

## In Her Nitrates Lies Much of Chile's Wealth

Other Resources Are Copper, Coal and Iron—Shows  
Greater Manufacturing Development in Proportion  
to Her Size than Any of Her Neighbors.

By JOHN H. FAHEY.

Formerly President of the Chamber of Commerce of the United States.

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A vast desert in Northern Chile, where the rain never falls, is the cornerstone of the wealth of that republic, and as yet the biggest single factor in her prosperity.

When the world is devoting its strength and power to industry and the production of values from the soil, Chile's nitrates are the basis of a large part of the world's fertilizers and are necessary to the production of important acids. When war rages the nitrates are in extraordinary demand for the making of a practical monopoly of the nitrate business, and it would seem that the stimulation of her exports at the outbreak of the European conflict should have been very great. In fact, however, the demand for the substance to be used in fertilizers fell off so sharply in the summer of 1914 that it more than offset its employment in powder making and about 40 per cent. of production dropped about 40 per cent. In 1915, however, the exportation started upward again, and as one of the principal copper mining centres of the world the country's trade also increased in this direction. Nineteen hundred and sixteen therefore finds Chile in a stronger position from month to month.

As with other South American countries, the trail of the nitrate and copper business has been largely responsible for the development of the copper mines, and now has vast sums of money invested in the country, but England still remains in the lead as an investor and a trader. Of Chile's nitrates she normally takes about 40 per cent. The United States and Germany divide another 40 per cent and the balance is scattered.

As with the other South American republics, the business of Chile has been growing steadily from year to year, without a substantial setback for twenty years. The year before the war it reached its height, when the imports amounted to \$120,000,000 and the exports to \$144,000,000. In 1914 the imports dropped to less than \$100,000,000 and the exports to \$109,000,000. For years previous Great Britain bought from Chile more than \$1,000,000 a week of commodities and sold her about \$30,000,000 to \$35,000,000 a year of textiles, foodstuffs and miscellaneous articles. Germany stood second, with sales in

the neighborhood of \$30,000,000 a year and purchases of about the same amount. Our business has grown faster than that of these two countries, but has never equalled the volume they have enjoyed.

Ten years ago about \$5,000,000 worth of merchandise of the United States was sold in Chile. It had increased three times by 1914. Then came the inevitable drop coincident with the war. But for this last year (to July 1, 1916), the sales have gone up to \$24,000,000. British trade in Chile continues strong, although much reduced from normal, and for the calendar year of 1916 the British and American figures will be close together.

We buy far more from Chile than we sell to her, and have never had the trade balance on our side. In 1903 we took \$9,000,000 worth of nitrates, copper and other products. In 1913 it was three times this amount. Then came the usual drop found in our import figures almost everywhere for 1914, and in the following year an increase in our buying to \$27,000,000, the highest record. This has been completely eclipsed by 1916, however, the total being over \$64,000,000, or more than twice that for the previous year. This great jump is represented by the demand for nitrates for powder factories and for fertilizers and by our importation of copper ore. On the selling side conditions have afforded an opportunity for the introduction of new articles from this country, while the trade in some of the necessities has also increased.

Chile has begun to buy American automobiles in quantity for the first time. More than half a million worth were imported during the last twelve months. They were very little known previously. Our sales in textiles have also gone up. There have been increases in iron, oil, paper, illuminating oil and scores of minor items.

Chile stands out in the world's geography because of its peculiar shape. It is but little more than a hundred miles in width, but over three thousand miles long—as if a narrow strip was sliced off our Pacific coast from Washington to lower California. It has every variety of climate, from the hot nitrate deserts in the north to the pleasant climate of Santiago and Valparaiso, the large cities in the centre, and the colder territory at the far south.

The central zone produces a great variety of fine fruits and supports great vineyards, from which come the best wines of South America. They are so good, indeed, that during the last year considerable quantities were exported to France.

The mineral resources of the country are estimated to be of enormous value. Experts generally agree that there are few undeveloped sections of the globe which are likely to produce greater wealth than the Chilean Andes, where the mining is properly organized. The Bethlehem Steel Company is developing iron mines there now, while American Smelting and Refining and Anaconda also have large copper interests and are adding to their holdings.

The development of these properties has reflected great credit on the United States and added to our prestige in South America. The skill with which the work is organized, the character of the machinery employed and the care of employees have all excited most favorable comment on American methods in Chile, and Chileans are anxious to see greater interest in their country on the part of our people. The critical attitude of the Chileans toward us and deep-seated suspicion of our motives which developed from the strained relations of twenty years ago have been almost obliterated, largely as the result of the ability and skill of Ambassador Henry P. Fletcher, lately appointed to Mexico.

The southern part of Chile is devoted to cattle raising and farming, but exports are small because of home demand. The sheep and cattle industries are developing, however, and are certain to be important factors during the next ten years.

Coal is found in the south, and is of vast importance to Chile, for the fields are the only ones of any size yet developed on the west coast and the most valuable yet known in the whole southern continent. Because of the shutting off of the supply of Welsh coal the price for the Chilean product has advanced enormously, and the demand is very large.

The country has developed more in manufacturing in proportion to its size than any of its neighbors, and is now turning out textiles, clothing, shoes and leather in considerable quantities. The cement industry and paper manufacturing offer interesting fields for development, in the opinion of the Chileans, and they hope for American aid in manufacturing fields as well as in mining and grazing.

Chile is discussing government finances very seriously at present, and seeks to place a considerable loan in the United States. It negotiated it will serve to bring the two countries closer together than ever before.

The fighting power of Chile is probably greater than that of any of its sister republics. For fifteen years military training has been compulsory, and as a result the nation has an army with a war strength of 300,000 excellent men. It maintains a standing army of 20,000, has several fine military academies, and the discipline and organization of the service always attract the attention of strangers. The navy also has been given attention, but not so much as the army. The land forces are German trained and show it clearly. The navy was developed under British tutelage. As a result there is an interesting diversity of sympathies between the army and navy in the European war.

With the great canal at Panama bringing Chile and the United States nearer together, and with the current of trade between the two now flowing stronger than ever, it seems apparent that we will know more about Chile in the United States in the next ten years, and Chile will know and understand us much better.

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**Brooklyn's Greatest Store** **ABRAHAM AND STRAUS** **The Store Accommodating**

Store Opens 9 A. M. Closes at 6 P. M.

ABRAHAM & STRAUS PRIVATE SUBWAY ENTRANCE

at Hoyt Street is quickly reached by 8 subway express, as follows:

From 34th St. (Waves) 33 min. From 90th St. 23 min. From Grand Central 17 min. From Brooklyn Bridge 9 min. From 140th St. (Bronx) 48 min. From 124 St. 22 min. From 14th St. 12 min. From Bowling Green 5 1/2 min.

WEATHER FORECAST: Fair to-day. Moderate north-west winds.

## Monday—the Incomparable HARVEST SALE

The Harvest Sale is an Abraham and Straus origination. It presents the New Fashions, and much other new merchandise of every kind; but in every case at prices made especially low for the occasion.

It is not duplicated anywhere, in its sweeping scope, its timely interest or its remarkable offerings of NEW FALL MERCHANDISE. It illustrates anew, and most convincingly, the Abraham and Straus double principle of buying largely, and distributing widely and quickly, at LOWEST PRICES FOR QUALITY, that is always characteristic of The Store Accommodating.

The 1916 Harvest Sale starts tomorrow, Monday. It brings what you want for equipping the children for school; for getting the family ready for Winter; for making the home comfortable. It more than upholds past performances. It OUTDOES them. Its offerings cover your entire season's needs.

NOTICE: While large supplies are provided of many of the offerings, in some cases we were able to secure but limited quantities. These will be offered at Harvest Sale prices for Monday only, or, if sold out earlier, as long as they last. Prompt attendance is therefore advisable.

**Women's Hudson Seal Coats, \$98.50**

40 inches long, in the loose fashion for Fall and Winter, 1916-17.

It is one of three models that are being offered at the low summer schedule of fur garment-making. Equal fur qualities cannot be expected later on at the same prices.

**At \$120.00, Hudson Seal Coats, With Skunk Collar**

**At \$210.00, Hudson Seal Coats, Skunk Trimmed**

The latter model is 45 inches long, with wide collar, cuffs and double border of the natural skunk.

All Coats Will Be Stored Without Charge Until Desired in the Fall

**Fine New Taffeta Silk Petticoats, \$2.86**

It will soon be next to impossible to obtain any silk Petticoats to sell at so little a price. All that we are offering here are most extraordinary.

**New Sateen, Cotton Jersey, Percale Petticoats, 98c**

The sateen, black and white striped, with pleated, sectional boning, figured cotton Petticoats with black stripes. Petticoats, with scalloped hem, or in other ways; black or colored.

The cotton Jersey with a tailored founce.

**\$1 High Neck Cambric Nightgowns at 86c**

V and square neck style, with clusters of the tucking and dainty embroidery insertions.

**Women's New Gloves, Special 98c Pair**

For such smart new Gloves, in such desirable styles as these, this price is unusually low. Three handsome styles:

(1) White kid; plique sewed; one-clasp; three rows black embroidery. (2) Cape, in shoe-top shades; embroidered backs.

(3) Tam wape; embroidered backs; one-clasp.

It will be very difficult to duplicate this offering later.

**\$1.19 and \$1.25 Brussels Nets, 79c & 89c**

All silk, black with a rich, high luster which will make charming evening or afternoon gowns. 44 inches wide, 79c.; 48 inches wide, 89c.

**\$1.89 Brussels Net, \$1.39 Yd.**

To be had in white and flesh as well as black. 72 inches wide.

**75c. Indestructible Net, 59c. Yd.**

May be had in black, white, cream, brown, navy, gray, pink, flesh and light blue.

**Four Fine Engraving Offerings**

**50 Engraved Visiting Cards and New Plate, 89c.**

Name only. Engraved in English script.

**50 Engraved Visiting Cards and New Plate, \$1.89**

Name only. Your choice of Black Roman, French Script, or Black Old English.

**100 Engraved Wedding Invitations, \$8.15**

English script (limited to nine lines) with 100 lines and 100 outside spaces, on our usual high grade wedding stock.

**100 Engraved Wedding Announcements, \$6.85**

English script (limited to seven lines) with 100 lines and 100 outside spaces, on our usual high grade wedding stock.

**\$10.48 American Porcelain Dinner Sets, \$7.89**

100 pieces; and well worthy of the full price. Floral border with gold line; large platters, and bread and butter plates.

**100-Piece Limoges China Dinner Sets, \$16.89**

Careful comparison about town shows this offer without a match. Several pretty floral patterns; handles and knobs with coin gold.

**Mixing Bowl Sets, 29c.**

Five bowls various sizes, in yellow earthenware.

**English Teapots, 19c.**

Two sizes and patterns; hand-decorated.

**48-Piece American Porcelain Cottage Sets, \$3.19**

Regularly \$4.99; pretty border patterns; service for 6 people.

**\$4.49 Compotes, 8-inch, \$3.49**

**65c. Decorated Tumblers, 39c. Doz.**

**60c. Thin Blown Tumblers, 25c. Doz.**

**Some Remarkable Groups of Lamps and Candlesticks**

The showing of Lamps, Shades and Candlesticks, at sale prices, is notable for its charming new styles and great variety.

**\$9 Library Table Reading Lamps, \$6.98**

From the best maker in the country; heavy base; art glass shades. Gas or electric.

**\$1.49 General Utility Lamps, 89c.**

On stand; can be hung on wall; with brass shade and tungsten light.

**69c. Inverted Light Bracket, 39c.**

Amber, red, green, all desirable colors, with chimney and mantle.

**New "Adam" Candles, Specially Priced**

All colors; 14 in., 4 or 25c., usually 10c. each; 10-in., 4 for 20c., usually 8c. each.

**\$3.98, \$4.50 and \$4.75 Marie Antoinette Curtains \$2.95 Pair**

Seventy-five styles, in white and ecru. Dutch curtains with valance and regular 2 1/2-yard styles:

75c. pair, regular values to \$1.25

\$1.19 pair, regular values to \$1.75

\$1.75 pair, regular values to \$2.50

**Nottingham Lace Curtains**

Over one hundred patterns, including scores of beautiful Brussels, Fllet and Cable net styles:

85c. pair instead of \$1.35 to \$1.75

\$1.19 pair instead of \$1.85 to \$2.25

\$1.45 pair instead of \$2.25 to \$2.75

\$1.85 pair instead of \$2.75 to \$3.50

\$2.50 pair instead of \$4 and \$4.50

**\$4.99 American Porcelain Dinner Sets, \$7.89**

100 pieces; and well worthy of the full price. Floral border with gold line; large platters, and bread and butter plates.

**100-Piece Limoges China Dinner Sets, \$16.89**

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**Brilliant Cut Glass at Low Prices**

Various handsome cuttings, including Venetian, floral, rock crystal, etc., on heavy, pure blanks.

**\$3.49 Flower Vases, 12-inch, \$2.49. \$3.98 and \$4.25 Bowls, \$3.25**

**Women's \$30 to \$50 New Fall Dresses, \$25**

**Velvet and Satins, Charmouses, Satins, Serges, Silk Poppins**

It is an occasion that can have few precedents, at the very beginning of a season, when models such as these are eagerly sought for at regular good-value prices.

The maker, in a desire to secure our custom, had promised us the most remarkable values we had ever obtained.

There are at least twenty-five different styles. Many are embroidered in beads, worsted, silk or metallic threads. Some are fur-trimmed. All show relieving touches of La George crepe or organdie.

Every woman will find her size in one or another of the models. Colors are appropriate for street and afternoon wear.

**Eight Distinctive Fall Models in Women's Suits**

**Regularly \$32.50, Are Extraordinarily Priced at \$24.75**

In Style they are reproductions of what will be worn by women making twice the expenditure. Every feature of the high-price garment is duplicated.

In Materials—Chiffon broadcloth, serge, gabardine, poplin, velour cloth. Qualities that can hardly be found elsewhere in Suits under \$32.50.

Linings of a richness to correspond.

Coats are in the new above-the-knee length. Mainly semi-fitting, with a modified flare and simple lines. Some show introductions of velvet trimmings. Collars are new and unusual. Without belts, in frock coat fashion, or with the new narrow strap-belts. Skirts follow the fashion trend of the coats in being flared, shirred, gathered or pleated. New pockets galore. New attachments.

Sizes in each of the eight models are from 32 to 46.

**Young Women's Fall Model Suits, \$14.98**

Every garment for young women brought into this Store is a model that represents the ultimate choice from among dozens that might be sold at similar price.

It is the finally selected Suit by a connoisseur of fashion, fabric and workmanship.

Which is why Abraham & Straus fashions for young women are the last word from every viewpoint.

These charming Suits at \$14.98 are of gabardine or poplin. With the longer coat, single-breasted.

**Charming New Shadow-Plaid Top Coats at \$10.98**

**These Coats Are 45 Inches Long, With a 90-Inch Sweep**

One model in particular is a mixture of golden brown, grey and black. The huge cape-drop collar is banded with heavy plush.

Big slit pockets, wide cuffs, big brown mannish buttons.

Sizes 14, 16, 18 years.

It is a Coat which the young woman will find everlastingly serviceable, and always smart.

**Women's "Rawak" \$10 to \$15 Fall Sample Hats, \$3.95**

There are charming phases of the Continental turban, the Tam o' Shanter, the off-the-face Hats, and others.

Models for dress, street, sports. Of velvet, velour, felt, taffeta, hatters' plush, velvet and felt, fur and felt, velvet and silk, etc., etc.

Almost no two alike.

**1,200 Women's \$2 and \$3 Untrimmed Velvet Hats at 98c.**

The fashionable styles of the hour. Developed in all velvet combinations of velvet and taffeta, hatters' plush Hats and other materials.

In sailors, turban, side roll, tricorn, Tam o' Shanter styles.

Rich black and the new Autumn colors.

**1,000 Pairs Women's Brown Kid Shoes, \$3.95 Pair**

Absolutely new, and exceedingly smart—just out of the shops to us, in the season's approved style and leather. Extra high cut, in lace and button models, with plain fore-part, light welted soles and Cuban-Louis leather heels. These Shoes will be sold in our stock, after Monday, at their full price.

**Reversible Velour Portieres at \$12.74 Pair**

A lower price than this has not been quoted on Portieres of such rich quality and fine making. In fourteen of the new color combinations, and finished with open edges. Other fine Upholstery offerings:

**\$7.00 Renaissance Lace Bed Sets, \$4.89 Set**

**50c. to 75c. Figured Drapery Curtain Nets, 35c Yards.**

Regular values, \$1 to \$2 pair—a variety of good patterns.

**Fine Dinnerware, Crystals, Art Wares, Lamps**

So particularly noteworthy are the offerings of the Autumn Sale of China that it would be quite impossible to produce better ones for the Harvest Sale. So we content ourselves with mention of some of them:

**\$4.49 Compotes, 8-inch, \$3.49**

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**Men's New Fall Suits to Measure, \$28.50**

We will have on sale, FOR MONDAY ONLY, 20 styles of new Fall woollens in fancy tweeds, cassimeres and worsteds, that will bring from \$35.00 to \$38.00 before the Winter is over.

Made in single or double-breasted styles. A slight additional charge for extra material in Suits over 42 breast measure.

**Other Harvest Sale Bargains**

Remnants of White Fabrics for Waist and Skirts at Less.

34c. Assorted Milk Chocolates, 24c. lb.

43c. Lama and Angora Taffeta, 43c. yd.

49c. Photograph Frames, 35c.

Book Consols of Imitation Bronze, \$1.65.

21c. Priscilla Hams, 20c. lb.

1 lb. Carton, 32c. Priscilla Brand Coffee, 27c.

Cans of 25 Havana Blend Cigars, 59c.

Women's \$11.65, Bracelet Watches, \$7.95.

\$2.75 to \$6.75 Gold La Vallieres, \$2.35.

\$4.49 Damask Table Cloths, \$3.49.

Boys' \$7.95 All Wool Serge Suits, \$5.95.

Women's Autumn Model Silk Blouses, \$3.89.

Women's "Run of the Mill" Silk Stockings, 79c.

Women's New Coats at \$12.95 and \$16.95.

Ribbon Loom Ends, 1/2 inch to 7/2 inches wide, 3c. to 15c.

\$1.35 Silk-Covered Pillows, 89c.

Pink and Blue Outing Flannels at 8c. yd.

Men's Cushion Sole Shoes, \$2.95 pr.

\$11.50 Comfortable, \$7.50.

29c. Imported Wovencrepe 19c. yd.

Men's Silk-Lined Fall Overcoats, \$14.75.

Men's and Women's Umbrellas, 82c.

Men's \$2.50 Soft Hats, \$1.95.

Men's \$1.25 Pajamas, 87c.

Boys' Two-Trouser Suits, \$4.89.

59c. Najol Mineral Oil for Consumption, 49c.

\$4.47 Gillette Razors, \$3.98.

\$1.50 to \$3 Hand-Bags, \$1.

5 qt. White Enamel Tea Kettles, 59c.

Women's Hudson Seal Coats at \$98.50.

Sale of \$5 a La Spirite Corsets, \$2.29.

New Taffeta Silk Petticoats, \$2.86.

Women's Combination Suits, 59c.

Semi-Made Undermuslins, Hand-Embroidered, \$1.98.

Infant's \$3.98 Box Coats at \$2.98.

\$1.50 to \$3.50 Vests, 98c to \$1.69.

2 x 2 1/2 yds. Hemmed Muslin Sheets, 39c.

\$1.49 Framed Pictures, 98c.

**Frederick Loeser & Co. INC.**

Fulton Street  
Bond Street  
Livingston St.  
Elm Place

**BROOKLYN-NEW YORK**

**New Chiffon Cloth Blouses**

Fichu Style : : Extraordinary at \$3.95

THESE BLOUSES are made of a fine quality of chiffon cloth over silk mull, and come in navy, black and the new shade of plum. They have deep cuffs of white Georgette crepe edged with Valenciennes lace and deep round back collar and fichu fronts of the white Georgette with hemstitching and two rows of Valenciennes lace edging. Very exceptional value at so little as \$3.95 and very dressy in appearance.

**A Memorable New Silk Value**

**36-Inch All Colored Satin de Luxe, \$1.50**

ALL SATINS, especially those of this type, are especially in demand for the fall costumes, and it is remarkably good fortune that brings us this handsome Satin de Luxe to sell at \$1.50 a yard.

Quality impressively good, full 36 inches wide, and in over thirty of the leading shades for the fall, including: Ivory, pink, ciel, mauis, orchid, pearl, apricot, turquoise, gold, tan, gray, wistaria, Copenhagen, electric blue, emerald, old rose, cardinal, taupe, old blue, Belgian, plum, brown, three shades of navy, black-and-navy and plain black and white. WEAR GUARANTEED.

**65c for Undermuslins, Were to \$1 and \$1.25**

SOME 450 NIGHTDRESSES and Combination Garments of nainsook. The Nightdresses are all low neck models, very exceptional values, prettily trimmed. The Combination Garments are drawer models, all low neck, French body. Also some Envelope Chemises. None C. O. D. No mail or telephone orders filled.

**\$1.25 to \$2.75 Sample Undermuslins, Regularly \$1.50 to \$4**

Chiefly Night Dresses and Combination Garments of fine nainsook, discontinued styles. The Nightdresses are all low neck, square, round or empire styles, very daintily trimmed. The Combination Garments are trimmed with laces of exceptional quality, some with embroidery and ribbon beadings.

**Extraordinary Shirt Sale for Men**

**59c. for Shirts That Were \$1 and \$1.50**

SEVERAL HUNDRED NEGLIGEE SHIRTS, made according to our own requirements, are now offered at 59c. because we want the room they occupy for our new fall stocks.

Materials are woven and printed Madrases, fine percales and mercerized silky materials in light grounds with colored stripings in a wide variety.

A few of the Shirts are soiled by handling, others are fresh and perfect.

The man who desires an extra supply for business wear can buy now, two Shirts, in many cases, for the usual price of one. Sizes 18 1/2 to 17 1/2 in the lot.

**\$3.98, \$4.50 and \$4.75 Marie Antoinette Curtains \$2.95 Pair**

Seventy-five styles, in white and ecru. Dutch curtains with valance and regular 2 1/2-yard styles:

75c. pair, regular values to \$1.25

\$1.19 pair, regular values to \$1.75

\$1.75 pair, regular values to \$2.50

**Nottingham Lace Curtains**

Over one hundred patterns, including scores of beautiful Brussels, Fllet and Cable net styles:

85c. pair instead of \$1.35 to \$1.75

\$1.19 pair instead of \$1.85 to \$2.25

\$1.45 pair instead of \$2.25 to \$2.75

\$1.85 pair instead of \$2.75 to \$3.50

\$2.50 pair instead of \$4 and \$4.50

**Four Fine Engraving Offerings**

**50 Engraved Visiting Cards and New Plate, 89c.**

Name only. Engraved in English script.

**50 Engraved Visiting Cards and New Plate, \$1.89**

Name only. Your choice of Black Roman, French Script, or Black Old English.

**100 Engraved Wedding Invitations, \$8.15**

English script (limited to nine lines) with 100 lines and 100 outside spaces, on our usual high grade wedding stock.

**100 Engraved Wedding Announcements, \$6.85**

English script (limited to seven lines) with 100 lines and 100 outside spaces, on our usual high grade wedding stock.

**\$10.48 American Porcelain Dinner Sets, \$7.89**

100 pieces; and well worthy of the full price. Floral border with gold line; large platters, and bread and butter plates.

**100-Piece Limoges China Dinner Sets, \$16.89**

Careful comparison about town shows this offer without a match. Several pretty floral patterns; handles and knobs with coin gold.

**Mixing Bowl Sets, 29c.**

Five bowls various sizes, in yellow earthenware.

**English Teapots, 19c.**

Two sizes and patterns; hand-decorated.

**48-Piece American Porcelain Cottage Sets, \$3.19**

Regularly \$4.99; pretty border patterns; service for 6 people.

**Brilliant Cut Glass at Low Prices**

Various handsome cuttings, including Venetian, floral, rock crystal, etc., on heavy, pure blanks.

**\$3.49 Flower Vases, 12-inch, \$2.49. \$3.98 and \$4.25 Bowls, \$3.25**

**\$4.99 American Porcelain Dinner Sets, \$7.89**

100 pieces; and well worthy of the full price. Floral border with gold line; large platters