

THE OMAHA BEE DAILY (MORNING)—EVENING—SUNDAY FOUNDED BY EDWARD ROSEWATER, VICTOR ROSEWATER, EDITOR THE BEE PUBLISHING COMPANY, PROPRIETOR MEMBERS OF THE ASSOCIATED PRESS

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Turkey is in; Austria comes next. Vote for Mike Clark, the sheriff on the job. The Berlin-to-Bagdad corridor now terminates at Vienna.

"Wilsonstadt" is "mixing things up"—sort of reminds us of the "Hitchcockenzollerns." The Germans have plenty of money; and the trouble for them is, most of it is worthless.

The "flu" embargo is nearly over, but do not get careless, for the germ will be with us all winter. There is quite a difference, you know, between supporting the president and supporting his party.

We submit in all candor that W. J. Bryan is one of the best little peacemakers this country ever produced. Herr von Kuehlman at the peace conference will be in much the same fix as the bound boy at the husking bee.

The pulpits are not making as much fuss about it as the theaters, but they will all resume business on Sunday. Now is the time to start the annual contest between the goosebone and the corn shuck as to hard or open winter.

"Put patriotism above partisanship" expresses a fine sentiment, but it applies to democrats as much as to republicans. And don't forget the constitutional amendment to make full American citizenship prerequisite to voting in Nebraska hereafter.

The chief of ordnance wisely warns Americans that the war is not yet over, and that the Yankee boys in France need guns. No let-up in effort till Pershing sends the word. German critics now complain of the inefficiency of their air defenses. It is nothing. Let them wait until Pershing's men really are equipped, and see what a real air-fighting force is like.

Amateurs Chide Professionals. No more eloquent tribute was ever paid to German efficiency than that of M. Chicherin, bolshevik foreign minister, who replies to certain German and Austro-Hungarian consular protests against cruelty in Russia that "Germany, which violated the neutrality of Belgium and holds the population of invaded countries under a brutal yoke, is not qualified to interfere."

NEBRASKA IN THE HOUSE. Nebraska's delegation in the lower house of congress is at present divided equally between the two parties, and all of the incumbents, with a single exception, are before the people for re-election. None of them, it must be admitted, have records registering 100 per cent on a scale applied by win-the-war enthusiasts to gauge support of preparedness measures before our entrance into the war, and the republicans voted wrong on the war resolution, but immediately came out stronger for pushing the war to speedy and complete victory than their democratic colleagues. As a consequence, if reports are not misleading, all three republican congressmen from Nebraska stand better with their constituents than the three democratic congressmen with their.

In the First district Congressman Reavis has proved himself an influential and serviceable representative and should be readily returned over his inexperienced and comparatively unknown democratic opponent. In this Second district "Big Jeff" has a good lead over Lobeck, the democratic incumbent, who has been doing "messenger boy" work for the kaiser.

In the Third district it looks as if Dan Stephens had exhausted his ability to play both ends to the middle. His war record is as bad as it could well be. The republican nominee, Judge R. E. Evans, has the qualifications and the character to make good as his successor. In the Fourth district alone the voters must choose between two men without previous legislative service. The republican is M. O. McCaughlin, head of York college—energetic, substantial, progressive—and the democrat is William H. Smith, present auditor and former newspaper man, a cog in the democratic machine. The district has a republican representative now and has no good reason for changing.

In the Fifth district Congressman Shallenberger is asking another term despite his record of obstruction to the prosecution of the war. His republican opponent, William E. Andrews, once represented the district in congress with force and ability, and will do so again if the voters make a discriminating choice. In the Sixth nothing remains open to debate. "Uncle Mose" Kinkaid, the old reliable, will be re-elected by a colossal majority, while Charlie Pool is accorded the privilege of pretending to run against him as the latest democratic sacrifice.

Nebraska in the next house is, therefore, pretty sure to have a republican delegation. Turkey Out of the War. Reports from London that Turkey has asked for peace on terms said to be tantamount to unconditional surrender have support of recent events. Such a course has been foreshadowed for weeks, and might have been looked for, even before the collapse of Bulgaria. Political changes at Constantinople have followed severe reverses in the field, and Turkish affairs seem to have definitely passed from under German control.

It may be taken for granted that the present government did not bring itself to accept the inevitable until all hope of assistance from Germany had disappeared. To speculate on the final outcome of the event is idle for the present. What it means, in fine, for the military situation is opening another front to easy access by the Allies. The Berlin-Constantinople railroad is now made available, and this advantage is too great to be overestimated. Along with the report from London comes one from Italy to the effect that General Diaz has received from the Austrian commander a request for an immediate cessation of hostilities. This has been sent to the supreme military council. Should it be well founded, the fate of Austria, too, has been decided. With the disintegration of that empire, we face the possibility, pointed out by a Paris authority, of 12,000,000 German-Austrians throwing their lot with Germany. Such a course would slightly add to the strength of the Germans for defense, and might have the effect of prolonging their resistance.

The conference at Paris is said to have decided on terms for an armistice on the western front, which have been communicated to Germany. If this be true, we may soon know if the Hun is willing to submit to unconditional surrender and justice, or if we must fight on. For either end Americans must be prepared. Duplicity of Democratic Machine. "Brother Charley" Bryan explodes a shell of largest caliber in the camp of the Hitchcock-enzollern forces. Dispassionately and deliberately he analyzes the campaign of deception and duplicity carried on by the democratic machine, and exposes the shams and hypocrisy of its practices. Showing how assiduously the manipulators of the party control have sought secretly to cultivate a working alliance with the Nonpartisan league, at the time when Keith Neville and his State Council of Defense were publicly denouncing the organization as unpatriotic and disloyal, he makes the point that honesty requires that both be repudiated. That this sentiment of the leader of the Bryan element of the democratic party is shared by a large proportion of the voters who have followed the political fortunes of the "peerless leader" is plain from other evidences. The Hitchcock-Mullen-Neville machine is due for some mighty bumpy riding before the sun goes down next Tuesday.

A Typical German Procedure. When the Allies entered Ostend they were amazed at the profusion of Belgian flags which greeted them. Everywhere the emblem was on display, but the wonderment was somewhat allayed on investigation. It develops that several days before the evacuation German traders entered the city and "surreptitiously" sold Belgian flags to the residents. Such a procedure might astonish ordinary mortals, but not the German, the devious and tortuous workings of whose mind tend steadfastly to the main chance. He could not head his prey, but he would get all he could out of it, even by such an act of constructive treachery as dealing with the enemy through selling flags. It is typical of the Hun, and when the Allies finally come to enter Berlin they need not wonder if they find Unter-den-Linden festooned with Old Glory, the union jack and the tri-color of France. Nothing is absurd to the German if it brings him a pecuniary profit.

TODAY

Right in the Spotlight. Count Michael Karolyi, who is demanding the independence of Hungary, is a member of the Hungarian lower house and a former president of the Hungarian Independence party. He is well known in America, having visited several cities of the United States early in 1914 in the interests of free rule for Hungary and in advocacy of a Hungarian home parliament. He abandoned his American tour, owing to the Serbian crisis, returning to Europe in July, 1914. Some months later he caused a sensation in the Hungarian parliament by demanding that the government should make peace proposals to the entente allies. This move he followed up in July, 1916, by organizing a new party to demand immediate peace between Hungary and its enemies, with or without the consent of Germany and Austria.

One Year Ago Today in the War. Anglo-French reinforcements reached Italian front. Thirty German aeroplanes took part in a raid on London. Announcement of the capture of Beersheba by the British forces in Palestine. The first battalions of Americans in the trenches were relieved by others.

In Omaha 30 Years Ago Today. E. E. French and John Hammond have been nominated on the independent ticket for councilmen by the people of Omaha Heights. Ed Maurer is stakeholder for \$2,000 put up by Joe Iler and W. R. Vaughn on the result of the election.

Miss Lizzie Waring gave a delightful pillow case party at the garrison hall. Maj. Edmund Butler has been ordered by department headquarters to inspect and condemn such government property at Fort Omaha as he may judge non-revivable.

The steam shovel was put to work filling up the approaches to the Union Pacific bridge. At a meeting of the Walnut Hill volunteer fire company the following officers were elected: Chief, David Doty; assistant chief, W. F. Alexander; foreman, A. L. Beebe; secretary, P. B. Seward; treasurer, H. Teinhardt.

A. N. Carpenter, the landscape artist of Galesburg, was in Omaha with plans for the new cemetery of Mount Hope, which is to be laid out on the Elkhorn road several miles west of the city.

The Day We Celebrate. Rear Admiral John D. McDonald, United States navy, in command of the New York navy yard, born in Maine 55 years ago. Rear Admiral Templin M. Potts, United States navy, retired, who has been recalled to active service by the war, born in Washington, D. C., 63 years ago.

Boies Penrose, senior United States senator from Pennsylvania, born in Philadelphia 58 years ago. Nels H. Nelson, commission merchant and member of the firm of O. W. Butts company, born 1863.

This Day in History. 1794—Rhinefield, a formidable German fortress on the Rhine, surrendered at the first summons of the French. 1853—Russia made a declaration of war against Turkey. 1873—Completion of the international railway bridge across the Niagara river. 1914—Russian forces made a general advance beyond the Vistula. 1915—Germans gained in new effort 20 miles west of Riga. 1916—German merchant submarine Deutscher arrived at New London, Conn., on its second trip across the Atlantic.

Timely Jottings and Reminders. One thousand five hundred and fifty-fourth day of the great war. William B. Wilson, secretary of labor, is to discuss the labor problem at a banquet of the National Association of Cotton Manufacturers in Boston tonight. A commission in lunacy appointed by the court to inquire into the sanity of C. E. Chapin, noted New York newspaper editor, who killed his wife, is to begin the taking of testimony today.

Storyteller of the Day. Secretary Tumulty said the other day in the White House. "It's astonishing how many thousands of requests for army commissions come to the White House with every mail. A good many men seem to think that an army commission is a safe and highly paid security. Yes, a good many men are like the chap who was after the consulship. "So you're after the consulship to Tobago, eh?" a friend said to him. "Yep, with both feet," the chap answered. "Is a consulship hard work?" "Not after you get it."

BE A SOLDIER MOTHER. There is a little lowly cottage in a little country town. Where a mother's heart is yearning for her son. He has sailed across the ocean to the land of the brave. Where the victories for our nation must be won. So be a soldier's mother and don't be any other. Just tell your boy that he is out to win; There is never a cloud so dark and never a night so long. But what the sun will surely shine again. The war will soon be over, the victory will be won. You'll be proud your son was one that's on the job. For it takes a Yankee soldier with the will, black and grit. To quell a German's cultured, greedy mob. So be a soldier mother and don't be any other. Just tell your boy that he is out to win; There is never a cloud so dark and never a night so long. But what the sun will surely shine again. —MATTIE C. ROACH, Fairbury, Neb.

Nature of an Armistice

Maj.-Gen. Francis V. Greene in N. Y. Times. There is a widespread, almost unanimous, opinion that the matter of an armistice should be referred to Marshal Foch, as allied commander-in-chief, and it may help us to think clearly on this point if we refresh our memories as to the nature of an armistice or truce. These words are spoken of in most discussions as synonymous, but there is a distinction, if not a difference, between them. Every armistice is a truce, but every truce is an armistice. One is generic, the other is specific. A truce is usually temporary, an armistice is almost always ended by being merged into a permanent treaty of peace. A truce may be arranged between persons, natural or corporate, in time of peace; an armistice is a suspension of hostilities between armies at war, definitely arranged in writing between the commanders and places him to surrender, to give up its arms, to change its status from that of combatants to prisoners of war, then the commander in the field is able to deal with the matter without any instructions from his government. Our own wars furnish numerous examples of this—Saratoga, Yorktown, Donelson, Vicksburg, Appomattox, Santiago, Manila—in each case the enemy had agreed to surrender its arms and an armistice of a few hours or days was arranged in order to work out the details. But if a commanding general undertakes to stipulate terms of peace in his armistice, or his terms of surrender, he does so at his peril. The classic case is that of Sherman's armistice with Johnston in 1865, which was disavowed by his government, and he was instructed to demand that the enemy surrender as prisoners of war, leaving the terms of peace to be determined by the government.

Similarly in Europe, the surrenders of the armies at Tientsin, Plehema and Shima were simply military capitulations; the details of which had been arranged in armistices of brief duration which contained no reference to the terms of peace. To refer the request for an armistice to Marshal Foch is no solution of the problem which now confronts the rulers of the nations at war. All he could do would be to send a flag of truce demanding a surrender of the German forces here, and to ask that the terms of peace be determined by the government. That it would be refused hardly admits of doubt. Later on the allies may be in position to make and enforce such a demand, but at the present time they are not in position to enforce it, and it is doubtful if anything would be gained—something might be lost—by making a futile demand.

It is nevertheless true that wars almost invariably end in an armistice. But this takes place only when the terms of peace have been agreed upon. Such agreement is an act of the sovereign or treaty-making power and not of the military commander. In our war with Spain, when Spain was hopelessly beaten, it authorized the French ambassador at Washington to enter into a written protocol with the American secretary of state in which Spain definitely agreed to relinquish its sovereignty over Cuba, to cede Porto Rico to the United States and to determine the future of the Philippines by treaty of peace to be negotiated in Paris. It was only after the fundamentals of peace had been definitely agreed upon that the president sent instructions, on August 12, 1898, to the military commanders to suspend hostilities by means of armistices. These continued until the treaty of peace was ratified six months later. When Turkey was at the mercy of Russia in January, 1878, Turkish plenipotentiaries were sent through the lines to meet Russian plenipotentiaries at Adrianople. It was only after they had agreed upon terms of peace that an armistice was ordered on January 31. This continued until the definitive treaty was signed on March 3.

When France was defeated in 1870 its representatives endeavored from October to January to obtain an armistice, but the Germans refused to grant one until the essential features of the treaty of peace had been agreed upon, on January 28. These included the cessation of hostilities, the cession of territory and payment of indemnity, and the same document contained the armistice, which continued in effect until it was automatically superseded by the treaty of Frankfurt, on May 10, 1871.

Similar proceedings marked the termination of all the wars of the nineteenth century, too: Plenipotentiaries of the sovereign or treaty-making powers agreed upon the fundamental terms of peace, and only after they had done so, the army commanders arranged the suspension of hostilities by means of an armistice. A moment's consideration will show that no other course is feasible or possible now. The allied rulers cannot, if they would, shirk their responsibility and throw it upon Marshal Foch. They must decide the issues for which men have been giving their lives for more than four years, and until these are decided the fighting must go on. No armistice that Foch could make, save the laying down of arms, could fail to be of enormous benefit to our enemies and corresponding detriment to ourselves and our allies. For during the armistice Germany would replenish its stores of ammunition. No guarantee that Germany could give, not even the occupation of its Rhine fortresses, would compensate for the restoration of equality in the matter of ammunition and projectiles.

In each of its successive replies it strives to create the impression that it has done with the terms laid down by its enemies, and it asks that plenipotentiaries be appointed to arrange the details and that an armistice be entered into pending the conclusion of their labors. But the situation now is not what it was in the wars terminating in 1871, 1878 and 1898. There has been no agreement as to the fundamentals of peace. That must be made by the chiefs of the state. It is beyond the power of the army commander and the responsibility cannot be thrust upon him. His business is to win the victory and he is in process of accomplishing it, but until he has finally achieved this any armistice, no matter how guaranteed, will weaken his position rather than strengthen it. The natural sequence is first a victory, second an agreement as to the fundamentals of peace, third an armistice and fourth and last a definitive treaty. Any disarrangement of this time-honored process will only defeat its purpose and result in a greater loss of life.

People and Events. Interned Germans at Fort Oglethorpe asked to be allowed to buy Liberty Bonds. Playing safe at last. His majesty, "King Fla.," appears wholly indifferent to the issues at stake in the world battle, striking democracy even harder knocks than those dealt the autocrats. A rare bipartisanism in this measly monarch. Party lines he knows not. He is equally deficient in mercy. Were it not for the deadness of his grin his success in reducing the clatter of his gun would be a whisper would command general applause. Missourians are due to show the country once more whether the "wets" or "drys" hold the master hand. The coming election will be the fourth trial of the dries to put over an amendment shutting the fountains of beer and booze. The dries gained ground on each previous trial, coming mighty close to victory the last time. St. Louis alone saved the wets from unconditional surrender. War conditions prevented the dries, as brewers are all but stripped of power and fighting "pep."

Two more salients in mere man's last defenses are ruthlessly pinched off. Judge Fleming of Kansas City ruled that "a wife has a right to a share of her husband's earnings, whether he gives it to her willingly or she has to remove it from his pockets by stealth in the night time. In this case the husband, who was pulled over for adulterous cohabitation, was fined \$500. About the same time Nebraska's attorney general opined there was nothing in the laws of God or man which prevents women from wearing men's clothes when engaged in war work." Fellow men, what's the use of fighting further? Unconditional surrender is the order of the day.

The Bee's Letter Box

Lobeck's Record of Somolence. Omaha, Oct. 28.—To the Editor of The Bee: I proposed to investigate Charles Otto Lobeck's campaign acknowledgment that "He's all right," and, in accordance, spent some time in the rather tedious task of reading the Congressional Record. Having scrutinized carefully the congressional activities just prior to and at the time of the declaration of war, I would term Mr. Lobeck the most peaceful and composed congressman that ever took up desk room in the capitol. If Charles Otto had anything to say on those stormy times it must have been in a whisper, or else the clerk failed to hear him. Mr. Lobeck was explained by the World-Herald, which says that Lobeck worked hand in glove with Senator Hitchcock. This removes all doubt as to the record of which I am so seriously hampered by administration as to many other democrats have done. But do the voters of this district want such representation? Supporters of the present show meanly, but the mere casting of a ballot. Mr. Wilson relies on the members of the senate and house to give their active support to the war measures and to ask the president to resign. Lobeck has plainly failed to do this. Further than this, lack of competent and efficient representation has deprived Omaha and vicinity of much that was justly entitled. Included in these may be mentioned the failure to locate a cantonment here, where mothers of Omaha and vicinity might have been housed without unnecessary trouble. Des Moines, with one main line railroad, secured Camp Dodge. Omaha, with seven main line railroads, was overlooked.

Let us elect a representative who will be a credit to our growing city and who will protect its interests in Washington, besides lending every aid to the successful prosecution of the war. J. B. S. President Made Mistake. Omaha, Oct. 29.—To the Editor of The Bee: In view of President Wilson's suggestions that the war can only be successfully carried on by democrats, it might be pertinent to inquire whether the formation of such a party is not being neglected. Great Britain and France has seriously affected the conduct of the war by these nations. There are some of us who have a lurking notion that the best part in the contest would be more successfully waged by democrats and republicans than by democrats without republicans.

There is also a feeling among some of us that there is a merit in the president's desire for a congress of his own party members the suggestion would have come with better grace from others than the president. In spite of the eloquence of the president's appeal his projection of his own personality into the political controversy will do much to weaken his power and to destroy the prestige of America in the peace negotiations. He has taken the surest possible way to arouse an unfortunate political discussion, as he has evidently overlooked the fact that this is America and not Germany. The democratic brand will not make a weak American congressman into a full-blooded Yankee fighter against Hun autocracy, even though it is not applied by the president himself. H. M. JAMES.

What About Those Rifles? Omaha, Oct. 28.—To the Editor of The Bee: I have been curious to know whether the matter of John H. Morehead and those government rifles has ever been satisfactorily explained. As I recall it, the rifles belonged to the national government and were loaned in some instances to German societies in this state. Didn't Governor Neville say that the rifles had been loaned to high schools in America? I have been watching for the names of the high schools. We voters want to keep our history on straight, and I am here to remark that before Governor Neville's notes to send him to the United States senate, and Neville seeks re-election, they should explain just what happened to those rifles. DOX BOX NO. 2.

Hotel Dyckman Minneapolis FIREPROOF Opened 1910 Location Most Central. 300 Rooms, 300 Private Baths. Rates \$1.75 to \$3.50 Per Day. H. J. TREMAIN, Pres. and Manager.

A Stubborn Cough Loosens Right Up. This home-made remedy is a wonder for colds, coughs, croup, whooping cough, bronchitis, asthma or winter cough. For sale everywhere. Loosens Right Up.

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Round About the State

Pictures of candidates are in full flower in the press prints. An air of expectancy envelops the collection and ears are attuned for advance whispers of the coming call. This pity half the number of country voters are doomed to hear the banished. Up in O'Neill, where boyhood memories linger, the Frontier rechristens a former resident as "Herr von Mullenberger." Editor Cronin is a fearless person. Being a republican and a candidate for state senator, he escapes a life sentence for lese majeste. A jovial admirer of the Gothenburg Independent sent the chief scribe a package of genuine Ohio chestnuts. The effect is quite noticeable in a diminished output of home-grown stock, besides giving a touch of delicate humor to the saying, "He has a gift." Editor Stone of the Hartington Herald explains that he is taking an involuntary vacation with the disesteemed "flu" and cannot make his paper as lively as a closing campaign demands. The "flu" will get the knicks intended for political enemies. That means "goodnight" for the "flu." Harvard Courier feels peeved because "no one but a democrat, or one who reads a democratic paper, has any chance to know about the amendment to the Nebraska constitution that is to be voted on this fall." Tut, tut, Buck! Supporters of the machine need the light and the money, too. A grand and glorious feeling vibrates through the Beatrice Express. Gage county has completed a new jail, and made necessary repairs and improvements in the court house and county farm. Notwithstanding these expenses, the county will be out of debt November 1. Congratulations! The rarity of the feeling is worthy of a celebration. Hustlers for public jobs were not wholly denied the chance to tell the dear people how they would save the country. War's grip closed innumerable ears to the siren song of politics and asked "What's in it for me?" In this crisis of the game hope reared a rainbow, resting its base on farm auction sales. Thither the hustlers hastened and got in their deadly work.

JUST IN FUN "Well, well," he exclaimed, as he tackled the meat pie, "where did you get this?" "I made it out of Mrs. Cauty Flowers' hair." J. B. S.

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What's the matter with Youbell? She isn't talking so much about her lieutenant as she used to. "I suppose" Boston Globe. "Well, it isn't so pleasant to be outwitted by your kid sister," Louisville Courier-Journal. "You're under arrest!" exclaimed the officer with chin whiskers as he stopped the automobile. "What for?" asked Mr. Chugina. "You haven't made up your mind yet. I'll just look over your lights, and your license, and your numbers, and your... now I can get you for something."—Washington Star. The man who had ordered spring lamb in the greasy spoon restaurant issued the lathery stuff on his plate for a while and then took off his handkerchief and began to weep. "What's the matter, sir?" asked the waiter. "I am beginning to realize how tough it is to be a young man," sniffled the man.—Cincinnati Enquirer.

WHY RUN-DOWN PALE EXHAUSTED WOMEN SHOULD TAKE IRON. There can be no beautiful, healthy, ruddy-complexioned, steady nerves without iron. When the iron goes from the blood of women, the complexion fades, the cheeks lose their charm and attractiveness, the eyes lose their luster, the stomach is easily assimilated, it does not blacken nor interfere with the stomach. It will increase the strength and endurance of weak, nervous, irritable, careworn, haggard women in two weeks' time in many cases. I have used my own practice with most surprising results. Ferdinand King, M.D., well known to the physicians and the public. (Satisfaction guaranteed or money refunded—On sale at all drug stores.) NUXATED IRON.

DRUGGISTS!! PLEASE NOTE VICK'S VAPORUB OVERSOLD DUE TO PRESENT EPIDEMIC

Tremendous Demand Last Few Days Has Wiped Out Excess Stocks That We Had Estimated Would Last Until Next January. Last Week's Orders Called for One and Three Quarter Million Jars—Today's Orders Alone Amount to 932,459 Jars. Big Shipments Are En Route to Jobbers. Until These Arrive There May Be a Temporary Shortage. All Deals Postponed—Buy in Small Lots Only. Retailers Can Get Immediate Shipments Direct By Parcel Post.

This advertisement is written on Monday, October 21st. It is directed to the attention of all distributors of Vick's Vaporub, both wholesale and retail. In an emergency such as the present epidemic—our duty and your duty—is to distribute Vaporub in the quickest possible manner to those sections stricken by influenza. We, therefore, call your careful attention to the following: DANGER OF SHORTAGE IF SUPPLY IS NOT CONSERVED. On October 1st we had on hand, at our factory and twenty warehouses scattered over the country, sufficient Vaporub to last us, we thought, until January 1st, allowing for a 50% increase over last year's sales, and not counting our daily output. This big excess stock had been accumulated during the summer months. Then this epidemic of Spanish influenza hit us—and in the last 10 days this stock has vanished. At first we thought this tremendous demand would last only a few days, but the orders have run: Wed., Oct. 16... 18,504 Doz. Thur., Oct. 17... 25,233 Doz. Fri., Oct. 18... 39,256 Doz. Sat., Oct. 19... 45,833 Doz. Mon., Oct. 21... 77,705 Doz. Up to Saturday, October 19th, we have actually shipped for this month \$400,284.10, or over two million jars of Vaporub.

THE PROBLEM NOW IS TO DISTRIBUTE VAPORUB QUICKLY. Most of this tremendous quantity is still en route to the jobbers, but freight and express are both congested nowadays, and it may be some time before this supply reaches the jobbers. In the meantime, therefore, it is necessary that we distribute, as widely as possible, the stock that we are manufacturing daily, together with that now on the jobbers' and retailers' shelves, in order that it may get to the influenza districts quickly. Our normal output is about 4,000 dozen per day. We are putting on a night shift, but it will be a little while before that is producing. WHAT WE ASK THE WHOLE-SALE DRUGGIST TO DO. Last Saturday we notified all of our jobbers, by Special Delivery, as follows: 1st—Deals and quantity shipments of all kinds are cancelled. All no quantity orders of any kind are hereby taken by our salesman or by your own. Sell in small lots only.

WHAT WE ASK THE RETAIL DRUGGIST TO DO. Buy in as small quantities as possible. If you have any quantity orders, given the jobbers' salesman or given to our salesman, don't bother about them—no need to write us—it is absolutely impossible to fill these orders at this time. If the jobbers in your territory are out of Vick's Vaporub, we will ship you by Parcel Post, prepaid, quantities not more than three (3) dozen 30c size in any one order. Naturally, we don't open accounts at this time, so your check or money order for this amount must accompany order. Don't write us stating to ship through your jobber, as we then have to wait until we write the jobber and get his O. K. If you wish the goods to come through your jobber, have him order them for you. SNOWED UNDER WITH CORRESPONDENCE. Our force has already been "shot to pieces"—twenty-four of our men are wearing Uncle Sam's khaki—and this recent rush has simply buried us. All our sales force has been called to the front lines of the factory. We just mention this so you won't hold it against us if your wires and letters aren't answered promptly. SPECIAL BOOKLETS ON INFLUENZA. We will send, on request, to any retail druggist, 100 or more little booklets, just issued, on Spanish influenza, giving the latest information about this disease—its history—the symptoms—the treatment—and particularly the use of Vick's Vaporub as an external application to supplement the physician's treatment. NEW WAYS TO USE VAPORUB. In addition to the usual method of using Vaporub—that is, applied over the throat and chest and covered with hot flannel cloths—our customers are writing us daily telling us of the success in using Vaporub in other ways, particularly as a preventive. They melt a little in a spoon and inhale the vapors arising, or melt in a benzoin steam kettle. Where the steam kettle is not available, Vaporub can be used in an ordinary tea-kettle. Fill the tea-kettle half full of boiling water, put in half a teaspoon of Vaporub from time to time—keep the kettle just slowly boiling and inhale the steam arising. According to a Bulletin just issued by the Public Health Service, Dr. Stone, in this service, recommends that the nose be kept greased as a preventive measure against the influenza germs. For this purpose Vaporub is excellent.

THE VICK CHEMICAL COMPANY, Greensboro, N. C. October 22, 1918.