

DOWN IN CHILI.

Some Funny National Characteristics—In a Roto's Hovel—How the Ruling Class Deport Themselves.

Special Correspondence.

Concepcion, Chili, Jan. 22.—A stranger to this remote corner of creation is apt to imagine that the Chilians are a semi-barbarous nation, wretchedly clad, if clad at all, with little refinement and less education, superstitious, cruel and blood-thirsty. When first arrived here—astonished by the magnificence of "los Ricos" (the wealthy class, who, though numerically few, yet rule both church and state), their splendid castles and mansions, their costly living and stylish dressing and dazzling display of jewels, and their graceful and generous hospitality—he jumps at the conclusion that his previous impressions were absolutely and entirely erroneous. But as time goes on and he learns how the "common people," who make up the bulk of the population, live and move and have their being—he reluctantly comes back to his first opinion as concerning a large majority of Chilians. There are so many conditions of existence in the land, and consequently such a variety of character, that one may say of these people with equal truth—they are both highly civilized and sunk in barbarism; profoundly educated and densely ignorant; rich as Croesus and poor as Job's oft-mentioned turkey; that they live in palaces furnished with every modern luxury, and in mud hovels with nothing but beans and raw llama for "daily bread"; and that they are the most warm-hearted, genial, hospitable and thoroughly delightful people in the world as well as the most treacherous and revengeful and never-to-be-dependant upon. Certain national characteristics may be clearly traced through all classes of society—such as the quick sensibility and emotional nature which makes the Chilian soldier a terrible foe; the Chilian citizen ready to die down his life at any moment for a point of honor or the cherished institutions of his beloved country; the Chilian lady or gentleman a most generous and devoted friend; the Chilian lover male or female, made ardent to an extravagant degree hardly conceivable by an Anglo-Saxon mind and inclined to jealousy as the sparks fly upward.

CHILIAN DUDES AND DANDIES.

In chili the typical rich man, young or old, dresses every day in figurative purple and fine linen. For him there is no "second best" attire in the way of a rough and ready morning costume or business suit for he has the need of such, being like the lilies in that he toils not, neither does he spin. His clothes are always the finest, daintiest and most fashionable that an artist-tailor can "create." His polished hair carefully parted in the middle or brushed straight up in a pompadour. His immaculate shirt cuffs, with conspicuously jeweled buttons, extending toward his knuckles just so far by a hair's breadth; his velvet, shagreened, high-heeled shoes reflecting his beauty as in twin mirrors; his monogram-embroidered handkerchief delicately scented and, in his eyes, the handsome diamond ring and scarf-pin that he wears are no less essential than shirt or trousers. He has been taught deportment from his cradle, and mastered that science to perfection at an early age. As often as he meets you, he it a dozen times a day, he holds his slender cane daintily in one well-gloved hand while tipping his faultless tile with the other, bows gracefully and low, and shakes you by the hand, with never the slightest perceptible variation in the depth of his obeisance or the warmth of the shake; unless you happen to be a man and an intimate friend, in which case he may embrace and kiss you. If, being only a casual acquaintance, you call upon him on an errand of business or pleasure, he will hasten to inform you that everything he possesses is unreservedly yours—his house, himself, his family, his servants, all are at your disposal to be used—"at your disposal."

LESSONS OF COURTESY.

His wife, who is generally beautiful and always well dressed, will smile on you sweetly through a drift of face-powder with a bright touch of rouge on either side of the nose, and assure you in soft-voiced Spanish of the pleasure she feels in thus forming your acquaintance—and makes you believe it, which is the best part of it. Fellow-foreigners tell us that all this tropical courtesy means little, and is only "skin deep." But who cares to go deeper? It is delightful all the same and quite deep enough to outlast the occasion. We, who profess to be a cultured people and are inclined to stiffen our necks with Yankee conceit when our ways are compared with those of other nations, may learn from the Chilians many needed lessons in common politeness. For example: They never enter or leave a public dining room, coach, street car, or other vehicle without bowing to all its occupants. No

lady or gentleman to the manor born ever sit down to eat or drink at a table in Chili, either public or private, without an inclination of the head to all present. So in shopping, they bow to the merchant, or to his salesmen, on either side of the counter. That sort of thing, it seems to me, is much more human between fellow-travelers on life's short journey than our don't-care-for-any-body way. Says one, "The Chilian, for a transient acquaintance, it is better to meet an Englishman who will be bluff and bearish toward you and make you feel like an intruder, while his heart is overflowing with good will toward you, or one of these more courteous southerners, who flatters you with politeness until you are perfectly at ease, while all the time he is thinking what a bother you are. Most politeness is pleasant shamming the world over. I see no reason for distributing hospitality simply because it bears the semblance of hospitality. The Chilian adios sounds like a mother's blessing, and "que passe Vd, bien" is a whole benediction."

DISCOURTESY IN THE STREET.

In the streets, however, the average Chilian might learn some good behavior from the Anglo-Saxon. Here gentlemen consider it a proper tribute to female beauty to stare into a lady's face as long as she remains within the range of vision, whether she appears to like it or not; and in passing, though she be an entire stranger, to address her some complimentary remark, such as "buenos dias, senorita," "I kiss your hands, Miss," or "You are very beautiful." "Your eyes are like the stars," etc. When a group of gentlemen are conversing on the narrow sidewalk and a lady approaches they seldom think of making way for her, or at most, will move nearer the wall, leaving her the curb-stone, and I have often seen ladies compelled to step down into the gutter in order to pass around them. The excuse for these gentlemen is that they are not yet used to female emancipation. Their real ladies are seldom seen alone upon the public streets, and Chilian idea of caste forbids them to show much deference toward "common people." In Chili no place is sacred from the fumes of tobacco, except perhaps the church. Gentlemen are always smoking whether walking or riding, with or without ladies. They do it in the parlor, the ball room and at the table. The priest in the pulpit takes a whiff between his prayers; and the gay bodicees (dresses) while running with their engines, must pause to light the cigarette, be the emergency ever so great. Though in this alleged republic, all titles were long since abolished, many of the old families who would have died to retain them, still keep up the routine and state of nobility. A shining example of this was the late countess of Torre, who gave the government a yearly sum for the privilege of being called a countess—a gratification which she could well afford to pay, being possessed of almost fabulous wealth. Her enormous, two-story adobe casa was painted a brilliant scarlet, with white doors and window casings. Her devoted husband ordered in his will that its color should remain unchanged, and stipulated that disobedience on the part of the widow would forfeit the property. To the day of her death the estate remained spotless. A Parisian coach and four, with four out-riders and a postilion.

MIDDLE AND POOR CLASSES.

The typical middle-class Chilian is very like his more aristocratic neighbor, at least in outward appearance. His house may be almost barren of furniture and the wolf may sometimes prowl dangerously near the premises; but at all times his manner is exactly like that of Los Ricos, and his clothes are as nearly a copy of theirs as circumstances will permit. But the Chilian Roto—the acknowledged poor man—is an entirely different being, who never gives up his style, and he regards the rice as a great personage, whose dignity he would fight for any day. The Roto wears a slouch hat, always matted from long usage, dirty breeches rolled up from the bottom, and a garment of indistinguishable hue which he calls a shirt. If the weather is warm, he perambulates barefoot; if cold he clatters around on a pair of clumsy clogs with wooden soles an inch thick—that is, if he can afford them; if not, he still goes barefoot both winter and summer. When cold, he dons a heavy blanket, called a poncho, that has a slit in the middle through which he thrusts his head. No stretch of imagination can conceive of him as a beautiful, thick, coarse black hair hanging straight from the crown, high cheek bones, wide mouth, and skin the color of an old mouse; but he has dazzling white teeth, and small hands and feet that any Gringo might envy. He has no yearning after the unattainable, and his few wants are easily supplied. He desires no better palace than the one-room adobe hut, with roof of straw and

floor of mother earth. His furniture consists of a rude bench or two by way of chairs, a pine table, or perhaps a dry goods box in lieu of it, a cow-hide in one corner upon which to sleep, another rough box which serves for trunk, closet, cupboard and the shrine of his patron saint, a gourd mate-cup, and a pot of charcoal upon which his wife cooks the beans and garlic. Like all

ignorant people he is extremely superstitious, believing in charms and amulets as powerful to drive away disease, and that the Devil roams about in various guises perpetrating mischief upon man. He also devoutly believes that saints and angels, and even the blessed virgin herself, will come in person if importuned, to drive away his satanic majesty. He is slovenly,

slow and patient, but a man whom it is wise to avoid when his anger is aroused. He knows how to use the terrible curve—the knife shaped to fit a human throat—sharpened inside the curve—and would think no more of severing your wind-pipe with it than the neck of a chicken. In this country there is no objection to "woman's rights"—that is, for women of the roto class—so far as the right to labor in any avenue is concerned. They are not only employed as street car conductors, but they do the street cleaning, and gangs of women with short willow brooms sweep the dirt into the ditches long before sunrise. Outside the city they keep the shops, the hotels and the drinking places, besides doing all the garden

work. They occupy the market almost exclusively, selling meats as well as vegetables. The roto's wife will carry a basket of fruit around all day on her head, peddling from door to door, or will wait herself somewhere in the sun and patiently await customers, content with the profit of a few pennies between dawn and dark.

FANNIE B. WARD.

LOOK!

MONDAY MORNING from 9 to 12 o'clock.

CLOAK DEPARTMENT.

A Grand Advance Sale of 1904 Waists at \$1.73.

White mercerized and vesting waists, made in this season's most popular style, medium weight, trimmed with pearl buttons, sizes 32 to 44, never sold for less than \$3.00, Monday morning 9 to 12, advance sale price..... **\$1.73**

Be sure and attend this sale.

LOOK!

MONDAY MORNING from 9 to 12 o'clock.

LONG CLOTH SPECIAL!

This is the Last

And it will be made a memorable occasion. One more case containing 50 pieces, white English Long Cloth, 12 yards in each bolt, worth today \$1.50, for 3 hours, one bolt to a customer, at, per bolt..... **\$1.**

EASTER SOON.

But are you ready?

Have you decided on your gown?

Do you want advice?

Visit our pattern department and you will find in The Delineator and in the Butterick Patterns a great variety of up-to-date styles.

LOOK!

MONDAY MORNING from 9 to 12 o'clock.

\$1.50 Values, \$1.15

OUR SHOE DEPT.

Boys' Splendid School Shoes, sizes 3 to 13. Our Special 3-hour price—**\$1.15.**

LOOK!

MONDAY MORNING from 9 to 12 o'clock.

GENTS' FURNISHING DEPARTMENT SPECIAL.

Gents' plain and fancy stripe cashmere half hose, size 9 1/2 to 11. Regular 35c and 40c values for three hours only. **SALE PRICE..... 20c**

LOOK!

MONDAY MORNING from 9 to 12 o'clock.

Special!

In Our Dress Goods Department.

Plaids, Diagonal Suitings and Cashmeres, in all shades of blue, tan, green, red, gray and brown, all double fold, 27 and 30 inches wide. Regular values 15 and 20c. On sale for three hours only, at, per yard..... **9c**

LIMIT 10 yards to a customer.

RAREST VALUES

In Wool Dress Goods for Spring 1904.

All the new colorings are included and many novel effects.

NEW FRENCH VOILES.

38 inch pure all wool Etamine Voiles, an entirely new weave, cannot be distinguished from \$1.00 quality, in all shades, including black, on sale at, per yard..... **60c**

44 inch STRICTLY ALL WOOL SHEER VOILES in all the wanted colors, including black, on sale at, per yard..... **85c**

A RARE BARGAIN.

44 inch TWO TONE NOVELTY IMPORTED VOILES, in colorings blue and white, brown and white, green and white, tan and white, gray and white, on sale, per yard, at..... **1.00**

44 inch IMPORTED VOILES in all the staple and evening shades. The latest and most popular fabric for sweet street and evening gowns, on sale at, per yard..... **\$1.10**

Knitted Underwear

Spring Weights for Ladies at Extremely Low Prices.

Ladies' White Jersey Ribbed Vests with high neck and long sleeves, a splendid light weight 30c grade, in all sizes, at..... **25c**

Ladies' Extra Quality HARVARD MAKE hand finished fine Jersey Ribbed Vests, with long or short sleeves and pants or lights to match in spring weight, all sizes, the greatest bargain value you ever bought, at..... **65c**

SAMPLE SALE.

Ladies' Spring and Summer Weight Underwear samples, hundreds of them to choose from. ALL KINDS, ALL SIZES, ALL STYLES, on Sale Monday and balance of week, until sold, at..... **1/2 Regular Values.**

Ladies' Spring and Summer Weight Underwear samples, hundreds of them to choose from. ALL KINDS, ALL SIZES, ALL STYLES, on Sale Monday and balance of week, until sold, at..... **48c**

LOOK!

MONDAY AFTERNOON from 2 to 5 o'clock.

A SILK SPECIAL.

China Silks.

27 inch China Silks, in all colors, including black, white and cream, suitable for ladies' and children's evening dresses, light weight linings, trimmings, draperies and fancy work of all kinds, a silk that never comes amiss, and sells everywhere at 75c per yard. On sale Monday from 2 to 5 p. m., limited 12 yards to a customer, at the low price of, per yard..... **48c**

LOOK!

MONDAY AFTERNOON from 2 to 5 o'clock.

SPECIAL IN OUR MILLINERY DEPT.

No. 60 TAFFETA RIBBONS, all silk, worth 20 cents per yard, for..... **12 cts.**

A Tremendous Volley of Bargains in NEW GOODS!

Fired at Salt Lake Buyers Monday. More New Goods to the Fore—Next Week in Every Department. All over the House—they will be sold cheap right at the start—Come and see the biggest store full of New Spring Merchandise at the lowest prices in Utah.

ESTABLISHED 1864

Fauerbach & Bro.

ONE PRICE TO ALL NEVER UNDERSOLD

New Waist Modes For 1904.

Monday our first showing of the new 1904 waist styles, composed of ideas brought out by the world's most noted designers.

The character and individuality of the many exclusive styles will be very noticeable in fact a study in itself.



The Handsomest Ever Shown.

Many clever styles in white of turquoise blue, linens, dotted swisses, white Persian and Linen Lawn Waists, with large Bertha effects.

The handsomest line we have ever seen, and you will be surprised at the low prices.

New Wash Goods.

Notable as this department has become, we expect this season to add most materially to its prestige. Our buyer has bought without stint everything desirable in the line, and you will find here what you are looking for—if it's to be found at all.

A bewildering profusion of dainty ideas in the new washable weaves on display and sale Monday at such low prices as will tempt you to buy now for the coming season. Here are two of the biggest bargain lots ever offered over a wash goods counter!

20 pieces new Mercerized Silk Zephyrs—permanent finish—in four of the prettiest and most popular shades, pink, light blue, cadet and navy blue, worth 20c, this week, per yard..... **20 cts**

30 pieces imported dotted Silk Mulls, for evening dresses, in cream, white, pink, old rose, light blue, lavender, green, champagne, tan, navy red or black, value 30c, this week, per yard..... **35 cts**

New White Goods.

Of the Beauty of the White Goods we are so fortunate as to be able to place on early sale, there can be no question. Every purchaser is enthusiastic. As usual, E. Auerbach & Bro. lead in exclusive styles. Look over the following items carefully. We quote for this week the biggest Bargains ever offered in White English Nainsooks, and you will do well not to let these offerings go by, as it is quite likely that we will not be in a position to duplicate these special prices for a year to come.

10 pieces of 40 in. wide fine White India Linon—equal 30c quality, this week, per yard..... **19 cts**

Soft finished White English Nainsook—in 10 yard bolts—worth 15c a yard, this week, per bolt, containing 10 yards..... **\$1.25**

A 25c quality White English Nainsook, in 12 yard bolts, would sell regular at \$5.00, this week, per bolt..... **\$2.15**

New Hosiery For Ladies and Children

WE HAVE contracted early for this immense shipment of new Imported and Domestic Hosiery thereby avoided the great rise of present prices and are enabled to offer you greater values than ever before, there's a saving of 1-4 to 1-3 in our this week's Hosiery offers. Here are a few of the many.

FOR LADIES.

Ladies' extra quality fine Imported Maco Cotton Lace Hose, full regular made, in all sizes. A great variety of beautiful designs to choose from. Best 30c values at..... **39 cts**

Ladies' fast black Maco Cotton Hose, in plain, lace ribbed or with balbriggan soles. A great variety in all sizes of the most superior values at..... **25 cts**

Ladies' fast black seamless Cotton Hose, with double sole. All sizes. A splendid 15c stocking, at..... **12 1/2 cts**

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FOR CHILDREN.

Heavy Cotton Hose, narrow ribbed, fast black, for boys and girls. The best hose you ever bought for 15c. This week..... **12 1/2 cts**

Extra fine ribbed seamless fast black Hose for girls. All sizes. Superior to any 25c Hose ever offered. On sale this week at..... **19 cts**

THE SPAR Bicycle Hose—There's none better for boys' school wear in matter what the price extra heavy and fast black, all sizes at..... **25 cts**

LOOK!

MONDAY AFTERNOON from 2 to 5 o'clock.

CLOAK DEPARTMENT.

Dressing Sackies and Kimonos 50c—The Last Call.

Your last chance to buy flannelette Kimonos and dressing sackies for less than cost of materials in store. Our entire stock must go. No reserve. Monday, 2 to 5 p. m. at..... **50c**

LOOK!

MONDAY AFTERNOON from 2 to 5 o'clock.

GENTS' FURNISHING DEPT. SPECIAL.

Men's heavy fleece Underwear, the shirts with either single or double back and front. Regular 35c and 40c values. To clear up this stock we will close at HALF PRICE..... **35c**

Whiskey and Beer Habit

PERMANENTLY CURED BY

"ORRINE,"

A SAFE, SURE AND HARMLESS SPECIFIC

Physicians pronounce drunkenness a disease of the nervous system, creating a morbid craving for a stimulant. Continued indulgence in whiskey, beer or wine eats away the stomach lining and stupifies the digestive organs, thus destroying the digestion and ruining the health. "No will power" can heal the inflamed stomach membranes.

"ORRINE" permanently removes the craving for liquor by acting directly on the affected nerves, restoring the stomach and digestive organs to normal conditions, improving the appetite and restoring the health. No sanitarian treatment necessary; "ORRINE" can be taken at your own home without publicity. Can be given secretly if desired.

CURE GUARANTEED OR MONEY REFUNDED.

For thirty-two years, it finally brought me to the gutter, homeless and friendless. I was powerless to resist the craving and would steal and lie to get whiskey. Four boxes of "ORRINE" cured me of all desire and I now have the stuff of liquor.

Price \$1 per box. Mailed in plain, sealed wrapper by Orrine Company, 317 14th St., Washington, D.C. Interesting book—Treatise on Drunkenness, sealed free on request. Sold and recommended by

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