Planters' HIGH PRICED LABOR Agent LOW PRICED SUGAR Discusses MAKE PROFITS LESS Hawaiian WHEN GROWING CANE Sugar

Will the free entry of Cuban sugar hurt the Territory of Hawaii? I believe it will. Cuba in 1894, without a free market, and under Spanish misrule, found it profitable to produce 1,100,000 tons of sugar at a profit of 10 per cent, and, according to a statement made by Mr. William Bonnet (page 527, Cuban Census), "could have ground more than that had it not been for the war."

If she can do so well under such adverse circumstances as prevailed at that time, what will she produce when she is put on more than an equality with the American planter? Listen to what Mr. Robert P. Porter, special commissioner from the United States to Cuba, says about the possibilities of Cuban sugar. You will find it on page 525 of the Cuban census.

"With millions of acres of the richest and best cane land on the globe yet untouched by the plow, with a climate unsurpassed for the growth and development of sugar cane, and with a prestige for Cuban sugar second to none in the markets of the world, the future of Cuba's sugar presents a possibility of wealth surpassing the richness of the gold and silver which came to Columbus in the marvelous tales of the interior of the magnificent island which he had discovered."

Cuba's Agricultural Possibilities.

I could quote opinions like the above by the score, but it seems unnecessary to consume your time to prove what is patent to everyone who has studied Cuba's agricultural possibilities. With free markets she can supply the world, or, as the compiler of the Cuban Census says in the concluding paragraph of the article on sugar:

"The rehabilitation of the large plantations will require much time and considerable expenditures, but with the liquidation of existing loans on rural property, the establishment of banks, and a stable financial system, a repetition of the crop of 1894 may soon be expected, with larger ones to follow. Indeed, when we consider that this crop was cultivated on less than one-fourteenth part of the area of the island (28,000,000 acres), a large part of which can be made suitable for sugar, some idea of its great prospective wealth in this commodity can be formed, provided Cuba is successful in finding favorable foreign markets. In short, it is perfectly apparent, as has been elsewhere stated, that under such conditions Cuba can easily become the greatest sugar-producing country in the world."

Having shown, as I believe, that the free introduction of Cuban sugar will so stimulate the production as to glut the American market with free sugar, let us see how Hawaii could stand the taking off of all the duty. We have as a guide the experience the Hawaiian planters went through during the time sugar was free under the McKinley bill.

Effect of Repealing Duty.

The United States Minister to Hawaii, in a dispatch to the Secretary of State, No. 32, of September 5, 1891, said:

"The repeal of the sugar duty by the United States has struck the principal material product of Hawaii a very severe blow, and with the most favorable estimate it now looks as though bankruptcy must be the inevitable fate of more or less of the sugar-planting firms and corporations."

In confirmation of what I have stated regarding the cost of producing sugar in Hawaii, I quote from page 769 of the Senate Committee on Foreign Relations' report on the Hawaiian Islands. The witness, Mr. Simpson, says:

"When I was in Honolulu the winter of 1892 the growing price of sugar was about $90 per ton. The cause of that was that the previous crop of Cuban sugar had been practically a failure and they were enabled to get a much better price than they are getting at present. The last quotations which I received from Honolulu they were paying for Hawaiian sugar laid in San Francisco 2 7-8, almost the lowest price it has ever reached, and which price does not pay even a small interest on the investment."

No More Cheap Labor.

In conclusion I wish to impress upon the committee the fact that Hawaii no longer enjoys cheap labor. In fact, she has been put to her wits end during the past two years to obtain sufficient labor to take off her crops at any price. Last spring the Planters' Association tried the experiment of bringing labor from Porto Rico. Two thousand one hundred were imported at a cost of about $400,000. It cost one plantation $1.56 per ton of sugar raised to obtain this labor. Hawaii is compelled today to pay for the most indifferent labor more than is paid in the States, while skilled labor is paid a much higher wage than union labor demands here.

Mr. Atkins, in his talk before the committee, on page 37 of the printed report, speaks about the cost of producing sugar in Hawaii, and he was very careful to read from the printed report of the Ewa plantation, the plantation that is the wonder of the sugar world for producing sugar. And it was not only not the report for last year's proceeding, but for two years before the plantations of Hawaii began to feel the effects of the scarcity of labor, Ewa stands alone. She produces her sugar much cheaper than the other fifty-four plantations, but it brought to my mind the idea which I would like to submit to the committee, and that is, that before annexation Hawaii did produce her sugar very cheap. She produced it just the same way that Cuba could produce it now if she was given free trade and at the same time allowed to have her own labor laws. So far as I know, she may have a law down there like the Porto Ricans have—to clap a man and put him in jail if he dares attempt to organize labor. I was told yesterday by a gentleman who had been to Hawaii that some sugar planters had told him—he was there two or three years ago, I believe—that the Ewa plantation produced its sugar at $30 a ton. Now, that may be so, I have not the figures.

Mr. Long. That is a cent and a half a pound?

Result of Irrigation.

Mr. Haywood. Yes. But I can understand why they produced it that cheap. That plantation was the first irrigated plantation to be started.

Mr. Long. That is raw sugar?

Mr. Haywood. Yes; and these arid lands up to that time were worth practically nothing. She had the choice of those lands, and naturally took the ones at tide water. All she had to do was to sink a well, not very deep, and it cost very little to pump water up. This plantation, the Oahu, was started just after Ewa, with lands just adjoining, but at a higher altitude. They now pay $30,000 a month alone for coal to be used to pump that water up. We are trying to experiment on the islands to use petroleum to see if that cost cannot be reduced; but it shows that with identically the same land—two plantations side by side—that it is not possible for all of them to produce the sugar as cheap as Ewa. I do not believe that if these figures were watched, with the other fifty-four plantations on the islands, it would make much effect on the average cost of producing sugar on the islands.

Mr. Long. And what is that average?

Cost Is Greatly Enhanced.

Mr. Haywood. 60.10 on these three plantations I have the figures for. I do want to emphasize, though, that it being annexed and having to comply with the American labor and immigration laws, the cost of producing sugar is greatly enhanced in the islands; and it has added another difficulty to us, and that is knowing where to get labor at any price. It is no bluff on the part of plantations when they pay $400,000 to bring 2100 men, women and children from Porto Rico. When you know they did this you will know they needed labor pretty bad.

Mr. Newlands. That would be $200 for each person?

Mr. Haywood. Yes, sir.

The Chairman. Is there any advantage in Cuba over Hawaii in raising sugar?

Mr. Haywood. Yes, sir.

The Chairman. Except the labor question?

Mr. Haywood. Yes, sir.

The Chairman. What is the other?

Mr. Haywood. Nearer to the market.

The Chairman. I say the cost of producing sugar.

Mr. Haywood. Yes, sir. We are in the same position with the Louisiana people and the beet sugar people. We cannot under our laws secure labor—

The Chairman. I say aside from the labor question what other advantage has Cuba?

Mr. Haywood. Another thing is it costs us more. Our isolation costs us more for everything we use. We produce nothing we use; it has to be brought from the Mainland.

The Chairman. That is a matter of trade.

Mr. Haywood. Yes, sir; and profits. We pay profits to another person instead of raising the thing or producing the thing ourselves.

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BROAD BASIS OF REFORMS

CITY GOVERNMENT BY TRAINED MEN

HIGHER AIMS OF MASSES

The twentieth century city, according to Prof. Richard T. Ely, director of economics and political science in the University of Wisconsin, will be governed entirely by trained officials. The familiar rallying cries heard in municipal campaigns indicate to Prof. Ely imperfect and insufficient ideas of the nature of municipal problems.

Particularly he does not think much of the demand that business men should be put in office as the "natural and inevitable directors of local affairs."

In the Municipal Journal Prof. Ely recalls past campaigns in New York and other cities in which the hosts of reform have been gathered together by such battle cries to do battle for the salvation of the municipality, and he dwells upon "the disappointment and reaction which returned to office the politicians."

He reaches the conclusion that in the twentieth century there is a growing feeling that a wider, deeper basis for reform is needed to bring about what is desired and to prove a permanent acquisition; and he thinks that models can be found in Germany and England.

"I have before me," he says, "the advertisement of a German city for a Mayor. It is stated in this advertisement what the salary is and what the qualifications are, and these are very high.

"It is added that in case the Mayor is not reappointed after the expiration of his first term he shall be entitled to a pension equal to his salary; and finally, all candidates, wherever they may live, are requested to send in their applications to the chairman of the municipal Council before a certain date.

"Consider for a moment the contrast suggested. First, municipal government is a profession, and not a business; second, it is a difficult profession, requiring special preparation; third, a man should devote his life to it.

"If we stop to consider all the knowledge which is required for an expert administration of municipal affairs, we shall see how absurd it is to expect that a man can successfully take the leadership in municipal administration without proper training and experience. Municipal government is something far more than a business, but looking at it even as a business it has its own peculiarities, which must be carefully learned by suitable preparation.

"Because a man has managed well a farm, it does not follow that without having given any attention to railways he can immediately become a successful railway President. No more does it follow that a successful railway President can administer excellently the affairs of a city.

"Here we have a clue to the reaction so often seen in our cities from the business man to the professional politician. The business man who is a business man and nothing else is not equal to the undertaking, so frequently it is found that with all his defects the professional politician does as well or better, because he has at least had experience."

Prof. Ely's conclusion is that there must be a class of officeholders. The legislative officer who should exercise a general control and represent the community should include men representing all the different interests of the city; but the administrative offices should be filled by experts with permanent tenure of office. He regards the Mayor as an administrative officer. This, he says, is the method in practice in the best State movements. The regents, representing the community, see that the movement accomplishes the purposes the people or the State desire it to accomplish. They establish a general policy, but turn over the details requiring expert knowledge to the faculty, which has this knowledge.

"The city," Prof. Ely says, "is something far more than a business concern. This business concern idea of the city does not, as a matter of fact, move the masses of the people sufficiently to arouse a great amount of genuine enthusiasm.

"We need a broader basis of reform, and a higher aim, and this is afforded by a new rallying cry which we are beginning to hear, the city a well-ordered household. It is this idea which is giving form and shape to the twentieth century city."

WOMEN WHO MUST WORK

"If you are suddenly compelled to choose between going to the poorhouse and earning your own living, don't try to be a Patti if you have a voice like a tin whistle. Don't aspire to be a high-school teacher, either, when you don't know a noun from a verb. Take something you can do."

The trim little person who gave this advice smoothed down her white apron and cast an intelligent glance at the gas range. She ought to be well up in the subject if any one is. A few years ago she woke up one morning to find herself a widow, penniless and with a small daughter to support.

"I lost everything I had, at one full swoop," she explained. "I had two or three hundred dollars instead of thousands. Then I cast my mind about for something to do.

"I began at the top. It is a favorite delusion of reduced gentlewomen that they can begin at the top. I thought I would teach, and I took the teachers' examination.

"Well, that one day, before a wooden desk, with those cold-blooded questions before me, and my brain in a hopeless muddle, gave me a conception of my ignorance that has kept me humble ever since. Then I thought I'd be a governess, but the field seemed to be entirely usurped by mademoiselles an dfraulein, or enterprising college girls, whose degree was a kind of talisman. The salary, too, was nothing at all.

"Then some one reminded me that I used to sing before I was married, and I betook myself to a choirmaster, who told me gently, but firmly, that my voice was only ornamental, and my knowledge of technique execrable. That was why I spoke so feelingly about would-be Pattis.

"By that time, my pride had had so many falls that it didn't trouble me any more. So my next experiment was selling books. I held out just a week.

"Next I took up typewriting. Finally I got a place at $6 a week. The man I worked for was simply an angel, or he never would have put up with me. By the end of the month I was fully convinced that I was a failure at it. But I didn't know which way to turn.

"When I was at the lowest notch of discouragement the clue came. One day a friend who had been my standby all through was telling me about a luncheon she wanted to give.

"'I wish I could have some of your salted almonds for it,' she said.

"We both jumped.

"'Why not?' she exclaimed.

"'Why not?' I echoed; 'it's the one thing I can do well.'

"That was the beginning of it all. This good friend of mine spread my fame among her friends and other orders followed hers. She finally induced the head of her grocery firm to test the nuts, and he was so pleased that he at once gave me a large order. They sold as well as he expected and he offered me a steady contract.

"The demand for my wares has grown constantly, and now behold me in an apartment of my own, with two assistants, and just as much work as we three can manage."

TRUCK DRIVER WINNER

DAME FORTUNE VERY FREAKISH

GET-RICH SCHEMES ELUSIVE

"Any White Wings with the left hind pedal of a bunnie, a nickel's worth of luck in an air-tight paper bag, and a two-dollar shoestring, can pull money out of the pony game once he gets 'em to spinning right, but it takes a man with an honest Injun conk and properly oiled head works to hang on to the Government-stamped papers when they drift his way in stacks," said a member of the Bookmakers' Club.

"There are scores of seedy-looking ducks, with lace-work around the bottoms of their trousers, making 50-cent bets in the cheap fields of the tracks around here during the racing season who have bet thousands to a maiden two-year-old race in their day. They're the boys who didn't know when to stop.

"There's a fellow driving a truck in Long Island City on this raw afternoon who ran four twenty-five cent pieces into $18,000 at the Bay track in one week in the summer of '96. He was then a gassoon of twenty-five or so.

"When he put that first dollar bet down on a long shot he knew as much about racehorses as I do of the function of the coherer in Marconi's wireless telegraphy scheme. But the invisible young woman with the cornucopia had the kindly focus on him, and she plugged him along.

"The way he played 'em was both pitiful and scandalous. He handed me armfuls of money on four-hoofed pieces of scrapple that an oleo manufacturer wouldn't take as a gift, and they cantered in first without enough heave to their sides to dislodge a piece of quicksilver.

"He played 'em by the dream-book, by numbers, by the direction and force of the wind, by the initial and muzzle velocity, and by barometrical pressure, but he couldn't fall on the wrong one with his eyes shut and his hands tied behind his back.

"He began on a Wednesday. On the following Wednesday morning he had $18,000 and an overnight jag that was too numerous to mention.

"It was on this Wednesday morning that his three brothers took hold of him. They were all decent workingmen, and they knew that Larry had all that money on him. They had tried to get him to soak it into the bank, but he wouldn't listen to 'em. He wanted to chase all of the bookmakers into the swamp.

"On this Wednesday morning, however, Larry was so properly corned up that they had him right. They took all of his $18,000 except $100 away from him and locked him up. They fed him on copious rye all that afternoon, and when darkness fell they pushed Larry into a wagon and toted him down to a cattle ship with the agent of which they'd made arrangements.

"When Larry awoke up the next morning the second mate of the cattle ship was standing on his diaphragm with a belaying pin in each hand and rudely inquiring if he intended to continue his siesta until the steamer made Glasgow.

"Larry nursed and fed his bunch of short horns with great assiduity until the cattle steamer made the other side, and then he lined out for Liverpool. He had found the $100 that his sensible and well-meaning brothers had tucked away in his vestments, and he steeraged it back to New York on the first boat bound west.

"He was a very subdued and sedate Lawrence when he appeared before his brothers. That was how they had figured it. They thought that Larry needed heroic treatment, and they felt that when he regained New York after mixing it up with underbred Panhandle cattle he'd be inclined to be good with himself and his nice little $18,000.

"Larry was foxy enough to string 'em along on that when he showed up clean and sober, after his trip, and, after watching him for about three days, they drew the $17,900 out of the bank and handed it over to Larry, who told them that he was going to pass it over to a lawyer to invest.

"'Yeez will shanghai me, will yeez?' bawled Larry when he got his paws on the money, and then he hot-footed for Sheepshead Bay.

"They didn't run after him. They had done their best and it hadn't stuck, and so they decided to let Larry go to the devil in his own way.

"Well, that'll be about all of that. Larry fell to my little old slate for a good half of it inside of three days, and the other boys up and down the alley got the rest of it. And there's Larry, gitapping to his horses today. This is a cold afternoon to be driving a truck, I surmise, yes—no?"

THE REAL THING.

Uncle Sam: "I didn't have so many friends a few years ago."—Chicago Record-Herald.

PERILS OF NEW YORK.

—New York World.