

The Twice-as-Much Man—Alexander J. Hemphill

By E. A. Hungerford

HARRY LAUDER praised thrift the other day by saying: "A savings bank book is more interesting reading than the most exciting fiction." What Lauder said, Alexander J. Hemphill thought out when he was a boy clerking for the Pennsylvania Railroad back in 1875 at \$18.00 a month. And he has translated these thoughts into a practice in life.

"In your own experience how has thrift contributed to your success in life?" I asked Mr. Hemphill. He was seated in his hospitable office at the Guaranty Trust Company in lower Broadway and had been telling about some of his early business experiences.

"As a young man starting out in life," he replied, "I decided I would always try to make myself worth twice as much to my employer as he paid me. That is to say, I determined to put my full energy into my job first, as if I were working for myself. In this way I got a satisfaction out of my work and an enthusiasm for it that brought real happiness. I figured, too, that it would pay from the standpoint of getting ahead. It did pay.

"Then I made it a rigid rule to keep exact account of all my money matters. Just as a man in business keeps books in order to show whether or not his business is going successfully, so I felt a man ought to operate his personal financial income and outgo on a budget basis in order to show whether or not his life is going successfully. I am confident it is impossible for a man to gain great success who does not think straight about his money matters.

"Whenever I had occasion to be at a certain place at a certain time I made it a point to be there on time. If I could get there just as well by not taking the street car I walked. It isn't always wise economy to walk. It is sometimes the best economy to pay five dollars for a taxicab to reach a certain point at a certain time. Knowing when to walk and when to spend five dollars is what counts.

"But if I spent the five cents for car fare I put it down in my little book. I always kept close track of both sides—debit and credit—of my financial account. And I was always sure at the end of each week that my receipts were at least some larger than my expenditures—even if the total amount was only a few cents.

"Having tried each week to save a part of my income, it was my policy to be on the lookout for good, safe investments. I studied this matter carefully so that my savings, though often small, usually brought me good returns in interest and dividends. This study of investments not only enabled me to get better returns on my savings, but it also taught me a general idea of values and expanded my notions of what was

going on in general affairs. More than that, it cultivated my judgment and intensified my sense of responsibility."

Here you have in a nutshell the secret of success.

100% energy applied to work.

Wise expenditure of money.

Part of income saved each week.

Careful investment of savings.

And, it should be added,

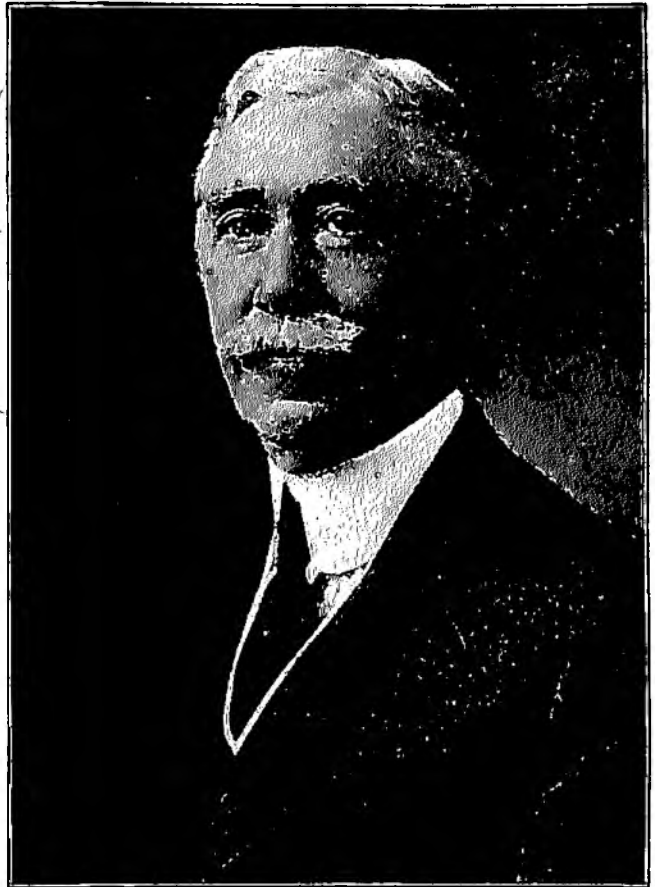
Generous giving to unselfish causes.

~~This last phase—~~

unselfishness—is especially characteristic of Mr. Hemphill. After being graduated from Philadelphia

High School in the class of 1875, he had a small allowance left him by his father which would have helped him continue his studies in the University. Instead of taking this course, however, he turned the allowance over to his mother and started "working on the railroad all the livelong day." He has since been connected with many philanthropic enterprises, acting as Treasurer of the Commission for Relief in Belgium, Chairman of the Committee in America appointed by President Wilson to cooperate with the Commission for Relief in Belgium, member of the Executive committee of the Refugees' Relief Fund, member of the Finance Committee of War Relief Clearing House for France and Her Allies, Director of the Society for Relief of French War Orphans, Chairman of the Finance Committee of the National Security League, member of the Franco-American Society, Treasurer of the Food for France Fund, Vice-President of the Friendly Aid Society, Trustee of the Society for the Employment and Relief of Poor Women, and member of the Thrift Committee of the Y. M. C. A. He is active in church matters, being a member of the Board of Trustees of his local church. The French government has recently recognized his help-win-the-war services by presenting him with the medal of the Legion of Honor.

Mr. Hemphill had not been long on his first job with the railroad when his ability, industry and thrift received recognition. He was steadily promoted, but occupied each new position with credit. There was a reason. He



always took advantage of every opportunity to prepare to occupy the desk just ahead of him, calculating that sooner or later its present incumbent either would be advanced or fired. He aimed to be ready to step right in and, without loss to the company, carry on any work promotion might bring him. In 1883 he was honored by being appointed secretary of the Norfolk and Western Railroad.

After this successful career in the railroad world Mr. Hemphill decided he would try his hand at another line of business. He went into the banking world, where with his usual success he became Chairman of the Board of Directors of the Guaranty Trust Company of New York, a position he still holds.

But always his interests have widened. Other institutions know who's who in America. Captains of industry, recognizing his unusual experience and ability, have sought his counsel. He has been identified with no fewer than twenty-five concerns of large financial interests.

Because of the practical service which Mr. Hemphill believes the Y. M. C. A. renders to young men and boys, he has been interested to serve on the general thrift committee which stands back of the special phase of Association activity known as the economic program. In speaking of this work, he made this frank statement:

"I believe in the promotion of thrift as a definite part of the Association's program because I know the great value thrift habits have had in my own life,

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and I know that the preaching of a gospel of thrift will be of great value in the lives of many young men. They will be definitely helped to win success.

"I remember well as a boy how my grandmother used to invite me, together with her other grandchildren, to her house for Christmas. It was a great event in our lives, especially because we always received from her a brand-new one-dollar bill. And she always gave us, at the same time, some good advice on the proper use of money. I have always remembered her wise counsel and have tried to follow it. She was a very thrifty woman herself, and her life, as well as her words, always made a great impression on me.

"Perhaps the Y. M. C. A. thrift activities will do in a way for many young men what my good grandmother did for me back in the days before the Association's work was so well established.

"When you try to help a fellow in his money matters you reach him at a point of universal interest and his appreciation of the service rendered will tend to tie him up to your work and what it stands for—Christian character building."

Mr. Hemphill is not one of the "all work and no play" kind. He believes that wholesome recreation is essential to continued efficiency in his day's work, and expresses this conviction by his identity with a dozen leading social and athletic clubs.

Modesty is an outstanding characteristic of this leader. He does not like publicity. But he has succeeded in life. And every man who has succeeded provides a stimulus for success in the lives of all who come to know him. Young men who come to know him for the first time through this interview will be added to the host of admirers who already recognize the basis of his success, and are helped by that knowledge to a better place in the world's work.

And here you have the results of success in a nutshell:

- Recognition as a leader.
- Broad knowledge of affairs.
- Economic independence.
- Unselfish ideals.

A quartette worth while and not by any means impossible to attain if, like Mr. Alexander J. Hemphill, one wills to meet the conditions involved.

AFTER A YEAR'S experience with women in the canteen a secretary writes: "I feel sorry for the camps where there are no women, for the boys get homesick. There are so many things to do for soldiers that the men secretaries could not think of. On the whole, women workers have been wonderful. My Association could not do without them. To my mind, three qualifications are necessary—good health, common sense and not crazy over the men."



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