COMPTON DECIDED

Shown New Yorkers How Graft Can Be Minimized.

Making Good on His First Contract, He Now Has Scores of Office Buildings in His Charge.

By RICHARD SPILLANE. (Copyright, 1914, by the McClure, Newspa-

Mr. Compton was near the end of his resources. For six months-and that was the period in which he had been in New York-he had not made a dollar. His office was so small that one of his friends used to say he did not dare to breathe hard while in it their advantage to make repairs. for fear of straining the walls.

At first Compton had been proud of that office, but it had come to be a So did the water bill, the towel bill You generate your own power and and the ice bill. He was an electrical electricity. Nothing is done to keep a engineer, and a good one. He had expected to get enough business to pay expenses, at least for the first year, but was finding it hard to break into the crowded New York field.

As he brooded over his failure he scrutinized the month's bills. Twentyfive dollars seemed a lot to pay for that tiny office, but there was no escape. Ice at \$2 a month appeared high. Having nothing better to do he figured what ice was costing him per ton. Some days the lump he got weighed four pounds, and sometimes five. Sometimes he got none. According to his figures he was paying \$40 a ton for ice.

Spofford, who was a bit of a pessimist, called to see Compton and Compton, full of his woes, told him of the ice outrage.

"Well, what are you kicking about?" Spofford asked. "Don't you know there is as much graft in an office building as there is in a Tammany job? The ice man has to pay tribute to the superintendent or the janitor. So do the towel man and the spring water man. So does the man who does the lettering on the office doors. But that is petty. The big graft is in the basement. The engineer gets a rake-off on every ton of coal and every barrel of lubricating oil and every job of repairs, whether to an elevator, or the boiler or anything else. If I had the graft that is collected in the office buildings of New York, I'd be a multi-

millionaire in a few years." Then He Got Busy.

For a week or ten days after Spofford's visit, Compton was so busy that quickly. He visited coal men, oil men, elevator men, electric light and power people and a host of others. He found a means of getting into the engine room of various skyscrapers. and everywhere he went he asked a lot of questions.

Every letter, marked personal or other, that was directed to Peter Tomlinson at his office was opened by Rogers, his private secretary. Out of an average of forty or fifty a day, Mr. Tomlinson was bothered with the reading of only a few.

"Who's this fellow Compton?" asked Mr. Tomlinson, testily, as he glanced over the communications laid before him by his secretary one morning. "I do not know, except what he says

in the letter," Rogers said. "He is one of our tenants, and seems to be a graduate of some good engineering schools from the list he furnishes." Mr. Tomlinson read the letter again.

It asked for an interview of ten minates, and the writer promised he would show how Mr. Tomlinson could save \$5,000 a year in the management of one of his office buildings. That was all, except the references Rogers nentioned.

Timely Elevator Accident

"Bah!" exclaimed Tomlinson. "The town is full of men who cannot earn their salt, but who want to instruct successful men how to conduct their affairs. Don't bother me with these pesky fellows any more." And he threw Compton's letter in the waste basket.

That afternoon an elevator in one of Tomlinson's buildings dropped a story. There were only a few persons in it, but one of those persons was Mr. Tomlinson; so the affair was serious, although no bones were broken and no one suffered, except from shock. At Mr. Tomlinson's request, Rogers fished Compton's letter out of the waste basket and wrote to him. Compton called the next morning.

Mr. Tomlinson was desirous of knowing why that elevator slipped. Compton promised to make an examination and report, but ventured the assertion that primarily there was laxity of inspection. No such accident was possible with proper inspection. Then he took up the matter he had proposed.

He began at the beginning. He told the story of the ice bill. Then is only one way in which you and I he explained what he had been doing can do business. If you wish me to for a week or ten days.

Points Out Some Leaks.

ordered. Don't be startled. You are greatest efficiency." ICE BILL GAVE HIM IDEA not any different from every other office building owner in New York. It is to the interest of your engineer can. He does so. He is burning up a lot of your money.

thirty-six barrels a year. How much your repair bill each year is I have no | sively." means of ascertaining, but three times

so far as I can see, to curtail the use check on it. You should have your building examined exhaustively at regular intervals. There should be a trical and hydraulic machinery, elevators, pipings, wiring and accessories. Everything purchased that ton was on the job. goes into the care or operation of the building should be bought without any not be good.

"You should have daily supervision of the consumption of water, gas, items of supply had been contracted electricity, fuel and supplies. Your employees should be trained to make There had been a reduction of nearly repairs and to do their very best for 200 tons of coal consumed and a the general upkeep of the building."

Not on Commission. was paying for the coal that various stances and there was a most promof his employees were burning in ising outlook in the training of the

makes extravagance and begets negli- | ployees and I'll make such suggestions gence that means danger. In that or recommendations for better as my one building you are using an average | judgment dictates. But I will not do of twelve tons of coal a day. Ten this on a commission basis. You can TO STOP UP LEAKS tons would be ample. You are paying 20 cents a ton more than you should if your purchases were attons would be ample. You are pay- pay a stipulated sum for my services, tended to properly. You are not get- you and your men. If I worked on a ting so good a quality of coal as you commission basis I would be on your Career of Engineer Who Has think. You have no system whereby side of the fence. The greater the your coal is tested. Various of your saving, the greater the profit for me, saving, the greater the profit for me, employees get their house supply of but not for you. You would not get coal from your coal man. In addition, the highest efficiency through such an your coal dealer pays a commission to arrangement. What you need is the your engineer on every ton of coal greatest econor consistent with the

> Had Plenty of Trouble. "You are right, Mr. Compton," said Tomlinson. "I am glad you made to burn as much coal as he possibly that clear to me. My proposition was wrong. I have no doubt of your honesty, but what I suggested was wrong "I believe you are using about fifty in principle. I will make an agreebarrels of lubricating oil a year in ment with you for three months on that one building. You are paying \$40 | whatever basis you think is fair. If a barrel for that oil. About one-third you show in that three months that of that is wasted. I should like to you are capable, as I am inclined to guarantee to run that building with think you are, I will be disposed to consider the matter more exten-

Mr. Compton did not have an easy out of four the repairs could be made | time. No man has who takes cake by your own employees. It is not to and ple away from gentlemen who have been accustomed to feeding on "You pay a water bill that must be those delicacles. There was threat of very large. There is no effort made, a strike when the announcement was made that he had supervision of the nightmare. The rent bill worried him. of water within reasonable limits, building. The engineer's feelings were outraged. He scorned dictation and almost was violent in his language about Mr. Compton.

But he was not violent when Mr. Compton summoned him to his office. test of the operating equipment, em- Compton is mild voiced, but quite imbracing every detail of steam, elec- pressive. It did not take that engineer two minutes to realize that there could be no juggling so long as Comp-

The first three months showed a saving of \$900 in the operation of that possibility of graft, for where graft office building. It did not seem much, enters the material or service will as Compton explained to Mr. Tomlinson, but it really did not represent the real savings, for many of the for in advance on the graft rates. large proportionate reduction in the use of oil. There had been a slight It hurt Tomlinson to think that he increase in wages in one or two in-



The Engineer's Feelings Were Outraged.

It hurt him, too, to think that some the structure. of the lubricating oil for which he was paying \$40 a barrel was run into the sewer because getting rid of a barrel of oil meant \$4 more commission in the engineer's pocket. 'What hurt him most, however, was to realize that with all the money he was spending he was getting such poor service, that his own life had been imperiled by the falling of that elevator. He was a man of impulse. He liked Compton's looks, liked the way he talked and like the way he had pre-

"I'll tell you what I'll do," he said. "I'll put you in charge of that building and allow you 25 per cent of what you save in the cost of operation. I suppose I've got more cleaners, porters, elevator operators, engineers, firemen, oilers, watchmen and such than are necessary. Now if you want to take hold of this thing you ought to make a fair amount out of it."

sented his case.

Compton shook his head. "You have the wrong idea, Mr. Tomlinson. You never will get proper service or proper economy in that building working on that basis. There keep that building in condition I will comparatively low rate. He never engage to give it my attention and has deviated from the position he "In the building in which I have service. I will supervise your pur- assumed in the beginning-of standmy office," he said, "there is about chases and I'll introduce a system of ing midway between the owner and \$8,000 a year graft. The graft itself tests and reports that will safeguard the employee. There are more conwould not be so bad but for the fact you in every respect. I'll look over tent and better service with the elimthat it leads to inefficiency. Graft your pay roll and study your em- ination of graft and extravagance.

their homes in Flatbush or the Bronx. | employees for making repairs about

Tomlinson studied the report for a day or two. Then he entered into a contract with Compton for a year. Three months after that contract was made, when he looked over Compton's second quarterly report which showed a saving of more than \$2,000, he turned over all six of his office buildings to him to supervise on the same basis as the first one.

His Business is Immense. No one who enters Mr. Compton's office today need hesitate about breathing hard while in it for fear of straining the walls. He occupies a whole floor in a big downtown structure. He has scores of buildings under his charge. He has a lot of experts assisting him who watch over these buildings as physicians watch over patients. There is not a detail about those great structures that does not come within the exhaustive examination of these men.

Compton has come to be one of the largest buyers in New York. His purchases of coal total more than half a million tons a year. His purchases of oil aggregate nearly 4,000 barrels. His buying power is so great that he is able to contract for supplies at a

RUNAWAY REUNITES **LONG PARTED LOVERS**

Crash of Teams Results in Marriage Arranged Thirty-Five Years Ago.

Kublar, Colo.-A horse ran away ou on a country road four miles from here, demolished a new spring wagot and a buggy, but reunited sweethearts of 35 years ago, and paved the way for a marriage.

Joseph Sheen is a rancher living seven miles from Kublar. He had driven to town and was on his way home, riding in his new wagon. Coming into Kublar in a carriage, Miss Amy Dodd of Eudora, Kan., was chatting with her hostess, Mrs. T. H. Greenman, with whom she had been



Sheen's Horses Shied at Some Paper and Bolted.

visiting. Sheen's horses shied at some paper in the road and bolted. Around a curve they raced madly.

At the curve was the Greenman carriage, and the rear of the wagon whirled when the horses turned the curve, crashed into the carriage, overturning it and throwing Mrs. Greenman and Miss Dodd to the ground.

A short distance further Sheen managed to stop his team. He hastened back to inquire the damage he had done. He assisted the women to their feet, helped them repair the carriage, and then introduced himself.

"Do you mean to say you are Joe Sheen, who used to live in Blue Mound, Kan., a long time ago?" Miss Dodd asked.

Sheen stared. Then: "Yes, and I ow you now, Amy, I s years for you, and believed you were dead."

They had gone to school together 35 years ago in the little Kansas town. Then Miss Dodd's parents moved away and took her with them. Before they went, however, the couple had become engaged. Miss Dodd's parents died and she went to New York. From there she went to Europe as the companion of an aunt. She wrote several letters to Sheen. but he had left for the West.

Miss Dodd came back to Kansas after she returned from Europe, taking a school at Eudora. Sheen never returned, but he wrote many letters searching for his flancee. He believed her dead until the collision near Kublar.

They were married a few days later.

IN A TREE WITH RACCOONS

Maryland Farmer Fights for His Life in a Battle of His Own Choice.

Federalsburg, Md.-Horace Robin son, a young farmer of Smithville, six miles north of Federalsburg, had s thrilling experience in the top of ar oak tree the other night with five raccoons, which he encountered while on his way to visit a neighboring farmer. Before the battle ended, Robinson fell from the tree, completely exhaust ed. Three of his ribs were broken and his thigh was badly injured.

The young man set out from home shortly after dark, and was passing through a strip of woods when he encountered the 'coons. He followed them to a big oak, which the 'coons climbed. Thinking probably he could capture one of them alive, Robinson also climbed the tree, but when he reached the 'coons they showed fight. and for 15 minutes the young farmer had to fight at a great disadvantage to save his life.

The 'coons got all around him, and though he kept his arms going like piston rods, the 'coons inflicted ugly gashes with their claws. Robinson kept up the fight from his perilous position until completely exhausted when he fell to the ground. He dragged himself, bleeding, to the country road where his groans were heard by his father, W. H. Robinson, who picked his son up and carried him home

Dying Cow Broke Milker's Leg.

St. Mary's, Pa .- During a severe electrical storm lightning struck a barn on the farm of Joseph Selle. The farmer and his son were milking and one of the cows was struck by the bolt and killed. The cow fell on young Selle, breaking one of his legs.

TOOK SPEECH IN THE DARK

Stenographer Says It Was Not Difficult to Follow Remarks of "Uncle Joe."

"Sometimes a man gets a reputation that is undeserved," said Sam Gray, a member of the stenographic corps of the house of representatives, at the Willard, according to the Washington Post. "It happened to me a few years ago when I was traveling with former Speaker Cannon in a political campaign. 'Uncle Joe' made a lot of speeches in that particular campaign, and I was there to make a stenographic report and transcript of them. In one western city the speaker was talking to a tremendous crowd of people, when suddenly, without warning, the electric lights went out, leaving the house in total darkness.

"For fifteen minutes, perhaps, the speaker talked on in the darkness. It was up to me, of course, to make a report of his speech, and I did. Naturally, I had to feel my way, and I made my notes unusually large, so I would have no trouble in reading them. When the lights were restored I was right there with the speaker, and made an accurate transcrpit of his speech. Some of the newspaper Your Liver it as a marvelous feat.

"The fact is, it was not at all difficult to follow the former speaker. He is not a rapid talker, and I had no —Have No Appetite. is not a rapid talker, and I had no trouble in taking his remarks."

Dangers to the Eye.

Mr. Louis Bell, the electrical illuminating expert, and Dr. F. H. Verhoeff, an eye specialist, have published in Science their opinion that the alleged dangers to the eye from ultraviolet radiation of sunlight and various artificial lights amount to nothing at all. They admit that there have been many "sensational attacks" upon modern illuminants as dangerous by reason of injurious effects of ultraviolet or actinic rays, but these have "entirely neglected any quantitative relation between the radiation and its supposed pathological effects." Very little of these rays can penetrate the cornea, and the crystalline lens cuts off completely those that straggle through toward the retina. Protective glasses are useful only, they conclude, in cutting off dazzling lights and undue heat.

In Love. "I'm certain he loves me," said the suburban girl.

"How's that?" "It is a four-mile walk to town. He misses the last car about twice a week, but he still keeps coming."

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We have published in the newspapers of the United States more genuine testimonial letters than have ever been published in the interest of any other medicine for womenand every year we publish many new testimonials, all genuine and true. Here are three never before published:

From Mrs. S. T. Richmond, Providence, R. I.

PROVIDENCE, R. I.—"For the benefit of women who suffer as I have done I wish to state what Lydia E. Pinkham's Vegetable Compound has done for me. I did some heavy lifting and the doctor said it caused a displacement. I have always been weak and I overworked after my baby was born and inflammation set in, then nervous prostration, from which I did not recover until I had taken Lydia E. Pinkham's Vegetable Compound. The Compound is my best friend and ham's Vegetable Compound. The Compound is my best friend and when I hear of a woman with troubles like mine I try to induce her to take your medicine."—Mrs. S. T. RICHMOND, 199 Waldo Street, Providence, R. L.

A Minister's Wife Writes:

CLOQUET, MINN.—"I have suffered very much with irregularities, pain and inflammation, but your wont erful medicine, Lydia E. Pinkmam's Vegetable Compound, has made me well and I can recommend the same to all that are troubled with these complaints."—Mrs. JEENIE AKERMAN, C/O Rev. K. AKERMAN, Cloquet, Minnesota.

From Mrs. J. D. Murdoch, Quincy, Mass.

South Quincy, Mass .- The doctor said that I had organic trouble and he doctored me for a long time and I did not get any relief. I saw Lydia E. Pinkham's Vegetable Compound advertised and I tried it and found relief before I had finished the first bottle. I continued taking it all through middle life and am now a strong, healthy woman and earn my own living."—Mrs. Jane D. Murdoch, 25 Gordon St., South Quincy, Mass.

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