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### YANKEES OF SOUTH AMERICA

Glimpses of Business Life in Chili as Seen at Valparaiso.

### WONDERFUL RICHES OF THE COUNTRY

American Trade Overwhelmed by that of England and Germany—How European are Gobbling Up the Country.

(Copyright, 1898, by Frank G. Carpenter.)

VALPARAISO, Chili, July 30.—(Special Correspondence of The Bee.)—Valparaiso is the New York of Pacific South America. It is the chief seaport south of San Francisco, and it is by far the best business point on the west coast of this continent. It has a population of 125,000, but it does a business equal to any American city of twice that size. The greatest part of the one hundred and odd million dollars which constitutes Chili's foreign commerce is controlled here, and the city is made up of business blocks which are more like those of a European port than any other on this coast. Valparaiso is beautifully situated. It has a bay of the shape of a half moon, which is large enough to float the ships of the world. Around this bay there is an amphitheater of great hills, which rises almost straight up from the edge of the water and which forms the site of the city. The business section, in fact, is built upon ground redeemed from the sea, and there are millions of dollars' worth of property now standing where a generation ago there was nothing but water. The wharves of Valparaiso are walled with stone and iron rails to keep back the water, and the reclaimed lands is such that there are three or four business streets, which run about the bay between the water and the foot of the hills. Coming into the harbor you find yourself surrounded by shipping. More than a thousand sailings are made to and from this port every year, and you look at the city through the smoke stacks of steamers and a thicket of bare masts of sailing vessels. The hills in front of you are so steep that you wonder how the houses can stand upon them, and you see that they rise in terraces, house above house and street above street, until the buildings at the top hang out and seem about to fall upon those below. Here and there you see a break in the hills of the amphitheater, and at a number of points cable roads are crawling up and down the steep inclines.

### An English-German City.

Landing at the wharves you are surprised to find that nearly every business man you meet speaks English, and you soon find that the English and Germans monopolize the business. The signs are European, and there are few Chilean names upon them. You pass book stores which keep only English books. There are scores of Englishmen on the streets, and you see many pretty English and German girls shopping in the stores. The improvements are more like those of one of our cities than those of a South American town. The stores have plate glass windows, and the goods are as well displayed as in New York or Chicago. The streets are paved with Belgian blocks, and there are drays, cabs and carriages moving about them. Here and there you see a vegetable peddler or a baker with his stock of panes on the sides of a mule, but the most of the trading and freighting is done with carts. Valparaiso has cable connection with Europe and the United States. It has telegraphic lines which keep it in touch with all parts of Chili, and its long-distance telephones reach Santiago and other points. The telegraph here is as cheap, if not cheaper, than in any other country, and at my hotel I am able to telephone to the

capital, Santiago, 100 miles away, without extra charge. Valparaiso has a tramway system operated by horse power, which might be profitably changed to run by electricity, especially so if some unscrupulous party should pursue the policy of a Spaniard who, if the story of his intentions is true, has made a good but rather tricky speculation in the Santiago street car lines. These are now run with horses, with very pretty girls as conductors, and they pay, I am told, a clear profit of more than \$200,000 in gold a year. A short time ago the old charter of the company ran out and the city, wishing to have the system changed to that of electricity, gave the concession to this Spanish gentleman with the proviso that he deposit \$250,000 in Chilean money, or about \$70,000 gold, as a forfeit in case he did not finish and complete the electric system within three years' time. My informant tells me that the Spaniard has no intention of attempting a change. He will run the roads as they are now, and at the end of three years his profits will amount to \$600,000, so that he can easily afford to lose the \$70,000 forfeit. The street railroads of Valparaiso are still run with horses, and I should think that electric roads would pay both here and in Santiago. Santiago is a city of 500,000 people, and the cars are well patronized. They are of the kind called double-deckers, with seats on the roof as well as below. The rates are very cheap, being 5 cents in this money, or about 1.8 cents American. The pretty conductors wear sailor hats, and over their dark dresses white aprons, in the pockets of which they put their money and tickets. There are similar conductors on the tramways of Iquique. While riding upon the cars there I noticed that men inspectors came in and counted the passengers, in order to see that the girls were not "knocking down" fares, and I was told that the conductresses had nicknamed these inspectors "Judases."

### American Commerce in Chili.

The foreign commerce of this country annually amounts to from one hundred to one hundred and twenty-five millions of gold dollars a year, and of this our exports and imports do not often exceed \$5,000,000. Within the last few years our trade has been steadily increasing, and today we are sending many different kinds of machinery, cotton goods, lard, kerosene, railroad locomotives and small amounts of hundreds of other things to Chili. Quite a lot of our agricultural machinery has been introduced. The most of the Chilean newspapers are now printed from American type on paper from the United States, and I see from the trade mark that the stamps and postal cards are made by an American banknote company. Nearly all the flour bags of Chili are made from cotton manufactured in New England. I see about here steel wind-mills which come from Chicago, and much of the electric machinery is of American make. I found an agent of the Westinghouse company at Iquique, and the General Electric has its agents here. At present an American electric plant is being put in at Punta Arenas, the southernmost city of our hemisphere, and steel plates are being sent from Pittsburg to Valparaiso. There are now two or three large firms here which devote themselves to the importation and introduction of American goods. One is that of Grace & Co., which amounts of hundreds of dollars as well as its New York house, and another is the old firm of Beech & Co., which has lately united with Flinn, Eddy & Co. of New York. Beech & Co. handle nothing but American goods. They have their agents and traveling salesmen all over Chili, and are anxious to push the sale of American manufactures. Both the Graces and Beech & Co. do a big business, and the general increase in our trade here is largely due to their efforts. I doubt, however, whether the United States can ever equal Germany or England in this market. We buy comparatively little of Chili, and without the increase in the beet sugar industry creates a

demand for nitrate in the United States the bulk of Chilean exports will continue to go to Europe. At present Chili sends about three-fourths of her exports to Great Britain, but a large part of this is nitrate, which finally gets to Germany, and is used there in the raising of the sugar beet. We buy some nitrate and iodine and a little wool and hides. About half of the Chilean imports come from Great Britain, the amount brought from that country in 1894 costing more than \$20,000,000. Germany stands next, as I have said, the German imports have been steadily gaining. Of late, however, the German merchants here have been detected in a number of attempts at fraud on the customs, and their methods of trade are carefully watched.

### Passing of Spanish South America.

South America is fast passing out of the hands of the Spanish-American natives. I mean as far as the valuable properties and business of all kinds are concerned. From the coast of Lower California to Valparaiso there has been of recent years a great German commercial invasion, which has been crowding out the English who had come before. The strongest foreign element in Central America today is the German. The Germans own the best of the coffee plantations of Guatemala, and you find their importing houses in every Central American city. The most of the business of the isthmus of Panama is done by the English, French and Germans. There is at Panama an American banking establishment, that of Felix Ehrmann & Co., and the Panama railroad, while owned by the English, is still managed by Americans. In Ecuador I found a large colony of Germans, Italians and English. The chief business establishments of Guayaquil are in their hands. The native Peruvians have long since sold their best properties out to the foreigners, and among the Chinese own millions of dollars worth of Peruvian estates. The sugar plantations are chiefly in the hands of the English. The oil fields are owned by English and Italians. The railroads and the guano beds, as well as millions of acres of lands in the interior of Peru, belong to the English syndicate, called the Peruvian Corporation, and the silver and gold mines of that country are owned to a large extent by foreigners. The native Peruvian is either ashamed of trade or he does not know how to go about it, and the stores of Lima are managed almost altogether by German, English, Italian, French and Chinese merchants. In Arequipa I found that the Germans did the most of the trade, although there were several English and American mining companies which made this their headquarters. It was the same in La Paz, where there were about thirty American miners. The English have a number of the best mining properties of Bolivia. They are practically control Antofagasta, and Iquique is more English than Spanish. I have already told you that more than \$100,000,000 of English capital is invested in the Chilean nitrate fields, and other millions from the same source are working some of the mines. Southern Chili has a large colony of Germans, and there are English and German sheep farms in Patagonia. Both Santiago and Valparaiso are full of German firms. Many of the large estates here which are owned by natives are managed by foreigners, and this is so with nearly all of the mines and other large properties of the different countries. The railroads of Chili and Peru were built by English and American engineers, and the most of them are managed by Anglo-Saxons today. In short, the real work of South America as far as big things are concerned is now in the hands of foreigners, and even here in Chili the natives who are wealthy are chiefly so from the vast estates which they have inherited from their ancestors. They own also valuable mines, but only the fewest of them are rich as a result of their individual efforts.

### The Yankees of South America.

And still the Chileans are by far the most progressive people in South America. This is, in fact, the only live country that I have so far visited in my travels on this continent. Colombia is a slice out of the middle ages; Ecuador has the same customs that it had when the Spaniards owned it. It is priest-ridden and its people are 300 years behind the times. The Peruvians are further advanced, but they have little snap in them, and, as to the Bolivians, they are waiting for some other people to come in and gobble up themselves and their country. You notice the difference the moment you step on Chilean soil. I was delighted with Antofagasta, although it is a town largely built of corrugated iron and driftwood. It had an air of business about it, and the spirit of get-up-and-get was abroad everywhere. When I asked one of the citizens whether I could post my letters without danger of the postal officials destroying them in order to steal the stamps, as I had been told was sometimes done by the clerks of the post-offices of Bolivia, he replied: "Certainly you can. This is Chili." He was right. Chili is a land of its own kind, and for South America it is very much up-to-date. It has its railroads, telegraphs and telephones and its people have as much patriotism as we have. The Chileans, as they call themselves, number about 3,000,000. They are, like the other peoples of the west coast, of Spanish descent and of the product of the union of the Spaniards and the Indians, but the Spaniards who came to Chili were largely from the Bosque provinces of Spain. They were the best of the old Spaniards and today about one-third of the population are their descendants. These constitute the ruling and wealthy classes of the Chileans. The other two-thirds are formed of the mixture of Spanish and Indian blood, but the Indians in this case were far different from the Incas and other tribes further north. The Indians of Peru, Ecuador and Bolivia lack manhood. The most of them have always been slaves and they are contented to remain slaves today. They have no virile qualities whatever, and the mixed breeds which come from them partake of the same spirit. The chief tribe of Indians here is the Araucanians. They are undoubtedly the strongest Indians in North and South America. It was long before they were subdued, and they caught and put to death Pedro Valdivia, one of Pizarro's lieutenants, who came south to conquer them. It was with these people that the Spaniards united, and it is a question whether the masses of the Chileans of today got most of their strength from them or the Spaniards. The Araucanians are big-boned and muscular, and their women are especially well built, recalling the words of the old saw:

"If strong be the frame of the mother, her sons shall make laws for the people." There are still about 50,000 of these pure Araucanians who have settlements of their own in southern Chili. These I shall describe more fully after my travels in that part of the country. The remainder have been assimilated with the Spaniards, and they form to a large extent the working people and the rank and file of the Chilean army. The temperate climate of Chili has also had an influence in making the Chileans stronger than the people of the semi-tropical lands of the north.

### Chili—The Longest of Countries.

My voyage down the coast of Chili gave me some idea of the enormous length of the country. I spent five days in sailing by steamer from the nitrate fields to Valparaiso, and the German ship on which I shall sail within a few weeks for Tierra del Fuego will require nine days to reach Punta Arenas, on the Straits of Magellan. Chili is more like a long drawn-out sausage or a worm than any other country of the world. The only country that compares with it is Egypt, which drags its weary length for more than a thousand miles between deserts along the valley of the Nile.

Chili begins in a desert and continues in it for more than a thousand miles. Later on it bursts out into a green valley between high mountains and ends in the grassy islands of the southernmost part of the hemisphere. It is nowhere over 200 miles wide, and in some places it is not more than fifty, but it is so long that if it were laid upon the face of the United States, beginning at New York, it would make a wide track across it to far beyond Salt Lake, and if it could be stretched from south to north with Tierra del Fuego at the lowermost edge of Florida, its upper provinces would be found in Hudson bay, almost even with the top of Labrador. Chili is 2,600 miles long. It embraces all of the land between the tops of the Andes and the Pacific ocean south of the River Sama, which divides it from Peru, and it has, in addition, most of the islands about the Straits of Magellan. The question as to just where the boundary of Chili and the Argentine Republic lies is one of dispute between the two countries, and one which promises to bring about a war sooner or later. Just now the relations of the Chileans and the Argentines are strained almost to breaking, and no one knows how soon war may result. Of this, however, I will write in the future.

### Winter in Chili.

A land of this kind must be one of many climates. It is now winter on this side of the equator, but I found it quite warm in the north. Here at Valparaiso one needs an overcoat when the sun is not shining, and at the Straits of Magellan I am told that the ground is now covered with snow and that night begins at 4 o'clock in the afternoon. During my travels in western Peru and Bolivia I passed through a drop of rain. It never rains in northern Chili, and everything in the cities I there visited was as dry as Sahara. The great question in most of the towns along the coast is where to get water to drink. At Antofagasta, Peru, a little above the Chilean border, the water supply comes from the Andes, near Arequipa, through an iron pipe more than 100 miles long. At Iquique water is piped more than eighty miles, and Antofagasta gets its drinking water away up in the Andes 150 miles back from the coast. This Antofagasta aqueduct is, I believe, the longest in the world. In coming from Bolivia down to the sea I visited the great reservoir within a stone's throw of a dead volcano, down the sides of which this mountain water flows, and rode on the cars for almost a day over a thirsty desert along the line of the aqueduct. At other ports I found them selling water. This is the case in many of the nitrate settlements. The steam from the engines of the nitrate factories is condensed and there are engines used solely for making drinkable water from that of the sea. As you sail from this desert region south you now and then pass valleys in which a little river flows. There are still a few streams, but it is not until you reach Valparaiso that the rainfall is heavy enough to cover the whole country with verdure. Further south of here the rains steadily increase until at a distance of 350 or 400 miles you come into a territory where the people facetiously say that it rains thirteen months every year. At Port Mont, in south Chili, the rainfall is 118 inches every twelve months, and here it is only fifteen. In this part of the country and in the northern part of the central valley the climate is much like that of southern California. The skies are bright for at least eight months and during the remainder of the year there are only occasional showers. This region has, in fact, an almost perfect climate, and this is so in all of the provinces of north and central Chili.

### The Riches of Chili.

The long sausage which comprises the land of Chili is full of excellent meat. There are few countries of its area which have such wonderful natural resources. I have

written of the nitrate fields, which have already produced hundreds of millions of dollars, and which have a supply which cannot be exhausted for a half century to come. A member of the Chilean congress, Senor Roberto Edwardson Meeks, with whom I talked last night, tells me that there are deposits of guano near the nitrate beds which surpass those of the islands of Peru and which are worth thousands of millions of dollars. He says they lie several feet below the surface and that they are on the mainland. All of north Chili is full of minerals. In coming to Valparaiso I stopped at a number of ports which have copper and silver smelting works. At Antofagasta there is a smelter which is said to be the largest in the world. It is used to smelt the ores of only one mining company, and when I visited it I saw several acres covered with bricks of silver ore which had been ground to dust and put into this shape that they might be the more easily smelted. That is perhaps the most valuable brick yard on earth. At Iquique there is a smelter which belongs to an American, a Mr. George Chase. He comes to think, from New York, and he has, I am told, some of the most valuable silver mines in South America. The ore is almost pure. The mines are so profitable that they have made him rich, and have, I am told, netted him so much that he has laid aside \$2,000,000 (\$15,000,000) as a reserve fund in the Bank of England. The seems to me a big story, but there is no doubt that Mr. Chase is worth his millions. One of the chief copper ports of Chili is Coquimbo, a town of 7,000 people, lying on a beautiful bay about 190 miles north of Valparaiso. It is in the center of one of the richest copper deposits of the world. The metal is nearly pure, and some of the mine owners tell me that there are almost inexhaustible quantities of it. Chili has already produced about four billion pounds of copper. In 1895 it shipped about 50,000,000 pounds, but the most of this went to Europe, as we have all the copper we need of our own. From Coquimbo they are now exporting something like 1,500 tons of copper a month and several smelters are kept busy turning the ore into bars. Chili has also large deposits of iron, manganese, quicksilver and lead. There are a number of gold mines in the south, and much gold is already produced about four billion pounds of gold. There is also gold in the north, and I am told that a large part of the mountains have not been well prospected, and that the mines so far developed have been worked after the most wasteful methods, so that the waste ore on the dumps could be smelted with profit. As to the agricultural condition of the country, I will write after I have visited some of the great haciendas. The central valley, which lies between the range of mountains the borders the coast and the main range of the Andes, is 500 miles long, and it is divided up into vast estates, upon which all sorts of fruits and cereals are grown. Chili produces more than 25,000,000 bushels of wheat a year, and she ships her products to the other countries of this part of the world by the thousands of tons. It has thousands of acres of vineyards and exports a great deal of wine. The cattle consumed at most of the coast ports are from Chili, and the best horses to be found in South America are Chilean bred. FRANK G. CARPENTER.

### A Narrow Escape.

Thankful words written by Mrs. Ada E. Hart of Groton, S. D. "Was taken with a bad cold which settled on my lungs; cough set in and finally terminated in Consumption. Four doctors gave me up, saying I could live but a short time. I gave myself up to my Saviour, determined if I could not stay with my friends on earth I would meet my absent ones above. My husband was advised to get Dr. King's New Discovery for Consumption, Coughs and Colds. I gave it a trial, took in all eight bottles. It has cured me, and, thank God, I am saved and now a well and healthy woman." Trial bottles free at Kuhn & Co.'s drug store. Regular size 50c and \$1.00. Guaranteed or price refunded.

### SOME LATE INVENTIONS.

To indicate stoppage in drains, sinks, etc., a flexible diaphragm is placed in the outlet trap, which rises as the water backs up and closes an electric circuit to ring a bell.

Railroad cars are being fitted with small burglar and fireproof safes in the side of the car near each seat, to receive the valuables of passengers, the safes being locked with keys.

To allow steam to escape from teakettles the lids are made with one or two perforations in the flange, and corresponding holes in the rim, the lid being also applicable to other kettles.

A new electric sign is fitted with a keyboard at which an operator sits and touches the keys to close circuits leading to the letters in turn, thus spelling out an advertisement or message.

Sugar bowls, salt cellars and other dishes requiring a spoon or fork to distribute the contents are formed with a central tubular receptacle fastened to the interior of the bowl to receive the spoon.

To prevent the entrance of vermin into pianos and organs by way of the pedal groove a piece of sheet metal is attached to the pedal inside the case to cover the opening and move with the pedal.

To prevent articles from sticking to the bottom of a sauce pan while cooking a false bottom is provided, consisting of a stout network of wire, with a detachable, hooked handle for lifting out the netting.

A handy lawn rake is formed of a frame wheel set in a casing and carrying rows of rake teeth along its surface, which gathers up the grass as the carriage is pushed along, depositing it in a basket at the rear.

Pulley clothes-lines are automatically cleaned as they are drawn through the pulleys by means of a spiral strap of metal wound around the line and having bristles on its inner surface to brush the lines.

Buttons are displaced by a new garment attachment for suspenders, a metal strip with eyelets for hooks in the ends of the braces being secured to the button fasteners by means of perforations along its edges.

A double safety pin, invented by a Pennsylvania woman, is formed of a single piece of wire, with a T-head at its center, the ends of the wire being sharpened and bent around until they enter loops at the end of the head.

Carriages can be quickly washed by a new apparatus which has a water supply pipe suspended from the ceiling with a circular track around it, on which a section of pipe is supported to revolve freely as the nozzle is used on different parts of the vehicle.

A New York inventor has designed a fireproof mask, which is formed of two hemispheres of nonconducting material hinged together at one side and provided with a sponge holder at the top and opening on its inner surface to brush the face.

A combined watch pocket and guard, invented by a Colorado man, has a pair of hinged metal bows to be sewed into the top of an ordinary pocket, with projections on one side, which enter a combination lock to prevent the pocket from being opened by a thief, a bell also ringing when the device is tampered with.

A newly-designed cuff is divided through the center into two sections, with a single band at the bottom, by which the ends of the cuff may be fastened, each section being separately attached to the hand and having both ends provided with holes to carry two sets of link buttons.

Runaway horses can be stopped by a new device, consisting of a rein running from the bit to a chain fixed on a wheel loosely mounted on the axle of the wagon, and controlled by a lever, which throws it into contact with the hub of the road wheel to wind up the chain and pull the horse's head down.

A Colorado inventor has patented a bell for attachment to the pedal, to be rung by the foot, the end of the pedal shaft being bored out for the insertion of the screw on which the bell is mounted, while the lever extends over the end of the pedal, so that a slight turn of the foot will ring the bell.