AZIONI DI ARTIGLIERIA AL FRONTE ITALIANO

Sistemi Difensivi Nemici Danneggiati dal Fuoco Delle Batterie Italiane

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By order of the President,
A. S. BURLESON,
Postmaster General.

Roma, 9 ottobre

Da un comunicato del Ministero della Guerra, pubblicato nel pomeriggio di ieri, si rileva che il fuoco delle batterie italiane ha fortemente danneggiato i sistemi difensivi del nemico nelle regioni delle Giudicarie e del Grappa.

Gli aviatori italiani hanno con successo bombardato centri vitali del nemico nel Trentino e nelle pianure Venete.

In Albania, durante la giornata di domenica, le truppe italiane, abbattendo la resistenza dei riparti nemici di copertura hanno raggiunto lo Skumbi, nelle vicinanze di Ponte di Nova e la regione di Murikiani.

Un dispaccio da Londra annunzia che le donne montenegrine hanno ripreso le armie e danno battaglia alle truppe austriache ne Montenegro. Intanto i serbi hanno raggiunto le porte di Nish. Violenti combattimenti si sono verificati tra le truppe serbe e quelle austriache nel Passo Godilice e duemila prigionieri austriaci e tedeschi sono stati catturati.

Thomas N. Page, l'Ambasciatore Americano in Roma, richiesto della sua personale opinione circa le proposte di pace della Germania, ha detto che tali proposte non rappresentano altro che una manovra del nemico per camuffare una pace offensiva.

Samuel Gompers, presidente della Federazione Americana del Lavoro, che trovasi in Italia a capo di una commissione di lavoratori americani, ha fortemente denunciato che il movimento di pace delle Potenze Centrali non e' altro che una nuova manovra tedesca mirante ad indebolire l'unita' delle nazioni democratiche e a diminuire il loro spirito combattivo. Egli ha detto: "Il sistema militare degli austro-tedeschi e dei turchi deve essere abbattuto. La sicurezza del popolo richiede che le Potenze Centrali debbano capitolare e che la loro militare minaccia sia spezata."

La richiesta della Germania per un armistizio ha prodotto una tremenda sensazione in Vaticano, immediatamente dopo che giusero i dettagli della proposta, il Cardinale Gasparri, segretario di Stato del Vaticano, conferi' lungamente con il Papa. Dopo di cio' il Cardinale ebbe una lunga conferenza col Ministro del Belgio.

In attesa di eventi internazionali il Parlamento non riprendera' le sue sedute prima del giorno 16 ottobre.

A Milano e' morto, in seguito a ferite riportate da una caduta da un aeroplane, il ben noto ciclista Armete Poletti.

Washington, Dc., 9 ottobre.

Il Presidente Wilson, nel pomeriggio di ieri, ha risposto al colossale "bluff" di pace del Principe Massimiliano, cancelliere imperiale germanico, rifiutando la richiesta per un armistizio.

Tale risposta e' stata comunicata dal Segretario Lansing all'incaricato degli Affari Svizzeri, perche' la trasmetta al cancelliere tedesco. Ecco il testo della nota:

"Signore: Ho l'onore di accusarvi ricevimento, a nome del Presidente, della vostra nota del 6 ottobre contenente una comunicazione del Governo Germanico al Presidente, e sono stato instruito da questi di richiedervi di fare la seguente comunicazione al cancelliere imperiale germanico:

"Prima di fare una replica alla richiesta del Governo Imperiale Tedesco, ed allo scopo che detta replica possa essere candida ed equa come lo richiedono gl'interessi del momento di essa implicati, il Presidente degli Stati Uniti reputa necessario di assicurare se stesso dell'esatto significato della nota del cancelliere imperiale. Puo' il Cancelliere imperiale far conto che il Governo Imperiale Tedesco accetti i termini espressi dal Presidente nel suo discorso al Congresso degli Stati Uniti, dell'otto gennaio ultimo, ed in quelli susseguenti e che il soggetto di egli entrando in discussione possa accordarsi sopra la pratica applicazione? Il Presidente sente l'obbligo di dire in riguardo al suggerito armistizio che egli non puo' prendersi la liberta' di proporre la cessazione delle ostilita' ai governi con i quali il Governo degli Stati Uniti e' alleato contro le Potenze Centrali, fino a che le armate di queste potenze si trovino sul loro suolo. La buona fede delle discussioni puo' dipendere sopra il consenso delle Potenze Centrali di ritirare immediatamente le loro forze da qualsiasi territorio invaso.

"Il Presidente sente anche che la sua domanda e' giustificata se il cancelliere parla unicamente per le autorita' costituite di un impero che ha condotto la guerra sino a questo punto. Egli reputa necessario la risposta a queste questioni.

"Accettate, signore, la rinnovata assicurazione della mia alta considerazione. firmato: Robert Lansing."

Marine Generals in France

Washington, Oct. 9. — Arrival in France of Major General Barnett, commandant of the United States marine corps, and Brigadier General McCawley, quartermaster general of the corps is announced today by Secretary Daniels.

SHIP NEWS

HOG ISLAND'S HOTEL AS GOOD AS THE BEST

$10.50 Weekly Rate Doesn't Indicate "Class" of Accommodations Given Men

Persons who go back to the new Emergency Fleet Hotel, opposite the athletic ground at Hog Island, next spring probably will not know the place. By that time the grounds around it will be a beautiful park, if nothing unforeseen happens.

A gang of men is now seeding the ground for a fine stand of grass to cover about five acres. Of course, the trees won't be very tall the first summer, but they'll grow down there all right in time. Then there are to be plenty of benches like those in the city squares, and fountains, etc.

The new hotel was opened to the public only a week ago, and Hog Islanders are making good use of it. Situated right by the athletic ground, it promises to be a great convenience at all times and especially on field occasions.

The hotel has accomodations for 2175 men, and is one of the most up-to-date hotels of its kind in the world.

It is divided into four units, each consisting of four buildings, containing 544 bedrooms, a dining room, kitchen, two recreation rooms and shower baths. The hotel has its own heating plan and every room has steam heat and screened windows. All rooms are outside and give plenty of air and sunshine.

Recreation Rooms

Each of the four units will have two recreation rooms each with accommodations for thirty-two patrons. The recreation rooms are furnished with heavy mission rockers, writing tables, electric lamps and reading tables. The best of reading matter, including the most popular scientific and mechanical magazines and stationery, will be furnished patrons free of charge.

There is a general store on the grounds, also a barber shop, tailor shop and bootblack stand. The general office of the hotel will conduct a personal business service for the patrons, including the handling of mail, telephone calls, etc.

The dining rooms and kitchens of the hotels are models of cleanliness and can readily be classed with those of the best hotels in Philadelphia.

The $10.50-a week menu (that includes room) will make your mouth water all right.

Athletic Association Plans

The Hog Island Athletic Association is planning to take care of the needs of the patrons of the hotel. The new gymnasium at the athletic park, which will be completed in a few days, will be open every afternoon and evening, and special events, such as boxing contests, dances, basketball, indoor baseball and moving pictures will be run every night. That is, after the "flu" departs.

As a precaution and safeguard for the employes living in the hotel, it will be necessary for all patrons to produce a physician's certificate that they are free of all communicable and contagious diseases. A physician will be stationed at the hotel to examine new patrons and to take care of the guests.

The hotel will be in charge of P. N. Hartzell, superintendent of the commissary department of the A. I. S. C. Mr. Hartzell has appointed Edward Flynn manager; Oscar Netherton, late of the LaSalle and Blackstone Hotels, of Chicago, is in charge of the kitchens and dining rooms, and Mrs. E. K. Care, who has wide experience as housekeeper in various hotels, will have charge of that department.

EPIDEMIC HIT SHIPYARDS

Cut Production Last Month by More Than 31,000 Tons

Influenza among shipworkers has cut the production of ships during the month of September by more than 31,000 tons, according to estimates made by Charles Piez, vice president and general manager of the Emergency Fleet Corporation, in commenting on production statistics.

"We turned out 369,330 deadweight tons of shipping during the month," Mr. Piez said. "This is the greatest month's total that has yet been attained, breaking the record set in August by 30,017 tons, and going far more than the British September figures of 231,635 tons. But if there had been no epidemic of influenza we should have been able to turn out three or four new ships and to gain a total of well over 400,000 tons deadweight.

"The new tonnage during September represents seventy-five vessels, one of which was built in Japan. Of the total, twenty-three ships, totalling 149,240 tons, were requisitioned steel ships, and twenty-two were contract steel ships, of 110,730 tons. A total of twenty-nine wooden ships was completed, totaling 102,665 tons. One ship was a steel vessel of 6695 tons, built in Japan."

CRAMP CLUB AIDS SOLDIERS

Machine Shop Men Help Now and Will Help Later

There is an organization in the Cramp machine shop that is not only helping our boys over there right now, but is planning something for their future. It is known as the I. P. Morris Progressive Association and has 120 members, all employes.

These men each give twenty-five cents a week to a fund, part of which is used to buy smokes and candies for our soldiers and sailors. One-half the total thus collected is thus spent. The other half goes into a sinking fund, which is not to be touched in any circumstances until the war is over and the boys come home. Then there is to be a big feast somewhere in Philadelphia and each member of the society will be privileged to take one of our boys along. After being filled with the fat of the land the guests from the service will each be presented with a gold medal suitably inscribed.

What this society is now doing to make the boys at the front as happy and comfortable as possible is a labor of love which keeps many hands busy most of their leisure time. First, nine employes look after collecting the money. They are Charlie Compton, Tom Hamilton, Alexander Fraser, Joe Younghloud, Eddie Campbell, John Paxton and Louis Young. Then they have to buy enough stuff to fill seventy boxes each week, each box about 8 by 14 inches. The contents of each costs around $2.50. These boxes have gone through to the boys all right thus far, and their arrival is a great event in the trench life. William Heineman is president of the association; Tom Hamilton, secretary, and Joseph G. Murphy, treasurer.

THE LIBERTY SING, a regular Tuesday and Friday feature in the Cramp machine shop, has been postponed until after the "flu" goes to stay. Big things are being planned by those singers for the near future. The Liberty-sing idea is to be spread by them among the various trade bodies in the northeast section. A committee is now working out the details, which will be announced before long.

TO AVOID a large gathering, the Hog Island Athletic Association postponed its first dance, planned for this evening to take place at the new clubhouse at Ninety-fourth street and Unicum avenue. Only a matter of a little time. The affair will not be dropped.

GEORGE GERMAN, a riveter at the Cramp yard, had to have a little time the other day to part with $2000 in good money in order to get a deed to that new home of his. Now he's a bit uneasy over a wet knee.

PIE USED TO BE a favorite with the quarterment at the Cramp yard, but no more. It seems that a few tainted varieties got into the yard yesterday and as soon as the foremen tasted them they tossed them around with some speed, according to Blackie, Wanner and Libey.

ALBERT HENEY, a former riveter at the Cramp yard, now is leader of the stage builders there. He gave his draft board riveting as his occupation and his buddies are trying him to correct it, but Heney stuck to it that he's still a riveter.

GEORGE WASHINGTON SIMMONS, fitter-up boss at the Cramp yard, is doing a new dance for the boys which he says he learned in Panama.

BUSINESS CAREER OF PETER FLINT

A Story of Salesmanship by Harold Whitehead

(Copyright)

CCXIII

JUST got back from the dinner given to the agents of the Magnitude who got their 100 points of business in the "silk umbrella" contest.

I didn't stay till the end, for I'm mad. The agents, all except "C. C." and he's the only one, after all, who had any cause to kick, are down on me just because I stuck up for my rights as winner of the prize.

As I got up to leave Goldman came over to me and said, "What's troubling you, Flint?" I told him and he stroked his chin for a minute before saying, "You'll have to put up with it for a while, Flint. Crofton has been here for years and years. He's helped nearly all the fellows at some time or other. He's willing any time to go out of his way to do anybody a good turn—I'll bet he's helped you in some way or other, hasn't he?"

I remembered the leads "C. C." had given me from time to time that had led to business. I remembered how once he had gone with me to help close a case, so I could only say, rather sullily, I'm afraid, "Yes, I guess so."

"Well, all that makes Crofton mighty popular with the agents and when he won—for he actually did, you know, although you were not to blame because the phone was busy when you called—the fellows were tickled to pieces. Then you hollered like a stuck pig—and you are quite a scrapper, which don't make you overpopular with your fellow agents—and tried to grab the victory from 'C. C.' Don't you see how the fellows feel?"

"Now, you just go on with your work as though nothing had happened. Be friendly and cheerful and in a little while it will blow over."

"That got my goat," I snapped. "They can all go to hell for all I care—I guess I can get along without that bunch of cheap skates."

"You're hopeless, Flint. You'd better go home, I guess," he snapped.

So here I am! I was hoping to have a good evening and instead I've had a rotten time.

Of course, I waited till Mr. Oaks, of Pittsburgh, spoke. My, but that guy is a wonder! He knows insurance backward and frontward.

He said that "a man to be successful in any line of business must know the history of that business. If he knows that he gets a truer view of the reasons for doing things, and the clearer his view of his business the more intelligently he can do his work, and also the more enthusiastically, for one cannot know of the excitement and romance in his business history without being enthusiastic."

He then told us something of the ancient times of insurance. You know, I never looked on a mortality table as anything wonderful, but I guess it's a pretty slick piece of work, considering the job those old-timers had to start it.

He told us how a haberdasher named John Grant made a crude attempt at it in 1661, but that it wasn't until Halley—the comet man—made a stab at it in 1693 that they got anything worth while.

I said, "What's finding comets got to do with mortality tables? I should think a mathematician would have been the best man for the job."

They all laughed, so I guess I made a break—must remember to ask Francis about it.

We had to laugh when he told how, about the time that Old Man Halley was doing his stunts, the British Government tried to borrow money on an annuity plan. Every one who bought, say one hundred pounds' worth of bonds, was given fourteen pounds a year as long as they lived, irrespective of their age.

The people were pretty wise guys, for they all made their kids annuitants, so the Government had to pay 14 per cent interest for so many years that they must have lost like fun on the deal.

Some one asked Mr. Oaks which was the first insurance company to be formed and he answered:

"The Equitable Society of London was founded in 1762, but the Government refused it a charter because they claimed that its success depended upon the truth of certain tables of life and death, and that was mere speculation.

"Isn't that rich?

"I never knew insurance was so interesting till I heard Mr. Oaks.

"Had a letter from Mr. Lee, the real estate man, today. He said he hoped I'd decided to join him, as he expected some heavy sales in Leeville Park and that one man made more than $200 last week.

"Francis seemed peeved because I won't turn Lee down. I promised to wait till he's put an inquiry through about him. Of course, if Lee isn't all right I don't want to go to him, but $200 a week! If one salesman can do it, I ought to be able to.

"Francis said, 'Yes, you might for one week and then go a couple of months without doing anything.'

"If I do, I get my twenty-five per, so I should worry."

"'You'd get it for about two weeks, and then if you didn't secure some business he would probably tell you he couldn't carry you any longer, but that you'd soon make good on straight commission.'"

Gee! It's hard to know what to do.

TODAY'S BUSINESS EPIGRAM

A knowledge of astronomy never helped any one to shoe horses.

What does this mean to **YOU?**

Business Questions Answered

As a salesman for a sewing machine company, I would like to ask you about getting up a circular letter referring to the advisability of having a sewing machine in the home.

This letter I would distribute among residents of high-class apartments, where sales men are not permitted to canvass.

I would also like to get up a similar letter to mail to couples getting married.

I will appreciate greatly your expert opinion on this method of reaching a class of people which are difficult to reach any other way.

If you would help me in this and send me anything you consider the best way to go about this I will be very grateful to you. S. M.

I think your idea is a good one, but the success of it is not so much in the idea as in its execution.

Why not write the kind of letter you would like to use and send it to me? I would be glad to comment on it and improve it, if possible.

Have you ever thought of securing your prospects by telephone? Suppose you were to get the telephone numbers of these people, call them up and say something like this:

"Mrs. Brown, as an attempt to do our share in helping the movement for economy which is so necessary at this time, we are offering to give free instructions in machine sewing.

"May I call upon you and tell you about the ——— sewing machine; how you can get one in your home by a special deferred payment plan and also secure free instructions in getting the very best results from it?"

Better still—why not combine the two. Send a good sales letter in which you say you will telephone them later. Then you can ask if they received your letter and ask when you may call on them personally.

I have been a daily reader of your "Business Career of Peter Flint" and greatly admire your writings.

I am twenty-nine years old, married, a good, steady worker, with a fair education and a desire to make something of myself.

I am in the employ of one of our large express companies as a messenger on the road, with a salary of $90 a month. I like the work first rate.

Would like to take up traffic management in order to better myself at my present work or in a new field, if need be. I have a fair knowledge of accounting and know somewhat of railroading. Also quite a bit of the handling of goods in transit, and do not fear that I would not be able to make good.

I would like to have you give me your advice on the matter, also some good books to read on the subject, and a school where I could study. C. H. B.

As you are a traveling man, you would probably have to take a correspondence course. Under separate cover I am sending you the names of several schools which I believe have good courses in traffic management.

I don't know of any books on this subject, but if you were to inquire at the public library, they would be able to tell you if there are any such works.

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