

He'll sure be a dear piggie nox

THAT SON-IN-LAW OF PA'S

---By Wellington



THE RAPID RISE OF HURRY-UP RILEY RELATED IN WORLD WORK

Chairman of United States Shipping Board Who Rose From Railroad Engineer to Millionaire Manufacturer in Fifteen Years

"Hurry-Up" Hurley is the name which Edward Nash Hurley has made for himself in Washington. The chairman of the United States Shipping Board has had a remarkable career. To-day a millionaire manufacturer and in charge of the American shipbuilding program, he was a locomotive engineer 15 years ago. Three years ago he was summoned from Illinois by President Wilson to sit on the Federal Trade Commission when that body was organized in 1915, and since then he has done much to put the Stars and Stripes to ports where it has not fluttered since the United States merchant marine started to dwindle years ago. The following sketch is from the World's Work:

Twenty-nine years ago the man who is now chairman of the Federal Shipping Board—considered one of the most important branches of the Government to-day—was wearing blue overalls and a messy shirt with collar attached, minus a necktie. That was on the cab of a locomotive switch engine in Chicago. Mr. Hurley got \$35 a month for his work there. He says that \$35 was big money to him in those days. Just fifteen years later Hurley was a millionaire and had retired at the age of thirty-nine years.

Mr. Hurley came from Galesburg, Ill. He was born there July 31, 1864. Inheriting the rugged body of his father, who was a general utility

ever came to an accident was one day his passenger train ran into a long switch on Western Avenue. As Hurley drove his engine in sight of the siding he saw that a freight had just crossed in suddenly, he was shocked into momentary numbness to see that the freight train was pulling on to the main line over a switch that connected with the siding about half way down. Let Hurley tell the rest:

"It's a fine thing to talk about dying at the post." Mr. Hurley said as he smiled reminiscently. "I believe it's a lot better, however, for a man to do his whole duty and get away with a whole skin. In this instance, I did the former but failed of the latter."

"I quickly realized there was only one thing on earth to do—shut off steam throw in the sand, and set the brakes. I did this, told the fireman to jump and wasn't much behind him when he landed."

"I struck feet first, pitched forward on my hands, and plowed up several feet of the hardest cinders I have ever come in contact with. Those cinders ripped up considerable cuticle from my hands and filled my eyes. I raised my hands to wipe the dirt from my face and left great smears of blood from forehead to chin. When passengers and rest of the crew ran up they saw me covered with blood and lauded me for sticking to my post and saving the passengers! It was some years before I ever told any one I had jumped."

Railroading on the Burlington.

Mr. Hurley put in nearly four years and a half on the Burlington. When he "went off" with the Brotherhood in the historic strike of '38 he left the Burlington for all time. After the strike he became secretary to P. M. Arthur, of the Brotherhood, with offices in the Grand Pacific Hotel. From that position he went back to railroading, as passenger engineer on the Sante Fe. He put in three days when a committee from the Brotherhood told him that it was not altogether right that he should go back to so strenuous a job so soon after leaving a desk job. Hurley said he was so glad to quit he never even asked the Sante

Fe for the three days' pay. The Sante Fe still owe him the money.

It was at this point in his career that Mr. Hurley ventured into politics. His venture was short-lived. He says he has since this brief venture confined his politics to raising votes at elections. He made a dismal failure as embryo politician and admits it with a smile. The story of his one failure is brief.

Mr. Hurley was interested in a certain candidate in an approaching election. Voluntarily he set out collecting campaign contributions. He collected \$59, all from then Collector of Customs Stone. He turned it into headquarters, but it wasn't used, so it was returned to Mr. Hurley after the election—much to his surprise. There was a surprise due to Stone also when Mr. Hurley took the \$59 back to him. Stone was so surprised at this unusual procedure that he gave Hurley a position as deputy collector of customs, which he held from December 1, 1888, to January 1, 1890. He resigned to become chief engineer of the Cook County Insane Asylum, a post he had expected to get because of his political work. However, he did not keep the place long. He grew weary quickly of the politics he was supposed to play, and resigned to "go to work."

His next work was as representative in the West for a firm that made metallic packing for valves and pistons. The salary was \$100 per month. It was in this position that he "found himself."

Inventions in Pneumatics.

He had long been interested in the application of the pneumatic principle to tools. Spending his spare time tinkering, he one day perfected a pneumatic bell-ringer. After that came a pneumatic sander for tracks, and a pneumatic hammer. From them, Mr. Hurley got only \$25 a month increase in his salary. Other inventions which he turned over to the firm in the course of time got him an increase to \$300 per month.

Then Mr. Hurley invented a pneumatic blow-off cock for throwing dirt and sediment out of locomotive boilers. He asked his firm to hear a proposition. The proposition was

that he would turn the invention over to the firm, which would make a profit of \$5 on every one sold, and Mr. Hurley would receive a royalty of \$1 on every one sold.

"The firm couldn't see the proposition in any light," said Mr. Hurley grimly. "They insisted that I had perfected the thing while employed by them and that it was theirs, not mine. They even refused to raise my salary; that was also completely out of the question. 'Now, mind you, I had done more than the average employe. I had crawled under the engines and had worked all hours of the day and night. When I went out to sell packings and it was slow making a customer see the advantage of my goods, I hammered packings into place to put my arguments across—and they usually went across when I did that. There were not fifteen locomotives west of Cleveland that used our packing when I started in with that firm. At the time I made them my proposition in 1897, after five years of service, there were not fifteen engines that did not have the packing."

"It was the turning down of that proposition that started me out in business for myself."

Mr. Hurley's business start was "ragged" as he puts it. There were himself and two expert machinists. They began in a barn. Three months later the first pneumatic boring machine was put on the market and Hurley was made.

April 1, 1898, Mr. Hurley opened the office of the Standard Pneumatic Tube Company of Chicago with a capital of \$50,000. He had mortgaged nearly everything he had to start. The first year the company made \$7,500, which was what a 15 per cent. dividend amounted to. A year later the Standard company's profits were \$33,000. In 1900 they totaled \$90,000. Three years after the company was organized the profits reached nearly \$150,000 and in February, 1902 it sold out to its only competitor at a price that made thirty-eight-year old Edward Nash Hurley a millionaire.

The sale of the property was attended by an unusual incident. Mr. Hurley took his tools to London to show them off. They "acted well," but the Englishmen were not quite satisfied. Therefore Mr. Hurley took out a set of the English tools and put them through the same paces he had just put his own through. The sale was clinched. The papers were drawn up and signed. By the sale contract, Mr. Hurley got, besides a cash payment of \$30,000 which he cashed to his wife instead of trusting it any other way, a large block of stock in the English concern. Long delay in the drawing up of the papers, technically made the contract absolutely worthless. But to the credit of the Englishmen they set the matter straight.

Mr. Hurley today is as young as he was twenty years ago. He is blunt and forceful. He is teeming with energy and, while driving himself also drives every one who comes in contact with him but withal he is tolerant of other viewpoints than his own. He is heavy set and still shows signs

(Continued on Page Sixteen)

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