

Medford Mail.

VOL. XI.

MEDFORD, JACKSON COUNTY, OREGON, FRIDAY, SEPTEMBER 15, 1899

NO. 37.

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**Central Point
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NEXT WEEK

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BUSINESS IN MANILA.

Eliza Archard Conner on the Commercial Conditions.

THE GOOD AND BAD FEATURES.

Reforms Suggested in Customs and Commissary Departments. Whose Present Operations Are Irritating to American Merchants—Some Facts For Prospective Investors.

MANILA, June 5.—No more American beer saloons are needed in Manila. That is the first observation I am moved to make in connection with the subject of business openings in this town. A swarm of American saloon keepers came over with the Mayflower, so to speak, to the Philippines, and they have been arriving ever since. Beer and whisky shops, American style, are as plentiful here as in New York or San Francisco. If laziness be the ideal state, then the old style Manila merchant led a sufficiently pleasant existence. In this hot climate it is best to be abroad early in the morning. Shops and stores open by 7 o'clock. That was too early for the old time Spanish merchant, however, so he left the morning work to his menials and subordinates. He reached his place of business at 9 or half past 9. By half past 10 began what is here called "cocktail time." Then the merchant lets up on his arduous labors of the morning. The heat of the day begins to be felt by that time. I do not know how many cocktails are actually drunk, but something must have started the name. At 12 the custom has been to close business houses absolutely until 2. Whether this will con-

ly ceased to import certain lines of articles under these conditions. Thus not only the merchants outside the ring, but also the government suffers many thousand dollars loss annually. This is a matter the government should attend to at once and either abolish altogether duties on goods coming from the States or straighten out its commissary department here. Heavy losses, too, are entailed on American merchants in Manila by the actual and constant theft of goods they

import from the States. I know one dealer who has, in plain words, been in the past four months robbed of wares worth \$10,000. They were shipped and invoiced at San Francisco. In some instances whole packages disappeared bodily; in others packages were broken open and part of the contents taken and then fastened up again.

Whether the robberies are committed on shipboard, whether by the Chinese freight handlers at Hongkong or in the custom houses here at Manila, nobody knows. The things simply disappear. The military authorities here do not hold themselves responsible for goods stored in the customs warehouses or "godowns," as storage rooms are called in the orient. The heaviest losses are on eatables and drinkables.

Commissary merchandising and the loss of goods in transit from the States to Manila are rapidly assuming the proportions of a scandal. Whether any stealing occurs in the custom house or not, that institution gets the credit of it, and for its own sake the United States government ought to have a grand clearing up time in these departments without saying a word about it, and this even more for the sake of the innocent than of the guilty, if there are any of the latter.

Another condition works as a hardship against the business man and the capitalist at present. When we occu-



SUSPENSION BRIDGE IN MANILA.

time when Americans get hold remains to be seen.

The old time Manila merchant had for his motto, "Never do anything that you can make anybody else do." If he so much as desired to wash an ink stain from his finger, he would probably have clapped his hands like an "Arabian Nights" pasha and had a base menial bring him the basin of water and towel. At 5 o'clock his carriage called for him and he, with his interesting family, went to drive and listen to the music on the Luneta. Picturesque enough he looked in his shining white suits of which at least a dozen were necessary, a fresh one every day. His very shoes were white, of cool canvas, carefully done over with pipeclay daily to preserve their immaculate appearance. The pipeclaying of his master's various pairs of white shoes is part of the morning work of the Tagalo house servant.

Everything new and convenient and American is wanted here, from prompt and correct business methods to door locks that will fasten and neat little keys that will fit them. When, sooner or later, matters are settled here, there will be as fine opportunities for American merchants and the investment of capital as at any spot of the globe.

Between, on the one hand, the onerous duties, which remain precisely as they were under Spanish rule, and, on the other, the competition of the United States commissary department the civilian merchant just now has small margin of profit. The Spanish tariff is higher than that of the United States ever was, amounting frequently to three or four times the cost of the goods. It is enforced still. The duties are collected by American soldiers for our government. Commissary goods for the United States army are admitted free of duty, to be bought by soldiers. But it is natural for a man to oblige his friends. The salesman for the United States army sees no harm in letting his civilian chums who are merchants have goods at army rates. There is nothing in the Ten Commandments against it. The two friends whack up together. But the civilian merchant who is not the commissary sergeant's chum and who has honestly paid the high Spanish tariff on his wares finds them spoiling on his shelves in this hot climate while the commissary's friend offers the public goods at lowest San Francisco prices. You can follow the result out for yourself, and you do not need paper and pencil to work the problem either. Honest retail merchants have absolute-

ly abolished. They have never been established. So far as civil law goes, Manila is in a state of anarchy. There is no way of collecting a bill by legal measures and no way of enforcing a contract. Sufferers who appeal to the military authorities are told to wait till the courts are set up again. They have waited for months and are waiting still. Able American lawyers who understand the Spanish language are also here waiting for the civil courts to reopen, but the order for it is not given. The insurrection must be put down before military attention can be turned to civil matters, probably. Nevertheless it is irksome in the extreme to the civilian who wants to go to work.

I am not writing this letter to entertain or amuse my readers, but simply to give information to persons to whom it will be useful. Whenever your dear friend comes to you with any particularly disagreeable and unwelcome piece of news, he always prefaces it with the remark that he tells you "because you ought to know it." Hundreds of good, energetic men at home and capitalists of moderate means are hoping and expecting to come to Manila, here to reap the reward of industry and ability. Their judgment is not at fault either. On this round earth today there is no fairer, richer corner than these same Philippine Islands.

To the importer, capitalist and general business man who is looking toward Manila, therefore, the message must be: "Wait awhile. Wait till our great and good government straightens out this tariff tangle and clears away the other impediments mentioned. Then come in with all your blessed Yankee vim and power and all the capital you can spare. Come in and conquer. You can do it."

With the mechanical trades and certain branches of small retail business the case is different. Any one who is a master of his trade can land in Manila with only money enough to keep himself for a few months and build up a prosperous business. A journeyman painter reached here from Australia a short time ago. He understood his occupation and set himself up as a master painter, hiring others to work for him—natives and Chinese. There are plenty of mechanics in all the industrial occupations among the natives and Chinese, but they have no heads to conduct business. With his white man's quickness and drive the Australian

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painter forced his brown and yellow employees to do their work on time and do it right. He now has more orders than he can accept, and all his time is mortgaged weeks ahead.

What this man did in his branch any other white man can do in any other department of skilled labor. A thorough knowledge of one's trade, with the ability to command and get the most and the best out of other workmen, is the requisite for complete success. Every occupation devoted to supplying the needs of ordinary life will find full scope for itself here. An American dressmaker would become rich; and cabinet maker, butcher, baker, candlestick maker, telegraph and telephone lineman, expressman, laundryman, printer and stonecutter can do well now that the Americans are beginning to shake these islands from their Rip Van Winkle sleep of centuries. The clean retail grocery, delivering goods promptly at homes, American style would be a small gold mine. A buyer must now hire Chinese to carry his goods home.

ELIZA ARCHARD CONNER

What is Shiloh?
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AN IRISH "LOT'S WIFE"

She Was a Wicked Creature and Now Wears a Unique Costume.
A curious legend is attached to a strange monument which stands in a solitary spot near Bantry, Ireland. It is a natural rock standing upward of six feet in height, and containing five basin-like hollows on its surface. In each basin is a long, oval stone. It is said that "once upon a time" a woman lived in that neighborhood who was in the habit of robbing the farmers throughout the district. In the dead of night she used to enter their barns, milk their cows and transfer from each dairy as much butter as she could carry.

The good Saint Frachna, conscious of her depredations, resolved to punish the woman. He mounted his horse and pursued her as she was leaving one of the farms. Overtaking the culprit he changed her into stone, and she stands there to this day, a monument of righteous retribution. The stone basins are those in which she was carrying the milk, and the pieces of rock in each are said to be the butter she had stolen. The tree beside the rock grew out of the spangle with which she was accustomed to tie the cow's legs before milking them. This curious legend is known and believed by all the peasants in the district.

How Typewriters Have Spread.

There are probably few even among those who use the typewriter who have any proper conception of the variety and universality of the ingenious substitute for the pen. Although only in its very early youth, it has already penetrated into every corner of the earth. It has gone with invading armies and explorers into the very heart of Africa. Lieut. Peary has introduced it to polar ice, and it has traveled thousands of miles over Siberian snows. It travels with every army and fleet, and it was one of the first things rescued from the sunken Maine. Two of the most costly typewriters belong to the queen and the czar of Russia. They are exquisite machines of white enamel and gold, with keys of ivory. The queen regent of Spain uses one for her correspondence, the khadive possesses one, and, in fact, there is scarcely a court in Europe where the typewriter has not a place.—Syracuse Standard.

Young Mothers.

Croup is the terror of thousands of young mothers because its outbreak is so agonizing and frequently fatal. Shiloh's Cough and Consumption Cure acts like magic in cases of croup. It has never been known to fail. The worst cases relieved immediately. Price 25 cts., 50 cts., and \$1.00. Sold by Chas. Strang, druggist.

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