

A WOMAN WHO TRIED TO RUN A REPUBLIC

MRS. ELLA R. READER, THE WOMAN IN THE SANTO DOMINGO CASE.

FROM TYPEWRITER TO DIPLOMACY

Interesting Story Revealed by the Senate's Failure to Pass Treaty with President Morales—Agreed to Place Country on Sound Footing in Return for Important Concessions.

Washington.—Imagine a treaty between two republics, one of them your own, negotiated by a woman. Then imagine her after the successful conclusion of the pact, controlling the finances of the other party to the agreement, paying its debts and virtually running the country, and you have the goal for which one of the "gentler sex" was recently striving. One would almost expect to see a woman seated in the president's cabinet as mixing in such international affairs.

World Finance a Republic. Nevertheless had the plans of Mrs. Ella Rawls Reader successfully matured she would to-day be financing the republic of San Domingo and attempting to place the country on good terms with its neighbors; but when everything seemed to be progressing favorably her deal was rudely nipped by the failure of the United States senate to ratify the treaty which had been prepared.

It was just before the adjournment of the special session of the senate that Senator Morgan, of Alabama, made public some interesting information regarding the San Domingo treaty and which has served to show that Mrs. Reader, although practically unheard of before, is without doubt one of the most daring promoters of the day. She is a woman with a remarkably interesting history. Her husband is Athole B. Reader, formerly of New Zealand, Morocco and Ceylon, but now a citizen of the United States. He has ably assisted his shrewd wife in her undertakings.

Life of Mrs. Reader. Mrs. Reader is said to be 30 years old, but she looks younger. Her complexion is a wonder; her figure is girlish. She was born in Marion, Ala., of a family closely acquainted with Senator Morgan and other statesmen.

At 15 she married a man named Phillips, who was a clerk in a candy store in Birmingham, Ala. Their married life was unhappy and they separated, Phillips coming to Chicago, where he committed suicide in a hotel. Thirteen years ago she went to New York to make a living as a stenographer. Within three years she was the head and sole manager of the largest typewriting establishment in New York, with 40 girls working for her. Her offices were besieged by men who had important work to be done accurately. From an expert operator she became a superintendent of operators. In 1896, according to her story, she was sought by Senator Scott and Congressman Manley, then bossing the McKinley campaign, to take charge of certain private correspondence.

After that, work piled in from Wall street. Several important assignments

arranged also to obtain the signature of the president and secretary of congress.

"These matters occupied a week, and on January 6 I called to Mrs. Perez in New York. 'Expect to obtain everything in about a week.'

Deal Is Called Off. "On that very day Mr. Perez learned that the president had received a communication from United States Minister Dawson, and had in consequence paid him a visit, but what the nature of the interview was I did not learn. On Monday, January 9, when I called at the place, Mr. Sanchez informed me that they had a communication from Mr. Dawson not to proceed with my negotiations, but to deal direct with Washington.

"I asked him if this was not very sudden and unexpected, and he seemed confused and anxious to avoid giving offense. "I saw the president and asked him why he had proceeded so far with me, arranged also to obtain the signature of the president and secretary of congress.

"The papers were submitted by us to Mr. Cromwell for his approval, and it became necessary to explain the conditions to him under which we were led to consider these agreements. All the things which are set out in this statement were made known to Mr. Cromwell and talked over at length with him, and he advised us that he considered it was a favorable enterprise, that these papers would place a great deal of power in our hands and that he had no doubt that the

Sprague company got the contract for stopping the shudders. Her Second Husband. Miss Rawls was still in the employ of J. G. White & Co. when, in 1901, she met and was won by Mr. Reader. His career had been quite as interesting as her own. He was born in New Zealand, a British subject. He is rather short, very dark, with black eyes and mustache. He could pass as a South American any time. He was private secretary to Sir Charles Ewan Smith, the British minister to Morocco, in 1892. In 1897 he became private secretary to Sir West Ridgeway, governor of Ceylon. Various circumstances caused him to become familiar with affairs in Peru, and while he was still interested he met Miss Rawls in London and married her. Together they have worked since then, and together they now stand. Mr. Reader has the deep mind, Mrs. Reader the quick wit. They worked out a great scheme of mining improvement in Peru and interested the western copper millionaire, James B. Haggin. According to Mr. Reader, he and his wife were to have 10 per cent. commission for promoting this scheme and, according to the same story, the plans went through beautifully, except that the 10 per cent. was not paid.

The Peru financial arrangement is said to have stopped a threatened revolution in that country. Dealings with San Domingo. This is the early history of the Readers and brings them up to the time they began their dealings with San Domingo. Their statements regarding their dealing with President Morales concerning a treaty with this country, and their relations with William Nelson Cromwell, the well-known New York lawyer, who played such a prominent part in the Panama deal, make interesting reading. It is said that they are more than a little suspicious that it was Mr. Cromwell who betrayed their dealings with the distressed republic to the Washington government and caused the bargain they thought they had made to be knocked in the head.

"It was in the fall of 1904," said Mr. Reader, "that one of the secret agents of President Morales, located in the city of New York, was a young man named Perez, a native of San Domingo. 'These secret agents, by the way, who represent Gen. Morales in the United States, principally reside in New York. There are always more than one, and they are called secret agents because, although representing the same government, they are nearly always unknown to each other. The reason of the existence of these secret agents need not be stated here, but they are considered necessary to the

concessions which they were promised by the Dominican government in return for our services would be of great value and could be readily exploited with capital that could easily be procured in this country, and that our official status and our friends in this country would enable us to deal without any difficulty with the heads of the United States government. "Mr. Cromwell also promised that on my return with these papers properly executed he would take me to Washington and introduce me to Mr. Hay; he explained to me, especially with respect to the desire of the United States to procure the bay of Samana as a coaling station, what authorizations and instructions I should specially see that I got from the Dominican government so as to enable him with full and complete credentials to negotiate with the United States government for the sale of that bay to it. "With these papers I left New York, accompanied by Mr. Perez, on December 21, 1904. These papers provided for Mrs. Reader to be the fiscal agent of the Dominican government in the United States, and authorized and empowered her to negotiate with the United States government for the sale of the bay of Samana and for all differences between the Dominican government and the United States and other foreign governments, with full power of attorney to represent the Dominican government. "It was arranged with Mr. Cromwell that as soon as these papers were signed by President Morales the signatures should be verified by the United States minister at Santo Domingo, and that as Mrs. Reader would then be the authorized fiscal agent of the Dominican government in the United States they should be cabled to her and to the authorities at Washington, and that Mr. Cromwell and Mrs. Reader should then proceed to Washington and commence negotiations while awaiting the arrival of the papers and my return from Santo Domingo. It was understood that Mr. Cromwell should appoint him her legal adviser as the fiscal agent of the Dominican government and himself be the counsel for the government of that republic.

Morales Willing to Negotiate. "Mr. Perez and I arrived at Santo Domingo on December 30, 1904, and were met on board of the boat by Gen. Morales, who gave us a hearty welcome. It was not long before I had a private talk with the president, thanked him for his invitation to come to Santo Domingo, sent through Perez, explained the reasons why Mrs. Reader could not accompany me, and told him we were not only assured of an immediate hearing at Washington, but of the strongest financial backing by the United States in the event of the concessions which he proposed to give. "I was presented to Mr. Pritchard, his minister of public works, and to Mr. Sanchez, his minister of foreign affairs. I had an extended conversation on the matter in hand with Mr. Sanchez, and the president invited me to visit him again in a day or two. "On New Year's eve I attended the ball given at the Union club. President Morales was at the ball, and so was United States Minister Dawson. The next day, Sunday, I spent in preparing with greater perfection of detail the documents. On Monday, Tuesday and Wednesday I had interviews with the president at his house, and with his foreign minister at the palace, and we discussed everything. The foreign minister and I were instructed to draw up the necessary papers for signature by the president and his various secretaries of state, and it was

had accepted everything, and had gone so far as to make out the telegram appointing Mrs. Reader as his fiscal agent and representative in Washington, if he had not intended to complete his arrangements. "President Morales also seemed confused and unable to give a satisfactory answer."

As to the cause of the sudden discontinuance of the negotiations and the rejection of the treaty by the United States senate several explanations have been given. Mr. Cromwell declares that he is not and has never been interested in any San Dominican affairs. It is the verdict of a great many of the most prominent newspapers that the Readers would have made an utter failure of their undertaking, but they have never been able to convince the two daring promoters of that. Mr. Reader declares: "We would have put Santo Domingo on a new financial footing. The country would have no more trouble with foreign countries. Its debts would have been attended to and we would have arranged a treaty with the United States."

Climbers in Society. In New York the dissatisfied man or woman who has achieved the full round of society and discovered its utter vanity, if not indeed worse, may imagine, if not familiar with London or Paris, writes John Brisben Walker, in Cosmopolitan, that in those cities exists a superior class of men and women, more intellectual and less brutal than those of whom he knows. The Chicagoan, unfamiliar with New York, hopes to discover in Manhattan something different from that which is to be found in the western city. The resident of Omaha perhaps thinks that if she could attain Chicago, she would find her social ideal society. In Hastings, Neb., doubtless, there are very many who think it would be a heaven to attend social prominence in Omaha. And out in the prairies are scattered hamlets in which many socially ambitious young girls and mothers look toward Hastings as a social Mecca. It all reminds one of the translation of Osmar's lines: "Till on the stilly top of heaven's stair, clear-eyed I looked—and laughed—and climbed no more."

American Money in England. Were there no United States, would English society be solvent? asks "Mar-maduke," in the London Graphic. That question has never yet been asked or examined. Several millions have been brought into our society during the last 40 years by American heiresses, and an enormous sum has been received in exchange for land, paintings, gravestone and books. Moreover, American capital has been invested in this country mostly through the intervention of titled Englishmen, who, of course, have probably benefited by the transaction. Generally \$100,000,000 have come to the West End through these various transactions. Would the West End have been bankrupt had that sum not been procurable?

No Alcohol Soap for Sage. Maybe Russell Sage was not aware of it, reports a New York exchange, but he made a funny remark the other day. He went into a barber shop and the boss, feeling honored at a visit from such a noted man, opened a new and fine cake of shaving soap. As he prepared to lather the millionaire's face he said: "This is a very fine grade of soap, Mr. Sage, a mixture of cream and cocoa, with a dash of alcohol." Quoth the old gentleman: "Alcohol, eh? Well, member I am a temperance man, so don't put too much of it into my mouth."

MEN AND MATTERS

AN INTERESTING BUDGET OF NEW YORK GOSSIP.

TWO SUCCESSFUL HEBREWS

Grown from Pack Peddlers to Millionaires—The Rise in Gotham Real Estate and Present Prices—Other Items.

NEW YORK.—Two former Jewish pack peddlers died in New York recently. One of them had become a wealthy merchant, the other a world-famous millionaire. Both were examples of the opportunities of the new world of commerce, quite as much as their own commercial ability as individuals.

William Vogel was born in Germany, came to this country just before the war, worked as a tailor, peddled goods on the street for a time to learn English faster, came to New York and opened a clothing shop on Canal street with a few hundred dollars—and the rest was clockwork.

The life of Meyer Guggenheim contained more of the romance of business. He came in 1847, a lad of 19, and peddled, among other things, show laces and stove polish. By a chemist, which most peddlers would not have done, and made a better article at less cost himself. That made money fast. Later he did the same thing with glue. Then he went into "white goods" and sent his oldest son to Switzerland to learn all about them. The firm became one of the largest importers of embroideries and the like in the country. The senior partner got hold of some mines in Colorado and discovered that there was apparently more profit in smelting than in mining. He bought a part of a smelting mill, sent another son—there are seven—to learn that business, and then erected the finest smelting plant in the world. He spent \$1,250,000 upon it, because it was not an experiment. He retired from business in favor of his sons 20 years ago. All over the world the firm built smelters. It is one of the great primary industries of the day. The Guggenheims were the last to go into the smelting trust and they got their price. A career like that has meant plenty of boldness, but never gambling. It has added to the world's wealth.

The Jewish Financiers. UCH men as Mr. Guggenheim, conservative, shrewd, kindly, splendidly charitable, bear the finest commercial reputation that New York can cite. Such a house as the Seligmans, the Speyers or the Kuhn, Loeb & Co. firm that has ousted Morgan from the honor of the first promoting bond house in America, simply by superior conservatism bear a prestige in Wall street that it would take much to shake. All these houses have worked greatly for charity, and a son of the elder Seligman is a professor in Columbia, uses his wealth in the most enlightened manner and is an authority upon economics.

There is a beautiful touch in Edwin Lefevre's Wall Street in McClure's Magazine. "William Mellen" is, of course, John D. Rockefeller; "George Mellen" is William Rockefeller; "Dawson" is Stillman, president of the Standard Oil bank. "Mr. Herzog" in the tale is Mr. Schiff, active partner in Kuhn, Loeb & Co. When in the story his young visitor asks only Mr. Herzog's word that he would hold as confidential a deal involving millions, Mr. Herzog replies: "It is all we ever give." And it is quite enough. The story represents Mr. Herzog as putting half a dozen foreign firms into the deal, which involved blind confidence in matters that could not possibly be explained, for many millions. Here again it is true to life. Mr. Lefevre is by profession a financial editor. He has disguised the physical appearance of his four financiers. Otherwise the men are shown as they are, and the contrast is not unfavorable to the great Jewish banker.

Hoboken—And Compound Interest. SUPPORTING the whole country has figured out by this time the problem proposed by Mr. William A. Macy as to what Hoboken has cost. Col. John Stevens bought it 121 years ago for 18,360 pounds sterling and Mr. Macy wanted very much to know how much that would amount to by this time at compound interest at six per cent. The Stevens family still lives in Hoboken, though that historic town is hardly considered "part" by the set which claims that adjective. The great house of the Stevens family on Castle Point is still one of the most conspicuous objects as you cross the river or come down from Albany by boat. The Stevens family, their building of an iron-clad ram during the war to give to the government, their founding of Stevens institute to train young civil engineers, were all made familiar to crowded houses at the semi-centennial of Hoboken last week. In the old days the "Elysian Fields" used to be in Hoboken; and on the heights a little above the village, Burr and Hamilton fought their famous, fatal duel. Now the place is chiefly notable as the sailing place of the two great German steamship lines, the Norddeutscher-Lloyd and the Hamburg-American. Huge, bearded officers, stalwart sailors, pale stokers, are the most characteristic figures in the streets. These big German lines

PRESIDENT AND CALLED

Mr. Roosevelt Has a Way of Waiting Through the Waiting "Bunch."

Again, Compound Interest.

SHOULD like to propose a little problem in compound interest myself. Suppose you had bought an acre of land for a dollar when the English took the city from the Dutch in 1664; and suppose you had paid interest at six per cent. ever since, but no taxes, would it have cost \$25,000,000 an acre to date? No; nor for another 50 years to come! Yet that was the price at which a small bit of land sold the other day. There were only 160 square feet of it, and it was known as a "key plot," necessary to make up a larger purchase, and the owner could hold out for his price. The price per square inch was above \$4 per foot, \$650. It would exactly carpet the area with \$100 bills.

This is the record price for land in New York. Some other records for different parts of the city are interesting for comparison. The Drew Morgan people paid \$320 for a part of the land upon which J. P. Morgan's office now stands. That also was a "key plot," but the whole site is now worth \$400 a foot. The old custom house site, a short distance away, is worth about \$300 a square foot, and there are three-fourths of an acre of it, making a total of nearly \$19,000,000; but the Rockefeller bank got it from the government a few years ago for a little over \$3,000,000 and the government has paid interest upon it ever since by way of "rent," though congress recently adjourned without appropriating the usual rent item. As the bank has also paid no taxes to the city, the title not having passed to it from Uncle Sam, it stands to make the entire sum in profits out of the transaction before the new custom house can be finished.

There is plenty of land within half a mile of Wall street that is worth \$300 a foot, and \$375 was actually paid for a small corner nearly four miles north of the street four years ago. Up to a year ago \$100 a foot had been the record for Fifth avenue land, but \$300 has now been paid for a small "key plot," and about \$200 a foot for an entire plot in the Waldorf-Astoria neighborhood. The Astors could tear down that great hotel now and get for the bare land what it cost them to rear the structure. There is hardly a club on the avenue that could not do the same. The Union League corner, for instance, was bought in 1846 for \$13,000. It is now worth \$1,500,000—another problem in compound interest—or rather, it is not a problem at all, as the land has earned its charges right along, and more. Henry Clews bought a house just north of the Waldorf for \$250,000, lived in it 18 years and sold it for \$750,000. That is enough to pay interest, repairs and taxes all that time, leaving his rental nothing at all, and still pay a profit of \$150,000.

Trials of Paying Teller. Is Expected to Redeem Counterfeit Money and Pass on Rare Coins. "If the paying teller of a bank never cashed a check or hit a tap in the ordinary course of business, he could still earn a fat salary," said the cashier of one of the city's biggest money depositories. "It's come to such a pass that my legitimate business is the smallest of my worries. I am, in brief, the victim of the men, women and children who think they have discovered bonanzas in rare and valuable coin.

"I doubt if one person out of \$00 knows anything about what coins have any value above their face, but nearly everybody is continually on the watch for something of the sort that looks promising. Any coin more than 20 years old comes in for minute inspection many times a day, passing out of circulation for a brief space at frequent intervals until its possessor for the time being gets a chance to bring it in here to me.

The Old Tilden House. THE National Arts club has bought the old house on Gramercy park where Samuel J. Tilden once lived. Tilden had a garden extending through to the street behind, and upon this the club will put a 15-story building for revenue, but it will retain in the old house just as it is, for historic reasons, and also not to disfigure the beautiful park, not yet spoiled by "skyscrapers."

There was a time—it seems not so long ago—when this house was a Mecca to politicians. Cleveland there heard shrewd advice, which he did not always follow. Lamont and Manning were familiar. Andrew H. Green lived there for some years. The place was a wonder of books; there were rare wines in the cellar, which Mr. Tilden tasted, but did not guzzle. He was discerning in the matter, too. Men who called upon him received the libations due to their degree of taste and their capacity for appreciation.

One day Mr. Tilden was absent-minded enough to have a visitor of the beer grade shown in before the traces had been removed of the presence of a guest who worthily appreciated Schloss-Johannisberger. The visitor was important in his way; carefully Mr. Tilden poured a tiny glass of the precious liquid. "He swallowed it as if it had been water," Mr. Tilden afterward complained in his querulous voice, so like Horace Greeley's. "And then he reached out and got the bottle and poured himself another glass! And he wasted that the same way!"

I knew a man who was made a park commissioner because he had a little ear and their capacity for appreciation. One day Mr. Tilden was absent-minded enough to have a visitor of the beer grade shown in before the traces had been removed of the presence of a guest who worthily appreciated Schloss-Johannisberger. The visitor was important in his way; carefully Mr. Tilden poured a tiny glass of the precious liquid. "He swallowed it as if it had been water," Mr. Tilden afterward complained in his querulous voice, so like Horace Greeley's. "And then he reached out and got the bottle and poured himself another glass! And he wasted that the same way!"

Outside Dogs Barred. The Chicago Kennel club has sent out notice for its coming bench show that no dogs, other than those entered in the show, will be allowed to visit the building during the show, thus spoiling fond hopes of many people who have always liked to "just take Fido to the show and let him see the other doggies." Guards will see to it that no practical joker smuggles any cats into the building.

Clap Ban on Sunday Funerals. The ministers of Traverse City, Mich., have adopted stringent resolutions against Sunday funerals. They declare that large floral displays are offensive to good taste, that bands of music and marching clubs are repugnant to the mourners and that large funerals held on Sunday are desecrations of the day. They advocate private funerals and will do all in their power to avoid display.

It Ran. Gunner—Yes, it was a great banquet. Some chap bet me ten dollars that a Welsh rabbit could run. I thought he was full and took the bet. Guyer—You won, of course! "I'll be hanged if I did. Just then the water let a Welsh rabbit run all over my dress-suit."—Chicago Daily News.



came to her (she was then Miss Ella Rawls) from the city. For reporting the work of the Venezuelan boundary commission she was endorsed, she says, by the late William L. Strong, J. Kennedy Tod, and others. Everything was prosperous for the young woman who had come from the south with nothing but ambition. She went to London in 1899 and became connected with the firm of J. G. White & Co. She had not wasted her time in Wall street. The sultan of Johore came to London. He had up his sleeve the contract for the building of the Johore railroad, costing \$5,000,000. Miss Rawls met the sultan socially. J. G. White & Co. got the railroad contract. The tuppenny tube had been built in London, but was troubled with vibration. There was a call for somebody who could cure this evil. Miss Rawls was associated with the Sprague Multiple Control company. She took a look at the vibrations, and in 1901 the

safety of every president of Santo Domingo. The gentleman in question was a friend of ours. At this time we were engaged in exploiting mining property which we owned in Peru. Mrs. Reader, at that time, had been invited by the president of Peru to act as his agent in this country, and the papers appointing her fiscal agent were being prepared by William Nelson Cromwell. "She was about to go to Peru with these papers when she was requested by Perez, as he claimed, with the consent of Gen. Morales, to try and have me interest myself in the affairs of Santo Domingo. He stated to me that he had heard of the success of Mrs. Reader in conciliating both sides of a revolutionary outbreak in Peru and practically establishing a government there without a civil war. We could not at that time take up the Santo Domingo suggestions, owing to our Peruvian engagements, but Perez and Gen. Morales continuing their invita-



MADE BIG TUPEPENNY TUBE DEAL.