

The Consular Service and Cocoa Raising in Ecuador

(By Frederic J. Haskin, Special Correspondent of The Journal.)

Guayaquil, Ecuador, Jan. 9.—It would seem that Guayaquil deserves to be nicknamed "the fever port." On account of the ravages of this disease the United States government has had three different consular representatives here inside of 12 months. Nast died of fever, Sawyer gave up the place on account of being afraid of it and now Dietrich, a Missouri editor, is holding down the job. Along with his consular duties, he is posting himself on the science of escaping fever, or of getting off easy if he has it.

Sawyer's Quick Retreat.
The natives thought it was a good joke when Sawyer backed out, but there are other people who think it was the smartest thing he ever did in his life. Guayaquil is not inviting at its best, and Sawyer struck it at a particularly bad time. It was not long after the last big fire, and one peculiarity of these conflagrations is that an epidemic of fever always follows them. Every week for months there had been from 40 to 50 deaths in the town. That fact was not comforting to say the least. Jones, the vice-consul, arranged the reception for the new consul. He greeted him warmly and took him at once to his quarters—the place where Nast had died. The deceased consul's empty hammock was swinging across the room, his coat hung upon the wall, and his slippers were in the corner.

Sawyer knew when he started that, figuratively speaking, he was to take a dead man's boots, but all this gruesome detail was too much for him. It is not to be wondered at that a shiver ran up his spine. Jones, the vice-consul, draws the regular consular salary when there is no one in office, and, with an eye to business, he saw that Sawyer was weakening, and began to talk gloomily. The new incumbent was soon inquiring about a return ticket to New York. He held down the job just one-half day. A Guayaquil poet has written some verses telling how cute Jones was in scaring Sawyer out. The latter may console himself with the thought that it is always best to make a good retreat, rather than a bad stand.

Uncle Sam's Consul.
In connection with this incident, it will be timely to say that the average American consul does not have an easy or desirable job. The service has had a peculiar history. In the time of Jefferson it was practically an honorary work. Well-to-do landholders, or lawyers of promise, went abroad in the service merely to acquire the experience and the travel, practically paying their way out of their own pockets. The business was not looked upon as a career. In those days American commercial interests were not important enough to warrant a trained consular corps, and the whole effort of our government was expended in organizing a diplomatic service. Our diplomats have always given a good account of themselves. When the time came for organizing a consular service, it was created out of nothing. Men were sent to places on the theory that some one should be stationed there, but with no thought to the qualifications of the incumbents. It was all a matter of political patronage. Prior to 1896 no examination was necessary at all.

As a result of this carelessness, the

fitness of the men in our service, when compared to those of other nations, suffers by comparison. A young man in the European consular service first serves as office clerk, then vice-consul, and finally consul. Before he comes to the helm, he will have served on several stations, and know several languages, and will be familiar with all shipping laws and the books of the consulate. Our representatives are given 30 days' instruction in the state department at Washington, and dispatched to their posts without ever having looked inside of the books they are to handle. They have simply to get along by main strength and awkwardness.

Contrary to Union Rule.
Some of our representatives are queer cases to say the least. In one place in the West Indies, which I visited on a former trip, our consul is a colored preacher, who is doing missionary work in addition to his government duty. On certain evenings of each week he holds forth in the role of apostle. If the labor union finds this out, there will doubtless be trouble, because it is a violation of its rules for a man to work on two jobs at once. The residents of the black republics and dependencies invariably resent our sending a colored man as consul. They claim that our government is not controlled by negroes, and should not be represented by a man of color.

The consular service has great need of reform. No transportation expenses are furnished our representatives either to or from their posts, or for the necessary trips they must make over their territory. One instance is on record where a consul with a large family was six months in paying the steamship companies, thus putting themselves under obligations to the owners of the ships they are sent out to watch. A consul has many trying experiences. If an American dies anywhere in his territory, leaving property, even if it is no more than a book and a 10-cent piece, he must become the curator of the estate. He must make many journeys to get drunken, disorderly American subjects out of jail. On these trips, mind you, the consul must pay his own expenses, and is often roundly cursed by his local constituents for being a little late.

Reform Bill Should Pass.
The consular service is really a branch of our government located in a foreign land, and the whole system should be such as will reflect credit upon our great nation. Our foreign commercial interests have become so important that men trained in the work of looking after them should be on duty everywhere. During the last few years a remarkable change has been going on for the better. Many capable, earnest men have been put in the field, and all the old ones were not incompetent by any means. Far from it. Our system of consular reports is already very creditable. The Lodge bill, now pending before congress, provides for almost all desirable points of reform necessary to put our service in the first rank. It is approved by the president, and many prominent members in both branches of congress, as well as all Americans who travel abroad, or have interests there. The most enthusiastic supporters of the measure are the con-

sular representatives themselves, because they are ambitious for the standing and effectiveness of their organization. It is to be hoped that this bill will eventually become a law.

The Beans of Cocoa.
Ecuador is a great cocoa-producing country, and Guayaquil is the center of the industry. In the business district all talk centers upon the important staple of commerce. The buyers stand around in groups, whittling the beans with pocket knives, and chewing them as many children eat candy. Every one seems to be an authority on the subject. It is said that even the dogs and cats in the offices become acquainted with the various grades and scents to sleep upon a sack of cheap quality. This may be crediting the animals with powers of distinction beyond their intelligence, but the people of Guayaquil know cocoa as well as those of Washington and Oregon know lumber, or those of Pennsylvania understand coal. Ecuador produces 27 per cent of the world's supply of cocoa. The season for shipping the main crop extends from February to June, and during this time steamers leaving the port will carry from 10,000 to 15,000 bags, a single cargo often being worth as much as \$300,000. The sale of a season's crop will frequently amount to \$5,000,000 or \$6,000,000.

Cocoa thrives upon hot, moist soil, which is frequently inundated, and for this reason the most desirable plantations are located along the banks of the streams, or in low districts back of them. The center of the industry in Ecuador is along the Guayas river, extending for 150 miles inland from Guayaquil, and as far as 20 miles back from the streams. The only live exports to the river on mules, and floated down to Guayaquil in boats. The cocoa beans are the product of trees about 30 feet high. They grow in pods about the size of a coconut, there being about 40 beans as large as a filbert nut in each pod. Each tree only yields one pound of merchantable cocoa in a season, and it does not begin to bear until it is six years of age. But once it begins to bear it never wears out. At 20 years of age it yields a better quality of fruit than at first, and there is no labor on plantations here which have been yielding for 100 years. The trees require very little care, the only attention needed being to remove the weeds and undergrowth from around them.

The laborers who work on the plantations are paid 40 cents a day, and they board themselves. Ecuador has eight millionaires, and it is a significant fact that all of them are owners of cocoa plantations, and that they are natives of the country. As yet the foreigner has not been able to outdo them in the business.

Serpents and Scorpions.
The crop of snakes never falls short in Ecuador. The talk about them is almost as disturbing to the traveler's peace of mind as the yellow fever stories. The resident likes to tell yarns in the present, and there is no arrival just to see the "tenderfoot" win. Aside from the yarns, the unvarnished truth is enough to make the wayfarer uneasy. Not long ago a woman who was a guest at the best hotel in Guayaquil, was dozing in her hammock, when she was horrified to feel something crawling beneath her clothes. She screamed and sprang to her feet, but not in time to save herself. It was a little house serpent, and as soon as she moved it buried its fangs in the flesh of her thigh. Her leg soon became terribly rank, it is although her life was saved, she had a very narrow escape from death.

These little house serpents are very numerous in some parts of South America. In many of the coast towns,

A HUSTLING AGENT OF THE JOURNAL

To be a member of The Journal juvenile family one has to show exceptional merit. Several boys have won the "reward of honor" in the cause of The Journal. Hugh Kirkpatrick of Lebanon and Dean Goodman of Independence, now of Pendleton, were the first to demonstrate their ability in handling The Journal and they are still doing exceptional work in their respective fields for this paper.

Now comes Guy H. Johnson with a record of which any boy could be proud. Master Johnson, aged 12 years, secured the agency for The Journal at Mill City and started "rustling" January 4. Mill City has a population of 300 enterprising and intelligent people and young Johnson has a carrier list of 45 Journals at this time and has sent in a number of mail subscriptions. He is making money for himself as well as for The Journal, and other boys in other places would do as well if they would undertake the work with the same enthusiasm and intelligence. The Journal wishes an agent in every small town now without an agent, and solicits applications from active boys. Master Guy Johnson writes a bright and businesslike letter, as follows:

Mill City, Ore. Feb. 17.—To the Editor of The Journal.—As per your request, I enclose my photograph. My age is 12 years. I have lived in Mill City eight years. Mill City has a population of about 300 inhabitants. One of your agents requested me to take the agency of The Oregon Daily Journal. I sold my first 10 copies on the 11th



GUY H. JOHNSON.

day of January last, and within four weeks I was selling 45 copies a day. I go to school and I work noons and evenings selling The Journal. The people realize that if they do not get The Journal they miss the latest news.

GUY H. JOHNSON.

reptiles have a falling for monkeys, and these agile little pets must keep a constant lookout for them. If Jocko drops into a doze he is likely to "wake up dead," as the saying goes.

On the occasion with which the story deals, a monkey's life was saved by the picture of the American eagle. The eagle sign all over the world is a fine reproduction of the king of birds, in full color and with outspread wings. A new sign had just been received and was sitting on a chair inside the room. A big box-constrictor chased the house monkey across the yard and through the open window. Jocko was making a good race, but a losing one. He was in the corner, quaking with fear, and very near to death's door, when his pursuer confronted the picture of the eagle, in its menacing attitude. A snake fears eagles more than it craves monkeys, and that particular reptile turned tail and went out of the window as quickly as if the devil was after it. That monkey was a smart monkey, and now whenever it wants to take a nap, it goes to roost over the picture of the eagle.

A NEW FRONT.

Strowbridge Paint and Oil Company Has a New Plate Glass Front.

The Strowbridge Paint and Oil Company, east side, 128 Grand avenue, has remodeled the front of their store, putting in a glass plate front, giving them two elegant show windows to display goods in. The change adds greatly to the store, and the firm is justly proud of the arrangement.

The new wall paper for 1904 is coming daily and every new style and design to be found this year is to be seen at Strowbridge Paint and Oil company.

Preferred Stock Canned Goods. Allen & Lewis' Best Brand.

WHIPPING POST AND ITS VICTIMS

DELAWARE LAWS HAVE THE EFFECT OF RIDDING THE STATE OF CERTAIN CLASSES OF CRIMINALS—SCENES AT THE PILLORES AND AT THE PLACES OF TORTURE.

(Journal Special Service.)

Wilmington, Del., Feb. 22.—A sample of Delaware justice was meted out Saturday morning when Warden A. S. Meserve applied the lash to the bare backs of a number of prisoners at the New Castle county workhouse at Greentown, near this city. The men took their punishment well but owing to the cold weather cringed as the lashes fell. Great red and blue welts made their appearance upon each stroke of the cat of nine tails.

One of the culprits was Walter Brown, colored, who held up Samuel Congo, also colored, last August and robbed him of a sum of money. Brown and Purnell Handy, another thug, together robbed a Chinaman of \$400, and while Handy has a year to spend in the workhouse Brown is to be Warden Meserve's guest three years.

On Saturday last Brown received 20 lashes and spent a half hour in pillory in part payment of one of his crimes. Curious crowds always witness these quarterly whippings which are held in the jail yard and thrown open to the public. Conspicuous among the visitors are actors from visiting theatrical troupes. The crowds and prisoners shiver together though the latter wear only a blanket about their shoulders while awaiting their turn at the post. Previous to the whipping several men stood in pillory for an hour each, but owing to the intense cold blankets were thrown over their shoulders.

As the thermometer registered 10 degrees below zero last Saturday pillory punishment was executed in the engine room of the workhouse. The warden thought the weather too severe to expose his patients.

Many Are Stopped.
Prisoners who are compelled by Delaware laws to undergo this form of punishment often surprise the audience by their coolness and apparent lack of suffering. Negroes take the lash much easier than their white fellow unfortunate, many times bidding the warden "Hurry up."

"You're slow." "How many more?" and "Come on with the rest of 'em" are not uncommon remarks. White men who suffer the caress of the cat of nine tails in most cases cringe, dance around, groan and often yell for mercy. Pillory punishment always takes place before the whippings, and it is while undergoing this cramping process prisoners jest with friends who are present.

Tobacco seems to be the pillories' greatest comforter, as each prisoner always takes a huge chew before putting his hands and head in the stocks.

At several sessions of the legislature efforts have been made to abolish the whipping post, but the sentiment was in its favor. This form of Delaware justice practically frees the state of bank robbers. The whip is still used for burglary, petty larceny and wife beating.

Notice to Customers.

The Scotch Plaid Tailors, No. 144 Sixth street, who are retiring from business, are giving notice to their customers to call for their goods before

Six Free Trips

TO THE

World's Fair

OPEN TO THE JOURNAL BOYS AND GIRLS UNDER 20 YEARS OF AGE

The Journal will send three boys and three girls, furnishing transportation, including Pullman accommodations, and expenses for a 14-days' trip to the world's fair at St. Louis, on the following conditions:

First Condition.

The boy and girl in Portland securing the greatest number of cash subscriptions to The Journal, each 10 cents of subscription counting a point in their favor, will be entitled to the first two of the free trips.

Second Condition.

The boy and girl in any part of Oregon, outside of Portland, securing the greatest number of cash subscriptions to The Journal, each 10 cents of subscription counting a point in their favor, will be entitled to the next two of the free trips.

Third Condition.

The boy and girl in any part of the northwest or the Pacific coast, outside of Oregon, securing the greatest number of cash subscriptions to The Journal, each 10 cents of subscription counting a point in their favor, will be entitled to the last two of the free trips.

Fourth Condition.

To all those boys and girls participating in the contest, and not successful in securing one of the free trips to the St. Louis world's fair, 10 per cent of the remittances of each contestant for subscriptions to The Journal will be returned to the respective contestant, as a reward for his or her efforts in The Journal's behalf.

Those wishing to share in the benefits of the offer must send in their names and addresses, or call at the office of The Journal, for such advertising matter as may be issued.

Subscriptions to the Daily, Weekly or Semi-Weekly Journal will be accepted and credited under this offer.

This contest will close at 8 o'clock p. m. on Tuesday, May 31, 1904, and the names of the successful contestants will be announced in The Journal as soon as the vote is canvassed, enabling the successful boys and girls to receive the benefits hereunder between June 5 and the close of the world's fair.

Enter the Contest at Once—the Time is Limited, and Opportunity Knocks at Your Door. You May Win.

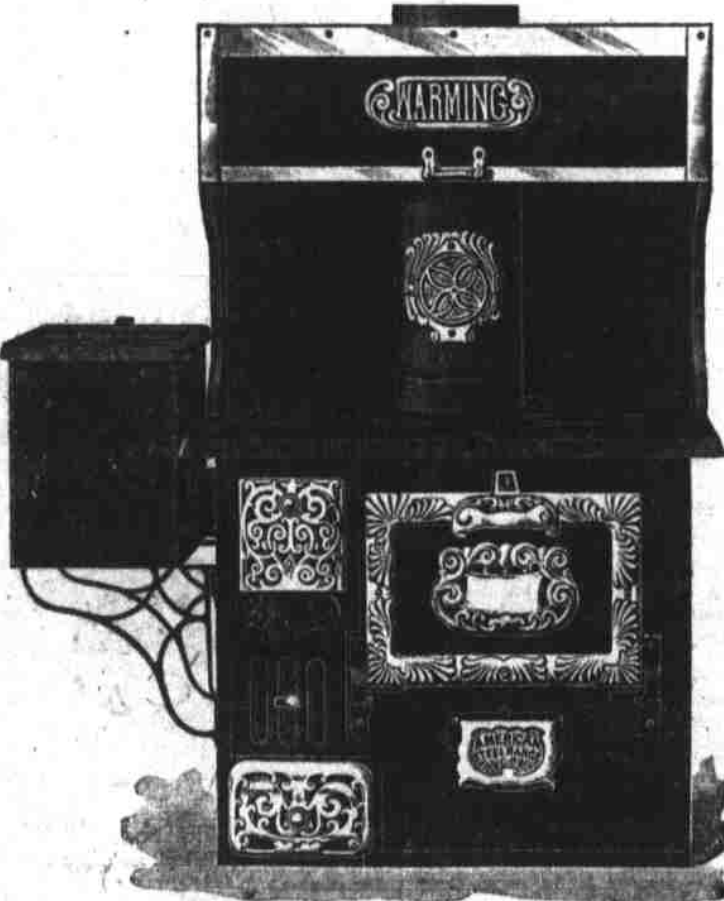
The Journal PORTLAND OREGON.

Wednesday. On that day a big sale of uncalled for overcoats, suits and pants begins. Portlanders are about to enjoy an offering seldom made in clothing circles. Every one knows the stock of the Scotch Plaid Tailors is hard to beat, and a sale of their goods means buyers are to secure good goods at small prices.

DOLLARS AND SENSE

Your hard earned dollars will do more at this store than at most others. One dollar a week, sometimes not that much, only is required to keep up your payments on a great many articles in this store. And your common sense will tell you that it is the easiest and most satisfactory way in which to make your home comfortable or to dress respectable. We claim, and with right, that our terms are the easiest and our prices the most moderate, and that our credit accommodation absolutely cost nothing extra, a statement which a comparison of prices will easily prove to be true.

SPRING GOODS ARE NOW READY IN EVERY DEPARTMENT, COME AND LOOK



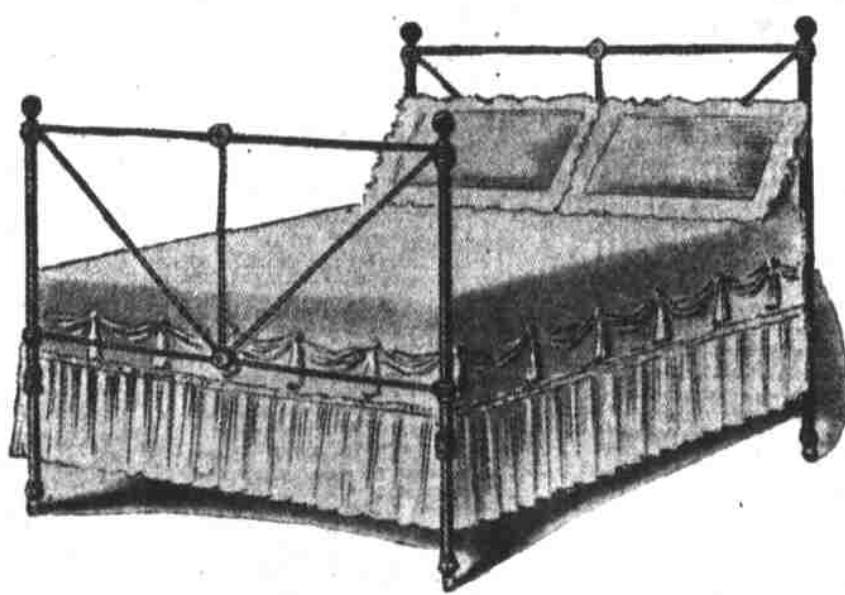
Ranges and Stoves

Of the most satisfactory giving kind are shown by us, and every Range that we sell is guaranteed to be perfect in every respect. We claim for our Range, that it is the best baker on the market and that it is a perfect cook.

Price Without Reservoir \$35
\$1.00 A WEEK

DON'T FORGET!

That we carry the largest and best selected stock of room-size Rugs in the city and are in a position to fill all orders on these goods promptly.



IRON BEDS

As large a range of popular priced beds as we are showing now has never been on display before in this city. There is not a color or a style that is not represented. The most beautiful designs are here. And the prices are right, too. Iron Beds like illustration, made very substantial with full angle-irons, either in white or in colors, brass knobs,

\$4.00



BUFFETS AND SIDEBOARDS

We received several new styles of buffets last week and are now showing a nice line of these goods. Beautifully finished in workmanship, made of selected quartered oak and hand-polished. Filled with fine French plate beveled mirrors. One drawer lined for silverware. Priced so reasonable as to bring them within the reach of all people.

Buffets \$27.50 up.

Sideboard \$15 up.



ROCKERS

Medium priced Rockers are a specialty with us. A class of goods that we know will give satisfaction in every respect. The one we illustrate is made from selected oak stock, is firmly braced and the vital parts are put together with screws. It has a shaped seat and is hand polished. Either wood or rubber seat, golden oak or mahogany finish. As long as they last.

\$4.00, 50c a week.

EASTERN OUTFITTING CO.

390 WASHINGTON STREET

THE STORE WHERE YOUR CREDIT IS GOOD