AMERICAN AGENT NOW A FAMILIAR FIGURE ABROAD

All Sorts of Traveling Men Busy Reaching or Trying to Reach Belligerent Government's Buying Officials.

(Associated Press Correspondence.)

Paris, Oct. 2.—The American agent, drawn by the lure of war contracts and the exceptional demand for American goods in all lines, is becoming one of the most familiar figures of London, Paris and the other war capitals of Europe. He is taking the place of the American pleasure tourist, who has almost disappeared from the scene, and the channel boats, the great hotels and the boulevards now have a goodly quota of Americans telling their stories and relating their latest experiences in dealing with officials over war supplies. They are of the audacious and adventurous type and prepared on short notice to talk in round millions on a contract for horses, guns, munitions, or supplies of any kind.

Two of the new type of war contractors chanced to meet at the Grand hotel the other day, and after the usual greetings and inquiries about home, one of them asked the other:

"What is your line?"

"Canned goods."

"Doing any business?"

"Fine; just closed a big contract with the military people for a war ration."

"What kind of a war ration?"

Irish Stew "War Ration."

"Well, we call it an Irish stew in America, but over here, since the war began, I am calling it a war ration, and it has caught on fine. We take a certain portion of meat—good first-class meat and no poor stuff—and add a portion of rice, a portion of onions, a portion of carrots, with seasoning, that you see make a fine Irish stew, but as I say over here we call it a war ration."

"And what do you think?" he went on. "We put up that stew in one-pound tin cans, and after they eat the Irish stew they're going to use the tin cans for hand grenades. Now that is a fact, and that's where our goods appealed to these military people the most—the double use they could get out of them—first as a war ration and then as a hand grenade, and that's what closed the contract."

This was told in all seriousness and was not a story of "the road," so that there is every reason to expect that Irish stew made in America will be nourishing allied troops and afterward serving them as a receptacle for explosives to offset liquid fire, asphyxiating gas and other deadly contrivances.

Metal Link Gloves.

The group of American traveling men had considerably enlarged while this talk was going on, and one of the newcomers remarked:

"I've got something that beats your Irish stew, but those people at the London war office wouldn't adopt it."

He drew from his pocket a wad of pliable metal that gradually unfolded itself into the form of a perfect glove. It was made of minute links of steel, much as a ladies' link purse is made, so that the linked-steel glove fitted to the hand and was flexible to all its movements.

"Have you noticed," he explained, "that the wounded Indian troops in the streets of London invariably have their right hand in a sling. That is because the Indian fighter, when he rushes a German trench, grabs the German bayonets as they're thrust at him, and when the bayonet is jerked back it cuts an ugly double-edged wound in the Indian's hand. That's why half the Indian troops are in hospitals with wounded hands.

"Now it was to meet just such a condition and keep the Indian on the firing line that we got up this steel-linked glove. With that on his hand an Indian can jump in a trench and grab a bayonet, with no danger of a wounded hand. But somehow those war office people wouldn't see it; they are standing in their own light, for every one of those gloves would have kept an Indian soldier at the front."

It appears to be the consensus of opinion among the commercial men that it is very hard to do business with the average European official. First the bureau systems make an endless amount of circumlocution and red tape, and it is difficult to find out who is the official who has the real decision. And after that the travelers say that hide-bound conservatism stands in the way of the adoption of anything outside of old, well-understood models, many of which are out of date. They tell many strange experiences in their efforts to reach the right people.

Many Forms of Graft.

"I was told," said one of the travelers, "that an introduction from prominent people was necessary to get you any attention. One firm advertised in London that they could furnish the right kind of introductions. I looked them up and found they were house agents. Then I heard that the duke of —— could give the sort of letter required. So I managed to see him, and told him that in America we were able to tell a customer when we saw one, and I was so anxious to see what a British customer looked like that I would be willing to spend a thousand dollars to have one introduced to me. The duke said he would be glad to introduce the very man who had the final signing of contracts for my line of goods, and he would bring him to me in two days. I waited anxiously the second day, but he did not come, and I have been waiting ever since. But the duke can do it if he wants to, there is no doubt."

Contracts Sublet Often.

Another representative of an extensive American industry related the following experience:

"An artillery harness for six horses is being furnished to one of the belligerent governments for $356. The contract was first let as a whole to an American agent at that net price. But as the agent was not in the harness business—this being only one of many war contracts—he sublet it to another contractor who made a specialty in horses but not in harness, so that he in turn sublet the contract to us. Now I was able to go to these government people and say to them that I would furnish this six-horse artillery harness at $318 instead of $356, and also would give them our first grade of harness instead of the third grade they are getting. Why it was just like offering a man gold sovereigns. But do you know they would not listen to me. No, they were perfectly satisfied to pay $356 and it did not appeal to them in the least to hear they could get something better for $318. That's what they call conservatism. Can you beat it?"

Proposed Aerial Crusade.

One of the most remarkable propositions put before the allied governments was for an aerial cruiser, supported by seven gigantic airplanes, with a crew of seven men carrying 250 fifty-pound dynamite bombs, guaranteed to fly from the French frontier to Berlin and back or no sale. This was worked out with the utmost detail, with blue-prints showing a hull something like the rim lines of a large steam yacht, and small quick fire guns mounted on the bow and stern. Above this hull were the huge airplanes, in two alternate series, one above the other, so as to catch the "air billows." The specifications were equally detailed, including several highpower engines. The arrangement of the planes and the construction as a whole had the approval of an influential aeronautic society in America. But the British and French air experts were skeptical, some of them declaring that what was presented on paper could not be carried out in actual flight, notwithstanding the offer made to build the craft and send it on a trial voyage before making a contract. It was thought that recent Zeppelin raids might inspire officials to take up this novel air project as an offset, but so far they have not lent a sympathetic ear.

A French literary man fell in with one of the new order of American commercial men the other night, and asked him if he had seen the sights of Paris.

"Yes," he said, "but I find that the police have closed most of the sights."

"Oh, no," said his literary friend, "the real sights of Paris, the monuments, are always open—the Panmonuments, are always open—the Panthcons, Notre Dame, the Invalides, the Madeleine, and the Louvre."

"Ah, yes, I have seen the Louvre, thoroughly."

"Thoroughly?" said the French homme des lettres in surprise, recalling the labyrinth in vastness of the Louvre collection, "and how long did it take you?"

"Fully an hour," was the reply, which has left the Frenchman puzzled ever since.

Don't Merely "Stop" a Cough

Stop the Thing that Causes It and the Cough will Stop Itself

A cough is really one of our best friends. It warns us that there is inflammation or obstruction in a dangerous place. Therefore, when you get a bad cough don't proceed to dose yourself with a lot of drugs that merely "stop" the cough temporarily by deadening the throat nerves. Treat the cause—heal the inflamed membranes. Here is a home-made remedy that gets right at the cause and will make an obstinate cough vanish more quickly than you ever thought possible.

Put 2½ ounces of Pinex (50 cents worth) in a pint bottle and fill the bottle with plain granulated sugar syrup. This gives you a full pint of the most pleasant and effective cough remedy you ever used, at a cost of only 54 cents. No bother to prepare. Full directions with Pinex.

It heals the inflamed membranes so gently and promptly that you wonder how it does it. Also loosens a dry, hoarse or tight cough and stops the formation of phlegm in the throat and bronchial tubes, thus ending the persistent loose cough.

Pinex is a highly concentrated compound of Norway pine extract, rich in guaiacol, and is famous the world over for its healing effect on the membranes.

To avoid disappointment, ask your druggist for "2½ ounces of Pinex," and don't accept anything else. A guarantee of absolute satisfaction, or money promptly refunded, goes with this preparation. The Pinex Co., Ft. Wayne, Ind.

RUSSIANS PRESS TEUTONS HARD ON SOUTHERN FRONT

(By Morning Journal Special Leased Wire)

Petrograd, Oct. 20 (via London, Oct. 21, 12:56 a. m.)—The war office today issued the following communication:

"Fighting continues in the region of Mitau and the environs of Olai and also at many points in the forest east of Roed.

"Our aeroplanes yesterday raided the station of Friedrichtus, southwest of Mitau, and dropped several dozen bombs on the buildings and rolling stock.

"On the Dvinsk front the Germans delivered at attack in the region of the road from Dvinsk to Novo Alexandrovsk and toward the south of Lake Medum, but it was repulsed. North of Lake Boginskoye the enemy attacked the village of Ourmutzki. Our fire drove him back.

"On the left bank of the Styr our troops have continued their pursuit of the enemy, who is retiring in disorder and scattering through the forest. We captured yesterday after a fight the Mulezki farm, south of Mulezicki village and repulsed enemy attacks near the village of Sosiescitza on the Styt below Rafalowka, making a further haul of prisoners and machine guns.

"From a supplementary report it appears that the officers belonging to the first German grenadier company reported yesterday as taking prisoners, including one battalion commander and his adjutant and seven company commanders. The guns captured included a battery of four howitzers, completely intact with a large quantity of cartridges.

"On the Caucasus front the situation is stationary."

SERBIANS VIGOROUSLY RESIST TEUTON ADVANCE

(By Morning Journal Special Leased Wire)

London, Oct. 20 (6:27 p. m.)—At the Serbian legation it was stated that news received this evening showed the Serbians still were successfully resisting the invaders on both fronts and that despite tremendous attacks the advance of the Austro-Germans and the Bulgarians was very slight.

It was denied that the Bulgarians had occupied Vranja or that the railroad had been cut, although it was said to be a fact that the Bulgarians had occupied a point in the neighborhood dominating the railway.

ALLIED TROOPS ON PENINSULA IN UGLY POSITION

Correspondent of Associated Press Tells of Difficulties of English and French at Gallipoli.

(Associated Press Correspondence.)

Constantinople, Sept. 1.—The position of the allied troops on the Anafarta-Ari-Burnu front of the Gallipoli peninsula can hardly be described as a promising one. Such at least was the impression gained by the Associated Press correspondent during an eight-day stay in the war area in question.

The factors upon which this conclusion is based are a thorough inspection of the Turkish and allied trenches and artillery positions and the statements of Turkish officers and allied prisoners of war. What is perhaps of more importance is the result of four major military actions which occurred while the correspondent was on this front. They consisted of an attack by the allies on a Turkish position north of Kaiatchemen Dash on the afternoon of August 29; an assault on Turkish trenches in the same general locality on the same night, and two attacks on Anafarta on August 26 and 27. In each instance the allies were driven back with heavy losses. No permanent advantages were gained by them.

The losses of the Turks were by no means light in any of these operations, but the allies, acting on the offensive, suffered heavily. Their losses for the four actions are estimated at 11,000 to 13,000 dead and double that number of wounded.

The ground held by the allies was that part of the coast region which could be commanded by their naval artillery.

Thus far the allies have landed in the Anafarta region about 115,000 men, a large portion of which force already has been used up. It is safe to say that they are today opposed by 1355,000 Turks who are actually entrenched, with about 80,000 in reserve.

Every advantage of terrain is held by the Turks, whose trenches are located on higher ground than those of the allies.

With important positions lost, the allies today hold themselves in the Anafarta region solely by virtue of an immense artillery fire superiority. Without the support of some forty line ships, cruisers and torpedo boats they would be thrown into the sea.

There have been moments, however, when the Turkish troops in the Anafarta region have been hardpressed. An attack made by the allies on August 26 and 27 in the direction of Kirtch Tepe ended in a terrible slaughter of British troops, some 3,800 dead being counted on August 28.

LOWELL AND ELIOT AGAINST SCHOOL DRILL

(By Morning Journal Special Leased Wire)

Boston, Oct. 20.—A. Lawrence Lowell, president of the Harvard university, and Charles W. Eliot, its president emeritus, today took issue with those who would carry military preparedness into the grammar schools. Military drills in these schools, President Lowell said at a hearing before a legislative committee, were of no importance whatever in the development of soldiers, and the teaching of military history, he thought, while of some value in the high schools, would be useless among boys in the lower grades. He opposed any plan of drafting men into the militia.

The great need of the United States army at the present time, Dr. Lowell thought, was a sufficient number of officers.

Dr. Eliot said that his objection to military drill in the public schools was based principally on the fact that it was a bad form of physical exercise. The army spirit, he asserted, was un-American; as insistence on implicit obedience meant subjection to another's will and that, he held, was not a good way to teach young Americans.

TIED HIMSELF TO TRACK; FOOT CUT OFF

(By Morning Journal Special Leased Wire)

Rochester, N. Y., Oct. 20.—Newton Hoffman, the youth who was found wired to the Erie tracks at South Avon late Monday night and whose foot was cut off by a southbound electric car, admitted tonight that he had wired himself to the track by the head and feet and then tied his own hands behind him with a handkerchief.

"I do not know what I did this for," he said, in his statement. "I had no reason to do it. Nobody knocked me down."

Monday night Hoffman said that he had been sandbagged by two highwaymen and wired to the track by them.

Check Artist Beats It.

Santa Fe, Oct. 20.—T. H. Bennett, a check artist, who still had a few months to serve in the penitentiary, took French leave while at work in the gravel pit in the Santa Fe canyon. He was a trusty and sneaked away from the little group of workmen without being seen by a guard. He had pleaded guilty at Roswell to passing several bad checks.

ARRANGING FOR NEW DIRECTORY.

In order to give the public a better and bigger city directory, the Albuquerque Directory company has enlisted the services of an expert in this line of work, from New York City. W. L. Humphries comes here well recommended—he has had all kinds of experience in this kind of work both in the east and in the west, and his recent compilation of the special edition of the Santa Fe New Mexican just published is a credit. We know the yellow city directory will be a winner this year, and we trust that this home product will have the support of the business men and citizens of Albuquerque.

WILL OPEN FOR BUSINESS

Saturday Morning Oct. 23, at 9:00 o'Clock!

J. C. PENNEY COMPANY

Operating 83 Golden Rule Stores, will open their doors for business, Saturday Morning, at Nine o'Clock.

The opening of the new store, which is link No. 80 in the chain of Golden Rule Stores, operating in thirteen states, means much to the buying public of Albuquerque and vicinity.

It means a revelation of new methods in merchandising—it means the changing from a hurtful credit system to a helpful cash system, and best of all, it means the saving of thousands of dollars to the people of this city.

Our system of buying for cash and selling for cash, is going to meet with your approval, for by this method we are going to sell you Standard Merchandise for less money than you are accustomed to pay.

The operation of the Albuquerque store is not an experiment—its success is assured from the very start—for the methods to be used here are identical with those used in 85 other Golden Rule Stores now in operation throughout the west. Their success has been phenomenal. Ours is assured.

Our Big Four-page Circular

detailing all the information and prices concerning our opening day will be delivered to every home in Albuquerque Friday.

Many have been waiting for this occasion, the time is at hand, and we shall expect you to be in waiting at the opening hour.

This Foreword Concerning Our Opening Day:

Our faith in Albuquerque people is strong—our expectations are great—and yet the crowds may exceed our expectations. In that event, we urge you to be patient and wait until you can be served, for it's our aim to serve you as promptly and efficiently as possible.

REMEMBER THE OPENING HOUR
Saturday Morning at 9 o'Clock

J. C. Penney Co.
Incorporated
83 BUSY STORES

410-412 W. Central

In the New Building with the Yellow Front

HEAVY FIGHTING BY AUSTRIANS, VIENNA REPORTS

Italians Are Attacking Desperately at Many Points but Are Making Little Gains, According to Teutons.

(By Morning Journal Special Leased Wire)

Vienna, Oct. 20 (via London, Oct. 21, 3:27 a. m.)—The following communication has been issued by the war office:

"In the Kolki region fighting continued yesterday without change in the general situation.

"On the Putilowka, an infantry scouting party demolished a Russian armored train, the locomotive of which was hit by a shell some one hundred yards before our position.

"The party seized two machine guns and numerous Japanese fire-arms and much ammunition and war materials. Otherwise in the northeast there are no events to record.

"On the Isonzo front yesterday there was an uninterrupted cannonade against our positions. The violent gun fire against the Doberdo plateau increased during the afternoon.

"In the Krn region Italian infantry attacked the Tolmino bridgehead and subsequently Monte Sabotino and Monte San Michele and east of Vermigliano. They were everywhere repulsed, losing heavily.

"Big engagements also developed on the Tyrolean front near Tresnis and on the Vielgereuth plateau. Our troops repulsed two attacks in each section.

"In Judiciari where recently there has been increased activity of our advanced detachments, returned to the main line of resistance.

"Southeastern theater. The Austro-Hungarian troops advancing in the Mavra region are approaching Shabatz. We have dislodged the enemy from a strongly organized height position near Ripanj and southeast of Grocka.

"South of Semendria the German troops have forced a crossing of the lower Raiia and gained new ground southeast of Pozarevac in the direction of Petrovac.

"The Bulgarians have ejected the enemy from strong positions on Sultan Tepe, southwest of Ezri Palanka. Advancing against Kumanovo they captured 2,000 Serbians and twelve guns."

NO SUSPICION AS TO WHO KILLED COHEN

(By Morning Journal Special Leased Wire)

Charleston, S. C., Oct. 21.—Shortly after 1 a. m. today the coroner's jury inquiring into the death of Sidney J. Cohen, a newspaper reporter killed during a session here last Friday of the city democratic executive committee, returned a verdict that Cohen's death was caused by a 38-caliber pistol fired by a party or parties unknown to the jury. The case had been before the jury for nearly five hours.

VON KLUCK HAS BEEN 50 YEARS IN SERVICE

(By Morning Journal Special Leased Wire)

Berlin, Oct. 20 (by Wireless to Sayville)—General Alexander H. H. Von Kluck, the famous commander of the German first army in the drive through Belgium and France during the early months of the war, who was wounded by shrapnel fire on the front in France last spring, received a correspondent of the overseas News agency on the recent celebration of the fiftieth anniversary of the general's entrance into the German army service.

"As the correspondent was paying his respects," says the news agency, "hearty congratulations were coming in by messengers from all over the empire. Emperor William sent the general a portrait of the emperor.

"The general's health is restored and he is ready for a return to duty, although one wound in his shoulder is still open. He looks the picture of vigor and not a day over 50."

McADOO TREE PLANTED AT SAN FRANCISCO

(By Morning Journal Special Leased Wire)

San Francisco, Oct. 20.—United States treasury department day was celebrated today at the Panama-Pacific exposition with Secretary William G. McAdoo as guest of honor. A McAdoo tree was planted on government ground, the secretary shoveling the first spadeful of earth.

Speaking of the prosperity of the United States, Secretary McAdoo said that it was here and that it would continue.

"Financially, this country is stronger today than any other nation on the face of the earth," he said.

WOMAN KILLED WHEN TRAIN STRIKES AUTO

(By Morning Journal Special Leased Wire)

Trinidad, Colo., Oct. 20.—Mrs. William Caruthers, wife of a prominent southern Colorado ranchman was killed and two other persons slightly injured, when an automobile in which they were riding was demolished by a Santa Fe passenger train near here late today. Two infants thrown from the machine were unhurt.

Mrs. Caruthers formerly was a Denver newspaper woman.

The car is said to have become stalled on a crossing when struck.

CALL FOR BIDS.

Sealed bids will be received at the office of the county clerk of Bernalillo county, New Mexico, up to ten o'clock in the forenoon of Wednesday, the 10th day of November, 1915, for the extension of the diversion dam on the west bank of the Rio Grande, above the Barelas bridge, by driving 25 piles (12 piles 35 feet long and 12 piles 30 feet long) outward from the lower end of said dam, making an extension of the same 50 feet in length, in accordance with specifications furnished by Pat Ross, county surveyor. Said work to be done under the supervision and to the satisfaction of said county surveyor.

The successful bidder will be required to give bond satisfactory to the board of county commissioners, conditioned for the faithful performance of the contract.

The board reserves the right to reject any or all bids.

By order of the board of county commissioners. A. E. WALKER, Clerk.

NEW ORLEANS BANKERS FINANCING CARRANZA

(By Morning Journal Special Leased Wire)

New Orleans, La., Oct. 20.—New Orleans bankers announced tonight that, as a result of the recognition of the Carranza government, they closed contracts today to lend $16,000,000 in gold to the Mexican administration. It also was announced that arrangements had been made to handle the entire Mexican sisal crop through New Orleans; that the sisal operators of Yucatan and Campeche were to erect a million-dollar manufacturing plant here for the purpose of handling their raw product, and that Mexican capitalists were to establish a new transportation line operating six steamships between New Orleans and Mexican gulf ports.

SERBS MOVE CAPITAL FROM NISH TO MONASTIR

(By Morning Journal Special Leased Wire)

Berlin, Oct. 20 (via London, Oct. 21, 1:30 a. m.)—The wireless reports from Sofia says that the Bulgarians have entered Macedonian towns.

Reports from Nish received at Bucharest say that the diplomatic corps and part of the foreign office and national archives have been transferred to Monastir. The Serbian national bank and the government remain for the present at Nish.

POUND SALE

On Friday, the 22nd day of October, 1915, at 10 o'clock a. m. in front of the city hall on North Second street, I will sell one bay horse about 12 years old, will weigh about 800 lbs., right front foot and right hind foot white, white spot on forehead and name branded on both thighs.

THOMAS J. MILLAN, City Marshal.

THE WM. FARR COMPANY

Wholesale and Retail Dealers in FRESH AND SALT MEATS
Sausage a Specialty
For Cattle and Hogs the Biggest Market Prices Are Paid.

Gas in The Stomach Is Dangerous

A Warning of Acid Indigestion. Prompt Use of Magnesia Stops All Sourness and Pain.

Sufferers from indigestion or dyspepsia should remember that the presence of gas or wind in the stomach invariably indicates that the stomach is troubled by excessive acidity.

This acid causes the food to ferment and the fermenting food in turn gives rise to noxious gases which distend the stomach, hamper the normal functions of vital internal organs, cause acute headaches, interfere with the action of the heart, and charge the blood stream with deadly poisons, which in time must ruin the health. Physicians say that to quickly dispel a dangerous accumulation of wind in the stomach and to stop the food fermentation which creates the gas, the acid in the stomach must be neutralized and that for this purpose there is nothing quite so good as a teaspoonful of pure **bisurated** magnesia taken in a little water immediately after meals. This instantly neutralizes the acid, thus stopping fermentation and the formation of gas, and enables the inflamed, distended stomach to proceed with its work under natural conditions. Bisurated magnesia is obtainable in powder or tablet form from any druggist; but as there are many different forms of magnesia it is important that the **bisurated** which the physicians prescribe should be distinctly asked for.

For the Family Medicine Chest

Green Bay, Wis., Mrs. Wm. F. Bubolz says: "I always use Foley's Honey and Tar for our children as it quickly breaks up their colds with no bad after effects, and they like to take it."

In this season of coughs, colds and croup, every family medicine chest should be supplied with a good cough medicine that can be relied upon when needed.

Such a family cough syrup is Foley's Honey and Tar Compound. This standard medicine has been on the market for years and in many sections was found in every home in the days when doctors were not so handy and when money was scarcer.

Foley's Honey and Tar Compound is an excellent medicine for coughs, colds, raw or inflamed throat, hoarseness, tightness and soreness of the chest, croup and whooping cough. It is an absolutely safe remedy, containing only healing ingredients, and free from any harmful drugs.

Sold everywhere.

BALDRIDGE LUMBER COMPANY
PAROID ROOFING with 15-year guarantee

Winter onion sets, per lb., 15c. Large amounts for less. Planted now you have early onions in spring. E. W. ITE.

LUMBER Glass-Paint Cement-Plaster
Albuquerque Lumber Company
423 NORTH FIRST STREET