COTULLA, TEXAS, O

19, 1918.

PUBLISHED WEEKLY

LA SALLE COUNTY GOES OVER TOP IN LOAN DRIVE.

the Fourth Liberty Loan drive, nish cartons 3x4x9 inches, same but the list below will reveal that to be filled with any combinathere are a number of people tion of articles which will fit in, whose names are conspicuous by and which are not barred by the their absence. Are you one of Postoffice Department, the wt. these who will go down in the not to exceed 2|bs, 15 oz, The

behind in this campaign. It must be raised today. Do your bit to make it up.

tors of the campaign Wednesday to receive one of the cartons, the business houses closed. Com. Red Cross Christmas Parcel Committees put in the day solicting mittee. bond buyers with good results. A Rally was held on Front street the Red Cross for shipment aflast Saturday afternoon, in which | ter Nov. 20th. the school children took a prominent part by singing patriotic songs, lead by Mr A. A. Simpson. The speakers were Mrs. Sim on Cotulla, Judge C. C. Thomas and Rev. W. L. Skinner.

Following is a complete list of all subscribers, with the except of Fowlerton, which has not been turned in yet. The total reaches, \$41,450 La Salle's quota was \$30,300.

Callaghan Land Co....\$2500.00

Martin Estate 2500.00

Miller Bros.,1000.00

G. E. Light 1000 00

Non Resident Land Owners.

R. N. Martindaie 1000.00	T B Poole, jr
J E Ervine & Co 500 00	Leonidis Lopez
La Salla Company 500 00	Henry Beckwith
La Salle Company 500.00 Est, B. L. Naylor 500.00	MJ Swisher
	M T Davie
Mrs. A. H. Jones500,00	Presbyterian Mis.
G. W. Saunders Com. Co. 300.00	
G. F. Snyder 250.00	Presbyterian Sund
G. F. Snyder 250.00 Barse Commission Co 100.00	J. P. Daniel
C. T. McCoun 100 00	Mrs. Paddy Lann
A. H. Rife 100,00	J. H. Gallman
H. C. Yaeger 100 00	Frank Keck
J. W. Mathis100,00	
	Millet
Cotulla	Lonnie H Jacobs .
I & G N Ry 5,900.00	Henry W Earnes
J. M. Dobie	W V Angell
T. R. Keck	J. B. Avant
J. G. Childers 1000.00	
D. H. Davis 1000 00	George Adami
J. T. Maltsberger 1000.00	W. C. Adami
Gulf Refinig Co500.00	H. C. Lane
Simpson & Sons 500.00	
C E Neal 500 00	J. F. Herff
J. W. Baylor 500.00	Mrs. J. F. Hurff
T. B. Pecle500.00	Cliff Lane, jr
J. T. Pugh	Mrs. M. E. Cook
Magnolia Petroleum Co 500,00	
L. A. Kerr 500 00	F. A. Woofter
L W Gaddis 500 00	Teofula Faour
T H Poole 500 00	A. C. Vaughan
C F Binkley 300 00	W. L. Gulley
Vesper Bros450 00	
B Wildenthal, jr 350 00	
	Encin
John W Willean 250 00	Lacia
John W Willson 250 00	
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Jno B Henderson 200 00 B W Van Voorhis 200 00	G A Welhausen O Pratt
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Miss Lois Pierce 50 00

Packages Sent to Soldiers Overseas.

ceive only one Christmas Package and that must be sent thru La Salle went over the top in the Red Cross, which will furslaker list, unless you act today? Postoffice will accept no parcel The Nation is a Billion Dollars without the label which has been issued by the Army Board to each man in service, said label to be mailed to some relative or In accordance with the direc. friend in America, and in order was proclaimed a holiday and all label must be presented to the

No parcel will be accepted by

B J Pate	50	00	
Paddy Lann	50	00	
W H Goldtrap	50 (00	
T G Wooils	50 (00	
Catharine Simpson	50	00	
Misses N and B Simpson	50 (00	
W L Skinner	50	00	
Ida Mae Masters	50	00	
Agapito Morales	50	00	
FD Lown	50	00	
W H Robbins	50	00	
Mrs W H Robbins	50	00	
Mrs S Cotulla	50 (00	
T B Johnson	50	00	
Sam Turner	50	00	
Augustine Garcia	50	00	
T B Poole, jr	50	00	
Leonidis Lopez	50	00	
Henry Beckwith	50	00	
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M T Davis	50		
Presbyterian Mis. Society .			
Presbyterian Sunday School	50	00	
J. P. Daniel			
Mrs. Paddy Lann	50.	00	
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Frank Keck	50	00	

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	Millett	
	Lonnie H Jacobs Henry W. Earnest	500 00
0	Henry W. Earnest	\$ 100.00
0	W. V. Angell	50.00
0	J. B. Avant	250.00
0	Lee Harr	50.00
0	George Adami	50.00
0	W. C. Adami	50.00
0	H. C. Lane	350.00
0	Lawrence Herff	50.00
0	J. F. Herff Mrs. J. F. Hurff	50.00
0	Mrs. J. F. Hurff	50.00
0	Cliff Lane, jr	50.00
0	Mrs. M. E. Cook	50,00
0	Sabas Garza	50.00
0	F. A. Woofter	
0	Teofula Faour	
00	A. C. Vaughan	50,00
0	W. L. Gulley	50.00
0	Helen Fairfax Lane	50,00
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UNCLE SAM'S ADVICE ON SPANISH INFLUENZA.

Each man overseas may re- U. S Public Health Service Issues Health Bulletin-Surgeon General Blue Makes Authorative Statement-Avoid Crowds and Be Careful about Coughing and Sneezing in Public Places

> Washington, D. C .- (Special.) -A though King Alphonso of Spain was one of the victims of the influenza epidemic in 1893 and again this summer, Spanish authorities repudiate any claim to influenza as a "Spanish" dis ease. If the people of this country do not take care the epidemic will become so widespread throughout the United States that soon we shall hear the disease called "American" influ-

> In response to a request for definite information concerning Spanish influenza, Surgeon General Rupert Blue of the U. S. Public Health Service has authorized the following official inter-

What is Spanish influenza? is it mething new? Does It come from

"The disease now occurring in this country and called 'Spanish Influenresembles a very contagious kind of 'cold' accompanied by fever, pains

Coughs and Sneezes Spread Diseases



in the head, eyes, ears, back or other parts of the body and a feeling of severe sickness. In most of the cases the symptoms disappear after three or four days, the patient then rapidly recovering. Some of the patients, however, develop pneumonts, or inflammatical of the ear, or meningitis, and many of these complicated cases die. Whether this so-called 'Spanish' influenza is identical with the epidemics of influen-

za of earlier years is not yet known. "Epidemics of influenza have visited this country since 1647. It is interesting to know that this first epidemic was brought here from Valencia, Spain. Since that time there have been numerous epidemics of the disease. In 1889 and 1890 an epidemic Orient, spread first to Russia and thence over practically the entire civllized world. Three years later there was another flare-up of the disease. Both times the epidemic spread wide-

ly over the United States.
"Although the present epidemic is called 'Spanish influenza,' there is no reason to believe that it originated in Spain. Some writers who have studied the question believe that the epidemic came from the Orient and they call attention to the fact that the Germans mention the disease as occurring along the eastern front in the summer and fall of 1917.

How can "Spanish Influenza" be recegnized?

"There is as yet no certain way in which a single case of 'Spanish influenza' can be recognized. On the other hand, recognition is easy where there is a group of cases. In contrast to the outbreaks of ordinary coughs and colds, which usually occur in the cold months, epidemics of influenza may occur at any season of the year. Thus the present epidemic raged most intensely in Europe in May, June and July. Moreover, in the case of ordipary colds, the general symptoms (fever, pain, depression) are by no means as severe or as sudden in their onset as they are in influenza. Finally, ordinary colds do not spread through the community so rapidly or so extensively as does influenza. "In most cases a person taken sick

with influenza feels sick rather suddenly. He feels weak, has pains in the eyes, ears, head or back, and may be sore all over. Many patients feel dizzy, some vomit. Most of the patients complain of feeling chilly, and with this comes a fever in which the temperature rises to 100 to 104. In most cases the pulse remains relatively slow.

"In appearance one is struck by the fact that the patient looks sick. His eyes and the inner side of his eyelids may be slightly 'bloodshot,' or 'congested,' as the doctors say. There may be running from the nose, or there may be some cough. These signs of a cold may not be marked; nevertheless the patient looks and feels very

100 00

Garaendald

"In addition to the appearance and the symptoms as already described, Peasl Hammond 50,00 examination of the patient's blood may

that in this disease the number of white corpuscles shows little or no increase above the normal. It is possible that the laboratory investigations now being made through the National Research Council and the United States Hygienic Laboratory will furnish a more certain way in which individual cases of this disease can be recognized."

What is the course of the disease? Do people die of it?

"Ordinarily, the fever lasts from three to four days and the patient recovers. But while the proportion of deaths in the present epidemic has generally been low, in some places the outbreak has been severe and deaths have been numerous. When death occurs it is usually the result of a com-

What causes the disease and how It spread?

"Bacteriologists who have studied influenza epidemics in the past have found in many of the cases a very small rod shaped germ called, after its discoverer, Pfeiffer's bacillus. In other cases of apparently the same kind of disease there were found pneumococci, the germs of lobar pneumonia. Still others have been caused by streptococci, and by others germs with long

"No matter what particular kind of germ causes the epidemic, it is now believed that influenza is always spread from person to person, the germs being carried with the air along with the very small droplets of mucus, expelled by coughing or sneezing, forceful talking, and the like by one who already has the germs of the disease. They may also be carried about in the air in the form of dust comin from dried mucus, from coughing and sneezing, or from careless people who spit on the floor and on the sidewalk. As in most other catching diseases, a on who has only a mild attack of

disease himself may give a very stack to others. What should be done by those wh on the disease?

"I is very important that every perwho becomes sick with influenza otld go home at once and go to bed. This will help keep away dangerous inplications and will, at the same ne, keep the patient from scattering disease far and wide. It is highly infole that no one be allowed to ep in the same room with the pant. In fact, no one but the nurse ould be allowed in the room.

"If there is cough and sputum or ning of the eyes and nose, care should be taken that all such distarges are collected on bits of gauze rag or paper napkins and burned. If the patient complains of fever and adache, he should be given water to drink, a cold compress to the forehead and a light sponge. Only such medicipe should be given as is prescribed by the doctor. It is foolish to ask the druggist to prescribe and may be danrous to take the so-called 'safe, sure d harmless' remedies advertised by stent medicine manufacturers.

"If the patient is so situated that he can be attended only by some one who must also look after others in the fam-, it is advisable that such attendant par a wrapper, apron or gown over the ordinary house clothes while in the sick room and slip this off when leav ng to look after the others.

"Nurses and attendants will do well guard against breathing in danger ous disease germs by wearing a simple fold of gauze or mask while near the

Will a person who has had influenza before catch the disease again?

"It is well known that an attack of neasles or scarlet fever or smallpox usually protects a person against anther attack of the same disease. This appears not to be true of 'Spanish influenza.' According to newspaper re-ports the King of Spain suffered an attack of influenza during the epidemic thirty years ago, and was again stricken during the recent outbreak in

"In guarding against disease of all ands, it is important that the body be kept strong and able to fight off dis-ease germs. This can be done by havg a proper proportion of work, play d rest, by keeping the body well bothed, and by eating sufficient wholeme and properly selected food. In nection with diet, it is well to rember that milk is one of the best l-around foods obtainable for adults well as children. So far as a disthorities everywhere recognize the ery close relation between its spread and overcrowded homes. While it is ot always possible, especially in es like the present, to avoid such crowding, people should consider e health danger and make every ort to reduce the home overcrowdo a minimum. The value of fresh

GEORGE C. TAYLOR

newly organized American Railway Express company.

air through open windows cannot be over emphasized.

"When crowding is unavoidable, as in street cars, care should be taken to keep the face so turned as not to inbale directly the air breathed out by another person.

"It is especially important to be ware of the person who coughs or sneezes without covering his mouth and nose. It also follows that one should keep out of crowds and stuffy places as much as possible, keep homes, offices and workshops well aired, spend some time out of doors each day, walk to work if at all practicable -in short, make every possible effort to breathe as much pure air as pos-

"In all health matters follow the advice of your doctor and obey the regulations of your local and state health officers.

"Cover up each cough and sneez If you don't you'll spread dise

INFLUENZA IS ON INCREASE OVER COUNTY.

Influenza is on the increase. At this writing there has been probably one hundred cases in and around Cotulia. Dr. Graham reports four cases of pneumonia. Up to this date there has not been a single fatality, not even among the the Mexicans, where conditions are not the best for handling the malady. No deaths have been reported from other towns in the county.

Mrs. Claunch has been seriously sick but now is better. Will Burris had a touch of pneumonia but is now out of danger. Judge cohn W. Willson has been sick for a week, and had a touch of pneumonia. He is better. R. C. Sutton is out after a severe case. Schools are still running as usual. their being but few cases among the school children.

In the cities the disease is still taking a heavy toll. The death rate at San Antonio is heavy, according to the papers, but nurses are now being secured in sufficient numbers to cope with he malady.

Washington reports that the crest of epidemic has been reached over the nation.

The Universal Car

The Ford Truck is just another arm and hand of the business man, adding through its manifold usefulness to the possible

Another Hand for Business

volume of his business, and at the same time doubling the value of every hour. In so many ways its all round utility serves the urgent demands

of business - big and little - the retailer and wholesaler, the manufacturer and consumer, the contractor and farmer.

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there is a present want for Ford Trucks. Consider the price \$560, without body, f. o. b. Detroit. Let's talk it over with

> Neal's Auto Sales Company.

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THE COTULLA RECORD

PUBLISHED EVERY SATURDAY

A Year Under Law of the Food Administrator

We have entered upon the second year of the Food Administration. There have been many changes in the food program and there have been an equal number of adjustments by the distributor and the consumer

Now comes today-and it is just "over the horizon" of October, when a simplified program, in which the essential elements are voluntary acts, is sought of the woman of the household in whose hands, to no small degree, depends the decision of the war.

The NEW HOME CARD is intended to be Herbert Hoover's personal message to the HOME. It will be hung not in the parlor nor the hall—but in the eminent place of household during these days: the KITCHEN, where the food is prepared to make strong bodies of strength and endurance, and where substitutes of health-giving equality are prepared to replace those concentrates of SUGAR, MEAT, WHEAT and FATS which MUST be shipped abroad.

Be ye prepared, women of Texas, to accept the message and to treasure the CARD; and heed ye well this message of the Administrator, who speaks out the heart and intelligence of all of you. If your hearts and your minds are not receptive, that is a nation's loss; if they are receptive and responding, that is the nation's rebirth. You are fighting the BATTLE OF BATTLES on your own hearth. Be of stout heart; be of loyal intelligence; be of unswerv-ing fidelity to the CAUSE.

Here is Mr. Hoover's message for you-heed it, study it, believe in it, and never do anything else but BELIEVE. Your doubt becomes his doubt; your faith transfigures his own:

"There is no prospect of a proper ending of the war before the campaign of the summer of 1919. To attain victory we must place in France three and a half million fighting men with the greatest mechanical equipment that has ever been given to any army. While we expect the position on the Western front may be improved, from a military point of view, between now and then, there can be no hope of a consummation of the end that we must secure until another year has gone by.

"If we are to accomplish this end in 1919 we will save a million American lives that will be expended if we have to continue until 1920. To give this final blow in 1919 we have not only to find the men, shipping and equipment for this gigantic army, but this army, the allied armies and the allied civil population must have ample food in the meantime if we are to maintain their strength. We can do all these things and I believe we can bring this dreadful business to an end if every man, woman and child in the United States tests every action every day and hour by the one touchstone-does this or that contribute to winning the war?

"The food program is no small part of this issue. To provide ships for our army, we have not only to build all that we can, but we must have the help of allied shipping. In order that the allies may provide this, they must take food ships from the more distant markets and place them upon the shorter run to the United States. We must decrease our imports of sugar, coffee and tropical fruits.

"Under these conditions, the demand upon us is for larger supplies. The conferences on food supply and shipping we have held in Europe enable us to estimate our burden. Compared with previous year, the allied civilians and armies, our own armies, the Belgian relief and certain neutrals who are dependent on us require the following round at ounts from us:

Average Three-Year Pre-war Shipments, Tons.	Year Ending	Must Ship Year Ending July 1, 1919, Tons.	Increase This Year Over Last Year, Tons.
Meats and Fats (Beef, Pork, Dairy, Poultry and Vege-			
table Oil Products) 645,000	1,550,000	2,600,000	1,050,000
stitutes in terms of grain) .3,320,000	6,800,000	10,400,000	3,600,000
Sugar (from United States and West Indies) 618,000	1.520,000	1.850.000	330:000
Peed Grains (mostly Army Oats) 950,000	1,950,000	4	
		2,700,000	750,000
Totals	11,820,000	17,550,000	5,730,000

They are making this sacrifice in the common cause. We must maintain the health and strength of every human being among them or they will be unable to put their full strength alongside our own in the supreme effort. At the President's direction, I have assured them that 'in this common cause, we eat at a common table,' and upon entering these conferences in Europe we promised them that whatever their war-food program called for from us

"If we survey our ability to meet this definite promise to them we find that while our wheat production this year is better than last year, our production of other cereals is less. We have had severe losses through drouth in many sections. On balance our resources are no greater than last year. We find, however, that we can give this increase in food supplies, of 5,730,000 tons over last year, and still have a margin over the amount necessary to maintain our own health and strength.

"At best the allied table will be less than ours, for the allied peoples are denying themselves more in order to transport our soldiers. We can do no less than fill the ships they send us.

"Of our imports, we shall apparently have sufficient sugar to maintain the present consumption and take care of the extra drain of the allies from our markets, instead of compelling them to send their ships to the Far East. We can secure in sailing vessels the coffee we need, if no one\makes an overbrew. Of our own products we must secure a reduction in consumption and waste in the two great groups of, first, breadstuffs; and second, meats and fats—that is, in all bread and cereals, bear, pork, poultry, dairy and vegetable-oil products. The average consumption of our people of breadstuffs amounts to about six pounds per week, and of meats and fats to four pounds a week for each person. A reduction in consumption of less than one-half ound per week per person in each of these two great groups of foods would accomplish our purpose. We wish to emphasize, however, that we do not want curtailment in the use of milk for children.

"Some of our homes by reason of limited income can not now provide more food than they should have to maintain health in the family. They can not rightfully be asked to make the suggested reduction in consumption. But the great majority of our homes can do more than suggested.

"We need even greater simplicity of living than last year amongst all that section of the community to whom foodstuffs are a secendary item in expenditure

"We estimate that nearly 9,000,000 people eat at our public eating places—hotels, restaurants, boarding houses, clubs, dining cars and so forth. The food consumption in these places is larger than in the average homes. We are asking the proprietors and employes of these institutions to undertake in many particulars a more strict program than last year, and we are confident that they will willingly do this.

"This is not rationing—a thing we will never have if our people continue to support us as in the past. We are simply making an appeal to the intelligence in the homes and public eating places of America to work out for themselves the means and manner of saving.

"This year, as last, I'believe we can accomplish the necessary ends by "This year, as last, I believe we can accomplish the necessary ends by voluntary action of our own people. The willingness he assume individual responsibility in this matter by the vast majority is one of the greatest proofs of the character and idealism of our people, and I feel it can be constantly relied upon. Our simple formula for this year is to further reduce consumption and waste of all food. We have so arranged the lighternational Food Program that, except for a moderate substitution of other cereals in bread, it will not, we hope, be necessary to substitute one for odds uff for another, nor to resert to wheatless and meatless days. What we need is to reduce directly our consumption of ALL foodstuffs, laying especial ampliasis on the staples. The allies are in need of all the surplus of the great staples that we can provide.

"It is necessary that every family in the United States study its food budget and food ways to see if it can not buy less, storve less, return nothing to the kitchen and practice the geapel of the clean pile to."

Woman's Place is In the War

Between one-fourth and one-third of the subscript one in the Second and Third Liberty Loans is credited to the work of women. In the second Loan the woman's organization was officially credited with having raised one billion do lars.

The wonden of the Eleventh Federal Reserve Dt strict had \$13,006,000 marked up to their credit at the close of the Second Lean, and almost doubled that amount by their productous efforts in the Third Loan. All but five of the 307 counties in Texas are completely engastzed, due to the efforts of women, who have done monisized jobs in organization ter-

The Ballas woman's committee is leading the District in the Fourth Loan, with subscriptions to date amounting to \$2,000,000. See Automic heads place, with \$1,743,000 subscribed.



ELBERT C. MILPATRICK



Elbert C. Kilpatrick of San Francisco has a model of what he claims is the same "energy generator" which Garabed Giragossian demonstrated in Boston the other day and on which a committee of scientists made an adverse report. Klipatrick declares the Garabed invention was the outcome confidential information which he gave to a government official early in 1916 and that his invention antedates the machine of Garabed.

LEIGH REILLY



Leigh Reilly, former managing editor of the Chicago Herald, has been made managing editor of the committee on public information.

CHAPLAIN J. B. DEVALLES



Chaplain J. B. DeValles, with the Knights of Columbus in France, has been awarded the Croix de Guerre for bravery and coolness while under fire. He was attached to an infantry regiment which was in the thick of the fight, and during the heat of battle he went among the wounded and help-ed get them to points of safety.

DIRECTORY

La Salle County Boys Overseas

alle county has 135 young men ary service and many of them are overseas. We ask relatives to furus with addresses so the names be carried in this column.

George B. Newman
Troop D 3rd U S cav Advanced
section S O S. A P O 703 American Exped Forces, France.

Pyt., Roy C. Newman Supply Co. 104th U.S. Infantry American Exped. Forces. France

Co. M 59th Infantry American Exped Forces, France

Sgt Ray Ellison Co A, 132 M. G Bat. American Exped. Forces, France

Co. A 132 MG Bat. American Exped. Forces, France.

Pvt. 1st cl. John Wildenthal Ambulance Co. 142 111 Sanitary Train, A P O 796 36 Division American Exped. Forces, France.

Pvt Merl V. Davis, USMC, Co. 116 St Thomas, Virgin Islands,

Pvt. Tom Hocut 345 M G Bat. 90th Division American Exped. Forces, France.

Pvt. Roy C. Guinn 345 Field Artillery, 90 Division

American Exped, Forces, France Sgt. Clint O. Haynie

Co. M 360 Infantry, 90 Division American Exped Forces, France. Corp. Walter M. Manly Hdq. Co. 343 Field Artillery,

90 Division, American Exped Forces APO 778, France. Sgt. Perry Pegues Battery C. 131 Field Artillery

36th Division. American Exped. Forces, France. August Achilles Co. B. 315 Engineers

American E. F., France rgene Tumlinson

merican E. F., France p. George W. Reed Motor Supply Train 414 American E. F., France Hugh Hardcastle o. A 132nd M. G. Bn.

merican E. F., France. . Grover C: Baker Co. A 132nd M. G. Battalion merican E. F. France.

Chas. A. Miller o. A 132nd M. G. Bn. merican E F. France.

1st. cl. Elias B. Stracener Co. A 132nd M. C. Bn. mérican E. F. France.

Jessie S. Rock 31 F. A. Bat E . 36th Division merican E. F, France

Private Freddie Johnson Hdq. Co. 125 Field Artillery. merican Exped Forces

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Attorney at Law

Will practice in all Courts

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Wants Your Business for 1918.

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COTULLA.

TEXAS.

WE INSURE YOU AGAINST IT. THE MANLY AGENCY.



1-View in the ruins of Lens just after the British recovered it; a large shell is seen exploding in the distance. 2—Marshal Foch and King Albert arranging for the opening of the drive in which the Belgians drove back the Huns. 3—General Berthelot, commander of the French forces operating north of Reims.

NEWS REVIEW OF THE GREAT WAR

Germany's Tricky Peace Move Is Balked by President Wilson's Diplomacy.

ARMIES OPPOSE ARMISTICE

Cambrai Captured and Huns' Defen elve Line Smashed, Compelling General Retreat-Yanks Successful in Champagne-Beirut Occupied by the French.

By EDWARD W. PICKARD.

Prince Max of Baden, the new imperial chancellor of Germany, requesting President Wilson to arrange or an armistice and a subsequent discassion of peace terms, and stating that Germany accepted the president's 14 points as a basis for the negotiations, evoked three separate and distipet replies. President Wilson apswered that he could not suggest an armistice while the German armies were outside the boundaries of Germany, and then asked whether the German government accepted the terms laid down by him and whether its object in entering discussions was only to agree upon the practical details of their application; furthermore, he wanted to know whether the chan-

who have so far conducted the war. The people of all the allied nations, soldiers and civilians alike, answered Prince Max with a tremendous shout of "Unconditional surrender."

cellor was speaking merely for the

constituted authorities of the empire

Marshal Foch responded with one of the most powerful attacks of the aled armies, capturing the impo city of Cambrai, smashing a 20-mileline, and forcing back the German armies all along the line from Verdun to the sea.

Nearly all authorities agree that the chancellor's proposal was insincere; that the request for an armistice was made merely to give the military command a chance to reorganize the shattered armies, and that Prince Max knew the suggestion for a peace conference, as he made it, would be re jected, giving him the opportunity to say to the people of Germany: "I have offered to end the war on the enemy's own terms and he refuses. The German nation now must unitedly fight

At first there was some disappoint ment because President Wilson did not reject the German proposal swiftly and bluntly, but a little consideration has convinced almost everyone that he evaded a trap and by his direct questions pat the German diplomats in a position of the utmost difficulty. At the same time he left the door open for ultimate negotiations, after Germany has accepted his 14 points and given full guarantees. As for the armistice, he did not agree to that even were the German armies to be withdrawn from all occupied territories, recognizing the fact that the declaring of an armistice is up to the military commanders. The president's note was fully approved, probbbly in advance, by the allied governments, and was given the highest praise by the press in England and France as well as America.

Any agreed cessation of fighting at this time, short of the abject surrender of the central powers, would bit terly disappoint the soldiers of the allied armies and the people who are backing them up. Foch's forces have the Germans on the run, and if they are permitted to follow up the Huns on their retreat to the Meuse they will destroy's large part of their effectiveness and capture probably half of their material. On the other hand an armistice would permit the Huns to retire within their borders with their armies intact and prepared to maneuver effecfively behind their shortened and pow erfully fortified lines. Animated by a spirit, not of vindictiveness, but of setributive justice, the men of the al-lied armies feel that no peace should

be granted Germany until her cities, her towns and her people have suffered some of the horrors of war that ber brutal soldiers have inflicted on Belgium, northern France and Serbia. The absolute unrepentance of the Huns for their outrages is shown by their action in looting and wantonly destroying the towns in France from which they are being driven and in their practice of carrying away with them thousands of the helpless inhabitants who are forced to work for them like slaves. The formal warning of France that there would be retribution for these shameful deeds has been disregarded, and if adequate punishment is not inflicted there will be a general feeling that justice has miscerried.

President Wilson and his confidential advisers, it is said, still believe the German people will rise in revelution and oust the Hohenzollern crew. and his inquiry as to whom Prince Max represents is significant in that connection. The chancellor, in his speech to the reichstag, undertook rather feebly to demonstrate that recent political changes actually had put the people in power and that he was their representative. But all that was looked on as bunk.

The diplomatic situation resolved itself down to this: The German government must either admit defeat and surrender on allied terms, or it must confess that the chancellor was not acting in good faith. That is the hole in which President Wilson has placed Prince Max and his associates.

The greatest blow delivered by the

allied armies last week was between Cambrai and St. Quentin. There Field Marshal Haig's tfreless forces, re-enforced by American divisions, tore a 20-mile gap through the strongest of Hindenburg's boasted defenses, capturing dozens of villages and many thousands of prisoners and on Wednesday occupied the long and des-perately defended city of Cambral. The Huns, in full flight, blew up most of Cambrai and burned Bohain, Marctz and many anoth that the allies did not even stop to exwide breach through the Hindenburg | tinguish the flames. The enemy apparently was attempting to reconstitute his lines back of the Selle river from Le Cateau to Solesmes, so Haig's troops, led by the cavalry, pushed rapidly forward and the big guns followed so fast that they kept the Huns always under fire. Only the German machine gunners put up a creditable defense, the riflemen who could be overtaken generally surrendering willingly. Prisoners said the German plan was to retreat to the Valenciennes line and then to the Meuse, and it was evident the retirement of the German armies from France was well under way. They will fight all the way back to their borders, of course, but the country is open and the tanks and cavalry of the allies will have daily increasing opportunity to do their part. The Germans still have the strength te maintain a fairly orderly retreat, and if the war is ended by a military decision, it is admitted the Huns may be able to postpone that inevitable event for many months. When they do reach the Meuse they will be bebind powerful defenses, but the nature of those defenses is known to the allied commanders, and so far as the fortifications there are concerned, the immense sum just asked of congress for American artillery may be taken to indicate the tremendous concentration of gunfire that will be used to batter them to pieces.

> While their comrades were helping the British in the great drive in the Cambrai region, the American First army was exceedingly busy west of the Mense. For many days the doughboys battled their way through the Argonne forest, and at the northern end of it they went up against a concentration of Huns gathered for the defense of the Kriemhilde line. Pausing to permit their artillery to pour a rain of shells on the German positions for 19 hours, the Yanks advanced to the attack Wednesday, and by a brilliant and swift advance broke through the enemy line. To the right of them other troops forced their way through the Cunel wood, and this made possible the storming of the Mamel trench of the Kriemhilde position. The engineers were advancing right along with the infantry, clearing the way through the entanglements. Important heights south of the Marce were cap-tured, and the Yankess Joseph hands

with the French at Laucon. East of the Meuse also the Americans were going forward, and, at the time of writing, these movements, as well as those all along the line, were still pro-

gressing. These operations in France were steadily crushing the great German salient whose apex was near Laon. and the French were maintaining a continuous pressure on both sides of that city. They also were compelling the further retirement of the Huns who still remained south of the Aisne between Neufchatel and Vouzieres.

The American air service on the front of the First army clearly demonstrated its superiority during the week. Huge aggregations of bombing planes continually flew over the en-emy front lines, communications, back areas and troop concentrations, doing incalculable damage, while the pursuit planes kept the air clear of Hun

The Serbian army kept up the unre-infitting pursuit of the Austrians in Serbia as the Bulgarians withdrew from that country, or surrendered, according to their agreement. Before the end of the week the Serbs were quite close to Nish and moving ahead steadily. To their west, in Albania, the allied troops made considerable progress. The Italians took Elbassan after crushing determined resistance by the Austrians, and then continued their advance northward.

The occupation of Beirut by French of Turkey. The cabinet resigned, after a peace note was said to have been started on its way to President Wilson, and Tewfik Pasha, it was reported, would be the new grand vizier. His sympathies are rather with the allies, and there is little doubt the sultan bimself would be mighty glad to get out of the war on the best terms obtainable. London was convinced Turkey had notified Germany it intended to make peace and that the kaiser tried to stave this off by the proposal of the chancellor.

Austria-Hungary was in a condition almost of panic and was nervously awaiting the outcome of Prince Max's effort. Reports from Vienna said the ministerial council had decided to introduce national autonomy "in order to make President Wilson's stipulation at accomplished fact." Among the people of the empire the movement to proclaim the separation of Hungary and Austria was making great headway. Meanwhile the Bohemian leaders were conferring and preparing to declare the independence of their country and its separation from Austria-Hungary, and, knowing the dangers of such action, made their wills and settled their personal affairs.

Boris, who has succeeded to the throne of Bulgaria on the abdication of his father, Ferdinand, adheres to the terms of the surrender made by his armies, and has ordered Germany and Austria to quit his country within a month. Already the rail connec tion between Vienna and Constantino ple seems to be effectually broken.

· --Three more "victories" by the mufderous German U-boats are to be recorded. The Irish mail boat Leinster the Japanese liner Hirano and the American cargo steamship Ticonderoga were torpedoed. The total loss of life was estimated at more than 900. In the case of the Ticonderoga about 230 were killed, most of them by shrapnel fire after the boat had ceased to resist.

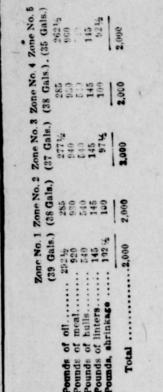
One painful result of the German peace offensive was the decided slowing up of the campaign for the fourth Liberty foan. Presumably because many short-sighted people thought place was at hand and the money would not be needed, subscriptions to the \$6,000,000,000 loan were distress-ingly slow in coming in. All the agen-cles engaged in the campaign redoubled their efforts and the American public was loudly warned that the Hun peace talk must be disregarded and the money must be raised. Uncle Sam needs those six billions and he will get them, and he will need and will get much more, in all probability, les are disbanded. If the people refuse to lend the government all the money it needs, at a good rate of interest, it has other ways of getting funds, and it will adopt them.

PROPES FIXED

CHEDULE / NHOUNCED FOR TOR PEDEN.

ministrator Poden, basing his fig-on the stabilized program recom-neted by the representatives of the reers of cotten eed and accepted the Food Aiministration, an-ces the following schedule on cot-seed and its by-products. This suncement supersedes all previous uncements or rulings which may conflict with it.

The State of Texas shall conett five zones and the yields for these are as follows:



i, irrespective of yield, shall be:		C	arload	Was		
13					Lots.	Lots
	No.	1		 	\$68	\$65
	No	2		 	67	
	No.	3		 	66	
					67	
•	No	6		 	64 a in t	4

on seed determining the price. The price of seed at the landings navigable rivers in which boats are tally operating shall be the same the railroad basis price for bulk to which may be added the cur-

a seed are packed. This cost of shall be added only when bags furnished by party selling the

No deduction from the price will permitted except for proven damor unsound seed. Proof of such aged or unsound quality must be dished to me. No deductions will allowed for dirt or trash unless impanied by sworp certificate (or al written agreement with (ar) showing actual weight of such or trash taken from each carload ragonload and the name of the ginor dealer selling such seed.

To conserve the use of freight, cotton seed may be hauled from oad stations to mill points and the seller may receive as compensation for hauling an amount equal to the road freight for the same distance rail cost of hauling to be treated by purchaser as freight on seed. Seed from any point may be sold he carload price, in quantities of

ons or more, for delivery by wagon Additional regulations on the han lling of cotton seed will be found in circular No. 40 issued from Wash ingt on under date of June 14, 1918.

In handling this crop, it is pect ed that there will be a co-operative t on the part of all interests to the end that waste may be eliminated and cons ervation in every way be pro-

MA: KIMUM PRICE IS FIXED ON BREAD.

The Baking Division of the United Stat es Food Administration, after making investigation of the manufacturing cost and wholesale and retail price for one-pound loaves of wheat bread, esta blished a maximum retail price for one pound loaf at 10 cents, one and pound loaf at 15 cents. These are max imum prices for either cash and carry or credit and delivery, and should be enforced in each State.

orther investigation shows 8-cent and 12-cent wholesale price. In many sections these wholesale prices war-rant a retail price of 9 cents for a pour d leaf, and 14 cents for a pound and half loaf, cash and carry, and and half loaf, each and carry, and Stat a Administrators have been in-stre ted to arrange for distribution at

GRAINS TO BE SENT ABROAD BY THE U.

Wi ider the agreement optered into by the PSVI Administration with the food controllers of the allied nations, irreadstuffs expert program for the coin in year will be:

W leat, 170, barley and com, or flow calon letted as grain for breadstuffs, 409,4 10,900 bushels, of which flym 105,000, 10 to 105,000,000 bushels may be core its other than wheat.



N COTTON SEED OF FOOD SAVING IN FORAGE BRIMES ABOUT

R. A. Parker, Director of Motels, Restaurants and Bakeries for the Federal Food Administration for Telas, has submitted his report of savings on meat, wheat sugar and wheat substitutes the public action above. tutes in public eating places of Texas for the month of August. The total of meals served shows 17,018,095 and the number of persons served 189,089, or approximately 4% of the population of Texas based on 4,790,000 men, women and children.

The increase in meals reported for August over July is two million. This increase can be attributed to a greater number of reports rather than an inorease in business. More than 30% of the eating places of Texas are now sending their reports in to the admin-letration on time.

The report shows that the public ceting places have kept their sugar consumption below the two pounds per serion per month and their wheat conson per month and their wheat concomption below the six pounds per person. The report in general shows that the public eating places are living up to the requests of the Food Administration 100 per cent.

The total consumption of meat in grain wheat. The total consumption of meat in the fifteen districts by patrons of public eating places for August was 2,238,677 pounds, or 11.84 pounds per person; 348,662 pounds of sugar, or 1.84 pounds per person; 1,058,063 pounds of wheat, or 5.59 pounds per person; and 814,153 pounds of wheat substitutes or 4.3 pounds per person.

tutes, or 4.3 pounds per person.
In this connection the Hotel and Restaurant Section announces that no sugar certificates will be issued to public eating places until monthly reports are in the offices of the County Food Administrators.

NEW FOOD DISTRICT CREATED ON BORDER.

An additional Federal Food District has been created by Federal Food Administrator Peden, with headquarters at Mission, Texas. The new district will be known as the Sixteenth, and the District Administrator is H. F. Bishop, formerly County Food Admin-istrator for Hidalgo County. The counties and the County Administrators entering into the new unit are:

Brooks County, Richard Miller, Falfurrias, Texas; Cameron County, A. Wayne Wood, Brownsville, Texas; Hi dalgo County, H. F. Bishop, Mission; Jim Hogg, W. T. Acklen, Hebbron-ville; Starr County, C. P. Alvarez, Rio Grande; Webb County, Joseph W Kenney, Laredo; Willacy County, Will Turcotte, Sarita; and Zapata County. A. C. Taylor, Zapata

The Sixteenth Listrict was formerly the southern part of the Fifth, or San Antonio District, and the necessity for creating the new unit grows out of border conditions peculiar to this sec-

tion which Administrator Peden decided should best be handled on the border. The administration of this district while under J. B. Carrington District Administrator at San Antonio. was very efficient and commendatory of praise.

SUGAR SAVINGS SHOWN IN RETURNED CERTIFICATES

Sugar certificates to the amount of 21.890 pounds have been returned to the Food Administration by hotels and restaurants of Texas covering July and August allotments, being unused parts of the allotment based on two pounds for every ninety meals. This amount represents an actual saving. A caterer may have a certificate for 100 pounds. He uses 70 pounds and sends in certificates for 30 pounds. The 30 pounds is an actual saving.

The bakeries of Texas have return ed on the same basis sugar certificates representing 15,000 while public eating places and bakeries going out of business have returned 4,260 pounds. An interesting case of saving is that of the Van Noy Interstate Company, with 30 eating places in South Texas alone, which returned sugar certificates for use in their bakeries amounting to 4,710 pounds This concern uses only syrups in bread making and for two months has not touched sugar in making breads.

TIN CONTAINERS SOON TO DISAPPEAR FROM SHELVES OF RETAILERS.

Packing of spaghetti and macaroni in cans will be discontinued after October 15 by consent of the manufacturers of alimentary pastes. Tea and coffee will be sold only in

non-metal containers, as soon as present stocks of tin containers are used up. This action grows out of the voluntary act of the larger distributors of these two commodities. Kraut, so far as possible, will be sold

will be handled in this way entirely.

Manufacturers of syrups and moat the time this regulation was anlasses will aid on conserving the use of tin containers by adopting three through the press and through the jobbers. Reports from the odd sizes will be discontinued.

RULES GOVERNING SALE OF FLOUR TO FARMERS.

flour that can be sold a consumer by a retailer at one time have been lifted

own home-grows substitutes, it is not necessary to sell substitutes at the time flour is purchased, provided the farmer makes a written statement to the merchant at the time of purchase that he has these substitutes on hand

REPORT FOR AUGUST WORLD SMORTAGE OF PUBLIC EATING PLACES RATION OF WHEAT FEEDS IN THE STATE OF TEXAS

Buyers of Feeds From Wheat Grain Must Pledge Use for Dairy Cows, Young Pigs, Colves and Poultry-NOTHING ELSE.

Owing to the extension of the drouth area, the shortening of the corn crop, the larger animal population in the the allied demands upon us for feeding stuffs for their own animals, because of their own shortage in production of feed grain, it is necesfary that we should exert every effort in the proper conservation of feeding stuffs during the next twelve months; yet we must maintain our own animal production. It is necessary that we production. It is necessary that we chould ship a larger proportion of wheat as compared with flour during the next twelve months than during the last twelve months to the allied countries, because their own shortage of feeding stuffs is such that if they are to keep alive their dairy berds, they must have a larger supply of

Aiready the milk supply in the allied countries has been limited practically to the supply of children and other vitally necessary national uses, and any failure on our part to supply them with necessary feed stuffs for their dairy herd means that we shall cut into the actual safety of the chil-dren amongst the allies. On the other hand, both our own population and the allies are dependent upon our production of animal products, and do not in any way wish to stifle duction of animal products, and we do not in any way wish to stifle this production. What we must secure is the utmost elimination of waste by the careful feeding of animals and the use of al! the roughage available.

One of the difficult problems is the distribution of wheat mill feeds, and this is made more difficult by the fact that the Food Administration, in an endeator to protect the farmer, is maintaining an artificially low price on these feeds. One consequence is that a great deal of mill feeds are now going unnecessarily into work an'mals or beef production. Every farmer will recognize that the wheat mill feeds are vitally necessary for the dairy cat-tle, to some extent for the poultry, and for young pigs. Owing to the absorption of mill feeds at local points near the mill, considerable sections of the dairy industry are practically without mill feeds and our dairy pro-duction is thereby in danger. With duction is thereby in danger. With view to correcting this, so far as possible, the Food Administration desires to appeal for the assistance of the farmers of the country in the use and

distribution of wheat mill feeds.

In this view, we are asking every buyer of wheat mill feeds, outside of

the acute grouth area, to sign a pledge of honor not to use the wheat mill feeds for any purpose except the essential use in dairy, young pig and poultry production, and not to purchase or hold at any one time more than 60 days' supply. Unless we can secure this careful and specialized use of mill feeds, our dairy production in the congested Eastern areas of the United States is bound to fall and to jeopardize the food supply of our people in that section. Otherwise it will be necessary to release the price restrictions on mill feeds and allow them to take their natura

With a view to securing this co-operation from the farmers all over the country in the interests of their industry as a whole, we are instructing the mills and all dealers in feeds to secure from the buyer of wheat mill feeds the following pledge:

"In order to assist the Food Administration in the distribu-tion of mili feeds, I hereby undertake on honor not to use wheat mill feeds for any other purpose than the feeding of dairy cattle, poultry, young pigs or young calves, or the preparation of a weekly bran mash for work animals. I will not feed any more wheat mill feeds than is customarily fed to such animals, and I further agree not to have at any one time more than a 60-day supply of wheat feeds on hand.'

The Food Administration is also requiring the millers and feed jobbers to distribute their wheat mill feeds in such manner that each State receives the same proportion of the mill's or jobber's shipments as it received in the same quarter in 1917.

ARE REGULATED.

(16 oz.) allowed on butter.

Retail merchants handling butter at kraut, so far as possible, will be sold in bulk packages so as to conserve the for cash and carry and 6 cents a pound for cash and carry and 6 cents a pound use of small tins. It is somewhat late for charge and delivery invite investifor the 1918 pack, but the 1919 pack gation by the Food Administration. Price Interpreting Committees over Texas indicate that retailers in many sections are disregarding the maximum profit of 5 and 6 cents a pound

Restrictions covering the amount of State have had their prices preperly Merchants in the larger cities of the interpreted and if they are observing the flour serviced Wheat Flour Regula-tions, provided that not more than a lifty days' supply is bought; however, it is necessary for the consumer to purchase 20% substitutes at the time the flour is purchased.

In case of the farmer who has he own home-grown substitutes, it is not the interpretations in their daily sale







Local & Personal

Lieut. Arther Knaggs, of the Texas Infantry, is down from San Antonio spending a week with homefolks.

Jack Baylor, manager of the La Motta Ranch, was in the city Maltsberger returned Monday complications with influenz Thursday. He reported good rains in that part of the count y.

J. M. Vinisey was up tony fluenza, but no serious cases.

Mrs. N. C. Windrow and children, after a visit here, have gone to San Antonio where they are visiting the family of Mr. Ed Cotulla.

Wade Hampton of Dilley was down Thursday. He reported plenty of influenza up that way and three or four deaths among the Mexican population.

Mrs. J. T. Maltsbeger was called to Terrell, Texas, Sinday by the illness of her son, Jack who was attending the Military Academy. Both Mrs. Maltsberger and Jack returned home Thursday. Jack had a case of influenza but is convalesing.

W. E. Ramsey of Artesia Wells busy they havn't had time to will be spirited. catch the "flu."

Norvell Graham, who entered some weeks ago, writes that he is getting along nicely. Arm. strong Poole has withdrawn from the Texas Infantry and will enter the S. A. T. C., at West Texas Academy, San Antonio, Monday.

Harry Helling returned Thursday from New Orleans, While redo last Saturday morning. he was away he had a spell of in- The body was shipped to Big fluenza. Mr. Helling says that Wells for interment, influenza is taking a heavy toll paralyzed business.

E. W. Earnest of Millett was William E. Earnest in town vesterday.

Lonnie Jacobs of Millett was in Cotulia Saturday last.

Mrs. A. Y. Armstrong of Navasota, is visiting friends in the city.

Sheriff T. H. Poole and J. T. from a two days stay in Laredo.

Mrs. Chas. E. Neal received message yesterday mording in-Artesia Wells vesterday. He forming her of the death of her said there was some sickness in brother, Loius Womble at Chithat part of the county from In- cago, from pneumonia. The day years was connected with the previous she received a message Millett Mercantile Company. Judge John W. Willson has stating that he was very low He was a young man highly re-

> word last Saturday of the arrival and secured a position with the overseas of her son, Freddie. Tips Hardware company as He is with the Headquarters traveling salesman in this terri-Company, of the 125 Field Ar- tory. Just a week ago he was tillery. Philip Johnson has in Cotulla, on his way to Laredo. branch of the service and is enza. He hurried to his home, waiting to be called out. He will but his condition gradually bego into the Department where came worse, until death took ience in that line.

Will Auction Fine Watermelon Today

pound watermelon to the Red Laredo. Cross yesterday and the same The remains were interred in was in the city Thursday. Said will be auctioned off on Front the San Marcos cemetery, there was a few cases of influ- Street this afternoon. It has enza in part of the county, but been several weeks since there so far no serious cases. Said has been a Red Cross auction Buy Bond With

> Dr. R. L. Graham has donated several plows to the Red Cross and they will be either be auc-

INFLUENTA DEATHS.

which followed influenza, at La-tention Work Committee.

Marion LaFavette Dunlap, of lives in the New Orleans aged 41 years, brother of Robt. both morning and evening at district and has temporarily Dunlap of this place, died at the Presbyterian Church, Come Moore last Saturday. Inter- and bring one. ment took place Sunday.

Influenza Victim

William E. Earnest, aged 3 years, died in San Antonio ye terday morning from pneumoni The news of his death came a shock to his many friends here as only a few days before he was p

here, strong and vigorous.

Deceased was raised at Millett in La Salle county, and for many been confined to his bed all of the week with influenza. He is better now and is expected to be out in a few days.

I would be held tomorrow.

He was a young man highly respected by the community in which he lived—a leader in the business and social life of his town. Last year he moved to town. Last year he moved to Mrs. T. E. Johnson received to San Antonio with his family volunteered in the Signal Corps and there became ill with influ-Homing pigeons are trained to him, He was a member of the work, having had some exper- Methodist church, Cotulla Masonic Lodge, and La Salle Camp, Woodmen of the World.

Deceased is survived by his wife and two children: his parents, Mr. and Mrs. W. Earnest articles where mail or express of Millett, one sister, Mrs. W. Garland of San Marcos, and one J. H. Gilbert donated a fine 50 brother, Harry G. Earnest of packages, cards, etc. by Decem-

Rally Day Collection.

Sunday, October 6th, was Rally the S. A. T. C., at Galveston tioned off this afternoon or next Day, at the Presbyterian Sunday School for the extension of Sunday School Work, and the collection for that purpose amounted to \$50, an average of 82c for Emmett Trammell, a promi- each member enrolled. A Libnent stockman of Laredo and erty Bond was bought with the Big Wells, died of pneumonia money and forwarded to the ex-

Rev. Hamilton will preach

Your Patriotic Duty.

I am calling your attention to he following government re

1. On account of the urgent secessity for fuel conservation, you are requested to pledge yourselves and to secure the pledge of others not to ure autonobiles on Sunday for pleasur. . It will be considered ver

npatrioric to use automobiles on inday except in cases of actual ecessity. All Sunday visiting nd other pleasure driving in our ounty should cease.

2. In order to conserve buildng material, labor and money, Il the women in our county are sked to pledge themselves not o attempt building new houses r remodeling until after the var. There should be no excepions to this unless there is an mperative need.

Conserve money, labor and maerial. Make this purely a reigious and charitable Christmas

a Giving only to the poor, the army and the children.

b Giving useful things except small toys for children. c Buying early, preferable

before 15th.

d Delivering gifts in person if possible and not send bulky has to be used.

e Mailing or expressing all ber 5th.

4. The heaviest demand for gas masks will come in the next few months. Furthermore, the fruit season is closing and the nut gathering time is here, so it is very urgent that you save peach stones, apricot prune, olive date, cherry, plum pits, and Brazil nuts, hickory nuts and Butter nut shells, and dry thoroughly in oven before turning over to Red Cross. Do not send any nut shells except those listed .for from these the finest grade of carbon which is necessary in the manufacture of gas masks is

The least we can do to show our potriotism is to heed these

> MRS SIMON COTULLA Chairman Woman's Council National Defense.

Harry 'G. Earnest passed hrough here yesterday enroute San Antonio.



Do You Think There is No Competition?

If anyone thinks there is no competition amongst the big packers he ought to go through a day's work with Swift & Company.

Let him begin at the pens when the live stock comes in; let him try to buy a nice bunch of fat steers quietly and at his own price without some-body's bidding against him.

Let him realize the scrupulous care taken at the lant that not one thing is lost or wasted in order that costs may be held to a minimum.

Let him go up into the office where market reports are coming in, -and reports of what other concerns are doing.

Let him watch the director of the Swift Refrigerator fleet, maneuvering it over the face of the country like a fleet of battleships at sea.

Let him take a trip with a Swift & Company salesman and try to sell a few orders of meat.

Let him stay at a branch house for an hour or two and see the retail meat dealers drive their bargains to the last penny as they shop around among the packers' branch houses, the wholesale dealers, and the local packing plants.

And then, when the day is over, let him have half an hour in the accounting department, where he can see for himself on what small profits the business is done. (Less than 4 cents on each dollar of sales.)

If he still thinks there is no competition in the meat business it will be because he wants to think so.

Swift & Company, U. S. A.

