EVENING LEDGER-PHILADELPHIA. FRIDAY. OCTOBER 22. 1915:

SWINDLING OF CITY STOPPED **BY DIRECTOR LOEB; RECORD SHOWS HOW "GRAFT" CEASED**

Business Methods Replace Favoritism and Dishonesty in Department of Supplies-Traps of Contractors Detected in Dealings

Written especially for the Evening Ledger and Public Ledger

SWINDLING the city through the me-dium of a politically blindfolded Director of the Department of Supplies had so long been the practice that contractors were genuinely surprised four years ago at the attitude of Herman Loeb, a manufacturer, who in his private business for years had studied methods of obtaining low prices in the purchase of raw mate-Philadelphia annually purchases from \$2,500,000 to \$3,000,000 worth of supplics-coal for the various public buildings, milk, flour, beef, fish and other edibles for the different public institutions, and hardware, paints, glass, lead, water pipe, stationery, lumber, packings and ther materials for the sundry municipal departments.

'No private business can stand up for long which does not follow the fluctuations of the market in prices for raw materials," he said. "I simply did for the city what any business man does for inneed. For years I had been purchas-ing leather, strawboard, glazed paper, glue, cane and various fibre goods, and my system possessed no novelty, judged from the rules of private business. Instead of going to my desk at the factory I went to my desk in the City Hall. It was the same Herman Loeb, same brain, same ideas, same methods."

NOT A SPOTLIGHT SEEKER.

Being a quiet sort of man, yet practical, the accomplishments of Mr. Loeb in Istration. Flour was still further reduced getting a dollar's worth for every \$1 ex-pended by the city have received small TEAMWORK GAVES exploitation. Somehow he lacked the fac-uity of achieving a headline triumph after coring each victory in the expenditure

of public funds. "Many of the contractors dealing with the city during previous administrations were old personal friends." explained Mr. Loeb. "Because I was the instrument disciplining their ways of business-a former instity that primarily rested in the office instity that primarily rested in the office I held-was no reason for me to rush into print with the chronicle of their dis-honor. In many instances I had to go to law with them, and it was more in corrow than anger that I was forced to nake their old practices a part of the ocumentary record of this office." Here Mr. Loeb related an instance in

point: "This particular contractor, whose me I do not care to mention, and myself were well enough acquainted to call each other by our first names. He put In a very low bid to deliver steer meat to city institutions, and was awarded the contract. He had been the lowest bidder for many years. Later, I discovered that his price to the city was an attempt to deliver my integrity as a business man. for he had counted upon no inspection of the meat at the institutions. I found that he was sending us inferior meat, and was not complying with the specifications un-der which he obtained the contract. I had to notify him that he must comply with the terms of the specifications, and incidentally I had to reject the inferior meat.

AN ANGRY MEAT DEALER.

"Well, he came down here as mad as a hornet. He assured me that the meat he was delivering was the same as he had been sending to the city institutions for 15 years, and concluded with the personal

tract at 19 cents a gallon, oil that we had been paying 50 cents for. It was re oil that we ported by a city employe in one of the departments that this oil was so inferior it could not be used to cun the machin-ery of that department. So I took it away, and, unknown to this city employe, poured the same oil into emply barrels of the particular contractor I had information he favored. This employe an-nounced that the 'new oil' was perfec-tion. I reported this to the head of his department, and I understand that he is no longer in the employ of the city." Asked to cite instances of a decline in

the prices paid for city supplies, Mr. Loeb said: "In 1911, the last year of the previous administration, the price paid for ordi-nary milk was almost 7% cents per quart. In 1912, under our system of inviting all of the milk dealers to participate, the price was reduced to 615 cents per quart. In 1913, the price was still further reduced to θ_4 cents per quart. In 1914, we got milk at 5^{1}_{2} cents per quart. In 1914, have the testimony of the isomates of city institutions that, although the price went down, the standard of milk purchased went up, and one must realize the thousands of dollars saved annually when over 1.250,000 quarts of milk are consumed each year in the municipal inatitutions.

"In 1912, we bought flour at \$1 a bar rel cheaper than it was purchased dur-ing the last year of the former admin-

TEAMWORK SAVES.

Teamwork with the heads of various other city departments is responsible for savings made in connection with the pur-chase of many commodities, explained Mr. Loeb. He cited coal as an instance. the saving being partly due to the more efficient and economical stoking at the pumping stations, at City Hall and elsewhere, and partly to the fact that coal purchased was actually delivered to the city. Full-weight tons were bought and delivered for the uses of the municipal

ity. "Not a scuttle of city coal has gone for "Not a scuttle in four years' time," private consumption in four years' time," said Mr. Loeb, "and had I been allowed to buy coal to cover a full year's consumption instead of from time to time as the money was appropriated by Coun-clis, there would have been still further savings. In one year alone on coal the city lost 118,000 through the failure of Councils to appropriate at the beginning of the year sufficient money to purchase the entire year's supply." The following letter was received from a coal contractor who was an ended

The following letter was received from a coal contractor who was an ardent supporter of the Organization by Director Loeb on September 17 last: "I wish to take this opportunity to ex-press my deep appreciation for your cour-tesy and fair treatment accorded me in my dealings with your soud offers." tesy and fair treatment accorded me in my dealings with your good offices. "The records of your office will show that during your term of office there have been by far a larger number of bidders than ever before for supplying the city with coal and other supplying the city with coal and other supplies, due to the fact that we had explicit confidence in the fact that we knew if awarded the business we would all get a square deal."

FUNDS LACKING.

business community in the integrity of municipal purchases is no arnall gain, allke to taxpayers, immites of city insti-tutions and heads of other city depart-ments. The great majority of merchants scorn to pay for trade, either in re-bates to crocked city employes or the delivery of votes on election day to the political overlords of these dishonest city employes. Merchants now dealing with the city express great admiration for the change that took place four years are

Of course, there are kickers in the business district, a few of the old ring business district, a few of the old ring constructors no longer privileged to walk off with profits agreed upon beforehand with their friends and secret partners in the city employ. These disappointed mer-chants profess a profound grievance against Mr. Loeb and all of the officials of the Blankenburg administration, and they air their discontent in an ardent support of candidates for office who privately agree to a restoration of the old order of political preferment after the Brst of the coming year. the first of the coming year.

LOER'S WORK ON RECORD.

Mr. Loeb's conduct of the Department of Supplies is down in black and white. He installed a Requisition Record Book, which shows the progress of every re-quisition made upon his office, and a card system for a statistical registry of the cost of city supplies. In the Requisition Record Book is set forth the complete trail of a requisition from the date of its receipt up to the time the commodities called for are delivered while the card system shows quantities and unit prices, with explanations as to their increases and decreases.

"I hold inspection to be the hub of the wheel of purchase," said Mr. Loeb, "Councils did allow my department four additional inspectors, making six alto-gether, with one weigher, and I would be a very small sort of an official not

make full acknowledgement of this unellmanic concession. Inspection guarantees a superior quality of supplies and full weights and measures when the supplies are delivered. Every foot of fire hose purchased in my regime has been given the most rigid test. The same is true of all articles purchased. The insertion of two very innocent-looking words into specifications has been productive of a great saving to the city. The words are "equal to." This bold attack upon patented, proprietary and standardized brands was particularly effective in cetting lower prices for packing and gum goods, also stationery. The

threat behind the words "equal to" brought down the prices to the city of many patented, proprietary and stan-dardized wares. A few packing items taken from one bureau in the Department of Public Works show an average sav-ing for a single year of 201% per cent. and, according to the certification of the chief of the Bureau of Water, the the new material procured was as good.

If not better, than the material obtained under the old method. SAVINGS EFFECTED.

Here follows an interesting table, showing in a few instances what business methods in the City Hall have accomplished Kind of packing and approximate quantities used anomally. Metal wedge plonge packing, 0000 lis \$1.25 23c \$7500 \$1380 443 Flax packing, 2500 .57 26c 1425 658 120 alve stem pack-ing, 8500 [bs. 189 47 180. 54c 280 Wire 1 1200 lbs. .87 50c 1044 600 74 \$10,060 \$3530 201% Average totals ... During the last year of the Reyburn

On taking office Mr. Loeb found the administration the city purchased ity completely out of supplies. All his 024.37 worth of packing, gum goods term he has pleaded in vain with Coun-clis to appropriate a lump sum adequate to cover supplies for a whole year. He has been compelled to readvertise for bids in the midst of the season. Often con-tracts advantageous to the city annulled themselves automatically by reason of there being no funds available. Under the duced the law contracts cannot be made in excess of the amounts appropriated by Councils, neither can the department supplement existing contracts when Councils make additional appropriations. It be-came necessary each time additional appropriations were made to readvertise for bids and enter into new contracts, al-ways to the financial disadvantage of the

ENGLAND WILL PAY FOR SEIZED COTTON

British Board of Trade Makes Important Concession in Contraband Protest .

WASHINGTON, Oct. 22-The British Board of Trade will pay at market value for all cotton taken over from the British Government, which had setzed it because It was not accompanied by sales con-tracts, at market value at the port of shipment, according to a cablegram from Consul General Skinner at London. This is the first substantial concession to the cotton interests, as the Board of Trade will pay the "prevailing price," plus all

The cablegram from the Consul General

The British Board of Trade has de-cided to make final settlement for all American cotton which it has purchased, but which was not covered by sale contracts, at the market value at the port of shipment on the date of shipment. Fayment will be made plus all expenses, including freight insurance, war risks and interest. In making settlement as to these contracts which are in dispute, contracts which were made on the date of shipment will be considered as a fur-ther guidance for the benefit of the ship-

Officials today interpreted this announcement as the opening of a series of concessions by the British Government designed to meet in part the objections to the Order in Council.

SUNDAY HELD UP BEER SALE

Glasses Saved Three Months After Evangelist Left Would Clink Across Continent, Says Dowie

Enough beer to reach from here to California if poured into glasses stood side by side, according to the Rev. George G. Dowle, general secretary of the County Sunday School Association, was not sold in the three months following the "Billy" Sunday campaign in this city. Mr. Dowie asserts that was a falling off of 70,000 barrels for the three months in the sales here.

These statistics and many others were presented to an audience of 5000 evanelistic converts, Bible students and religious workers in a mass-meeting at Convention Hall last night, under the augurees of the Philadelphia Sunday School Association. The men took a standing pledge to support the movement for evangelism and temperance spiritually and financially.

"Our program of work," said the Rev Mr. Dowie, "is not to take men away from liquor, but to take the liquor away from them, so they cannot backslide, While this State has shown the great-est increase in Christianity, it also has been the greatest State for political cor-ruption, graft and liquor selling. What we need is a city and State evangelism that will put the political trickster and liquor seller out of business.

"To the last Legislature young men of Philadelphia sent 41 representatives or misrepresentatives. Of this 41, only 6 voted for liquor. Will you send the same kind of men back again rext year, or will you start a campaign to wrest the city and State from the contractor-liquor combine? It is your duty to lift the city and State from this liquor-graft-political

LIQUOR TRAFFIC DENOUNCED

Sunday School Association Calls i Source of Many Evils

LANCASTER, Pa., Oct. 25.-Resolutions branding the liquor traffic as the cause of "increased taxation, waste of public of increased taxation, waste of public money, creation of paupers, criminals and idiots, wrecks of human lives, dis-grace of homes, violation of laws, deme-cration of the Lord's Day, corruption of politics, sending souls to perdition and working against the church and what it is to be for the sentence of the senten

Councils Ignore Almost All Needs in Face of Danger of Suffering

The needs of the poor of the city are almost entirely ignored in the small transfer bill awaiting action at the next session of City Councils two weeks hence. The request of Mayor Blankenburg for 100,000 for supplies and care of patients and inmates of the Philadelphia General Hospital and for \$2500 for a pavillon for consumptives is overlooked. Superintendent Seltzer, of the Philadel-phia General Hospital, in a letter urging that provision be made f r the thousands

of helpless charges mays: "If these appropriations are not made

the earliest possible moment it will be impossible to keep the patients and inmates properly clothed and fed. I do not care to have it said in the latter part of December or perhaps even earlier that our patients are without shoeld socks, underwear, blankets and other necessities, or that the hospital is without gauge, lint and other supplies. But unless these appropriations are made at once that condition will exist."

This letter, together with other com-munications along the same line, were mumblingly read in Councils yesterday and could not possibly have been heard by any but a very few members in the immediate vicinity of the president's desk. As a matter of course the latter was referred to the Finance Committee which has other communications of a similar character before it at the present

Councils reply to this urgent appeal for help will be found in the transfer bill now awaiting action. This measure pro-vides that \$4000 be allowed the Burcau of Health for salaries and wages; \$7500 to the Bureau of Charities and \$10,000 for the attendants' payroll. These sums are for the entire bureaus of which the Philadelphia General Hospital forms but a part.

BOSTON STRIKE MAY SPREAD

Freight Handlers Tie Up Terminals and Shipments Wait

BOSTON, Oct. 22 .- The strike of the union freight handlers that tied up freight terminals of the Boston and the freight terminals of the Boston and Maine Railroad threatened today to Albany and the terminals of the Boston and Albany and the New Haven roads and to involve from 2000 to 2000 freight han-dlers and freight clerks. The first day of the Boston and Maine strike left the freight terminals packed to the doors with freight.

to the doors with freight.

Baby Drinks Brandy; Near Death While her mother went to the Howard Horpital to see her husband, Leon Man-cinelli, of 1714 Federal street, who was carbon of the provide a start of the second and was soon out of danger.

We've brought this "Po-

cock" cloth from England

for your full dress suit.



Burprise was expressed among the members of St. Mark's Protestant Epis-copal Church today when it was learned that their rector, the Rev. Elliot Walte, had asked the Board of Missions to send

him to the Phillppines to do mina The board refused the rectors . because it believes he would not be all to bear the runsed work and hardship which the missionaries usually encodence



crowds a full day's wash into a few hours and saves you the hard work.

The naptha and other wonderful cleansers work on the dirt and grease-loosening and dissolving them. Hard rubbing is unnecessary.

Use Fels-Naptha for all soap-and-water work.



WANTS TO BE MISSIONARY

pica: "Herman, do you want to ruin me?" "It never occurred to him that his putting in a low bid for one kind of meat, and then delivering another kind, was a fraud against all the other meat dealers of Philadelphia. After threatening me with his influence if I did not yield, he had the boldness to go to the Mayor and te complaint against my action. I told that if the Mayor sustained him I dd resign inside of five minutes. When his Honor had heard both sides, he remarked to me: "'If you had done anything in this

matter different than you have done you would not have remained in your office five minutes.

"That is the sort of man Philadelphia has had at the helm for the last four city.

"I went in the open market and bought the kind of meat this contractor had the kind of meat this contractor had spreed to supply, and later he sued the city for \$255.11, the amount I withheld to cover any difference in price between his bid and that which I was compelled to pay for meat in accordance with the specifications covered by his contract.

CITY WINS LAWSUIT.

"My contention was that, through the refusal of this contractor to deliver meat in accordance with specifications, the city had been put to a total expense amount-ing to \$15,132 through purchases made in the open market, and that, in addition to the \$255.11 withheld, the said contractor was still indebted in the sum of \$5566.59. The judge at the close of the case ordered the jury to bring in a verdict in favor of the city for the full amount of \$18,132."

he following is an excerpt of a letter eived by the Director of the Depart-

ment of Supplies from a meat contractor who is a follower of the Organization: "Have you ever calculated how much the city has saved by rewriting specifications during your term on meats and poultry? I have calculated that the vaous changes should mean a saving of t least \$200,000 during your administraalso giving an opportunity to other than favored contractors to secure busi

Probably the greatest difficulty Mr. and had to contend with was invisible elinaton between favored contractors and holdover city employes. He gave this **Detance**:

EMPLOYES DISHONEST. "Knowing something about the oil busi-name, at the start I called into conference the rival dealers and had them make up

The Golden Present

Any time is the psychological moment to advance yourself, but there's no time like the present. Action brings opportunity.

Today reliable employers are seeking your services through Ledger want ads. Look over today's col-umns, and if you don't find the exact job you want, insert your own want ad and attract business men to you. You'll draw double attention by approach-ing business people in a businesslike way. Why wait? Now's the appointed time to get that job.

"This remedy is," said Mr. Loeb, "for Councils to make adequate appropriations for all supplies that are actually neces-sities, such as coal, flour, forage, etc. All these are in the nature of fixed charges, and the actual amounts required are easily ascertainable in advance. I am sure that if Councils had appropriated sufficient funds at the beginning of each

year to cover the budget for a year's supplies that the cash discounts, which are now entirely lost to the city, would aggregate a large amount. cluded:

COUNCILS DEAF.

Both publicly and privately has Mr. Loeb made this appeal to Councils. His pleading fell upon deaf ears. The coun-climanic majority did not want to have Mr. Loeb make a showing above that which he had already accomplished. The attitude of the Councilmen was a part of tion.' the program of discrediting the Blank-enburg administration in the eyes of the general public.

Leading merchanis, without regard to party, know that under the administra-tion of Mr. Loeb in the Department of Supplies that they can bid upon city contracts for supplies with a guaranteed assurance of getting "a square deal." This restoration of the confidence of the

HANSCOM'S Free Over 100 boxes of Hamecomic distributed free daily to patrons of the Hamecom Restaurants the Hanscom Restaurants. 1232 Market St. AND THEOUGHOUT THE CITY

\$35.belting. In the first year of the Blankenburg administration these same articles cost \$22,661.95, a saving of \$12,362.42. The cost of these articles in 1913 and 1914 was approximately the same as in 1912, and this year the cost was even further re-

Philadelphia spent \$74,617.64 for lumber the last year of Mayor Reyburn. 1912 there was spent for lumber \$45,476.28, a saving of \$29,141.36. In 1913 the total spent for lumber was \$19,782.22, a still further reduction of \$5694.06. In 1914 lum-ber cost the city \$38,427.29, a still further cut of \$3355.02. In meats and fish alone Mr. Loeb has saved the city many thousands of dollars. Baled hay, of which the Police and Fire Departments alone use upwards of 3,000,000 pounds annually, is being purchased this year at \$1.04% per 100 pounds, as against \$1.15 and \$1.20 last year. Many other comparisons equally as pronounced are shown in the

transactions of the Department of Sup-Mr. Loeb frankly admits that he has only begun the work of getting the purchase of city supplies upon the basis that it ought to be conducted. He con-

"There is no reason why a great city like Philadelphia should over buy its supplies when prices are high. However, of this I am hopeful-that our city will never return to the disgraceful and scandalous methods in vogue prior to the advent of the Blankenburg administra-

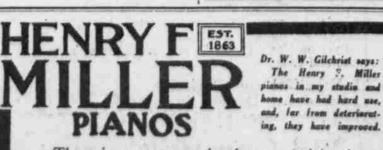
stands for," were adopted last night by the 24th annual Sunday school conven-tion of the Lancaster Sunday School Association A report that during the last year Bi-

class membership had increased from 207 to 7186 caused a movement to be launched to form a federation of Bible classes.

Four addresses were made by the Rev. Charles E. Schneffer, D. D., of Philaleiphia.

Dr. B. B. Wilson 87 Years Old Today Dr. Benjamin B. Wilson, of 1903 Chestiut street, who has practiced medicine in this city for more than 65 years, is celebrating his 87th birthday today. He was honor man of the class of 1847 of the Central High School and is one of the institution's oldest living graduates. He began to practice medicine following his graduation from the University of Pennsylvania, in 1850. During the Civil War he took part in the capture of New Orleans and the attacks on Port Hudson

Trousers cost less JONES here than we would have to charge if we did not make **III6 Walnut** TROUSERS Custom Tailoring Only A SPECIALTY



There is no guesswork when a musician buys a piano. Tone values are accurately weighed.

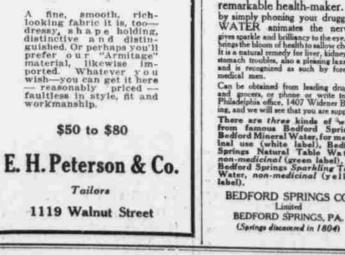
That so many discriminating musicians have the Henry F. Miller Piano in their homes and studios is the surest proof of merit.

The musician finds in the Henry F. Miller a tone sympathetic and vibrant. A piano having behind it half a century of experience; made throughout for lasting worth.

The Colonial Upright gives you Henry F. Miller excellence at a moderate cost.



Piano Company 1105 Chestnut St. Pastery-Waksfield, Mass



gives sparkle and brilliancy to the eye, and hungs the bloom of health to sallow checks. It is a natural semicity for liver, kickney and stomach troubles, also a pleasing laxative, and is recognized as such by foremost medical men. medical men. Can be obtained from leading drugging and grocers, or phone or write to our Philadeiphia office, 1407 Widener Build-ing, and we will see that you are supplied.

ing, and we will see that you are supplied. There are three kinds of water from famous Bedford Springs: Bedford Mineral Water, for medic-lual use (white label), Bedford Springs Natural Table Water, non-medicinal (green label), and Bedford Springs Sparkling Table Water, non-medicinal (yellow label). -BEDFORD SPRINGS CO.

Green Label NATURAL TABLE WATER SPARKLING TABLE WATER At all the best clubs, hotels and cafes



MINERAL WATER (medicinal)



"The Line That Saves Your Time"



The Reading's frequent, fast, steel vestibule express trains make it possible to enjoy an indefinite vacation at the world's most famous all-year pleasure and health resort, without neglecting your business or other obli-gations in the city.

Low Commutation Fares Pullman and Club Cars