at the corner of Summer and Chauncy Streets.

It was only a short time before he sold out, and went to New York, and formed his connection with Jay Gould, under the concern name of Fisk, Gould & Martin.

In 1865, with his jobbing and retail business, with the addition of his woollen mills and calico printing business, Mr. Jordan's aggregate business amounted to nearly \$27,000,000 annually,—a figure which has never been reached by any other concern since in New England.

An important event in the business history of Boston was the failure of the great commission house of Francis Skinner & Co., who were the agents for the Pepperell, Laconia, Bates, Continental, Franklin, and other well-known mills,

and which at that time was doing the largest commission business in the United States.

After the death of Mr. Skinner the firm was carried on by Joseph Bardwell, Edmund F. Cutler, and S. P. Brintnall, the latter representing the house in New York.

After a year or two under this arrangement the concern got involved in business troubles; and Mr. Jordan, who at that time was running a wholesale business at Winthrop Square as well as a retail business on Washington Street, on account of his great regard for the concern of which he was one of the largest customers, and for his old friend, Mr. Bardwell, offered to lend a helping hand.

The result was the establishing of the concern of Jordan, Bardwell & Co., which consisted of the partners of the old concern, except that Mr. Jordan was at their head.

He thought that possibly by forming this new concern the old partners would be able to retain the Skinner business, but there were drags upon the house which he found it was impossible to overcome.

The treasurer of the big milling companies offered Mr. Jordan a chance to form any concern he might wish, and retain this vast commission business, provided only he give up his retail establishment,

Mr. Jordan's pride was in his retail business, and he refused this magnificent offer. He soon afterward withdrew, causing the accounts to be transferred to other commission houses, chief among them being J. S. & E. Wright, now the well-known house of Bliss, Fabyan & Co.

When the Chicago fire occurred in 1871, Mr. Jordan was a member of the Relief Committee, and took an active part in despatching the relief trains to the sufferers. When the Boston fire occurred in the next year, he made a liberal contribution of \$10,000 for the aid, especially, of the injured firemen.

[From the BOSTON HERALD.]

## PATERNAL BUSINESS MAN.

### UNMERCANTILE EPISODES THAT REVEALED MR. JORDAN'S KINDLY CHARACTER.

Two episodes in Mr. E. D. Jordan's mercantile career, though decidedly of a non-commercial character, gave him, perhaps, more gratification than any mere trade triumphs, as showing his true personality in the fact that he felt himself as a father in the midst of a business family, and found a worthy response in their hearts.

One of these was when, on a trip of business and relaxation, the ocean steamer that bore him was escorted down the harbor by the steamer "Empire State," containing more than a thousand of his employees and devoted friends, and by a number of smaller craft, all thronged with those who were eager to give their parting greeting.

It would be hard to eclipse the spirit of the scene when, amid the sounds of music and cheers from young and old of both sexes, and the waving of handkerchiefs and flags, his steamer sailed out into the bay, and his whole family of employees gave its final salute.

Another scene of a kindred character was that of a later date, when, in the midst of his great emporium, he gave, in conjunction with his employees, a parting reception to the English lady reformer, Mrs. Laura Ormiston Chant, who was about to start for Europe.

The plaudits that greeted her were hearty, but, when Mr. Jordan himself arose, with a beaming countenance, and spoke to his employees as a father surrounded by his family, the enthusiasm was most lavish; and on every side it was manifest that his paternal kindness was reciprocated with filial regard.

[From the BOSTON JOURNAL.]

### TRIPS TO EUROPE.

Mr. Jordan, always liberal to his employees, assisted other than in a strict financial way. He sent to Europe over twenty-five employees at various times.

"Go and enjoy yourself," said Mr. Jordan. He paid everything, and yet in doing so made them feel that they were conferring a favor on him. Time and again, when he saw some one looking pale and wan about vacation time, he would quietly make arrangements to send them to Europe. They would know nothing until some day they received a pleasant note, saying that they might go to Europe and enjoy themselves for a month or so. They, too, miss Mr. Jordan and deplore his loss, not alone because of those motives, but because of his personality.

[From the BOSTON JOURNAL, Sunday, Nov. 17, 1895.]

### A MONUMENT TO HIM.

COREY HILL WAS DEVELOPED BY MR. JORDAN'S ENTERPRISE.

The late Eben D. Jordan was a large owner in Boston and suburban real estate, and one of his operations will stand as a monument to his courage and enterprise. That was the development of the south-westerly slopes of Corey Hill.

A quarter of a century or so ago, before Mr. Jordan bought the land, it belonged to Farmer Bartlett, who led a contented, pastoral existence, little dreaming of the changes which would be wrought by the man who afterwards owned his farm. About 1890 Mr. Jordan began to remould the face of the great hill, and prepare it for human habitations. The task was a gigantic one, and required courage and large

resources before the three terraces were completed, giving easy gradients to the summit of the hill from the west, where it was naturally very steep. The work occupied several years, and about 150,000 cubic yards of earth were removed and replaced. An inclined railway was built, steam shovels set up, and a small army of laborers employed.

A small pond at the foot of the hill was filled, and the land about it raised to the grade of the street. Since then many fine residences have been built on the property, the largest and handsomest being that of Mr. Jordan's son, Mr. Eben D. Jordan, Jr., as he was then. Taken all in all, this was perhaps the largest enterprise of its kind ever undertaken in this vicinity by an individual.

## THE FUNERAL.

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[From the BOSTON DAILY GLOBE, Tuesday, Nov. 19, 1895.]

### IMPRESSIVE FUNERAL OF EBEN D. JORDAN.

The splendid aisles and the vast halls of Trinity's majestic temple were filled yesterday with the sorrow of a whole city, when the solemn tones of the funeral service over the remains of Eben D. Jordan floated mournfully through them.

All walks of the city's life were represented, and no higher testimonial of the place held by Mr. Jordan could be given than by the presence of the solid business men seen gathered around his bier. Men among the best in the social, the business, and the official life of the community, came to pay their meed of affection and respect to the great merchant, who was so much more than a merchant.

As his benevolence had been bounded by no lines of creed or class, so no creed or class limited the attendance of those who mourned him as friends, missed him as an employer, or regretted his departure as citizens or business men.

The spacious galleries were filled and the entrances to the crowded edifice were choked by reverent throngs of waiting thousands, who could do no more than wait in sorrow and silence, but who gave in that waiting and that silence no small honor to the honored dead.

Everywhere was subdued, earnest, and reverent respect, marking a deep but not a hopeless regret. The chancel was a garden of brilliant bloom, flower tributes of near and dear, some simple, some elaborate, and all beautiful.

Thus stood the sacred fane when the solemn service was begun.

At the appointed hour the rector of Trinity, Rev. E. Winchester Donald, D. D., and his assistant, Rev. William H. Dewart, walked down a side aisle to the main entrance, where they met the pall-bearers with the coffin.

The silence was broken by Dr. Donald speaking the first words of the impressive burial service of the Episcopal Church as the cortège proceeded up the main aisle to the chancel.

Following Dr. Donald and his assistant came the pall-bearers, Messrs. George F. Fabyan, B. F. Stevens, John P. Marquand, S. P. Mandell, H. M. Whitney, John M. Clark, Otis E. Weld, E. J. Mitton, I. Braggiotti, George H. Bradford, Alexander S. Porter, Charles H. Taylor, with the casket. Then came the members of the family and the honorary pall-bearers, Messrs. William L. Bonney, George W. Snow, W. E. Shedd, J. J. Mundo, F. P. O'Connor, W. F. Watters, P. J. Barry, W. D. Webb, O. G. Robinson, J. W. Coverly, C. W. Earnshaw, W. B. Larrabee, W. D. Williams, J. M. Bassett, F. S. Hardenbrook, C. A. Buckley, A. W. Ross, W. A. Johnson, J. A. Thomas, James Grainger, C. W. Whitten, W. R. Corlew, T. J. Burgess, P. Doherty.

The service of the Episcopal Church was read, the musical program being impressively rendered by this double male quartet: J. C. Bartlett, George J. Parker, first tenors; W. L. Meek, George W. Want, second tenors; George H. Remele, Arthur B. Hitchcock, first basses; George R. Clark, D. M. Babcock, second basses. It follows:—

Chant for the Burial of the Dead, . . . . . *Anglican*  
Emmanuel Church Choir.

Hymn, "Abide with me," . . . . . *Monk*  
Double Male Quartet (unaccompanied).

Committal Chant, "I heard a voice from heaven," . . . . . *Dykes*  
Double Male Quartet.

Hymn, "For all the saints who from their labors rest," . . . *Barnby*  
Emmanuel Church Choir and Double Male Quartet.

The arrangements for the funeral were in charge of Charles E. Chester, sexton of Trinity Church; and the following showed to their seats those for whom places had been reserved: Messrs. George Lewis, S. N. Bond, C. W. Whittier, C. H. Taylor, Jr., G. Wiswell, W. F. Walters, Henry Wainwright, Eugene Greenleaf, G. W. Mitton.

At the close of the services in the church the casket was borne out of the church, through the crowd on the steps, to the hearse.

The interment was in Forest Hills cemetery.

In the seats reserved for the family were Mrs. Eben D. Jordan, Mr. and Mrs. Eben D. Jordan, Mrs. A. W. Foster, Mr. James C. and Miss Marion Jordan, Mr. and Mrs. Herbert Dumaresq, Mr. Jordan Dumaresq, Mr. Robert Jordan, Miss Dorothy Jordan, Miss Lottie Clark, Miss Mary Clark, Mr. J. H. Ringot, Mr. Chandler Jordan, Mrs. E. G. Lynes, Mr. and Mrs. Frank Lynes, Mr. George Clark and family.

Immediately behind the relatives were Mrs. Charles H. Taylor, Mr. and Mrs. William O. Taylor, Miss Elizabeth Taylor, Miss Grace Taylor, Mrs. Cecil Wilson, Miss Wilson, Mrs. E. J. Mitton, Mrs. G. W. Mitton, Miss Mitton, and Mrs. Rebecca Campbell.

Twenty-four women, sitting at the front of the church on the right, represented the great army of women employees. They were Miss Patterson, Miss Griecor, Miss Hancock, Miss Mary Holmes, Miss Holland, Miss E. Holmes, Miss Moore, Miss L. Moore, Misses Elsie A., Ilde A., Mabel, Ernestine, and Edith M. Witherell, Miss Stratton, Miss Dickinson, Miss Nolan, Mrs. Jacques, Miss Eastman, Miss Grover, Miss Donegan, Miss M. Donegan, Mrs. Hopkins, Miss Brimmer, Miss Marshall, Mrs. Corthell, Miss McBride, Miss Keefe.

The following heads of departments of the store were ushers for the portions of the church reserved for employees: Messrs. R. D. Watters, William H. Powers, Thomas Daniels, N. H. Gardenier, H. W. Shaw, J. W. Watters, F. W. Carter,

R. M. Dean, T. F. Gately, J. F. Cooney, G. H. Guest, T. J. McCarthy, J. D. White, C. A. Laubham, James Landy, H. B. Deland.

Among the well-known people present in the church were President William H. Baldwin, representing the Boston Young Men's Christian Union; Mr. David W. Noyes, Mr. and Mrs. N. V. Titus, Mr. Thomas Downey, Jr., Mr. and Mrs. James Wesson, Mr. Edward E. Cole, Hon. Thomas N. Hart, ex-Fire Commissioner Robert G. Fitch, Francis M. Nichols; President Samuel Little, of the West End Street Railway; Mr. Samuel Johnson; Mr. Edward Johnson, of C. F. Hovey & Co.; Hon. S. N. Aldrich, Mr. Henry G. Nichols, Mr. W. A. Taft, Mr. Edward C. Gookin, Rev. James Yeames, Mr. William G. Clark, Col. Arnold A. Rand, Alexander Salvini and Mrs. Salvini, Col. Andrew M. Burton, Mr. M. Freeman, Mr. John Shepard; Mr. Henry Belcher, of R. H. White & Co.; Mr. William Durant and Mr. George S. Mandell, representing the *Transcript*; Mr. John Hogg; J. A. Gwynne, of Melrose; Gen. A. P. Martin, chairman of the Board of Police Commissioners; Mr. Jackson, of Jackson, Mandell & Daniels; Mr. Tyler Brigham; Mr. Curtis C. Nichols, Treasurer of the Boston Five Cents Savings Bank; Mr. Henry Wood, Mr. John C. Paige, Mr. George R. Spaulding, Mr. Thomas Mack, Mr. George Wheatland, Mr. George Witherell, Mr. James Stevenson, Mr. Charles B. Gookin, Mr. Durjest Prouty, Mr. Charles H. Andrews, Mr. Lewis, Mr. R. H. Stearns, Mr. A. Shuman, Col. Josiah H. Benton, Jr., Mr. Spencer W. Richardson, Mr. Prentiss Cummings, Mr. Stephen B. Simons, Mr. Edward A. Taft, Mr. James H. Freeland, Mr. Charles R. Batt, Col. A. A. Pope, Mr. E. P. Ricker, Mr. Theodore A. Thayer; Mr. John H. Holmes, representing the Boston *Herald*; Mr. Thomas Mack, of C. F. Hovey & Co.; Mr. Nathaniel H. Taylor; Mr. George Lewis, of the Wheelwright-Eldridge Company; Mr. Frank Peabody, of Kidder, Peabody & Co.; Mr. B. F. Calef, Mr. J. Otis Wetherbee, Mr.

E. L. Tead, President of the Exchange National Bank ; Dr. Chamberlain, C. H. Browning, C. B. Tillinghast, State Librarian ; Mr. and Mrs. Isaac Prouty ; and Mr. Raymond, of Raymond & Whitcomb.

[FROM BOSTON DAILY GLOBE.]

### SCENES OF GRIEF AT THE BIER.

THOUSANDS OF SORROWING FRIENDS LOOKED FOR THE LAST TIME UPON THE FACE OF BOSTON'S GREAT MERCHANT.

When the doors of Trinity swung open at 10 A.M. yesterday, there were upward of two hundred persons—men, women, and little children even—on the walks outside. Inside the church lay in state the remains of Eben D. Jordan ; and these waiting mourners were the first of a great army, which numbered into the thousands, that entered the vestibule, and passed reverently by the coffin in which Boston's great merchant slept the eternal sleep.

Those who gazed on the features of the dead saw a countenance calm and restful and serene,—the expression of a man who had fulfilled his ideal of life, and who died satisfied. Not long ago Mr. Jordan took occasion, in the course of a casual discussion of the merits of certain men, to explain his idea of what constituted a great man.

“My idea of a great man,” he had said, “is one who creates something, who builds up a great enterprise, and gives employment to lots of people.”

Who in that long procession which entered Trinity at ten o'clock, and in which there was hardly a break for two hours, could say that Eben D. Jordan had not been a creator,—had not fulfilled his ideal ?

In that first gathering of mourners, most of whom were the employees of the firm of Jordan, Marsh & Co., there

were evidences of sincere and deep regret at the death of the head of the establishment; and the tears that were shed without thought of concealment testified to the warm place Mr. Jordan held in the hearts of those who worked for him.

The remains lay in a coffin of broadcloth, lined with white satin throughout, under a sombre canopy in the vestibule in exactly the same place that the remains of Bishop Brooks were placed several years ago.

At the head and foot of the coffin stood Mr. William Dale and Mr. William Laforme, the two nurses who were in Mr. Jordan's employ. Over the silver handle at the foot of the coffin hung a wreath of violets, and this was the only floral decoration that had a permanent place on the coffin during the time the remains lay in state. The plate on the lid of the coffin read as follows:—

BORN OCT. 13, 1822.

EBEN D. JORDAN.

DIED NOV. 15, 1895.

The procession which passed the coffin was cosmopolitan.

There were, first of all, the employees of the firm of which Mr. Jordan was the head, from those who held the highest positions of honor and responsibility in the establishment to the cash girls and bundle boys. Then there was the great body, representing the citizens at large, who had come to pay their final honors to one who had been a public benefactor in a true sense of the word.

Occasionally some one would enter with a floral tribute to the dead. One a woman, who had been out of town and had just returned, brought a little bunch of pinks, which was tearfully given to Mr. Chester's assistant, Mr. Gilmore, to be placed with the others inside the church. A man came in with a huge wreath of white chrysanthemums, tied with a purple ribbon, the offering of a New York business firm.

All parts of the city and all walks of life were represented in the throng of four thousand who passed under the canopy from ten to twelve.

There were some in the procession who appeared in their working clothes, apparently having taken a half-hour from their day's labor.

"He was a wonderful man, a wonderful man," commented an elderly gentleman, as he cast a backward glance at the coffin. "He must have had a wonderful ability to have reached the point he did, when he came to Boston without either money or influence. I went with the firm twenty years ago."

After viewing the remains, the employees gathered in front of the church, in knots of half a dozen or so, and discussed the merits of the dead man. It was a fact that nothing but the kindest words were spoken, nothing but the sincerest sorrow expressed.

As the hour approached when it was known that the church doors would be closed, a great many, after passing the casket, found places on the settees in the vestibule and on the stairs leading to the gallery, where they settled themselves to wait until the doors would be opened for the services at two o'clock. But just before twelve the vestibule was cleared; and they passed out to the steps of the church where they waited until two o'clock, when the doors were opened.

After the last person had left the vestibule, the doors were locked, and the lid of the coffin closed, shutting the kindly face out from sight forever.

[From the BOSTON DAILY GLOBE.]

## MAGNIFICENT FLORAL TRIBUTES.

CHANCEL IN CHURCH EMBOWERED IN THE BEAUTIFUL OFFERINGS OF FRIENDS IN EVERY WALK OF LIFE.

Beautiful beyond description were the floral tributes. They came from far and near and from all classes. Business and professional men, religious, industrial, educational, and musical societies, merchant princes and their employees, all were there, represented by some precious, choice, or appropriate token of remembrance.

Seldom, if ever, at a funeral in Trinity Church, has there been so elaborate and so artistic a display. Not only was the spacious chancel filled, literally embowered, but the steps leading to it and all its surroundings were covered.

Most prominent and elaborate of all were those from the employees of Jordan, Marsh & Co., filling all the background and taking up all the space from the rear wall of the chancel clear to and including the communion rail. A fringe of palms comprised the outer edge; and the centre-piece was an arch of chrysanthemums, roses, and pinks, eight feet high, towering above every other contribution. In the centre of the arch rested a huge book, closed, composed of white pinks, with a cluster of red roses, stripes of violets, and a quill of white pinks, while diagonally across the cover was the inscription in violets, "From Employees." The railing in front was covered from end to end with white chrysanthemums, and a group of palms and sweet bay-trees formed the immediate surrounding.

From Mrs. Jordan, a flat bouquet of white roses; Mr. James C. Jordan, a flat bunch of white and pink chrysanthemums, tied with a pink satin ribbon; Misses Helen and Marion Jordan, a wreath of pink chrysanthemums.

Mr. and Mrs. Herbert Dumaresq, a beautiful floral wreath of violets.

Jordan Dumaresq, a flat bouquet of lilies of the valley, tied with white satin ribbon.

From Mr. and Mrs. E. J. Mitton, a weeping spray of tropical foliage, representing autumn, over a closed book of white carnations trimmed with white roses and maidenhair ferns, the whole resting on a base of white chrysanthemums.

Directly adjoining the pulpit was a slanting cushion, four and one-half feet square, made of solid white chrysanthemums, decorated in the centre with a huge bunch of Madame Cusine roses, tied with a broad white satin ribbon. The back of the cushion was mounted with fifteen sago palm leaves, trimmed with Madame Waterville roses. This was from General and Mrs. Charles H. Taylor.

Back of this, and standing out in artistic prominence, was a standing cross of variegated leaves, festooned with Meteor roses, the whole resting on the tall marble baptismal font. A card attached to this floral tribute bore the inscription, "From those who honor his name in Poland Spring, Me." It was from Hiram Ricker & Son.

Mr. J. H. Ringot sent a magnificent bouquet of white roses tied with white satin ribbon.

Next in order of prominence was an open book of carnations and pinks, resting on a tree stump, five feet high, from the dry-goods trade of Boston.

Directly in front of this tribute from the dry-goods trade was a beautiful cross of ivy on a base of white roses, from Shepard, Norwell & Co.

Then farther over toward the opposite side of the chancel was a standing cross, seven feet high, of white chrysanthemums, from the Arnold Print Works, Providence.

Near this cross were two beautiful solid chrysanthemum mounds, one of yellow and white from A. Shuman & Co., and one of pink from Mr. and Mrs. W. O. Taylor.

Another very attractive mound was composed of white chrysanthemums and white roses, from Mr. and Mrs. William Shedd; and still another of pure white chrysanthemums was from T. Downey, Jr.

One of the most effective and artistic tributes of all was that from the Temple Club. It consisted of a crown of white roses, with base of crimson king carnations, cross of violets on top of crown, the whole four feet in height. This piece rested at the very front and directly in the centre of the chancel.

The servants' offering was a wreath of bride and Mermet roses, to which was fastened a purple ribbon, with the inscription at either end in white immortelles, "Oct. 13, 1822," "Nov. 15, 1895."

Mr. and Mrs. Charles H. Taylor, Jr., sent a standing wreath of variegated foliage, the base of which was dotted with American Beauty roses.

There was a large pillow of violets from Mr. and Mrs. Alexander Salvini.

Mr. Isidore Braggiotti sent a wreath of white roses and violets, and Richard Mansfield a flat bouquet of violets and lilies of the valley, fastened with purple satin ribbon.

Other floral tributes in the chancel were as follows:—

From George H. Wetherell, a mound of white chrysanthemums.

From Mr. and Mrs. Nelson V. Titus, a wreath of pansies and ferns, fastened by a broad purple ribbon.

Mr. and Mrs. J. S. Wesson, wreath of white and pink carnations, fastened with pink satin ribbon.

Miss Lillian Moore, sprays and bunch of violets.

Miss Isabella Holland, seventy-two white roses, tied with white ribbon.

Miss Mary Gibbons, bunch of white chrysanthemums.

Joseph Becket & Co., New York, a very large white chrysanthemum wreath, fastened with violets and purple ribbon.

Wheelwright, Eldridge & Co., a large ivy wreath, fastened with white roses.

From relatives, an ivy column, mounted with lilies of the valley, and a large bunch of calla lilies at the base, with the inscription "A Strong Man."

Miss Harriet Dickinson, a large, flat sheaf of chrysanthemums.

The Misses Wetherell, a flat bouquet of lilies of the valley.

John E. Emery, a flat bouquet of white chrysanthemums.

Richardson, Hill & Co., a bunch of sago palms and white roses.

Charles H. Andrews, a wreath of pink roses, fastened with lavender ribbon, background of sago leaves and white chrysanthemums.

Mrs. B. F. Nourse, bunch of sago leaves crossed with violets, and fastened with lavender satin ribbon.

Mrs. James Lincoln, bouquet of cut flowers.

Miss M. D. Clark, wreath of ivy.

Miss Hughes, lilies of the valley.

The Misses Holmes, violets and laurel wreath.

W. H. Baldwin, white chrysanthemums.

Mr. and Mrs. George W. Mitton, sheaf of white roses.

Sheaf of white roses, violets, from Miss Moore, Miss Holland.

F. W. Andrews, white and pink roses.

Mrs. Francis Norwood, bunch of pink carnations.

Mrs. Braggiotti, a flat bunch of white roses.

Dr. and Mrs. Cecil Wilson, a flat bunch of American Beauty roses, fastened with maidenhair fern and white satin ribbon.

H. G. Nichols, wreath of white chrysanthemums.

Mr. Hurd, large cluster of roses, heliotrope, and lilies of the valley.

Mr. Richardson, large cluster of violets, tied with purple ribbon.

Miss Wolfe, basket of violets.

Miss Dunton, large cluster of white chrysanthemums.

Charles P. Grimmer had charge of the arrangement of the floral designs within the chancel.

[From the BOSTON DAILY GLOBE.]

## CROWDS ABOUT THE CHURCH.

HUNDREDS AND THOUSANDS OF PEOPLE UNABLE TO GAIN ADMITTANCE TO TRINITY CHURCH YESTERDAY AFTERNOON.

The scenes around Trinity Church yesterday afternoon, during the funeral of the late Mr. Eben D. Jordan, reminded one of the funeral of the late Bishop Brooks.

There were fully two thousand people, mostly women, who waited anxiously for the front doors of the church to open.

Several hundred of the employees were present, and many other hundreds of people were unable to secure admission.

Sergeant Sheehan, of Station 16, had to send for re-enforcements about 1.30, as the women were all pushing for points of vantage from which to view the cortège, seeing they could not gain entrance to the church.

After the extra policemen arrived, a passage was cleared from the door to the sidewalk, so that the members of the family, when they arrived, were enabled to step from their carriages and enter without difficulty.

But the people on the outside of the church were a patient people, and they stood nobly by their posts until the services were over. They were a little disappointed perhaps, but they were all friends, evidently, of the deceased; and they bore their disappointment in silence.

It was a beautiful day, and Copley Square never looked better at this season of the year. The sun shone brightly from a cloudless sky, so that those who were obliged to remain outside of the church did not suffer any of the discomforts that were suffered during Bishop Brooks's funeral, owing to the snow which was on the ground at that time.

The silence among the thousands in the square during the services was very impressive, and was only broken by the

clanging of the bells on the electrics. On St. James Avenue a long line of carriages was drawn up during the services.

At the close of the services in the church the crowd on the streets was materially increased from those who were in the church; but everybody was evidently impressed by the solemnity of the occasion, and the officials who had the funeral in charge had no difficulty whatever in performing their work.

[From the BOSTON DAILY GLOBE.]

### AS A MARK OF RESPECT.

SCORES OF BUSINESS HOUSES WERE CLOSED DURING THE FUNERAL HOURS, AS WERE ALSO ALL OF THE NEWSPAPER OFFICES.

That the name of Eben D. Jordan was honored by his business associates and neighbors was attested yesterday, when a large number of business firms closed their doors to the public from 2 to 3 P.M. Hundreds of people wondered why so many stores were closed. The streets were crowded in the shopping district for the hour in which the stores were closed, and many expressions of sorrow at the death of Mr. Jordan were overheard by a *Globe* man as he made his way through the shopping district.

The firms who closed during the funeral hour were R. H. White & Co., A. Shuman & Co., Thomas O'Callaghan & Co., Springer Brothers, J. Seligman & Co., Wilson, Larabee & Co., G. A. Plummer & Co., J. F. Bonney & Co., Filene's, J. G. Small & Co., John Medina, C. N. Carter & Co., Houston & Henderson, Joseph A. Jackson, Cumner, Jones & Co., Macullar, Parker & Co., E. B. Sears, Noyes Brothers, and Ray's, on Washington Street.

On Summer Street C. F. Hovey & Co., Mr. Jordan's business neighbor, closed, as did the International Fur Com-

pany, Bowditch, Clapp & Pierce, and March Brothers, Pierce & Co.

On Hawley Street Langley, Burr & Co., and Chatman, Kendall & Daniel, closed.

T. D. Cook, Knight's lining store, and H. Crine, of Avon Street, closed.

Very little business was transacted on Temple Place, as few stores were opened for business. Among those who suspended business were Simpson & Co., Emerson & Co., and T. D. Whitney.

On Winter Street Shepard, Norwell & Co., Chandler's, Gilchrist & Co., Cohen, Conrad's, and Allen closed for the hour.

On Tremont Street the large stores of Houghton & Dutton, R. H. Stearns & Co., and W. S. Butler & Co. were closed.

The offices of the *Globe*, *Herald*, *Record*, *Journal*, and *Post*, were also closed from 2 to 3 P.M.

[From the BOSTON STANDARD, Tuesday, Nov. 19, 1895.]

The remains of the late Eben D. Jordan were interred yesterday.

The body lay in state in Trinity Church from ten to twelve, during which time thousands of persons took a last look at the face of Mr. Jordan. Among the enormous number of persons who viewed the remains were hundreds of employees of Jordan, Marsh & Co. In the throng were many business men.

A careful estimate was made of the number of persons present during the two hours, the figure being about four thousand.

As the people turned to the right upon entering the vestibule, they saw in the centre of it, directly in front of the huge doors, an impressive canopy of black, the apex of which

touched the ceiling, and the folds of which fell symmetrically to the stone floor. The folds were so arranged that the interior of the canopy was visible from three of its sides.

The fourth side, or back, was formed by the storm doors, alongside of which, on the black-ribbed bier, was the coffin, the lid being open from end to end.

There was a cluster of electric lights high overhead. A silver plate, half obscured in the lining, bore the name "Eben D. Jordan," with the dates of birth and death.

Close beside the remains were the two men who cared for Mr. Jordan during his long illness, William Dale, who accompanied him to Europe, and William Laforme, who attended Mr. Jordan at his Beacon Street residence.

About the feet of the deceased was a wreath of smilax and violets, a tribute from Mrs. Eben D. Jordan.

[From the BANGOR (Me.) COMMERCIAL.]

#### THE FLORAL TRIBUTES.

The floral decorations and tributes in honor of the late Eben D. Jordan, whose funeral obsequies occurred at Boston on Monday, have never been surpassed in numbers and elegance at any similar occasion in that city. They numbered more than fifty separate pieces, many of them being large and elaborate, besides a magnificent decoration of potted palms, bay-trees, and costly tropical plants in profusion. The services were deeply impressive, and evidences of sincere sorrow pervaded the city throughout the day.

[From the BOSTON JOURNAL, Tuesday, Nov. 19, 1895.]

Business competition has never produced bitterness of feeling in Boston. It was refreshing to see the respect paid to Mr. Jordan's memory by the great department stores.

## TRIBUTES,

TENDER AND AFFECTIONATE, FROM FRIENDS IN  
ALL NEW ENGLAND AND THE COUNTRY.

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[From the BOSTON DAILY GLOBE, Saturday, Nov. 16, 1895.]

### MARSHALL FIELD.

NO MORE ENTERPRISING, PROGRESSIVE, OR HONORABLE  
MAN OF BUSINESS HAS STOOD IN HIS DAY.

CHICAGO, Nov. 15 — Marshall Field, Chicago's greatest merchant, said to-day that he was most sorry to hear of the death of Eben D. Jordan. "I have known him for twenty-five years," continued Mr. Field; "and no more enterprising, progressive, or honorable man of business has stood in his day. He was worthy of universal esteem. He was only in Chicago once, to my knowledge; and that was several years ago, when he made a short stop on a trip around the world."

### CORNELIUS N. BLISS.

KNEW MR. JORDAN WHEN HE KEPT A MODEST DRY-  
GOODS SHOP IN HANOVER STREET ABOUT 1850.— HAD  
A REMARKABLE CAREER.

NEW YORK, Nov. 15 — Mr. Cornelius N. Bliss this afternoon spoke as follows:—

"I knew Mr. Jordan when he kept a modest dry-goods shop in Hanover Street, Boston, about 1850, and was a customer

of the importing firm with which I was serving my apprenticeship.

“The members of that firm were James M. Beebe, Junius S. Morgan (afterward of London), and the present governor of New York, Levi P. Morton. Mr. Jordan entered the service of the firm, but after two or three years started in the dry-goods jobbing and importing business on his own account.

“He began with small capital, but his great energy and ability soon carried him to the front rank of the merchants of that day.

“He was most honorable in all his dealings, warm and true to death in his friendships, and of great public spirit. His career has been remarkable. Few men overcome such difficulties as Mr. Jordan had to contend with in early life and rise to such distinction as he attained.”

#### HON. JOHN WANAMAKER.

MR. EBEN D. JORDAN MADE BEST BUSINESS ORGANIZATION OF ITS KIND IN THE CITY OF BOSTON.

PHILADELPHIA, PENN., Nov. 15.—John Wanamaker, who was personally acquainted with Eben D. Jordan, was not greatly surprised to learn of the latter's death, as he had been aware that he had been in failing health for some time. He had a high regard for Mr. Jordan; and, speaking of him to-day, he said:—

“Mr. Eben D. Jordan came late in his business career into retailing, and showed great aptitude for it by making what many people consider the best business organization of its kind in Boston. He was a man of great integrity, and of a generous nature that attracted everybody to him.”

## GOVERNOR CLEAVES OF MAINE.

“HE NEVER LOST HIS AFFECTION AND ADMIRATION FOR HIS NATIVE STATE OF MAINE, AND WAS ALWAYS INTERESTED IN HER.”

PORTLAND, ME., Nov. 15 — The announcement of the death of Eben D. Jordan was received here with general regret.

Special prominence was given by the local press to the story of his life, and General Taylor's tribute was printed in full.

Governor Cleaves said: “Eben D. Jordan, who died in Boston this morning, was one of the sons of Maine who in early life sought Massachusetts to engage in business.

“He has had a remarkable business career, and achieved a wonderful success. He was a man of the strictest integrity and honor, public-spirited and progressive.

“While his great business interests were in Boston, and his home in Massachusetts, he never lost his affection and admiration for his native State of Maine, and always manifested a great interest in her advancement and prosperity. He has honored both the State of his adoption and the State of his birth.”

## SENATOR W. P. FRYE.

“HIS SUCCESS WAS BASED ON HONESTY, INTEGRITY, PERSEVERANCE, AND GENERAL ATTENTION TO BUSINESS.”

Senator William P. Frye was grieved at the announcement of Mr. Jordan's death. “The people,” he said, “have lost a good friend. Mr. Jordan was born just across the Androscoggin, in Maine, in my native town. The place in those days was called Danville, but it is now a part of Auburn.

“He was a studious, painstaking boy at school, independent and honest. Those traits he carried with him through life. And he was economical and saving,—a good thing for the young men of to-day to remember.

“Mr. Jordan had a good head for business. He was deliberate, far-seeing, careful. His deductions were logical, and generally correct. His success was based on honesty, integrity, perseverance, stick-to-ativeness, and general attention to business. His achievements in the mercantile line were bright. He was a good husband, a fond father, a kind and true friend. No better citizen ever lived. Thousands will miss him.”

#### CONGRESSMAN DINGLEY.

HE REGARDED MR. JORDAN AS A MAN OF GREAT BREADTH  
OF VISION AND AN HONOR TO THE HUB.

LEWISTON, ME., Nov. 15.—The news of the death of Eben D. Jordan came to many people in this city with a sense of personal loss.

Mr. Jordan was born at Danville, now a part of Auburn, within a few miles of this city, and has always been a frequent visitor here.

A sister, Mrs. Thomas Mansfield, died here less than a year ago.

Congressman Nelson Dingley said: “I have known Mr. Jordan for many years, and during the past ten years have met him frequently in Boston or this city, or at Poland Spring.

“As he was born within a few miles of this city, it was his custom to visit Poland Spring nearly every year, and frequently to drive to Auburn and Lewiston; and I met him so frequently that I came to know him intimately and esteem him highly.

“Last July I met him at the dedication of the Maine build-

ing at Poland Spring; and he gave me a very interesting account of his early life in Auburn, then Danville, his departure to Boston at the age of fourteen, and his long and successful business struggle at the 'hub.'

"I regarded Mr. Jordan as an unusually able business man, with great breadth of vision, unspotted integrity, and marked public spirit."

#### BENJAMIN F. STEVENS.

"IN HIS DOMESTIC LIFE MR. JORDAN WAS A LOVING HUSBAND AND TENDER FATHER, AND OVERFLOWING WITH LOVE FOR ALL."

Few men outside of business associates knew Mr. E. D. Jordan more intimately or better than Mr. Benjamin F. Stevens, President of the New England Mutual Life Insurance Company. In speaking to a *Globe* representative of Mr. Jordan's career, Mr. Stevens said:—

"In his domestic life Mr. Jordan was the loving husband and tender father, always genial and overflowing with abounding love for all. His life has been rounded to beyond the threescore and ten; and he has left a name for honesty, benevolence, energy, and industry which his family and friends and the great public may well be proud of.

"As one of the late Eben D. Jordan's oldest friends, I can truly say that I knew of no one within our circle who was more regarded for all the elements which go to make up a successful career than he. Just think for a moment of how he began life, and what determination he showed to accomplish the end he had in view. He was a farmer's boy; and, if there is a being more to be pitied than that little scrub of all work, I have yet to see him. It was the custom of Mr. Jordan in later life, when he had achieved success, to occasionally, in the club and at social gatherings, refer to his early experiences in farm life, to which he was put, through

adversity, at an age so young as hardly to be conceivable; and I have often heard him say, 'I wonder what the boys of the present day would say, could they know all that I went through to gain the object in life for which I started.' One event, he often said, he never forgot,— his first acquaintance with the country store. He told me that the idea of becoming a merchant was from his being sent to the village to buy a dozen soft crackers by his master. 'Here,' he said, 'I gained my first knowledge of buying and selling. I had gained my capital when I saw the goods going out and coming in. I was as different a boy when I started for home with my little purchase as white is from black. I was ready to take my first step in active life.' Other experiences of Mr. Jordan's early life have been told to us, more interesting than the one which I have related, all showing his intensity of purpose and thorough adherence to principle. Yes, as you say, they are all lessons for the young. His whole life is a lesson of what can be accomplished when one sets out to achieve a noble purpose, and how rare it is that one succeeds when so much has to be encountered.

"At last, after experiences which would break the spirit of a grown man, he entered upon his vocation in life, as he then supposed. He reached Boston after much further suffering, and became an apprentice, as the boys were called in the thirties, although not bound to their employer, unless they were to work in a mechanical occupation. His life can be traced day by day from the time he earned his first dollar to the day he laid down his weary body and his soul passed over to the God who gave it. His indomitable energy and straightforward integrity never deserted him. When he had attained the object in life which he had in view when a little, half-starved lad, he never boasted or bragged of his success. The most that I as an old friend can bear in mind now is that he once said: 'My life is one of example. I have shunned many dark places in which I should have fallen, had I not obeyed and ever had before me

the Golden Rule, and had I not been obliged to suffer as I did in early life.'

"Eben D. Jordan has been a boon to the city of Boston. His position as head of one of the largest business houses in the world is well established: it is world-wide, and its credit unlimited. He was the lover of art and the friend of artists, many of whom were needy. One never was turned away when the object of his calling was dear to his donor. He never let his left hand know what his right hand did, when charity or benevolence was at stake; and it will never be known to us poor mortals the amount of good which this man did, who, by force of his own will, aided by a strict adherence to principle, worked his way from the worst of poverty to that high position made famous in olden times by our fathers,—that of a merchant prince.

"We used in social and club life to call Mr. Jordan 'the king.' It fell to him naturally, I think, from an expression dropped by an old friend and store companion, our late sheriff, Hon. John M. Clark, a constant and consistent friend of many years, meaning that Mr. Jordan's nature was to conquer,—at least, it was so understood by us; that, in fact, he had conquered poverty, adversity, and privation, and attained the first rank among business men.

"Mr. Jordan was one of the oldest members of the Temple Club. His associates were, in early days, James Read, of Read, Chadwick & Co.; Nathaniel Hooper, of Minot & Hooper; Seth E. Sprague, clerk of the United States District Court; Otis E. Weld, Esq., of J. D. & M. Williams; Charles Marsh, of Jordan, Marsh & Co.; George B. Upton, Esq., Hon. John M. Clark, Isaac Pratt, Jr., Esq.; and other honored names in different professions. Later he joined the new Algonquin Club, but his affections were with his old friends of the Temple; and until his last illness he was constant in his attendance at the smaller club, the privileges of which were to him more precious."

## HON. J. P. BASS, BANGOR.

“I HAD BUSINESS WITH HIM BEFORE THE WAR.— HE WAS A MERCHANT IN ALL THAT NAME IMPLIES, AND IT IMPLIES A GREAT DEAL.”

BANGOR, ME., Nov. 15.—“I have known Eben D. Jordan for forty years,” said Hon. J. P. Bass, when told to-day of the death of Boston’s merchant prince. “I had business with him before the war, and my acquaintance with him had been well maintained ever since.

“Mr. Jordan was a merchant in all that the name implies, and it implies a great deal. It was not enough for him to win success at the outset. His nature was such that he never once lessened his business enthusiasm or those efforts which have established a proud name for him in the marts of the world.

“Mr. Jordan was not a money-maker alone. He was one of those rare men who do not know how to rust out, but wear out. He imbued every associate and subordinate with his own indomitable energy, constancy of application, and dash.

“Much of his success was due to his unexcelled judgment of the capacity of other men. This was a faculty which never deserted him, and it was developed to an abnormal degree. Maine always felt a sense of pride in the success of this one of her sons, while I am sure that he never lost his interest in his native State.

“When the World’s Fair Commissioners of Maine were first considering the building question, Mr. Jordan appeared before them at Poland Spring, and urged that the State be represented at Chicago by a building which might make every son of Maine feel a glow of pride.

“He did not want a large building, but he did want a characteristic one. Last summer, when we rededicated the building which had been brought from Chicago to Poland

Spring, Mr. Jordan was present with his friend General Charles H. Taylor, and manifested keen interest in the proceedings.

“Men like Mr. Jordan have been rare in the commercial history of this country, and it may be long before Boston is able to point to another.”

#### HARRISON GARDNER.

“I CONSIDERED HIM A MOST REMARKABLE MAN IN EVERY RESPECT,—STRICT INTEGRITY, GREAT ABILITY, AND MOST GENIAL.”

Mr. H. Gardner, of the commission house of Smith, Hogg & Gardner, spoke in highest praise of Mr. Jordan. He said:—

“I considered him a most remarkable man,—remarkable in every respect. He has built up a business that has come to stay. It is a monument to his untiring energy and straightforward methods. With ordinary management it should be successful for all time. Coming to Boston a poor man, he coupled an indomitable will with successful methods. He persevered, and won. Through all the years he has been in Boston, through business depressions or prosperous eras, his has been the master hand which has guided the stupendous business through all.

“During the thirty years which I have known him I have found him to be a man of strict integrity, great ability, and a most genial man to meet.

“I have always admired him for his many good qualities; and, although he was an old man, he will be missed in business circles, where his all-powerful mind and deliberate judgments were potent factors in settling questions of the moment.”

[From the BOSTON GLOBE.]

## WERE BOYS TOGETHER.

EX-SHERIFF CLARK TELLS STORY OF MR. JORDAN'S BOYHOOD AND BUSINESS CAREER.

Few men in Boston enjoyed a larger or more agreeable acquaintance with the late Eben D. Jordan than Ex-Sheriff Clark.

They began their business careers together, and acquired the first rudiments of the dry-goods business in the Boston house of William P. Tenney & Co., located years ago at the corner of Salem and Prince Streets.

In an interview in to-day's *Herald* Ex-Sheriff Clark gives the following interesting account of Mr. Jordan's boyhood and business career, referring to his many acts of unostentatious charity :—

“I first made the acquaintance of Mr. Eben Jordan in the spring of 1838, when he and I were boy clerks in the employ of William P. Tenney & Co., very large dry-goods dealers, then at the corner of Salem and Prince Streets. There were some eleven of us boys in those days; and, besides our various duties, we sold staple and dry goods at retail to the residents of the North End, Chelsea, Charlestown, and other places.

“By the way, Bishop Haven was a boy with us, and he was one of the finest men I have ever met. Even as a youngster, his character was beautiful. Another man who was a boy with us was Abner French, of the firm of Abner French & Co., who did business for quite awhile on Pearl Street, doing a very large trade in dry goods.

“There was also another man, named Alley, who went down to Nantucket, and made a success in the same line of business. Nearly all the others are dead. All these boys were very nice, straightforward young fellows. There were no temptations in those days, as now, to induce young men

to do anything but work. And they did work, and for success, too.

"I remember an incident in the boyhood days of Mr. Jordan, while we were at the store of William P. Tenney & Co. It was on a very rainy day. Five or six of us were gathered in a corner of the store, attending to some duties in the way of getting ready for a fair day.

"Well, we were there chatting together, when one of our number, Daniel Pratt, suggested that we should all tell what we were going to do, and how much money we thought we were going to be worth, or be satisfied with. This Pratt boy started by saying that he intended to stick to the dry-goods business, and to be worth \$40,000 when he should retire.

"Abner French said he intended to make about \$30,000. The others stated various sums, until it came to me; and I said I thought I should be contented with \$10,000, when I should buy Boston, I thought. When Jordan was asked, he didn't want to say. He hesitated, and wouldn't reply. We urged him to make a statement, the others having done so. His answer was characteristic. He said, 'Well, I think I shall get all I can.'

"Mr. Jordan was not a man of many words. He was cool-headed and calculating, as a boy. His habits were very correct. I don't remember of his ever using a bad or improper word. He was the son of a small farmer in Maine. His father died in his early boyhood; and Eben was left to the care of an uncle, another small farmer, to endure toil, with a life of hardship. Rather than submit to this he came to Boston.

"Starting in humble employment, by his native courage, energy, and natural ability, he step by step achieved success and great prosperity. He was a man of strong nerve. In fact, he was, boy and man, happy, cheerful, pleasant-faced, and with a pleasant greeting for you at all times.

"Mr. Jordan had always an open and liberal hand for any worthy cause. His benevolence was never measured in any

degree by selfishness. In disposition and elements of character he was, as a boy of sixteen, what he developed as a successful man. In his relations with his employees he was the soul of liberality. I recall one man, a consumptive, who couldn't endure the work, and who had to give up. Mr. Jordan sent him to Poland Spring, paying all expenses, together with whatever doctors' bills he incurred, until he recovered. If a girl was ill, he would send to her house, and find out if the family needed any coal or food; and, if so, there was an abundance furnished.

"Some time since he sent a number of his employees abroad, paying all their bills. I can't remember the exact history of the affair; but, you know, he has an immense hall in his store building, which is decorated with pictures, and has a piano in it, where the employees, during lunch, go and enjoy themselves.

"To show you the energy and push of Mr. Jordan, just think, in 1838 he was with William P. Tenney & Co., as a boy. In 1846 he opened a little dry-goods store at 146 Hanover Street. In 1849 he went with James M. Beebe & Co., one of the largest dry-goods stores, then at 88 and 90 Hanover Street. Beebe died a multi-millionaire. In 1851 the firm of Jordan and Benjamin L. Marsh was established at 129 Milk Street. In 1856 Jordan, Marsh & Co. conducted business at 18 Pearl Street, and afterwards the establishment, then very large, was moved up on Washington Street. Every one knows the rest.

"Mr. Jordan made a great many investments in real estate, all of which have been remarkably successful. About the time of the Maverick Bank failure there was a report circulated that Jordan & Marsh were going to fail.

"To show you the feeling of confidence his friends had in him, several offered him any amount of money that he might need. I myself would have sold all my real estate rather than to have seen such a thing happen to him. I went up to see him at that time; but the report was untrue, as I was sure it would be.

“Mr. Jordan’s success is the more remarkable when it is known that he was but a poor boy, and that he had to acquire his education chiefly by practically rubbing against men who had considerable more time to get an education than he had. He was a member of the Temple Club for many years. He always kept up his connection with the club, it being very handy to his place of business.”

In conclusion, Ex-Sheriff Clark said: “You can imagine what a good time we boys, almost young men, had in those early days, on our magnificent salaries of \$175 a year, out of which we paid \$3 a week for board. We all boarded, employees and employer, at Mrs. Hadaway’s on Sheaf Street.

[From the BOSTON DAILY GLOBE.]

#### YANKEE PLUCK HIS CAPITAL.

MR. BENJAMIN F. STEVENS PAYS TRIBUTE TO MR.  
JORDAN’S MEMORY.

Few men outside of business associates knew Mr. E. D. Jordan more intimately or better than Mr. Benjamin F. Stevens, President of the New England Mutual Life Insurance Company. In speaking to a *Herald* representative of Mr. Jordan’s career, Mr. Stevens said:—

“Few men of the present day have displayed a greater amount of energy and force of character than the late Eben D. Jordan, in a career which extended from boyhood to beyond the age of threescore years and ten. He was emphatically the architect of his own fortune.

“If he possessed anything which could be called capital at all, it was Yankee grit and pluck, the qualities which, in the possession of a New England boy, are sure to win in the end, and in whatever undertaking they are employed, accompanied by that principle of right to do unto others as they should do unto you, never fail to achieve success.

“When Mr. Jordan began his career, he had a distinct purpose in view,—to become a merchant,—and nothing should stand in the way of his attaining that position. He felt instinctively that certain acts brought certain results. There should be no obstacle in his path: he would live economically, husband every resource, and waste nothing. A penny saved was to him a penny earned, and from small beginnings he would go on, step by step, slowly, but surely, —every step becoming firmer as he trod,—until the foundation upon which he stood would bear his own weight, unassisted by a living soul.

“And so he went on through poverty and privation, never looking back except to gather experience from the avoided pitfalls.

“As he grew beyond the necessity of a poor boy’s economy, he did not hoard his earnings, miser-like, in the dark. That penurious trait of character he never had: he abhorred it as he would a device of Satan. He was above doing a meanness. His soul was large, and revolted at ways which were dark; and he was full of generous and noble influences.

“To the extent of his ability, no one has done more to benefit this city of his adoption than Eben D. Jordan. His deeds of benevolence are on every hand, and their praise is on every lip.

“From the day when he could look success in the face as a reward for the hard work of his early days, when he had begun to gather the fruits of his economy and industry, he was the patron and lover of art and a help to the poor and needy. His mind was active and nervous, and to the subject in hand he devoted its keenest instincts; and, where many faltered and turned back from carrying out a project, because it was attended by hardships, he never flagged.

“If failure ensued, he lost gracefully, or, if success attended his efforts, he did not lose his manhood and boast of his profits. He was always the same genial, free-hearted, honest gentleman.

“He never forgot the hard lines in which his early life had been passed, and therefore he was never a hard task-master; and not one of the thousands of those who depended upon him for their daily bread but could go to him for comfort in affliction or material aid in body or estate.

“Such a business career as that of Eben D. Jordan has a purpose; and, as long as there are boys in New England to be educated and brought into contact with the sharp edges of life, his example will stand forth before them. It will prove to them that behind poverty and trouble there are advantages to be gained by constant labor and economy, and that no avenue to wealth is closed to the honest lad of principle, who, looking neither to the right nor left, keeps on his way, influenced only by self-reliance, honesty, and industry.

“We remember how delighted we used to be in olden times to hear Mr. Jordan get up in his parlor and recite the well-known poem, ‘Ambition,’ which he did with a fervor and intentness not to be forgotten, prefacing it on one occasion with the remark, ‘I wish every boy in the land knew this by heart.’

“He had attained the eminence of a bright example; for his was a laudable ambition to follow, which will secure to any lad — no matter how humble, if honest — the perfect reward which he gained, an honorable career and esteem of his fellow-men.”

[From the BOSTON GLOBE.]

## FRIEND TO THE POOR.

ONE OF MANY CHARITABLE ACTS OF MR. JORDAN RELATED BY ALEX S. PORTER.

By the death of Mr. Jordan I have lost one of the truest friends I ever had, and Boston has lost one of its foremost citizens.

He had the interest of Boston always uppermost in his heart, and he was ever ready to throw his whole force into any work that would benefit the city.

I first became acquainted with him in the sixties, and at the time his store was in Winthrop Square. I called on him one morning, and found him sitting on a dry-goods box, chatting with Mr. Charles Marsh. I told him I had a large estate in my hands to sell on Washington Street, south of Dover Street, and asked him to go with me to see it. He at once accepted the invitation, and we at once walked up there and back. He plied me with questions as to the ownership and value of estates all the way up and down the street, all of which I answered promptly.

He seemed all the time to be "sizing me up," and I have had occasion to laugh with him about it many times since. He bought the property, and from that moment we became fast friends. I think there has been hardly a month since then, excepting when he or I was absent from home, that I have not been called in by him to discuss some operation.

He was a broad, liberal, whole-souled man; and I, for one, have known how many poor people he has befriended, unbeknown to his family or acquaintances. I went with him one morning to see a poor widow who owned a little house, and had got behindhand in the payment of her interest. She was in great distress; but Mr. Jordan at once relieved her mind by telling her not to worry any more, for he would pay off the mortgage himself. A young son was standing by; and, find-

ing that he was out of work, he told him to come to the store next morning, and he would give him a place. It was Thanksgiving Day; and Mr. Jordan turned the sunshine into that household, and went his way rejoicing.

There was no such word as "fail" in his dictionary. There was no task too great for him to undertake, and to his pluck and energy the city of Boston is indebted for the building up of one of the greatest mercantile houses in the world.

[From the BOSTON GLOBE.]

### NEVER TRIED TO COMPROMISE.

MR. JORDAN ALWAYS PAID EVERY DEBT CONTRACTED IN FULL.—HIS MOTTO, "WORK, WORK, WORK."

T. B. Fitzpatrick, of Brown, Durell & Co., has known Mr. Jordan for twenty years in a business and social way. He says:—

"Mr. Jordan's business qualifications are so widely known that there is no need for me to compliment him. His great success is the most substantial evidence of his signal ability. Practically, he was the pioneer in doing a retail dry-goods business in Boston on a large scale, introducing into it methods which have made the large stores of Paris and London so remarkably successful.

"To build up such a business, hold it, and increase it in the face of all competition and all difficulties arising from hard times, surely is complimentary to the genius and ability of any man. Always a pleasant man to meet in his social relations I found him; and, from what I have heard of him, he treated his help with great kindness and consideration.

"No one has ever attributed to him that narrowness which causes some men to ascertain a person's creed or nationality before employing that person. What he wanted to know simply was a man's ability and character.

“In this way he wielded a broad and healthful influence in business life in Boston.

“We can recall many of his generous, philanthropic acts; and there are certainly many of the charities of Boston that will miss, from time to time, the kindly assistance they received at his hands.”

George Fabyan, of Bliss, Fabyan & Co., came from the same State and graduated from the same store in this city as Eben Jordan. They have been intimate friends ever since both were very young men. Mr. Fabyan says:—

“I remember distinctly how Mr. Jordan sat in that chair over in the corner of my office not so very long ago, and asked me what I considered the cause of my success in business life. I answered his question briefly; and then he remarked, ‘The way to success is described by just three words,—Work, work, work.’ The last word of the three he so emphasized that it could be heard all over the store.

“New England has to-day lost a successful merchant, a man of great pluck and strict honesty, a loyal patriot and a philanthropist. This is no time for ordinary tribute,—good words of a man simply because he is dead; but he deserves all that can or will be said of him in the way of eulogy.

“Mr. Jordan used to remark that it was of no use to think, unless your thoughts were put into acts. It would have been of no avail for Columbus to have thought that a new land did lay in the west, unless he had started out to find it.

“Mr. Jordan not only had ideas, but he had the courage and the pluck to carry them out. He established one of the first department stores in this country; and people have been coming for years, from the West, North, and South, to admire his organization and his innovations.

“He inspired confidence in himself, and, as a consequence, could command unlimited credit everywhere. I don’t believe that it ever entered his mind at any time in his business

career to try to get an extension or to compromise by the payment of 75 cents on the dollar. I say that I do not think he ever thought of such a thing. Therefore, men trusted him when they would not trust others; and he passed bravely through the panic of 1857 and 1873, and the hard times whenever they came. If it had been necessary at any time, I believe he would have given his note up to the last dollar of his indebtedness, and worked until the last dollar had been paid.

“Why, there have been times — you may not remember them — when a merchant could not get money from the banks, no matter how much he might be worth. In fact, there seemed to be no money. Mr. Jordan would then put a lot of fine India shawls ‘on the fire,’ as he expressed it, sell them for whatever he could get, and meet his bills like a man. No wonder his credit was good everywhere throughout the world.

“He was interested in art, in music and theatricals. He bought pictures of great intrinsic value, assisted in spreading the knowledge and love of music, and aided artists in many lines.

“He used to delight to go down to his native place in Maine, and talk over old times with the farmers, often taking them to dinner with him, even when he did not know them. He spent his money to better the stock on the farms down there.

“The foundation of his career was the magnificent physique and perfect health he brought with him to this city as a youth, his willingness to work, his strict integrity, and a brain full of ideas, which he not only conceived, but put into action.”

C. F. Hovey & Co. say: “We regret very much to hear of the death of Mr. Jordan. He has been a neighbor of ours in business for many years, and we have always had pleasant relations with him. He has been an enterprising and successful merchant, and will be greatly missed.”

[From the HARTFORD (Conn.) COURANT ]

### TEMPLETON'S TRIBUTE.

Eben D. Jordan, the head of the great house of Jordan, Marsh & Co., who has died since I last wrote you, was the smartest Yankee tradesman whom we have yet had in Boston. He was a Maine boy, who came to this city very young, with not a dollar in his pocket, to seek his fortune. One of his friends told me several years ago that, after he had been in the city a year or two, he felt his education to be so defective that he went back into the country to study on points where he had found he needed strengthening if he was to follow out his ambition. He was an indomitable worker, and he had an inexhaustible fund of shrewdness. He pushed on from the retail into the wholesale trade, and he was restless until he reached the top wherever he was. His greatest advance was made about the period of the war, when he began to combine the retail with the wholesale business. It was a new departure for a wholesale merchant from down town to come up to Washington Street with a retail store. This Mr. Jordan did ; and, in doing it, he began a movement which has revolutionized the dry-goods trade of Boston. Before that, when Boston had not much more than half the people it has now, there were twenty or thirty dry-goods stores in which the bulk of our buyers traded. Now there are not more than six or eight of these. The most of the more reputable stores aside from these have been wiped out, and their business has been combined in the few large ones. Mr. Jordan took the lead in this. For a long time he did not attract the richer purchasers of Boston. Their tradition was to buy at Hovey's, and they are faithful to it to a considerable extent to this day. His was for twenty years a store for the mass of the people rather than for more fastidious purchasers. The mass of the people make up its clientèle still, but of late it has induced the others to come

also ; and it is not tabooed among these, as it once was. Its business is enormous, and its store covers many acres of area. Dry goods constitute its ostensible traffic ; but it deals in everything that is sold, with a few bulky exceptions. Books have long been among its specialties ; and lately one of Mr. Jordan's sons, who is in the firm, has introduced art of a high character, and has brought to the city the finest exhibition of modern paintings we have ever had here. Mr. Jordan bore the burden of all his business as lightly as possible. His health did not suffer at all from its responsibilities, and he has died at the age of seventy-four years from other causes. He was a merchant primarily always, and was thoroughly at home when in his store. He was a Democrat in politics, and might have had office, but he had no taste for it. He was not often seen among our merchants' assemblages, of which we have many in Boston.

[From the BOSTON GLOBE.]

#### A MAN OF GREAT VIGOR.

EX-GOVERNOR JOHN D. LONG PAYS A TRIBUTE TO THE  
LATE E. D. JORDAN.

Ex-Governor John D. Long, who, like Mr. Jordan, is a distinguished son of the Pine Tree State, when seen this afternoon, said :—

“I did not know Mr. Jordan very well, and rarely had the pleasure of meeting him except on occasions of public importance. But I have always regarded him as a man of great vigor and force of character, especially in mercantile life, and one who has contributed very largely to our mercantile enterprises.

“In losing him, we lose one of the enterprising sons of Maine, who in doing so much for Massachusetts have reflected so much credit upon their own native State.”

[From the BOSTON GLOBE, Nov. 18, 1895.]

### LESSON FROM MR. JORDAN'S LIFE.

REV. WALCOTT FAY TELLS OF THE IMPORTANCE OF SELF-RELIANCE.

In the North Avenue Congregational Church, Cambridge, last evening, Rev. Walcott Fay said in part:—

“What we are depends not so much upon heredity, education, or opportunity, as it does upon ourselves. Eben D. Jordan started in life fatherless and penniless. Every man holds in his hands his own character. We are free. We each think our own thoughts, come to our own conclusions, and shape our own destiny.

“For the cultivated and the uneducated, for the strong and the weak, for the rich and the poor, life has the same hopes and fears, the same longings and regret, the same defeats or success. The millionaire in his carriage and the laborer in the ditch have more in common than appears. Both are of the same mother earth, and both are of the same father God.”

[From the BOSTON JOURNAL.]

### “MOST PUBLIC-SPIRITED.”

John C. Paige, the well-known insurance man, said: “I have for many years regarded Mr. Eben D. Jordan as one of the very shrewdest and most far-seeing merchants and business men, and also one of the most agreeable and most public-spirited. There was no question of business or civic policy on which he had not a well-based opinion. On every matter on which he would give an opinion the opinion was such as, even if one could not agree, one must admit its force. No man in my generation has filled a larger place in affairs in Boston.”

[From the BOSTON HERALD.]

EBEN D. JORDAN.

Give pause, ye wheels of Commerce, for a day,  
While at the bier of manly worth we say  
    A last good-by;  
Let Trade forget his cunning for an hour,  
And look and learn the lesson from a power  
    Of ideal high!

The odds were hard against him in life's race  
When, at the start, he turned a daring face  
    To where men sold and bought;  
And since, as step by step he bravely climbed  
The steeps of fame and wealth, his broadening mind  
    Ne'er harbored unjust thought.

Look on the lengthening line that passes by,  
With head bowed sadly down, and moistened eye!  
    A silent prayer  
Rises from each beclouded heart to prove  
That he who called each "friend" was worth the love  
    Vouchsafed him there.

Commanders great in days when men were brave (?)  
Made haste to meet the soldier as a slave,—  
    His birth was low:  
Of this great Captain's course, it was the plan  
To know his soldier as a fellow-man,  
    Nor more to know.

'Tis thus that Love, with gentle, saddened face,  
Comes softly to his bier to leave the trace  
    Of sorrow deep;  
From countless friends, of high and low degree,  
Come blessings of a kindly memory  
    To his last sleep.

DAVID DUNCAN FLETCHER.

DEDHAM, MASS., Nov. 17, 1895.

[From the BOSTON HERALD.]

### UNANIMITY OF OPINION.

BOSTON'S BUSINESS MEN ALL SPEAK IN HIGHEST PRAISE  
OF MR. EBEN D. JORDAN.

Many of the leading firms were visited this morning, and asked to give an expression regarding the life-work of Mr. Jordan.

There was a great unanimity of opinion that the business circles of Boston had lost a man whose judgment could be depended upon at all times and under all circumstances.

A man who was a shrewd financier, of unparalleled business ability, an honest citizen, a true friend, kind and cordial in either business or social relations, and one who will be greatly missed in every walk of life where he was known.

At the Exchange National Bank it was stated that the paper of the house was always good; that the firm had one of the best financial standings; that Mr. Jordan had built up a great business, and his integrity was never questioned; that he was always a friend to the friendless, and a man even whose presence did one good.

[From the BOSTON JOURNAL.]

### "HIS LOSS WILL BE FELT."

TRIBUTE FROM S. W. RICHARDSON, OF RICHARDSON,  
HILL & Co.

Mr. S. W. Richardson, of the banking firm of Richardson, Hill & Co., said:—

"I have known Mr. Jordan since early in the fifties, long before the panic of 1857. I remember distinctly the manly way in which he carried himself through that trying period, and the manner in which he carried his house through, when

houses failed which had been much longer established. His close attention to his business was shown in the way he handled the large and varied interests under his control.

“He was able to carry financial affairs as few men would have been able to do.

“His relations with me in a business way have been large and exceedingly pleasant, and his loss will be felt as would that of few men.”

Mr. Hill, the junior partner of the firm, had the same expressions of respect and admiration for Mr. Jordan as Mr. Richardson.

[From the BOSTON JOURNAL.]

### LIKE A FATHER.

#### HIS EMPLOYEES HAVE A WORD OF TRIBUTE TO THE MERCHANT'S MEMORY.

“Mr. Jordan,” said an employee, who had been there for twenty-five years, “was like a father to us all. We feel that we have lost a friend in him, and a good one.

“Any one could approach him, from the cash-boy who had been there but a few days to the man who had been there for years. He received all in the same kindly way, and manifested the same degree of interest.

“He was a liberal man, and only the other day he said to me: ‘Don’t let any of our men get sick. Give them money, and send them where they will get well.’ He was always interested in those who worked for him.

“If he heard of any one being sick, he would send some one to investigate, and immediately, on a report being made, would send relief. Yes, sir, we have lost a friend, and the best one some of us ever had.”

[From the BOSTON JOURNAL.]

### MUSICIAN'S TRIBUTE.

MR. JORDAN WAS A PATRON OF MUSIC WITH THE SOUL  
OF AN ARTIST.

Mr. Jordan was a well-known man in the musical world, and was recognized everywhere as a patron of music. He had the soul of an artist and a keen critical sense of musical ability.

"I know of many,— I might say scores," — said an eminent musical artist to-day, "that have been benefited by Mr. Jordan's liberality. I know personally of a number of persons who to-day rank high in the musical world who owe their first start to Mr. Jordan.

"He sent from fifty to seventy-five girls to Europe, and educated them there. There are also many prominent artists who have been assisted by Mr. Jordan, financially and otherwise. He was a man possessed of great tact, and only proffered assistance at the right moment. The musical world mourns his loss."

### HOWARD IN "NEW YORK RECORDER."

The death of Eben D. Jordan takes from Boston's brightest circles a vigorous force, a kind-hearted individuality, a distinguished citizen. I see our exchanges are dilating upon his great wealth. He was, indeed, a very rich man. They talk also of the wide-horized business built up and conducted by himself. He was, indeed, notable in trade and commerce. We have many rich men, however, and many great merchants; but the lists of the charitably inclined, the benevolent, the kindly-hearted, are not so long. Mr. Jordan illustrated through his entire successful life the best quality of true manliness. He was chief among Boston's public-

spirited men, popular with his associates, affectionately regarded by his army of employees, and knitted by the closest possible ties of friendship, of helpfulness, and of sweetness of nature with the most forceful elements in the city of his adoption. New England may well be proud of such a son, and Boston may well be draped in mourning for his loss.

[From the BOSTON GLOBE.]

### ALL OF ONE MIND.

#### BUSINESS MEN OF BOSTON SPEAK IN TERMS OF HIGHEST PRAISE OF THE LATE EBEN D. JORDAN.

Hon. Thomas J. Gargan, a well-known lawyer, had known Mr. Jordan a great many years; and he paid a thoughtful tribute to the late merchant's character, in the following words:—

“I have known Mr. Jordan thirty years. My first acquaintance with him was as a boy; for, before I went to study law, I was in the dry-goods business, and knew him then. I regarded him as one of the ablest merchants in Boston, a man who seemed to have an intuition when the market for merchandise in his line had reached the lowest point. I never knew him to err in judgment. He had the courage to buy largely, and events justified his wisdom.

“Mr. Jordan always took a kindly interest in young men. He was a thorough business man, expecting punctuality and promptness in executing his orders. Whenever or wherever he found a young man of ability, he did not hesitate to promote him, to give him a responsible position, regardless of his social position in the community. Mr. Jordan always manifested a kindly interest in his employees. He was always a public-spirited citizen of Boston, always coming forward on any occasion when a call was made in the cause of charity, either from Boston or any out-part of the Com-

monwealth. I never made a call upon him for aid for any charitable cause to which he did not promptly respond.

“I think all who knew Mr. Jordan intimately will bear witness to many kindly and loving acts on his part. I think his death is a great loss to the city of Boston.”

Ex-Mayor Frederick O. Prince had this to say of the late Mr. Jordan:—

“I never had occasion to meet him in a business way, but I know that Mr. Jordan was looked on as one of our most enterprising and most successful merchants. Every one knows that he did an enormous business. He evidently endeavored to make his great store like the Bon Marché in Paris, where a person could find everything he wanted.

“For many years he was a member of the Marshfield Club, which was organized in memory of Daniel Webster; and it was a habit of the club members to dine together every month for years past. The club was a small one, and consisted of the leading merchants, lawyers, judges, and, in fact, prominent men of all the professions. We always found Mr. Jordan a very pleasant man, and he was constant in his attendance. I think I may say that no member was more respected or popular.”

Mr. Joseph Sawyer, of Sawyer, Manning & Co., was a boy in the store of Joshua Stetson on Hanover Street when Mr. Jordan was a young man started for the first time in business in this city. Said Mr. Manning:—

“Mr. Jordan began his business career on Hanover Street, when it was the leading retail dry-goods street in the city. The stock of goods he sold was supplied by Joshua Stetson. In a short time he established himself, so that he formed a partnership with Benjamin Marsh; and they took a larger store on Hanover Street, and did a smart dry-goods business.

“Later he was induced to join the firm of James M. Beebe & Co., and afterwards he started with Benjamin

Marsh, and I think Charles Marsh also, in the wholesale dry-goods jobbing business, being located on Milk Street, opposite Kilby Street. Shortly afterwards George Warren, who was doing business on Washington Street, failed; and Jordan & Marsh were among the creditors. Mr. Jordan was one of the committee appointed to settle up the business; and his firm went into the Warren establishment, and proceeded to dispose of the goods. It was then, like an old war horse, that he scented the future in store for the dry-goods business on a large scale.

“He was always an industrious, plucky, and hard-working man; and he would always push through all obstacles. He always paid 100 cents on the dollar, and I may say that he organized what is one of the largest and most profitable businesses in the country.”

Ex-Gov. William E. Russell was greatly shocked when he heard of the death of Mr. Jordan.

“I regret most exceedingly Mr. Jordan’s death,” said the ex-governor, “and the great loss the city of Boston has sustained. Mr. Jordan was a most enterprising, liberal, and public-spirited citizen of the Commonwealth. His acts of charity were many, and were not confined within set lines, and were performed without ostentation. I am sure that the community at large feels the same degree of sorrow that I feel.”

President S. A. Carlton, of the National Security Bank, paid a brief but warm tribute to the distinguishing characteristics of the late Eben D. Jordan. He said:—

“Mr. Jordan was a man of indomitable determination and persistence; and these qualities, coupled with a rare judgment of men and things, made his career one of steady, continual success. He was a bad opponent and strong and valuable friend.

“He had the strongest possible love for and pride in the

city of Boston and its institutions, and was always ready to help in money or by personal exertion toward anything which redounded to her credit. His cry was Boston, Boston, Boston, and always Boston. He believed in using our capital to build up our own city rather than sending it away for the development of others."

Venerable Patrick Donahoe was seen at his residence at 350 Shawmut Avenue. As he came into the parlor with the help of a cane, he remarked that the touch of apoplexy from which he had suffered had somewhat affected his feet. But he was as bright mentally, and as entertaining in conversation as of yore. He had not heard that Eben Jordan was dead; but, when he learned the fact from the *Globe* reporter, he remarked:—

"I am sorry, indeed, to know that Mr. Jordan has gone; but we must all go. It is a hard road to travel, but we must all take it. Meanwhile let us act as Christians as long as we live.

"Mr. Jordan was a friend of my people. He was generous even to a fault, and nobody went to him on an errand of mercy or charity but what he opened his heart and his pocket-book.

"I remember that nearly forty years ago, when a fair was to be held to raise money to build the present home for destitute Catholic children, a woman asked him to contribute something for the tables. His first gift was a shawl, from which over \$500 was realized; and he followed this up by donating another shawl and other goods from his store, which yielded, when sold for this charitable purpose, over \$1,000 in all.

"More recently, not more than four years ago, I remember the coming of Mr. Jordan to a fair which was held in the Mechanics' Hall. There were eighteen or twenty tables where sales were in progress, and he personally went to each and gave a \$5 bill. I was glad to see him there, helping the

poor. Of course, the \$100 that he contributed on that occasion was not a particularly large sum for a wealthy man, but it showed his sympathy for the cause; and he was there in person instead of sending a check, as many another of his standing in the community might have done.

"I do not know what he did to help other churches and other charities, but I presume he was as generous to them as he was to the Catholics.

"He was not a bigot. He hired many Irish Americans in his great establishment, and he paid all of the employees good wages.

"I am sorry, indeed, that Mr. Jordan has gone."

Carl Faelten, director of the New England Conservatory of Music, said:—

"Mr. Jordan was always interested in music, and was a patron of this institution. Five years ago, when friends made up a fund of \$160,000, he individually subscribed and paid \$5,000.

"He has assisted financially many students who have attended this conservatory. Whenever the needs of any deserving young man or woman with an artistic inclination came to his knowledge, he or she was almost sure to benefit from his sympathy and his means.

"I was not in Boston at the time of the Peace Jubilee, so I cannot tell you of his connection with that great musical event; but I do know that he has the reputation of being a lover and patron of music at all times and in all places."

Mr. A. Shuman, Mr. Jordan's nearest business neighbor for nearly a quarter of a century, said:—

"I have known Mr. Jordan personally for many years. He was one of New England's most successful self-made men. Next to the late A. T. Stewart, I regard him as having been the greatest retail merchant in this country.

"He commenced at the bottom of the ladder (where all

self-made men start) as an errand-boy, then salesman, then buyer, then in business for himself, of which business he was the successful head to the end of his career.

"It requires no ordinary talent in a man to build up one of the largest general dry-goods businesses in the country. All the ramifications of a large retail concern are rarely understood except by the master mind.

"Eben D. Jordan possessed these qualities. Keen and alert, pushing and energetic, he never was content unless he was starting something new, always originating, always enlarging and improving his business, until it reached its present magnitude.

"When he was cotton-buyer for James M. Beebe & Co., Mr. Beebe thought he was not making as rapid progress with the department as he expected, and sent for him one day, and said to him that he thought the dry-goods business was hardly suited to him. Mr. Jordan replied, 'Wait and see'; and the monument he has left as the result of his labors is the best proof that Mr. Jordan was right.

"While he was never willing to take office, he was public-spirited in everything that pertained to the welfare of Boston. He often remarked to me that he was very proud of his connection with the Peace Jubilee, of which he was treasurer; and 'whatever helps Boston, helps me,' were his sentiments always.

"He was foremost in all times of great calamities and accidents to help and assist; and Boston will not only mourn for one of her greatest merchants, but one of her free, open-handed givers on every occasion where necessity required."

Mr. John L. Bremer of No. 49 Beacon Street, for many years of the commission house of John L. Bremer & Co., paid the following tribute to Mr. Jordan:—

"He was one of the best merchants we ever had. He made himself this because he understood everything thoroughly. He was not only a good merchant, but he was

good in every respect. His word could be depended on all of the time. In his business transactions he was an honorable, upright man. As a business man, he has been successful. Where millions of dollars were involved, others would have failed. He did not. His wisdom and sagacity helped him through. At times the struggle was greater than the world knew, but he succeeded.

“He has done much for Boston, and much for other institutions. He could do these things, because he had builded his fortune through energy, ability, perseverance, and pluck; and he knew the value of the money he had gained.

“Boston has lost one of her greatest merchants, and among the commission houses specially he will be missed. We all liked him, and liked to do business with him.

“Whether in business or social relations, he was a true man, always pleasant and cordial, and alive to anything that was going on.

“I have often crossed the Common with him, going to our places of business; and I always enjoyed the conversations I had with him.”

[From the BOSTON EVENING RECORD, Saturday, Nov. 16, 1895.]

“I have known him for twenty-five years, and no more enterprising, progressive or honorable man of business has stood in his day. He was worthy of universal esteem.” That’s the tribute of Marshall Field, the greatest merchant of Chicago and the West, to Mr. Jordan.

## EDITORIAL TRIBUTES.

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[From BOSTON GLOBE, Nov. 15, 1895.]

### THE DEATH OF EBEN D. JORDAN.

One who was a strong man among strong men has passed away. One of the ablest merchants of Boston and the country has rendered his final account. A man who was in his prime during the years in which this country has made its greatest progress has been taken from this community, where, as boy and man, for nearly sixty years he had been one of its most forceful and marked individualities. Eben D. Jordan's career furnishes one of those striking examples of thrift, force, push, strength, nerve, executive ability, and enterprise such as hardly any other country in the world can parallel.

A small, sturdy boy of fourteen, he left Maine, and landed in Boston nearly sixty years ago. Without a friend to whom he could appeal for help, he began life in this city, unaided and alone. He secured a humble position; and step by step, by his untiring industry, his indomitable will, his executive ability, and his cheery temperament, he became a merchant of the highest distinction, a man of great wealth, and, dying, he leaves, as a monument, one of the greatest business establishments in the world. For forty-four years he was the senior partner of a house that faced panics and disasters with a boldness and an ability which overcame all obstacles, and swept on to still greater successes.

When Mr. Jordan faced his first great panic in 1857, and

hundreds of firms were going down every day, he never lost heart for a moment. He ploughed through that panic successfully, as he did through every other one that he met in his long business experience.

In the prosperous, easy-sailing years there was in his career an utter absence of ostentation or of the arrogance which is frequently shown by successful men. During the Civil War no man worked harder or gave more freely of his means to aid the North in maintaining the Union. No public meeting was ever held to aid sufferers from fire, pestilence, or famine which did not find Eben D. Jordan in the foreground, with his money and his great administrative ability to help on the work of relief. When Gilmore projected the two memorable Peace Jubilees which did so much to promote and advance the musical taste and education of New England in particular, and the world in general, no man gave more freely of his money and of his time to make these undertakings the successes which they proved.

No man of my acquaintance ever possessed a rarer gift of developing the abilities of other men, and no one ever helped others with more patience and generosity. It was my good fortune to obtain an inside view of this feature of his character such as was vouchsafed to few men in this community. Some men of high reputations seem to shrink when you come to know them intimately. This man grew greater every year that I knew him. His resources and his pluck were simply amazing.

When I took charge of the Boston *Globe* in 1873, it had sunk \$100,000, and was losing \$60,000 a year. A second \$100,000 was raised, and sunk. Then followed a third \$100,000, and the turning-point of money-making had not been reached. These dollars were buried in the *Globe* between 1872 and 1878. Every one of the original stockholders whom I found here in 1873 dropped out during this trying period except Eben D. Jordan. He alone believed that I could win, and stood by me even when the battle

seemed almost hopeless. No amount of debt or trouble could shake his confidence. In the darkest hours his nerve was strongest. When most men would have fled from an enterprise which seemed like a forlorn hope, he had the courage of an army. He was the Napoleon whose presence was worth more than fifty thousand men. It was not so much the material aid which he furnished from time to time, but it was his encouraging words, his undaunted spirit, and his infusion of courage, which made me feel as if I could manage and bring success to a dozen other struggling newspapers. What the ability which he developed and strengthened has achieved with the *Globe* in the last fifteen years is known to every man, woman, and child in New England. His loss to me is beyond expression, and I shall cherish his memory fondly and tenderly to the last day of my life. Now that he has passed away, I feel impelled publicly to express my lasting obligation to him for his priceless service to me. I know that he did it without any mere sordid motive. He became interested in and believed in me by an accidental association in business, and wanted me to succeed in the profession which I had chosen. I say he did not do it for any hope of a pecuniary reward, because he was a rich man at the time ; and I have never met a man who cared less for money for money's sake or for what it would secure. His tastes were always the simple tastes of his earlier days. Piling up money for the sake of its possession never appealed to any part of his nature. He was impelled forward in his career by the ambition and the industry with which the Creator had endowed him. He helped me, as he did others, because the same power had given him a sympathetic quality which led him to aid those who came across his path. All his life, in a quiet and unostentatious manner, he aided many people, giving of his strength and substance to those who were weaker or less favored by nature or good fortune.

Sadly and tenderly and tearfully do I pay Eben D. Jordan this last tribute. May his virtues, which were many, be re-

membered and emulated! May his faults, which were few, be speedily blotted out by the kindly deeds with which his life was so thickly strewn!

CHARLES H. TAYLOR.

[FROM THE BOSTON HERALD.]

EBEN D. JORDAN.

The death of Eben D. Jordan removes one of the most enterprising and successful of Boston merchants of our generation. He emphatically made his business, and he made it after he had created his own capital. He came to the city a poor boy. He had not the advantage of falling heir to any mercantile house that had already attained position. It was his own industry, application, and foresight exclusively that brought him the remarkable prosperity he attained. His was a type of New England character that controls and commands fortune. He has been an important agent in revolutionizing business by establishing the system that concentrates it in fewer hands. Such a result is inevitable when minds like Mr. Jordan's engage in the effort. The public has seen the business of his firm grow into colossal proportions under his direction. He has had a clear comprehension of it in its detail, as well as in its larger aspects throughout, and has held a firm hand upon it always. He was also concerned in important business enterprises outside his store; but his most characteristic achievements, and those with which his name will be chiefly identified, are in connection with the firm of which he was so long the head. It is here that he stamped himself as a great merchant.

[From the BOSTON TRAVELLER, Saturday, Nov. 16, 1895.]

### END OF A NOTABLE LIFE.

For many years the name of the mercantile house of Jordan, Marsh & Co. has been nearly as widely known as Boston. For the great mass of people, not only in Boston and New England, but all over the country, southward to the gulf and westward away beyond the Mississippi, to think of Boston business and business men was to think first of Jordan, Marsh & Co. Stewart was for many years the representative merchant of New York, Marshall Field & Co. has long been the representative house of Chicago, where the cynics say that the average Chicago woman lives in the hope of "going to Field's when she dies."

For thirty years Jordan, Marsh & Co. has been as distinctively the representative house of Boston, the oldest and most conservative business community on the continent. And yet this commanding position has been won during the business lifetime of one man, and one who began that lifetime with no capital but brains and energy. The fact is among the most striking of our society. It testifies strongly, first, to the eminent ability and integrity of the man who, without aid from any quarter, developed a great business and built up a commercial reputation wider than the continent; and it testifies just as strongly to the business conditions and possibilities of the community where such a colossal work can be done within the space of one man's career.

The man himself has passed away peacefully and sincerely mourned at the end of a long life; but the work he has done will live after him,—a monument not only to his own sterling worth, but an illustration of the possibilities for growth in the individual always present in our democratic society, and indubitable proof that the New England blood still develops those qualities of courage, integrity, shrewdness, en-

terprise, and of infinite resource, which have made it the leading factor in American life.

Eben D. Jordan achieved greatness in the business field, and illustrated eminently the pregnant truth that what he did in business may, in our society, be done in any branch of human achievement for which any man's gifts adapt him.

[From the BOSTON JOURNAL.]

“CAN BE ILL-SPARED.”

Boston loses one of its foremost business men in the death of Mr. Eben D. Jordan, head and founder of the great house of Jordan, Marsh & Co. His career has been an admirable exemplification of what native ability and perseverance can accomplish. Coming to Boston from his country home almost penniless, he made himself one of the greatest merchants of his time.

For more than forty years his name has been synonymous with integrity and broad and liberal enterprise in our mercantile community. Mr. Jordan has been as generous as he was successful. He has handsomely fulfilled the peculiar obligations which rest upon men of large wealth, and he has been not only a conspicuous merchant, but an earnest, public-spirited citizen. Such a man can be ill-spared. Boston has good cause to be grateful to his memory.

[From the EVENING RECORD.]

KEEN PUBLIC SPIRIT.

In the death of E. D. Jordan, which occurred this morning, Boston loses one of its greatest business organizers, one of its best judges of men and the temper of the public, a man of keen public spirit and general sympathy.

As an organizer and administrator, as a cool general who holds his army and his forces sturdily through such bitter moments as the panic of 1857, who comes into such close touch with the people as he did during the war, we measure the man who built up one of the greatest retail houses in the whole country.

[From the BOSTON EVENING RECORD, Saturday, Nov. 16, 1895.]

Eben D. Jordan, coming to this city fifty-seven years ago with \$1.25 in his pocket, and dying yesterday leaving millions, is an object-lesson. Many people are apt to think that no such opportunities exist now; yet Boston is full of bright young business men, who came here with nothing and who are rapidly acquiring fortune, perhaps not to the same extent as Mr. Jordan, but enough. We honestly believe that no city in the world offers such inducements for industrious and straightforward young men as this self-same "old-fashioned" city of Boston.

[From the BOSTON DAILY ADVERTISER, Saturday morning, Nov. 16, 1895.]

### EBEN D. JORDAN.

That which is worthy to be dwelt upon with deep admiration in the life of Eben D. Jordan is his noble use of his vast business success. We commemorate the Boston merchant prince who so bore himself through all the years of his residence in this city that the city now mourns his death as that of a public-spirited citizen, a philanthropist, a wise and generous friend of every good cause. We lament the loss of the man who, when the Civil War broke out, raised the first Union flag in a public square, and during the ensuing years of struggle kept upon his pay-roll, at full rates, the name of every employee who enlisted in the army. We

praise the memory of him who toiled and gave of his wealth to secure the success of the great Boston festivals of music, the Peace Jubilees of 1869 and 1872. Yet more, yet very much more, we thankfully recognize the influence and example of the man who, having thousands of men and women in his employment, whose well-being was in great part dependent upon him, who could make them happy or miserable, who could subject the young to temptation by indifference or shield them by generous and thoughtful sympathy, dealt with them in the spirit of the Golden Rule.

[From the BOSTON POST, Tuesday morning, Nov. 19, 1895.]

#### A TRIBUTE.

The public gathering at the funeral of the late Eben D. Jordan at Trinity Church yesterday was a remarkable tribute of popular respect and regard.

It was remarkable because Mr. Jordan was not what is usually meant when we speak of a public man. He was not a holder of high office. He had no honorary title to his name. He was not a politician or an orator or a man who in any way kept himself personally in the public eye. Yet here were thousands passing in grave procession past the open casket in the church porch, to take a last look at his features, other thousands filling the church at the services and thronging the streets outside, unable to find entrance, all bringing sincere homage to the memory of the departed.

There is something in this beyond the usual. It was a tribute to the man himself, to what he was and what he had done as a fellow-citizen in those relations of private station in which the virtues of good citizenship are recognized. And, in the best sense, Eben D. Jordan was a public man whom the people of Boston honor.

[From the BOSTON POST.]

In the death of Eben D. Jordan the community sustains a loss not only of a good citizen, but of one of its leaders. Mr. Jordan was one of that class of men who have made the Boston of to-day, who have given an impulse to the city whose influence will extend into the next century. Himself a self-made man, as the phrase goes, he helped make the history of Boston. For half a century and more he had steadily labored in the development of a great commercial enterprise. He established a house which has become known the world over. He became what we call in this republic a merchant prince. And, while accomplishing all this, he neglected no duty of citizenship, setting an example of public spirit, of patriotism, of philanthropy, and of practical interest in the public welfare. It is as a successful business man that Mr. Jordan is most widely known. The qualities which produced this success are the sterling qualities which make up the typical New England character—strict integrity, untiring energy, just dealing. And many who knew him well will recall the generosity, the ready helpfulness, the true philanthropy, which made his character admirable from another point of view.

[From the BOSTON TRANSCRIPT.]

The death of Mr. Eben D. Jordan removes a well-known merchant of this city, of great energy and public spirit and one who believed thoroughly in the future of Boston. He was open-handed as well as large-hearted. He could always be relied upon for liberal contributions when exigencies required them. The extensive firm which bears his name is a monument to his business enterprise and foresight.

[From the SATURDAY EVENING GAZETTE.]

### THE LATE EBEN D. JORDAN.

Boston was wont in the old days to talk of its merchant princes ; but no man was more worthy to be ranked with this class than Eben D. Jordan, who died at his home on Beacon Street on Friday morning. He was generous without ostentation, enterprising and progressive without fuss or bluster, and considerate and kind without weakness or self-distrust. He believed in himself from the first ; and this confidence in his own ability and destiny placed him on the high road to success, and led him to the proud position which he occupied at the time of his lamented death.

He came here a poor boy, fresh from the country, as did Amos Lawrence, his predecessor by many years ; but young Jordan knew that by self-denial, perseverance, and work, he could attain the place to which his ambition steadily pointed. He was thoroughly democratic in his manners and genial in his disposition, and he made friends from the outset ; and those who met him on social occasions always recalled his frankness and friendliness with pleasure and satisfaction. He was always willing to help worthy people in trouble ; and he was no money-grubber, striving to pile up wealth for ignoble purposes. His purse was open for private and public charities ; and he had no prejudices, regarding people of all nations and all creeds as belonging to the great brotherhood of man. He was not faultless, and he would be the last to claim such a distinction ; but he was an upright business man, who met all his obligations with a promptness that gave him a universal reputation for honorable dealing.

Among the many deserved tributes paid him by the press, one essential feature of his inspiring career has been overlooked. In all the astonishing success of his business life he never forgot Boston, where his prosperity began ; and he never was tempted to swerve from his allegiance to his

adopted city. He confined the use of his capital almost exclusively within Boston's limits ; and he was nearly the only one of the old line of Boston dry-goods merchants and commission houses attaining high rank who never sold out for a consideration or a future contingency. If some others between 1846 and 1860 had pursued the same course, the business histories of Boston and New York would be very different from what they are to-day. During his half-century of business life Eben D. Jordan was loyal to Boston, which had given him his first lift upward and onward ; and our city to-day is better because so progressive and faithful a citizen has lived for fifty years within its borders. He was earnest, honest, and energetic, not for gold alone, but that he might set an example to struggling youth in their hours of despondency and darkness. He had indomitable courage, and without that there can be no true success.

[From the BEACON.]

#### EBEN D. JORDAN.

Eben D. Jordan was one of Boston's most successful and highly honored merchants ; and his death on Friday ends a career which was in many ways typical of the self-made, upright, progressive American business man, and of individual qualities in the manifestation of practical philanthropy and public spirit which have won the sincere regard and esteem of his fellow-citizens. He was left an orphan in early childhood, and until the age of fourteen earned his living in the hard work of a New England farm. His book education he got from the limited resources of a district school. Yet when, in 1836, he came to Boston with a few shillings in his pocket as his sole financial resources, he had within himself the capital out of which fortunes are made,—high ambition, capacity for toil, strict integrity, and that sagacity in know-

ing how to take advantage of opportunity which amounts to a fifth sense, and which is a gift of nature. In less than a quarter of a century, through his wisdom and enterprise, he built up a business which was the pioneer of its kind in this country, and which in its later developments has revolutionized the methods of the retail dry-goods trade.

[From the BOSTON BUDGET.]

EBEN D. JORDAN.

Few people in this city can measure the true extent of the loss which the community suffers in the death of Mr. Eben D. Jordan, of the far-famed firm of Jordan, Marsh, & Co. There is much in the life of such a man that might be profitably dwelt upon,—his rise from small beginnings to a position of wealth and influence, his unfailing uprightness and integrity, and the richness of public spirit which seemed to prompt his every action. There are patriotic lessons to be drawn from his life examples. It was he who, when the Civil War broke out, first raised the stars and stripes in the public square, and who, during the ensuing years of conflict, kept upon his pay-roll, at full rates, the name of every employee who enlisted in the service of his country. It was largely through his influence and zeal that success crowned the great Boston festivals of music, the Peace Jubilees of 1869 and 1872. Yet more than this was the day-by-day living example of the man, who showed by many a kind word and many a generous deed how simple and yet how glorifying it was to smooth away the obstacles from the paths of the less fortunate. Such a man was Eben D. Jordan.

[From the PILOT.]

### MR. JORDAN'S DEATH.

Eben D. Jordan, head of the great dry-goods house of Jordan, Marsh & Co., died at his home in Boston on November 15. He was one of the most successful business men in the country; and his great wealth was acquired by legitimate business methods, and not, as so many mushroom fortunes have been made, by speculative gambling. His career was in striking contrast to that of a man whom he once launched in regular trade, and advised to stick to it. But Jim Fisk knew a quicker way of making money, and chose it; and, when his brief life was ended by violence, the sharpers with whom he associated took care of his wealth effectively. After all, the surest road to permanent riches is that of prudent, conservative business, well illustrated in the career of Mr. Jordan.

The late Eben D. Jordan did not talk of his patriotism. He simply lived it out. When the Civil War broke out and the first call for troops came, the firm of which he was the senior member made an offer to all their employees who desired to enlist that the cost of the outfits would be paid by the firm, their salaries to continue during their absence, and their situations retained until their return. Forty-five men went to the front forthwith from their establishment.

[From the REPUBLIC.]

### THE LATE EBEN D. JORDAN.

The death of Eben D. Jordan, the head of the great house of Jordan, Marsh & Co., removes one of the striking figures from the business and social circles of Boston. Mr. Jordan was a splendid type of a self-made man. He rose from ob-

scurity to a prominent position in the world, from comparative poverty to wealth and social distinction. His success was achieved by legitimate means, and resulted from his personal zeal and energy.

Mr. Jordan was a broad-minded, public-spirited citizen. He was a true patriot, and during the war was found among the foremost of the civic supporters of the army. Throughout his whole career his life has been such as to win for him the respect and esteem of those with whom he came in contact.

[FROM THE ORPHAN'S BOUQUET.]

#### MR. JORDAN'S DEATH.

The successful business life of one of Boston's great merchants has just ended, and left with it a lesson to the young man. Eben D. Jordan came to the city that he lived to honor, and that honored him, with a strong will, a vigorous constitution, and one dollar and twenty-five cents in his pocket. But, more than this, he brought from the plain family in Maine that brought him up, and a mother who, widowed and homeless, watched over him as best she could, the heart of an honest boy. No one knew his coming. The little fellow from Down East who went out to the suburbs in Roxbury, and for four dollars a month began his first Boston life upon a farm, tilled ground which should yet be a part of the territory of a great city that was to recognize him as one of its merchant princes. The secret of Eben D. Jordan's success was honesty and indomitable perseverance. Not honesty, let us hope, from the narrow-sided, cold, business point of view, by which the word is quoted as the "best policy," but because honesty is right.

[From the NEW YORK WORLD.]

### THE LESSON OF POVERTY.

When we read the announcement of the death of the leading dry-goods merchant of Boston, we expect the story of his life to begin with the statement that in his youth he had served the hard but healthful apprenticeship of poverty. This was the case of the late Eben D. Jordan, of Boston. It is true of nearly all the great leaders in the industrial and commercial development of this country. It is so nearly universal that it cannot possibly be considered accidental. A preliminary training in hardship and poverty seems to be the indispensable condition to a great business success.

It is not merely in business that the rule applies. The men who have come to leadership of any kind—in politics, in the law, in religion, in science—are almost invariably men who have made their way for themselves. During the Civil War our reliance was chiefly on men of the self-made class. At a time of trial the log cabin was of more value to the country than the brown-stone front. The boy who had to make his way unaided and under the stern compulsion of necessity became the masterful man. The whole case was clearly stated in the anecdote told of the late Simon Cameron and his son, the present Senator. When some one was speaking of the great advantages with which the son began his career, the father remarked, "I had one advantage which outweighs all of his,—the advantage of having known poverty in my youth."

[From the NEW YORK MERCURY.]

## A GREAT ADVERTISER.

The offices of the leading Boston newspapers were closed during the funeral services of the late Eben D. Jordan, Boston's merchant prince. The newspaper proprietors of Boston have good reason to pay tribute to the memory of Mr. Jordan. He was the pioneer in extensive advertising in that city, and set a pace which few had the nerve or means to attempt to keep up with.

For more than twenty years the firm of Jordan, Marsh & Co. has stood in the very front rank of the world's great regular advertisers. Others may have spent more money on special occasions or for advertising during a particular month or year; but few business houses used as much space or expended as much money for advertising, year in and year out, as has the Boston firm of which the late Eben D. Jordan was the executive head and leading partner.

It is said that since the great Boston fire of 1871 Jordan, Marsh & Co. have paid over a million and a half of dollars for advertising in two daily papers of that city. They must have paid half as much more to the other Boston papers; and, in addition to that, they have been liberal users of the columns of the provincial press. There are some very extensive advertisers among the merchants of New York, but we doubt if there are any who belong in the class with Jordan, Marsh & Co. of Boston.

And the late head of the house, the man who established the business, believed in extensive advertising, and saw the annual sales of the concern grow from \$8,000 a year to many millions. He came to Boston less than sixty years ago, a homeless orphan, with only \$1.25 to his name. "I was worth more than that when I left Maine," he once remarked to a friend who, like him, had started in life as chore-boy on a farm. "I had nearly \$3; but it cost money to travel, even then."

[From the ST. LOUIS GLOBE-DEMOCRAT.]

### A MERCHANT PRINCE.

The late Eben D. Jordan, of Boston, was a notable example of that fine business ability which plays such a potent part in the affairs of our country. He began life as the typical American boy of poor but respectable parents, and won his way to success by his own industry, integrity, and foresight. His first salary as clerk in a store was \$275 a year, a part of which he saved, living within his income, and looking forward to the time when he should have a store of his own. That time soon came; and from a modest start he gradually made his way to the front rank of American merchants. He gave strict personal attention to his business, and worked harder every day than any man whom he employed. And yet he found time to take an active interest in public matters, and to give the community the benefit of his sound and practical wisdom. He would never consent to accept an office, but he was careful to perform all the political duties of a faithful and patriotic citizen. When the Civil War broke out, he raised the first Union flag in a public square in Boston; and during the ensuing years of bloodshed and sorrow he kept upon his pay-roll, at full wages, the name of every employee who enlisted in the army. He contributed freely to all deserving charities and all enterprises for the benefit of the city in which he lived. "Whatever helps Boston helps me," he used to say.

There are such men in every city,—men of rare sagacity, sterling honesty, philanthropy, and patriotism,—who represent the interests of trade, strictly speaking, but who stand besides for some of the best general qualities of the American character. They are the men who, more than all others, give tone and direction to public sentiment upon all questions relating to the prosperity and welfare of a community. The enterprises that they control afford employment to

thousands of people, and their success is shared in some degree by the whole population. They manage the banks, stores, manufactories, railroads, and other sources of common advantage and necessities of civilization. It is always safe to count upon their support for any sensible scheme of material benefit or of public improvement; and they are just as certain to be found against all projects of doubtful utility or propriety. They look at things from a practical point of view, with minds trained to quick discrimination between the true and the false, the logical and the whimsical. It is by reason of their energy and liberality that cities grow and commerce spreads and latent resources are developed. They constitute the element upon which society principally depends for its comforts and conveniences, its means of thrift, and its chances of happiness; and so, when a leading merchant dies, the loss is to be deplored as a public calamity.

[From the KANSAS CITY (Mo.) STAR.]

### THE MEN WHO GO ROUND THE WORLD.

The Boston papers recently contained notices of the death of Eben D. Jordan, to whom was applied the title of "a merchant prince"; and it was told of him that he began life as the "typical American boy," and that he won his way by his own industry, integrity, and foresight, commencing his business life as a clerk in a store at a salary of \$275 a year, a part of which he saved, living within his income, and looking forward to the time when he should have a store of his own. He carried out his purpose. He achieved the "store," and made his way to the front rank of American merchants; and he lived and died a merchant. He never consented to hold an office in his life, yet he took an interest in public matters. It was he who at the outbreak of the Civil War raised the first Union flag in a public

square in Boston, and who kept on his pay-roll, at full wages, the name of every employee who enlisted in the army; and he was the man who had the wide sagacity to utter and to carry out in practice the maxim, "Whatever helps Boston helps me."

The late Eben D. Jordan had a goal before him. He started with it in his mind's eye. It was a "store," presumably of many thousands of dollars in value; and his "available means" toward that end were \$275, to be attained by a year of hard labor, out of which he was in the mean time to live. Yet it was his purpose to save something for the "store" out of the \$275; and Mr. Jordan won his bet, or would, had he had anything "up" on results.

Benjamin Franklin was walking for something when he went up the street in Philadelphia with a loaf of bread under his arm, and he secured what he walked after. John Jacob Astor came from Germany to this land of long distances, and carried a handful of musical instruments,—flutes and the like,—till they grew into the largest American fortune of his day. The young man with nothing in sight in the way of possessions or fortunes has started to walk for many things in this country, and has often found them,—a great name, the fruits of a great invention, a great reform in the ideas and ways of mankind. Everything that men have thought valuable for themselves or their fellow-men,—these have been sought and found by men who started on the quest for them with no more of this world's goods than the bird that sings in the tree.

If we would read stories of bravery, of genius, of fertile minds, of hands that grasped and held on, of fadeless resolution and perfect success, these stories are not all in the battle books: they are in the records of American merchants and bankers and inventors and mechanics and laborers, with brain and hands, who formed in the morn of life a plan of work, nor rested from it till the day was done.

[From the MINNEAPOLIS TRIBUNE.]

### PUBLIC SPIRIT.

Eben D. Jordan, who has recently died in Boston, rose to eminence as a merchant prince wholly through his own exertions. Left fatherless in early childhood, he began his career, as a boy of seventeen, with a cash capital of \$2.75 in silver, which he had saved up little by little. He landed in Boston with \$1.25, his trip by boat from the little Maine town of his birth having consumed the rest of his money. Mr. Jordan was a man of great public spirit and generosity. His kindness to the thousands of his employees bound them to his interests, and contributed largely to his success. A few years ago he took twenty-five of those who had been longest in his employ on a tour through Europe, the expenses of which he defrayed.

[From the NEWBURYPORT HERALD.]

### A MERCHANT PRINCE.

In the death of Eben D. Jordan, Boston loses one of the most successful and renowned of the merchant princes for which that city has so long been celebrated. He was in the highest and truest sense a self-made man. He came not of a lineage of successful merchants. He inherited not a successful business, associated with a distinguished family name, but was the architect of his own fortune.

The success that Mr. Jordan achieved is an exemplification of what natural ability, energy, and perseverance, coupled with correct business methods, may accomplish. He had all the pronounced ability of that New England character that in the learned professions, commercial and other departments of life's energies, commands success. From the smallest beginning he built up one of the largest and most pros-

perous mercantile establishments in this country, which became well known in other lands. As a public-spirited citizen, philanthropist, and one willing to aid in every good cause, Mr. Jordan will long be remembered.

When at the time of the outbreak of the late Civil War he raised the first Union flag in a public square, and offered to all of his employees, when the first call for troops was made, to continue the salaries of those who chose to enlist in the army, he gave the most sincere evidence of his deep patriotism.

His business sagacity piloted his house safely through one of the most severe financial crises this country has ever experienced. Truly, a merchant prince, in all that the term signifies, has fallen in the death of Eben D. Jordan.

[From the LAWRENCE STAR.]

#### A GREAT ADVERTISER.

Since my last letter was written, one of our most charitable citizens, and at the same time most thorough believers in printers' ink, has passed to the great unknown. Eben D. Jordan, as the head of a great mercantile establishment, was one of the first here to give to the public the great page advertisements for which several Boston concerns are now noted, and for whose patronage the daily and weekly papers of New England eagerly bid. He believed in newspaper advertising of a bold, original, and timely character, but did not mix charity and business to the extent that others sought to do. He gave liberally, but it was with him a gift, not a mutual benefit affair. In other words, he used the same good judgment in this direction that he did in others. When he had anything to sell, he notified the people through regular recognized channels. When he had anything to give, he gave it freely and heartily.

[From the LAWRENCE TRIBUNE.]

### A GREAT LOSS TO NEW ENGLAND.

Eben D. Jordan, the Boston merchant prince, whose death occurred Friday, was the architect of his own fortunes. He had few advantages. Born on a farm in humble circumstances, he went to Boston a poor boy. By native ability, enterprise, and industry he contributed largely to the success of the great firm of Jordan, Marsh & Co. He was charitable and public-spirited, and his death is a loss to New England as well as to Boston.

[From the LAWRENCE SUN.]

### A GREAT MERCHANT.

Left fatherless and penniless at the age of four years, Eben D. Jordan, who died yesterday in Boston, lived to become one of the greatest merchants in the world. But American history is full of such instances.

[From the ORANGE JOURNAL.]

### A WONDERFUL CAREER.

Eben D. Jordan, of the dry-goods house of Jordan, Marsh & Co., of Boston, died last Friday, after an illness of only a few months, aged seventy-three. His career was a wonderful one, and seemed to be a series of successes from the start. Beginning as a poor boy with only \$1.25 for his stock in trade, he rose to the position of millionaire; and through his life he has been distinguished for philanthropy, patriotism, and justice toward all with whom he came in contact.

[From the BROOKLINE CHRONICLE.]

### YANKEE GRIT.

The late Eben Dyer Jordan,—farmer's boy, dry-goods clerk, merchant prince. His life is an object-lesson, a brilliant example of pure Yankee "grit." The city has lost one of its most public-spirited citizens. He was, to quote the words of an associate, "one of the best business men Boston ever had." The secret of his success may be put into three words,—individuality, energy, and courage.

[From the BEVERLY (Mass.) TIMES.]

### POSSIBILITIES OF SUCCESS.

The death of E. D. Jordan, the senior member of the firm of Jordan, Marsh & Co., again calls attention to the possibilities of success for the young men of this country. He was born in an obscure town in Maine, and was left fatherless and penniless at the age of four years, and through his own individual efforts became the foremost merchant in the city of Boston.

[From the MARTHA'S VINEYARD HERALD.]

### PHENOMINAL SUCCESS.

In the death of Eben D. Jordan, head of the great house of Jordan, Marsh & Co., Boston has lost its foremost dry-goods merchant, beyond all question. He was indeed a favored child of fortune; for he was born poor, with magnificent health, and throughout his whole career, but particularly in early life, had the good, sound sense to make his needs his wants rather than the other way about. The result was

phenomenal success, and no man ever achieved success who experienced its delights more keenly. Nor is this all that may be said of him. No Boston merchant ever helped more young men and women toward commercial advancement than did Eben Dyer Jordan. While more than the whole that is his due of faults has been exploited, not the half has been told, or ever will be told, which brings so heavy a balance upon the other side of the account.

[From the LOWELL STAR.]

#### A SOUND MAN.

The world has lost a sound, solid, and successful business man in the death of Eben D. Jordan; and his employees will miss a wise and generous friend and benefactor.

[From the HOULTON (Me.) TIMES.]

#### A NOTABLE EXAMPLE.

If any young man of the present generation is laboring under the impression that capital, influence, and a liberal education are indispensable essentials for achieving great things in life, and is attributing his lack of success to the absence of one or all of these essentials, let him study with diligence the career of the merchant prince of Boston who lately passed away,—Eben D. Jordan. The entire life of this successful man is an object-lesson of the triumph of an indomitable will and a boundless ambition over the disadvantages of early environment.

Mr. Jordan went to Boston direct from his father's farm in a small hamlet in this State, with no experience with or preparation for life other than that which he had received from the humble surroundings of a country existence. He

had, however, inborn into his spirit that strength of will and integrity of purpose which are worth infinitely more to any man than all the training of the schools without them.

He was content to begin at the very beginning, and to do faithfully and earnestly the hard and thankless tasks which devolved upon him. He was patient with his lot; but who can doubt but that even then his aspirations for the future were higher beyond all measure than the dull routine of his petty duties? He was satisfied to wait for ripe opportunities; but, when those opportunities came, he knew no hesitation or delay.

Mr. Jordan's whole endowment was within himself. Outside forces had but little to do with his progress on the road to success. No doubt greater opportunities opened up to him in later life than most men have, but not every man would have had the self-confidence and determination to accept those chances and to carry them to a successful termination. "A successful man," according to Mr. Jordan's own definition, "is one who creates something." This was his ideal, and most nobly did he live up to its teaching.

The great lessons to be learned from this useful and noble life are the triumph of will over obstacles and the value of integrity and good name. Not every man can accomplish unaided what Mr. Jordan accomplished, but there is no one who cannot profit by the example of his life as a testimony to the effectiveness of patient, skilful, and wisely directed labor.

[From the FORT FAIRFIELD (Me.) LEADER.]

### WONDERFULLY SUCCESSFUL.

By the death of Eben D. Jordan, head of the firm of Jordan, Marsh & Co., of Boston, New England has lost one of its most enterprising and successful business men. This firm for many years has done a very extensive business, and

is well known not only in this country, but in Europe as well. This man, who has been so wonderfully successful in his business career, was a native of the Pine Tree State. He went to Boston when only fourteen years old; and, arriving there, he found himself in a great city, with only \$1.25 in his pocket. But this was not the extent of his wealth. He had natural ability, and a dauntless spirit to battle with the obstacles with which he had to contend. It cannot be said that he amassed his great fortune by dishonesty or crushing down the poor. Although the world will move along just the same, yet his great success as a business man will be an inspiration to many a young man who is struggling to succeed in life.

[From the PORTLAND (Me.) EXPRESS.]

#### A TYPICAL AMERICAN.

No other country in the world could have produced the late Eben D. Jordan. Born among the barren hills of Maine, orphaned in boyhood, starting in life at fourteen years of age with a capital of \$1.25, he dies a merchant prince, possessed of vast wealth and honored the continent over. It illustrates the possibilities which are before every boy in America who is smart, ready to work, ambitious, and honest.

[From the PORTLAND (Me.) TRANSCRIPT.]

#### A NATIVE OF MAINE.

Eben D. Jordan was a son of Maine of whom our State had many reasons for being proud. He combined with rare business sagacity a generosity of which in later years we have seen many examples among merchant princes in this country, and his benefactions were so wisely planned as to yield to the recipients lasting good.

[From the BANGOR (Me.) NEWS.]

### A SELF-MADE MAN.

By the death of Eben D. Jordan, Boston loses her best known merchant prince, and Maine another of her successful sons. He was not only a self-made man, but a consistent and fearless example of business integrity. He was in his quiet way a great philanthropist, and his generosity lost none of its potency for good from the unassuming and inconspicuous methods of the donor.

[From the BATH (Me.) TIMES.]

### MAINE BRAINS AND ENERGY.

The life of Eben D. Jordan, of the Jordan & Marsh firm, is but another illustration of what Maine brains and energy can accomplish, when rightfully employed; and his death removes one of the best friends the young people who came in contact with him ever knew.

[From the FRANKLIN (N.H.) TRANSCRIPT.]

### FULL OF ENCOURAGEMENT.

Eben D. Jordan, head of the house of Jordan, Marsh & Co., Boston, died Friday morning. He was left fatherless and penniless at the age of four years, brought up on a farm, and finally got into a dry-goods store, and grew to be the best known merchant prince. The career of Mr. Jordan simply shows what is possible in this free land of ours, where all are equal, and where true manhood and honest toil are appreciated and rewarded. His life and success are full of encouragement and inspiration to the young men who are now growing up or who may come upon the stage hereafter.

[From the DERRY (N.H.) NEWS.]

### PHENOMENAL SUCCESS.

The death of Eben D. Jordan, of the firm of Jordan, Marsh & Co., Boston, removes from that city one of the oldest and ablest business men of that municipality. His success in business from youth to old age was phenomenal.

[From the WESTERLY (R.I.) SUN.]

### A SUCCESSFUL LIFE.

There was buried in Boston this afternoon a man who had devoted the years of a busy and successful life to what are known as private concerns. He had never held a public office, though he had not shirked the duties of a good citizen ; but he had given his best thought to the development of a business which had grown under his direction until it furnished employment to an army of men and women. As the head and controlling spirit of a wholesale establishment, he had been enabled to extend the helping hand to many a struggling young merchant, assisting them to a secure foundation, from which they, in turn, might help others. While the burial services were being held, the stores of his fellow-merchants were closed in respect for the memory of a man who had helped others.

Every thoughtful man and woman must at some time ask if such a life is not, after all, the most useful of lives. The applause of the people may be sweet, but it also is only for a day. "The king is dead : long live the king !" A life of helpfulness for others, however, is eternal. The influence which will go out from the homes made possible by this one man's ability to organize and develop a business until it supplied the employment from which these homes grew can

have no end. A helpful life is a useful life ; and, wherever it is lived, whether in the glare of public recognition or in the shadow of the home, it is equally lasting in its results. Success is a term difficult to define : it is best known when seen. The life of Eben D. Jordan had in it much of true success.

[From the PROVIDENCE TELEGRAM.]

#### HE WAS A CREDIT TO HIS NATIVE STATE.

Eben D. Jordan was first and always a business man. He learned to work when he was a poor boy, and went through all the gradations between poverty and immense wealth. He never held public office that we remember ; but he was quite as useful to his adopted city as most of the men who have, for he had genuine public spirit. He made no talk about regarding his wealth as a trust confided to him by Providence ; but he handled it so as to give employment to thousands of men and women, which was better than locking it up in real estate, and kicking about his taxes. And tens of thousands had enjoyed the fruits of his generosity, while by aiding a struggling business man here and there, he had often done as Christian an act as if he had built a church to commemorate his wealth. Poor employees, struggling students, the needy of all classes, as well as great public enterprises, found in him a friend. Truly, Mr. Jordan was a benefit to Boston and a credit to his native State.

[From the WOONSOCKET (R.I.) REPORTER.]

### A PROGRESSIVE MAN.

In the death of Eben D. Jordan, the eminent and widely known Boston merchant, the country loses one of its most progressive and successful business men, one whose personality has added largely to our commercial prestige, and one whose patriotism and public spirit have not been made subservient to personal ambition,—a self-made man, in the broadest sense.

[From the HARTFORD TIMES.]

### HIS LIFE AN INSPIRING STORY.

There have been many marvellous careers in the American business world, but we do not know where there is a record of one more remarkable than this. There is none more characteristically American in its contrast of penury and wealth, of deprivation and enrichment. It is a wonderful instance of the ability of a plucky and capable American boy to rise, with only his own character as his original stock in trade. It is an inspiring story, and every boy should read it.

[From the SYRACUSE (N.Y.) POST.]

### A WORTHY EXAMPLE.

The career of the late Eben D. Jordan, one of the founders of the great dry-goods house of Jordan, Marsh & Co., can be profitably studied by the boys of to-day. Mr. Jordan came to Boston from a farm in Maine when he was but fourteen years old. He had just \$1.25 in his pocket, and he went to work on a farm near the city at \$4 per month.

Two years later he entered a store in Boston as a clerk on a salary of \$275 a year. He early adopted a rule of living within his income and, whatever his salary might be, saving something. When he was nineteen, he engaged in business for himself in a store that was rented for \$200 a year. He worked early and late, and made a reputation for integrity, industry, and ability, and of course prospered in business. At the time of his death the firm of which he was senior member employed nearly three thousand persons in its different departments.

There is much in the career of these old-time merchants to compel admiration as well as emulation. With scarcely an exception, they laid the foundations of their fortunes in hard work, frugal habits, unswerving honesty, and a boundless ambition to succeed. The so-called merchant princes of the great cities in this country have nearly all begun their careers in that way. Of course there is inherited wealth that has enabled many successful business men to begin where their fathers left off. But the gateway of opportunity is still open to the boy who has rugged qualities of honesty integrity, and energy that characterize these old successful merchants.

It is unfortunate that too many boys at the present time are more anxious to make a spread of their earnings than to increase their balance in the savings-bank. If they earn eight dollars a week, they want to spend ten. If they earn twenty, they live at a twenty-five-dollar rate. They care more for dress, for the theatre, and for expensive habits than they do to save their money, to improve their time in study, and to qualify themselves for positions of usefulness and honor later on. No boy ever becomes a successful business man who does not live inside his income and save something, no matter how small that income may be. There are plenty of chances yet for the boy who is industrious and who has frugal ambitions. There is no chance for the boy who lives only for to-day, and has no thought for to-morrow.

[From the *UTICA (N.Y.) PRESS.*]

### INDUSTRY AND ECONOMY.

The other day the senior member of Jordan, Marsh & Co., Boston's leading dry-goods house, died. The papers of that city devoted column after column to sketches of his character and career. He came from Maine when fourteen years old, and reached Boston with \$1.25 cash surplus. When he was nineteen years old, he went in business for himself, paying \$200 a year rent for the store. When he died, his firm employed three thousand people. He used to say that the secret of his success was industry and living within his income. Whatever his receipts, he always managed to save something every year. That is a pretty good rule for any man, but is one which too few follow.

[From the *FREMONT (Ohio) NEWS.*]

### AMERICAN "GRIT."

The death of E. D. Jordan, of the firm of Jordan, Marsh & Co., of Boston, has called out an interesting lot of facts relating to the early life of the merchant prince and millionaire. At the age of fourteen he, a fatherless boy, commenced work on a farm at the munificent salary of four dollars per month. With American grit for his capital and American opportunities for an incentive, he surmounted every obstacle, reaching the goal of a high ambition. Such a life would be a profitable study for the boys and young men who by thousands are simply drifting aimlessly, hoping that something will turn up to secure them a butterfly existence. Had E. D. Jordan carried a cane and combed his long hair behind his ears, his fame would have never reached beyond the limited circle of his dudish companions.

[From the FREMONT (Neb.) HERALD.]

### NEWSPAPER ADVERTISING.

One reason for the great business success of Eben D. Jordan, the late Boston dry-goods merchant, was the high estimate he placed upon newspaper advertising. He often admitted that he owed to his advertisements much of the credit for having built up his immense business. One of his remarks was, "I would as soon think of not putting goods in the windows or signs on the front of my store as of not putting advertisements in the newspapers."











