

THE SUCCESSFUL AMERICAN.

(ILLUSTRATED.)

A MAGAZINE

DEVOTED TO THE ACHIEVEMENTS OF, AND CONTAINING BIOGRAPHICAL AND
CHARACTER SKETCHES, TOGETHER WITH PORTRAITS
OF REPRESENTATIVE

“SUCCESSFUL AMERICANS.”

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CHARLES M. JARVIS.

RETIRING VICE-PRESIDENT OF AMERICAN BRIDGE COMPANY.—TO HIS ABILITY AND GENIUS IS LARGELY DUE THE SUCCESS OF THAT CORPORATION.

SINCE the organization of the big steel corporation so many sudden changes have occurred that it is a hard matter to keep track of those who have even been most instrumental in the formation of the combination itself. In the affairs of the great American Bridge Company none have had more to do with nor have contributed more to the success of that company by his advice, ability and genius for organization than the subject of this sketch, Charles M. Jarvis. Upon the formation of the American Bridge Company in May, 1900, Mr. Jarvis was one of the foremost advocates of such a procedure, and his judgment has since been relied upon on numerous occasions in matters of the greatest importance to this big concern. Now that it is merged into the big "Billion Dollar Company" his labors will be less, but what he has done has borne fruit, so that whoever may succeed him will find an easy pathway ahead. Charles Maples Jarvis was born April 16, 1856, in Deposit, Delaware County, New York; the son of Henry Sanford and Rachel Peter Jarvis. The elder Jarvis was engaged in a general banking and real estate business, and was respected in his community for his varied knowledge of all classes of business matters.

Charles M. Jarvis is a descendant in the seventh generation of William Jarvis, one of the original settlers of Huntington, Long Island. A son of William Jarvis, named Captain Samuel Jarvis, married Naomi Brush, and by her had two sons, Bishop Abraham Jarvis and Stephen Starr Jarvis; the latter married Rachel Starr, and their son Samuel, who married Abigail Sanford, was the grandfather of the subject of this sketch.

Mr. Jarvis was educated in the public schools of Binghamton, New York, and later entered Sheffield Scientific School of Yale University, from where he graduated with the class of 1877, having taken the course in civil engineering. After leaving college his first occupation was as an engineer with the Berlin Iron Bridge Company, of East Berlin, Conn., at that time known as the Corrugated Metal Company. He remained with this company in various positions—first as engineer, later as manager and chief en-

gineer, and finally as president, until the company was absorbed by the American Bridge Company, when he became a vice-president of the concern.

Mr. Jarvis is a director in the Berlin Wheel Company, of Berlin, Conn.; the Co-operative Savings Bank, of Hartford, Conn.; the Middletown and Portland Bridge Company, of Middletown, Conn., and the East Berlin Building Company, of East Berlin, Conn.; also a director in the New Britain Hospital and a trustee of the Hartford Theological Seminary. He is a member of the Hartford Club, Country Club of Farmington, Conn., the Lawyers' Club of New York, Engineers' Club of New York, and Graduates' Club of New Haven. He was married May 27, 1880, to Mary Morgan-Bean, a direct descendant of Miles Morgan, of Massachusetts. They have one daughter, Grace Morgan Jarvis.

SIGNAL proof of the growing market for American steel is supplied by the Berlin (Conn.) Iron Works, a branch of the American Bridge Company, from which a large and complete foundry has been shipped to the German city of the same name. The Germans are expert and economical makers of steel, and, in view of this fact, the layman is pretty sure to ask how Americans could manufacture such a heavy thing as an iron foundry, pay railway freight on it from the middle of Connecticut to a seaport, pay freight across the Atlantic, and then further freight from Hamburg to Berlin, and yet compete successfully with German makers. This question is answered by the manager of the Berlin works, who attributes their success to close and systematic study of the needs of the customers. One particular department of the Connecticut plant is under the control of an expert foundryman, who is engaged solely in designing iron foundry buildings, the result being that if the company is told how many castings of a given type are to be produced, it will supply a foundry especially laid out for the purpose.

The Berlin works are not alone in the sagacious and trade-compelling policy of employing experts to design special plants, special factories and special tools. It has been adopted in recent years by a majority of American steel makers.