

# UNCLE SAM'S COMMERCIAL REPRESENTATIVES ABROAD

## THE ACHIEVEMENT OF AN INDUSTRIOUS IRISH LAD.

**P**LANS for consular reform have taken more definite shape since Assistant Secretary of State Herbert H. D. Peirce began his tour of inspection of the United States consulates in Europe. According to report it is the purpose of the administration, provided congress passes the necessary measures, to place the consular service upon a strict merit basis and devise a system of promotions similar to those now in vogue in other countries, the expected result being to induce the most capable men to enlist as representatives of their country in other climes. It has long been believed in certain quarters that while our consular service as at present arranged is productive of much benefit to our commercial interests, it would undoubtedly be of more value if means were taken to compensate consuls in accordance with the services rendered by them, either by increasing their pay as occasion warranted or promoting them to posts of higher grade.

As things stand it is often extremely difficult to get good men to serve as consuls, particularly in those regions where climatic conditions are not favorable to foreigners. Not infrequently it is just such points that become extremely important in an international way when the lack of a resourceful consul may make itself very painfully felt. Again, the remarkable growth of American foreign trade and the fact that our flag is being carried today into countries where it has not hitherto figured as a harbinger of commerce make it absolutely necessary to establish consulates where the incumbent will be a man quick to take advantage of everything that may give an impetus to imports from the United States. All this, of course, has contributed not a little to the present movement for consular reforms and is certain to figure prominently in the report from Secretary Peirce, which it is the government's intention to present to congress when that body next meets.

If one pause to consider the varied and multifarious duties which devolve upon an American consul, even in the course of his routine work, it must be acknowledged that these services are too often inadequately recognized by his country. Yet we find, even in consulates where the work is most arduous and the pay most incommensurate, many consuls striving as zealously and whole heartedly as though they were not only receiving proper compensation, but did not have to face the constant menace of losing their offices with a change of administration. Such men are the ones most deserving of reward and promotion, and it is such, argue the advocates of consular reform, who will be the gainers by the placing of the service on a merit basis.

In a general way the duties of an

American consul may be described as compulsory and voluntary, official and semi-official. Of first importance among his official duties are those relating to

printed in the columns of the papers. It is speedily disseminated over the land and soon reaches those most interested in it.

An example of what a live, wide awake American consul can accomplish in this way may be cited from Africa. One of Uncle Sam's most enterprising

drummers in that far off portion of the world heard one day that the British were going to build a railroad in a district far removed from his station. The distance did not deter him and, traveling by all sorts of conveyances, he made his way to the spot named by Dame Rumor. When he learned that the report he had received was true he hurriedly communicated it to the state department, whence it was made public in the usual way, with the result that an enterprising American firm put in a bid and got an order for rails and locomotives before many of the British merchants had so much as learned of their government's intentions.

Paris, and sometimes a very heavy part, of the consul's official task con-

All over the world are our consulates scattered and in each some man is laboring according to his lights in behalf of Uncle Sam. That many of the posts are undesirable goes without saying. Prominent among these stands Guayaquil, Ecuador, an ancient town founded by Pizarro and built upon a small, flat, marshy peninsula. Here it was that Cartoonist Nast, while United States consul, succumbed to yellow fever, and so dreaded a "pest hole" is it that Mr. Nast's immediate successor abandoned his post after one day's experience and returned to the United States. At Beirut, the chief city of Syria, our consul suffers from extreme heat and humidity during eight months of the year. The consul at Zanzibar, Africa, has the companionship of but two Americans in a population of 200,000, the majority of those among whom he moves being negroes. Another African post that is very ungenial to Americans is Sierra Leone, where deadly malarial fever is always in evidence.

Our "farthest south" consulates is at Port Stanley, in the Falkland Islands, where the weather is always at an extreme and where Christmas comes in summer and the Fourth of July in winter. The northernmost American consulate is at Dawson City, the Canadian mining town which became famous in the days of the Klondike stampede. Another out of the way post is Hobart, Tasmania, but the consul there has little in the way of climate of which to complain, for Tasmania is regarded as one of the most healthful countries in the world. Still another requested consulate is to be found on the island of Madagascar, east of Africa. Americans and Europeans can live there well enough, provided they leave the island at least once every three years.

One of the most interesting consulates is Formosa, the island ceded to Japan by China upon the conclusion of the Sino-Japanese war of 1894. Until it passed into the hands of Japan little had been known, save in a general way, of the island's great natural resources, but today the fact is established that Formosa is possessed of a record breaking fertility. That many Americans have taken advantage of this knowledge is largely owing to the researches of our consul in Formosa, James Wheeler Davidson, a newspaper man well known at home. Mr. Davidson has lately crowned his efforts at booming Formosa as an outlet for American capital by publishing what many critics regard as the best book dealing with the island. This of itself must impress those in high places as an evidence of the good results to be attained by inducing men who are skilled observers, trained in noting and collating facts, to accept the task, now so often regarded as thankless, of representing their country on far distant shores. H. ADDINGTON BRUCE.

The subject of the accompanying illustration, Michael Kelly, forced his way into the Beltrame family by dint of dogged tenacity of purpose. Forty years ago Mr. Kelly arrived in Danville, Ill., and got work in a brickyard. He was strong, sturdy and willing, but had a meager education, and the future seemed to hold no promise for him. However, he saved a little money, bought some land near Danville and



MICHAEL KELLY.

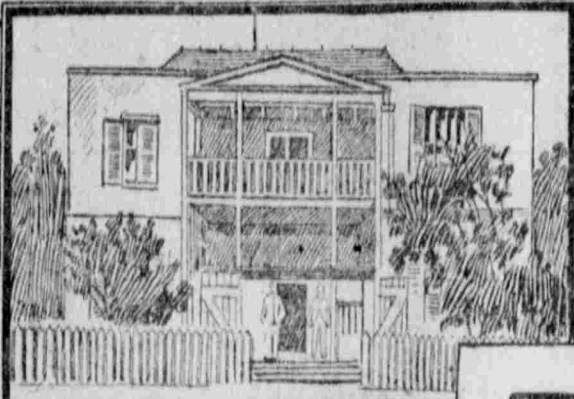
soon began to extract coal from his humble real estate holdings. As he got money he bought more land, until one day the people of Danville discovered that Mike Kelly was the owner of hundreds of acres in a district that it has since been learned is rich in coal. Mr. Kelly ultimately organized a coal company, which has recently been purchased by a syndicate of capitalists for \$3,000,000. It is estimated that the whitton brickyard works is today possessed of a tonnage of over \$4,000,000. He is sixty-five years old.

### CURIOUS INDIAN LEGEND.

The Yutes, an aboriginal tribe of Indians, have the following naive account of the origin of the various races of mankind: "In the beginning the earth was covered with mists. You could not see before you. The Great Spirit took his bow and arrows and shot, shot so well that he scattered the mists. The earth became visible to him, but there were no men upon it. Then he took clay, fashioned a man and set him to bake. Man came out white. The fire had not been strong enough. The Great Spirit began his work again, and this time the man came out black, quite black. He had remained too long in the oven. It was necessary to try a third time. The experiment at length succeeded—the man came out done to a turn. He was the redskin, the most perfect of human types."



HERBERT H. D. PEIRCE.



TAMATAVE, MADAGASCAR



JERUSALEM



GUAYAQUIL, ECUADOR



SIERRA LEONE



TAHITI

commerce. The consul is virtually a commercial traveler for the big trading house of Uncle Sam & Co., wherein the "Co." represents all firms doing business in this country. While he carries no samples he is expected to push our commerce in the district under his jurisdiction, extol the superior merits of American made goods and keep his national employer constantly informed of new inventions, new discoveries or new openings for trade, as well as dropping hints regarding the many little things that, especially in a semi-civilized country, go to make or mar trade. This information is given in official reports to the state department, where it is at once set up in type and the copies then printed are forwarded to the newspapers of the country. Re-

AMERICAN CONSULATES IN UNDESIRABLE LOCALITIES.

## Persons, Places and Things Worth Reading About

### OLDEST CONFEDERATE GENERAL.

General James Longstreet, who is now in his eighty-third year, enjoys the distinction of being the oldest living general officer of the Confederate army. General Longstreet is also a veteran of the Mexican war, during which he was twice promoted for bravery and was seriously wounded at the battle of



GENERAL JAMES LONGSTREET.

Chapultepec. In the civil war he was in command of the right wing of the Army of Northern Virginia at the battle of Gettysburg and was looked upon as one of the hardest fighters in the Confederate army. After the war General Longstreet made his home in New Orleans. Since 1871 he has been United States commissioner of Pacific railroads. Not long ago General Longstreet had the misfortune to lose an eye which had been attacked by the dread disease cancer.

### QUAINT CHINESE CEREMONY.



"The rescue of the sun" is the name given to a curious ceremony in China following an eclipse. During the passing of the moon across the sun's face the chief officials of the boards and yamens of Peking kneel in turn before an altar and by prayer endeavor to placate the devouring dragon which they fear is about to swallow the orb of day. At the same time the Chinese surrounding the altar set up a noisy howling with the intention of scaring the dragon away in case the supplications do not quite strike his fancy.

### MEMORIAL TO SIR ARTHUR SULLIVAN.

An interesting addition to the public statuary of London has recently been placed in the Victoria embankment gardens. This is in the form of a memorial monument to the late Sir Arthur Sullivan, composer of the well known "Pinafore," "Iolanthe," "Pirates of



Penzance," "Mikado" and other light operas. The monument takes the form of a bust of Sir Arthur on a pedestal supporting a figure of Grief. At one side rest the mask of Comedy, a score and a lute, all executed in bronze. The monument faces the Savoy theater, with which the famous composer was long associated.

### A WINDOW WITH A HISTORY.

A romantic interest attaches to the window shown in the accompanying illustration because through it England's ill fated monarch Charles I. sought to



escape while a prisoner in Carisbrooke castle. Charles would have made good his escape had he not made the mistake of thinking that because his head could go through the iron bars of the window his body could follow suit. As it was he had a hard time getting his head back in the room where he was so tightly cased.

### THE AMEER OF KANO.



The recent opening of Nigeria by the British has directed widespread attention to that African country, about which comparatively little has been known. One of the most important potentates of the region is the ameer of Kano, whose dusky physiognomy is well revealed in the accompanying illustration made from the only photograph of the ameer in existence.

### A Mallet WITH A HISTORY.



The mallet shown in the accompanying illustration was used by King Edward in connection with the ceremonies attendant upon the opening of the new bridge at Kew, in England, and is noteworthy in that it was made of wood taken from one of the piles of the old bridge and is nearly 150 years old. The wood is thoroughly sound, despite the fact that it was in the river for so long a time. Sir John Wolfe Barry, K. C. B., and Mr. Cuthbert A. Brereton are responsible for the attractive appearance of the mallet, since it was made from their design. They are the engineers who built the new bridge.

### OUR NEW MINISTER TO THE ARGENTINE REPUBLIC.

John Barrett, the new minister to the Argentine Republic, has had some experience as a diplomat. From 1894 to 1898 Mr. Barrett was United States minister to Siam, and is accounted an authority on all matters relating to



JOHN BARRETT.

Asia. Some months ago he was appointed minister to Japan, but he declined the post in order to complete his work as commissioner general to Asia and Australia for the St. Louis exposition. During the Spanish war Mr. Barrett served as a war correspondent.

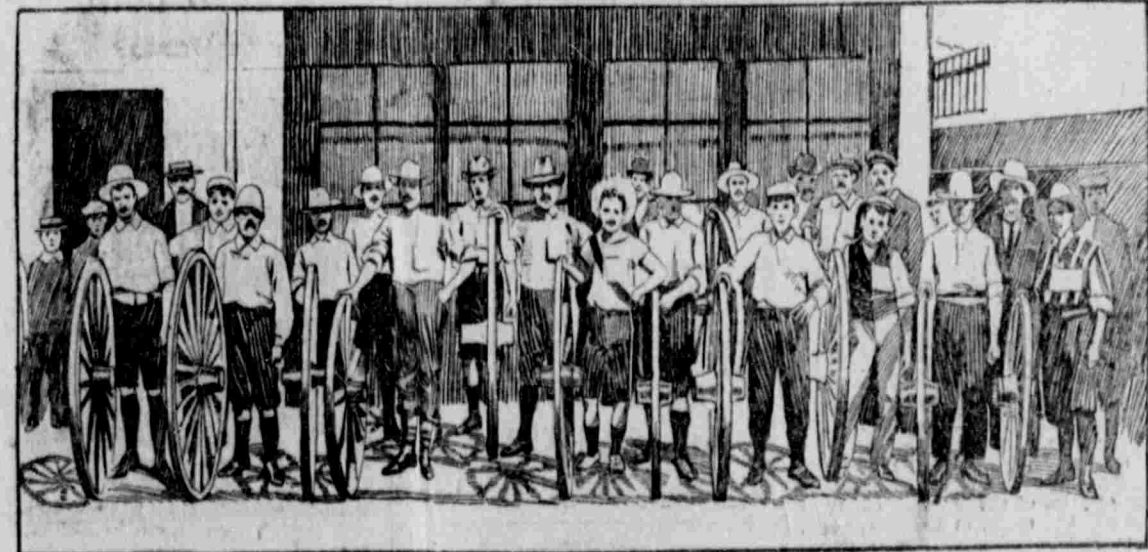
### HEIR TO EGYPT'S THRONE.

The subject of the accompanying illustration is heir apparent to the throne of one of the world's most ancient kingdoms, Egypt, Prince Mohammed Abdul Moneem, as the youthful



heir is named, was born in the palace of Montazah, near Alexandria, on Feb. 25, 1891, and is therefore not yet five years old. He is the oldest son of the khedive.

### A WHEEL TRUNDLING CONTEST.



Lovers of athletics are continually devising new pastimes or harking back to obsolete ones. Not long ago a wheel trundling contest was held in England by the employees of a carriage building firm, and was voted a huge success not only by those who took part in it, but by the spectators. The contestants trundled their wheels by hand for a distance of four and a half miles, the winner, a man named Pullen, finishing in 1 hour 11 minutes 5 seconds, which is rather rapid, going considering the nature of his task. Our illustration shows the competitors lined up for the start.

### ITEMS OF INTEREST.

Nearly 3,000,000 hundredweight of sugar is used yearly by brewers in England. British blast furnaces averaged an output of 22,240 tons last year, against 19,080 tons each ten years ago. Professor Jacobi has bequeathed 10,000 marks to the University of Berlin, with the proviso that the money shall not

become available until two departments are open to women students. There are only 230 miles of canals in England capable of floating barges of over ninety tons. The barbed wire fence which the Canadian government has just built along the frontier between St. Mary's lake and Sweet Grass hills cost nearly \$25,000. It is for the purpose of preventing cattle from straying. Gold, which is always found in the metallic state, generally contains some silver and often copper also. Chemically pure iron does not exist commercially. The purest irons are those from Yorkshire and Swedish ores. The first steam turbines were built in 1890, and the total power afforded by them at the end of that year was

5,000 horse power. The aggregate power of these motors used today is over 300,000 horse power. The cigars smoked in England weigh on an average 17 1/2-18 pounds per 1,000. The average income derived from homes property in England is 5 1/2 per cent. Machines are used in Sicily for extracting the oil from lemon peels. Each machine can deal with 8,000 lemons a day. One woman and one boy manage a machine, and their pay is 16 cents a day. Englishmen pay \$1 a head yearly for their army and navy. Canadians pay 50 cents a head only, and Australians about 36 cents a head. The revolver was the invention of Joseph Smith, whose home was in Lancaster county, Pa. There are in the United States 1,470,000 people over ten years of age who cannot speak English. Besides these there are 72,000 Indians. The majority of the non-English speaking Americans are of German birth. Absolute zero is supposed to be only 13 degrees below the freezing point of hydrogen. This gas solidifies at 249 degrees below zero. No fewer than 203,472 certificates of conscientious objection to vaccination of children were received last year by the vaccination officers of England and Wales. The total tonnage of the shipping of the world (exclusive of vessels under 100 tons) is put down at 22,437,767. Of this the United Kingdom owns nearly 11,500,000. The United States has 3,500,000. There are 1,500 known species of beetles of the ladybird type.