PURE OIL COMPANY

61 MANHATTAN BUILDING.

GENERAL OFFICE.

PHILADELPHIA, PA., March 20, 1906.

Miss Ida M. Tarbell,

#40 West Ninth Street,

New York, N. Y.

My dear Ida:-

I have not had an opportunity to write you about what you suggested in your letter. I think this would be a great move, if you could find time to do it, and the coming season would be the right one for such a production. I suppose Esther is with you now and very likely you could use her some where on the optimistic end of the proposition, as she certainly is of a temperament that would bring brightness out of the darkest pocket.

I ran across an incident here yesterday, that if properly put together, would make a good point in your suggested undertaking. We have a young man working for us who was formerly with the Atlantic Refining Company here, and is very weel acquainted with the office men and others at their works. A young boy, by the name of Teeter, whose father has worked for the Atlantic in a number of positions for twenty-four years, applied to our man for a position as an office boy. He was in the Atlantic office and getting $4.50 per week. He was a very bright boy and we needed such a one, and offered him a position at $6.00 per week. (He is about 17 years old). He spoke to J. W. Liberton, who is one of the head men in the Atlantic office, and he told the boy that he had better not leave, as it might jeopardize his father's position. The boy, of course, felt very bad and went to his father, crying about it. His father first advised him to stay, and then consulted with a number of his friends, most of them Atlantic employees, and they told him that they did not think it was possible that it would make any difference with his position. He was, of course, ambitious for the boy to do well, and asked our man if there was an opportunity for him and he was told that there was with us. He finally told the boy to do just as he pleased and that he would not stand in his way, fully thinking that it would make no difference with him. The boy gave them two weeks notice and was discharged at once, being paid up to the very hour he left. A Mr. Hill, who is the elder Teeter's superior, notified him with tears in his eyes, that he had received instructions to discharge him and had no reasons for doing so, except that they found they could get along without him. Mr. Teeter went to J. W. Van Dyke, who, you know, is the Vice President and General Manager of the Atlantic, and asked for reasons for his discharge, stating that he had always done his work faithfully and had never lost a day in the 24 years, except his regular vacation and that after all this time, they were only paying him $1100.00 per year, and that he knew there was no

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one about the works to supplant him in what he was doing. Mr. V. told him he had no reasons to give, but they had found they simply could get along without him. Mr. Teeter told him he did not think he was treating him like a man, and Mr. V. threatened to hit him. He told him he could do so if he saw fit, but that he must tell him what he thought of him and he did so. The man has a family of four children, the boy being the only one who is the wage earner. He came to see our man yesterday and I had an interview with him. He looked like death and his hair had turned gray, so our man says. It has gone through the Atlantic Works like wild fire, and may produce a sort of sympathetic strike there, though the general character of the men, through the treatment they have been getting is, so it is claimed, similar to that of a whipped dog. Mr. T. was secretary of a Benevolent Association and was known and liked personally by every one at the works. I advised him to go to the"North American" with his story and also go to the New York office, but I do not believe the man has nerve enough left to do this. He says the boy will get pay enough to pay the rent and he will do the best he can for a while toward getting food. He was, at one time, an expert telegrapher, but, of course, has not kept up to date and could not get a position in this line. I heard an expression the other day that ought to be exploited. It seems it came from a man who had an interview with Morgan, and he was asked how he was treated. He replied that he was treated with the"unconscious insolence of conscious wealth". If you think you want to use the above in any way, or see it as it is, I believe I could easily arrange an interview with several of those connected with it.

Mr. Lamont has just returned from Titusville, and he says the refiners up there are nearly crazy over a suggestion made, that we should build a pipe line from West Virginia straight across to Marcus Hook, in order to increase our crude receipts. It is only one of the things we have been trying to do to get them closer together for their own protection, as they are now scattered and each one under an expense that might be greatly reduced by consolidation. The conditions have them nearly whipped, and yet they are so narrow and jealous that they will not see it and make any move toward co-operation.

I have quite a scheme working on Kansas, but it may not develop.

It is possible I will be in New York next Monday, as Lamont sails Tuesday A.M., and if so, I will try and get a chance to have a talk with you.

Let me know how your matters stand. I would not worry about them any more than I could help, for the reason, that I do not think it possible such a wild and one-sided scheme, as the old

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man has proposed, could possibly be developed with men of any sense, except, of course, with a few who are attracted by its apparent graft features.

Yours affectionately,

W. W. Tarbell

Morton & Ella both were but [illegible] without Esther.

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