

How's Your Hearing?

Chicago, Ill. - A free offer of special interest to those who hear but do not understand words has been announced by Beltone. A non-operating model of the smallest Beltone aid ever made will be given absolutely free to anyone answering this advertisement.

Try it to see how it is worn in the privacy of your own home without cost or obligation of any kind. It's yours to keep, free. It weighs less than a third of an ounce, and it's all at ear level, in one unit. No wires lead from body to head.

These models are free, so we suggest you write for yours now. Again, we repeat, there is no cost, and certainly no obligation. Write to Dept. 4975, Beltone Electronics Corp., 4201 W. Victoria, Chicago, Ill. 60646.

Raise m

Armchair Races is one of the fastest ways to FUND RAISE. With Armchair Races wagers can be made on a full card of heart pounding races. Filmed in full color and sound at America's leading race tracks. Write to us for complete brochure and instructions.



TABLES!



Adirondack 276-N Park Ave. So.; N.Y.C. 10010

Shipping Points — PITTSBURGH • CHICAGO BOSTON • DALLAS • ATLANTA • LOS ANGELES





VOL. 50, NO. 11/ APRIL 1972

NATIONAL PUBLICATION OF THE BENEVOLENT AND PROTECTIVE ORDER OF ELKS OF THE UNITED STATES OF AMERICA. PUBLISHED UNDER THE DIRECTION OF THE GRAND LODGE BY THE NATIONAL MEMORIAL AND PUBLICATION COMMISSION.

THE ELKS NATIONAL MEMORIAL AND PUBLICATION COMMISSION WADE H. KEPNER/Chairman

R. LEONARD BUSH/Vice-Chairman RAYMOND C. DOBSON/Secretary EDWARD W. McCABE/Treasurer
ROBERT E. BONEY/Asst. Secretary and Asst. Treasurer

WILLIAM H. MAGRATH/General Manager D. J. HERDA/Articles Editor LINDA KENYON/Fraternal News Editor MALCOLM B. CROFFORD/Circulation Manager EDITORIAL OFFICES, 425 Diversey Parkway, Chicago, III. 60614

10 AMERICA'S LIFELINES "Fly Me To The Moon"? Why not wait a while longer and take Interstate 1000?

Frank L. Remington

14 CHAMPIONSHIP TENNIS? BANK ON IT! Or how our backcourt stars learned to stop worrying and "love" that money.

Jack Scagnetti

53 THE GRASS MENAGERIE Tennessee Williams is an earthy sort of fella, but his plays were never like this!

B. Trojak

DEPARTMENTS

- 4 SPORTSACTION
- 6 LETTERS
- 8 A MESSAGE FROM THE GRAND **EXALTED RULER**
- 18 IT'S YOUR BUSINESS
- 20 AROUND WASHINGTON
- 22 ELKS NATIONAL FOUNDATION/ JOY OF GIVING
- 24 CANDIDATES FOR GRAND LODGE OFFICES

- 25 ELKS NATIONAL SERVICE COMMISSION
- 26 TRAVEL: MEXICO
- 30 NEWS OF THE LODGES
- 37 VISITS OF E. GENE FOURNACE
- 38 ELKS FAMILY SHOPPER
- 47 "TO OUR ABSENT BROTHERS"
- 52 ART LINKLETTER TALKS ABOUT DRUGS
- 56 EDITORIALS

COVER: Woodcut by Stan Smetkowski on pine with casein.

ADVERTISING OFFICES





CHICAGO 60614 425 W. Diversey Parkway (312) 528-4500 NEW YORK 10017 30 East 42nd St. (212) 682-2810 LOS ANGELES 90036 5909 West 3rd St. (213) 931-1371

POSTMASTER: Mail notices of address corrections to:
THE ELKS MAGAZINE, Circulation Dept., 425 W. Diversey Parkway, Chicago, III. 60614
MEMBERS: Changes of address should be made through your lodge Secretary. Give him advance notice of at least 30 days. Remember that the day you write, your next copy is already in the mails. Before you move, file your new address at the post office to have mail forwarded. In writing us regarding an address change, please give: Full name, lodge number, membership number, address to which copy is being mailed, and complete new address. Attach label from number, membership number, address to which copy is being mailed, and complete new address. Attach label from 1101 to 110 to





Now Ford gives you a choice of swinging or sliding doors.



Only Ford vans have so many better ideas that make vans easier to drive, to service, to use.

New Econoline Vans now offer you a

choice of conventional swinging doors or a new gliding



side door for cargo handling in cramped alleys and beside loading docks. Three separate tracks, at top, bottom and center, give bridge-like support for solid, smooth, one-hand operation, tight seal.

Shorter outside, easier to park. Compared to other makes with similar loadspace, Econoline Vans have significantly less overall length. This means easier parking and better maneuverability in city-delivery operations—time saved on every trip.



Easy, out-front servicing. Routine service points are right at hand under hood: water, oil, battery, wiper motor, voltage regulator, plus many others.

Strong, Twin-I-Beam Independent Front Suspension—Ford's exclusive design smooths the going for both load and driver. Two forged steel I-beam axles provide

strength and durability; wide wheel stance means stability in cross winds.

Wider at top for built-ins. Body sides are more vertical, wider apart at top than other vans. Built-in units fit better and leave more aisle.

Biggest payload. E-300 Series hauls

over two tons of payload; 4,285-lbs. to be exact—biggest of any van.

Engine clear forward. In Ford's clear-

deck design, engine is forward—all the way out of cargo area. Over 8½ ft. clear floor space behind driver's seat...



SuperVan. Driver can easily step from seat into rear cargo area.

FORD ECONOLINE VANS



LODGE OFFICERS

SPECIALTY COMPANY HAS WHAT YOU NEED TO MAKE YOUR YEAR MORE SUCCESSFUL

Specialty Company can furnish your Lodge with a complete line of supplies to help upgrade your Lodge's atmosphere and add distinction to all your events. You'll find scores of items in the Specialty Catalog, all custom designed for Elks Lodges. All items carry the official Elk emblem and most can be customized with your Lodge name.



Elk Emblem
PLACE
MATS
BLUE & RED

Heavy paper mats help protect table tops and linen. A colorful addition to any Lodge dining room. Can be imprinted with Lodge name—write for prices. Specify item No. 553.

| QTY. | PRICE | QTY. | | PRICE |
|------|--------|-------|---------|---------|
| 250 | \$4.25 | 1,000 | | \$12.25 |
| 500 | 7.00 | Add'l | 1,000's | 9.25 |

Permanent-Type Snap-on Elk "ICE BREAKER"



BADGES

Heavy gauge plastic badges with name, title and Lodge engraved in white letters on a blue background (or black letters on gold). Simply snaps over pocket. Gold Elk head with enameled Emblem. ORDER ONE FOR ALL YOUR OFFICERS. Specify item No. 251.

| | e ea. |
|------------|--------|
| 1-4 | \$2.95 |
| 5-4 | 2.80 |
| 10 or more | 2.65 |

Write for details on low cost pressure sensitive lapel stickers for Lodge, District, State and Ladies Organization meetings.



| | | 556. | |
|-------|-----------|--------|-----------|
| QTY. | Per 1,000 | QTY. | Per 1,000 |
| 1.000 | \$4.10 | 10,000 | \$3.50 |
| 5,000 | 3.75 | 30,000 | 2.75 |

Two-ply facial quality paper dinner napkin feels softer than linen. Full size, embossed and printed with red and blue emblem. Write for case prices. Item No. 555.

| AALITO IOI | ouco pire | | |
|------------|-----------|-------|---------|
| QTY. | PRICE | QTY. | PRICE |
| 300 | \$4.75 | 900 | \$10.50 |
| 600 | 7.00 | 1,200 | 12.50 |

We stock Elk Emblem guest checks, menu covers, coasters, and place cards.

SECRETARIES: We have the materials to make your job easier and more effective.

Specialty Company, Dept. A 5959 Ridge, Chicago, III. 60660

Please enter our order for the following:

| Item No. | Qty. | Description |
|----------|------|-------------|
| | | |
| | | |
| | | |

☐ Please send your catalog

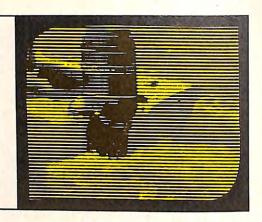
Signature of Authorized Lodge Officer

Prices do not include shipping or postage.

DO NOT SEND PAYMENT WITH ORDER. WE WILL BILL YOU LATER.

SPORTS ACTION

by Don Bacue



OUTBOARD ECOLOGY

I READ an article the other day touting the new "ecology-minded" motor of the '70's, which isn't a bad angle for catching readers' eyes. After all, everybody's concerned about ecology. And someday in the not-too-distant future, outboard motors will be prohibited by law from discharging any drainage into the water . . you know, that minute bit of unburned crankcase fuel that until recently escaped the wrath of practically everyone. Instead, all fuel condensate will be "recycled" and, ultimately, converted to power.

Well, Johnson Motors, claiming world leadership in outboard motor sales, just marked its 50th year in the business by introducing an all-new line of 28 drain-free models.

Good things come to those who wait,



somebody once said; and Johnson, which produced its first motor in 1922 (a scampy little two-horse job), now offers a choice of power ranging from 125-horse V-4 to, aptly enough, a two-horse fisherman's special. But the 50-year-later model is sturdier, more stylish, and 13 pounds lighter than its predecessor.

Also included in the Johnson stable

is a new 65-horsepower Seahorse offering greater fuel economy, a new manual-start 50, and a 100 with revamped breakerless CD ignition system. This system, with fewer operating parts than conventional-ignition motors, supplies faster, easier starts. I haven't yet laketested one, but I'll be going out later in the year. Maybe you'll want to do the same.

Evinrude is another manufacturer of quality motors, 13 of which boast drainless fuel recycling systems. At the top of the line power-wise sits the Starflite 125, the motor which benefits, according to Evinrude, from the comknowledge and experience pany's gained from building the Evinrude V-4, which currently holds the world outboard speed record of 131 mph. Likewise, their Starflites 100 and 85 are both V-4's, all of which sport the new breakerless ignition system. Plus electric start, push-button shift, and automatic choke and temperature control.

Enough about drainless outboards? Not quite. There's one more line worth looking into . . . and that belongs to Mercury. In the high-performance class, take a close peek at the Mercs 800, 1150, and all-new 1400 (80, 115, and 140 horses respectively). The two largest are six-in-line powerhouses, the only six-cylinder outboards in the industry, with quick-start breakerless ignition and, forsoothe, Jet-Prop exhaust—that drainless crankcase, again.

In the lower power "fishing motor" class, Mercury has redesigned its motors' steering arm and control systems; so now each throttle unit is composed of only 13 parts. That should increase dependability. These fishing motors also feature something Mercury calls Glide-Angle design. Basically, it's a device enabling the lower unit to tilt at an angle less likely to snag in weeds or sheer against stumps in shallow water. And we all know the value of boating in shallow, weed-filled water. Especially with bass season right around the corner.



The Mercs for '72 are every bit as good as they look. There are big and little changes. But we made them all for just one reason. To give you the finest pleasure machines that ever put a prop to water.

To start with, there's the new Merc 1400. At 140 hp, the most powerful production outboard you can buy. There's the new 3-cylinder Merc 650. At 65 hp, smaller and lighter than competitors' 60-hp models. New "phase-maker" Thunderbolt ignition in the smaller Mercs (20, 9.8, 7½, 4 hp) improves idling and high-speed performance. And every '72 Merc has a drainless crankcase which prevents oil or gasoline from draining into the water.

Mercury engineers took everything we've learned—from racing wins, performance runs, endurance tests, customer use—and redesigned features on every engine in the line. Improving. Strengthening. Simplifying.

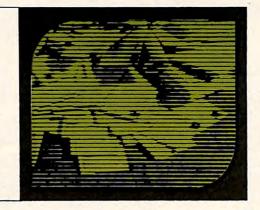
We make the world's most dependable outboards. That means we keep making them better. They're waiting for you now . . . at your Mercury dealer.

Complete range of power: 4, 7½, 9.8, 20, 40, 50, 65, 80, 115, 140 HP. • For nearest Mercury Dealer, see the Yellow Pages under "Outboard Motors."

Kiekhaefer Mercury/Division of Brunswick Corp./Fond du Lac, Wis./Canada, Ltd./Australia Pty. Ltd.

LETTERS

Letters for this department must be signed and may be edited. Address to: Letter Editor, *The Elks Magazine*, 425 West Diversey, Chicago, Illinois, 60614.



And From YFU . . .

Dear Sir:

I read with interest the article concerning foreign exchange students in the

February issue.

I am associated with a fine program called "Youth for Understanding" which is the largest foreign exchange program in world wide operation. I was disappointed that your article did not concern YFU and its fine operations.

For more information on the operations and advantages of YFU, Elks can contact Dr. Oliver Rose, 2015 Washtenaw Ave.,

Ann Arbor, Mich., 48104.

Dean J. Junkin Bertrand, Nebraska Most people would not hunt and kill, wound or cripple an animal, and they resent anyone who would. People who hunt and kill animals in the wild are the vocal minority of people in this country.

I hope that future editions of *The Elks Magazine* will have articles that encourage kindness to animals, rather than hunting

and killing.

Because I serve as a Humane Agent for the Animal Care and Welfare and see so much cruelty I am over-sensitive to it, but I think that the majority of people in the U.S.A. share my sentiments.

Edward J. Blotzer Pittsburgh, Pa.

Decries Violence

Dear Sir:

THANK YOU for "Lady Imposter," the story about Lassie. Stories such as this about animals are interesting, and enjoyed by most readers.

Fans Toot For "Cooz"

Dear Sir:

Please allow me to comment on the unsigned "SportsAction" column which appeared in the February issue. It is important for the author of this article to realize that the attributes of greatness which were rumored to belong to Bob

Cousy were indeed uniquely his.

While the "Cooz" stood only 6'02", his presence on the basketball court almost always dominated the game. It isn't quite true, however, that basketball was still in the era of two-handed shooters when Cousy first began to thrill crowds with the beauty of his one-hand push shot, as well as with his incomparable ball-handling, play-making and court leadership.

Finally, the author made a point of how hard and tough today's NBA player must be. I will never forget the most physical game that I ever saw, in which Boston and the old Syracuse Nationals hooked up in a playoff game which took four overtime periods to decide. Cousy played all but a very few of the sixty-eight minutes in the game and ended up with fifty (50) points, including the deciding basket as 14,000 spectators collaped in their seats.

What he did that afternoon, he did countless other times for the Celtics and no matter what the competition, could still do today for any NBA or ABA team. The legend that was and is Bob Cousy was justly earned and a joy to watch!

William J. Casey Taunton, Mass.

Author Don Bacue's intent was not to belittle Bob Cousy as a great star—rather to point out that our "superstar" athletes aren't necessarily a thing of the distant past, since records are being set and reset in today's NBA.

A Call to Arms

Dear Sir:

I have already had one inquiry as a result of the article, "Citizens Against Crime," regarding the organization of a citizen crime commission. This article may well generate a considerable number of inquiries which would, of course, be pleasing to the National Association of Citizen Crime Commissions. NACCC will continue to assist communities in the organization of crime commissions within its capabilities. The national office in Philadelphia has been closed but I have been retained as a Consultant to NACCC temporarily and will do what I can in that capacity to respond to inquiries directed to me. I may be reached at 1435 Byrd Drive, Berwyn, Pa., 19312.

The current President of the National Association of Citizen Crime Commissions is James L. McGovern, who is the Executive Director, Metropolitan Atlanta Commission on Crime and Juvenile Delinquency, 52 Fairlie Street, Atlanta, Georgia

30303.

On behalf of the National Association I would like to express our deep appreciation for your publication of the article in the February issue of your magazine.

Lauren A. Arn Berwyn, Pa.



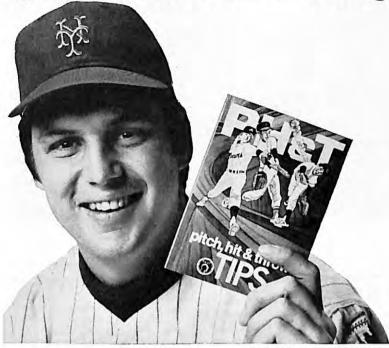
GOLF WORLD NEWSWEEKLY for Business or Pleasure

FOR BUSINESS: Advertising in GOLF WORLD NEWSWEEKLY reaches affluent golfers at Country Clubs throughout the United States who have average annual incomes of over \$21,000. Open whole new vistas for marketing your products or services with GOLF WORLD NEWSWEEKLY. Write for full information.

FOR PLEASURE: Enjoy weekly coverage of worldwide golfing news with a GOLF WORLD NEWS-WEEKLY subscription. Weekly features include instruction, complete PGA and LPGA tour scores, amateur news, and tournament dates. All for only \$7 per year. Send for free sample copy.

| GOLF WORLD, Box 2000, Southern Pines, N. C. 28 | 387 | |
|--|--------------|-----------------------------|
| Please Send Advertising Rates & Data | Samp Subs | ole Copy & cription Info |
| NAME | | |
| ADDRESS. | | |
| CITY | STATE | ZIP |

This booklet could get you and your son to the All-Star game.



All-Star Pitcher Tom Seaver

"The third annual Official Major League Baseball Pitch, Hit and Throw Competition. Sponsored by Phillips 66. What is it? It's the chance of a lifetime for your son to improve his baseball skills, and possibly be one of eight finalists to compete at the 1972 All-Star game.

"Here's how it all can happen. The competition is open to boys 9 through 12 years of age as of August 1, 1972. To enter, your son—accompanied by a parent—must sign up at a participating Phillips 66 station or authorized location before June 4.



Pitch, Attached to his entry form is this free Tips
66. Booklet with hints by top major leaguers.
1 to "Then each boy will compete only against boys his own age in pitching, hitting and

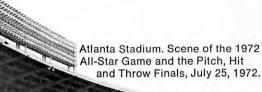
pitch, hit & throw

boys his own age in pitching, hitting and throwing. If he wins his way through local, district and divisional competitions he could be one of eight boys who, together with their parents, go to the finals at the All-Star game. And there he could win one of four championship awards.

"Best of all, there are no losers, because each boy who competes will get a colorful jacket patch like the one shown here.

"So sign your son up at a participating Phillips 66 station or authorized location, get the free Tips Booklet, and I might see you both at the All-Star game."

At Phillips 66, it's performance that counts.®





A Message from the Grand Exalted Ruler





Support Your New Officers

THE MONTH of April marks the beginning of a new Subordinate Lodge year. At the same time, new officers will take office.

I URGE each and every Elk to support their officers, assist them with their plans, and work to implement the programs adopted.

THE OFFICERS of your lodge, I am sure, are eager and enthusiastic to make the coming year the very best one possible, but they will need your help and the help of every member of your lodge to be successful.

IF YOU have not been an active Elk, may I

suggest that you do not wait to be asked to participate but to volunteer your services.

TELL your Exalted Ruler or the officers of your lodge what you think you would like to do . . . what committee you think you can best serve . . . how you think you can do your part to serve Elkdom.

YOUR EFFORTS will be rewarded by the knowledge that you are at last a true Elk . . . one who loves and serves his fellow man.

I SINCERELY urge all Elks to Build Pride of Elkdom.

E. Gene Fournace Grand Exalted Ruler



Both are yours FREE -- just to introduce you to "THE EXECUTIVE'S SHORTCUT COURSE TO SPEECH IMPROVEMENT"—the easy way to give your everyday words a dynamic, more forceful, new dimension!

Tape Brings Humor Home in Easyto-Understand Demonstrations!

"THE ART OF HUMOROUS SPEECH" is a remarkably effective cassette tape that tunes you in to real-life situations. It graphically demonstrates humor. You don't have to guess where to put emphasis. You'll hear it! You'll listen to learn why jokes go wrong in their telling. It tells you how to overcome common errors. You'll learn how to deliver a joke easily and naturally-whether there are 2, 10 or a thousand listeners!

The tape tells you exactly when to allow your audience time to grasp your idea, teaches you how to time your pause for ultimate effect. You'll learn how to get a good-humored response that's a hundred times stronger than if you told the joke without knowing these simple keys to subtlety, wit, and repartee!

"TREASURY" VASTLY ENRICHES YOUR REPERTOIRE OF JOKES!

"THE EXECUTIVE'S TREASURY OF HUMOR FOR EVERY OCCASION" you more than 200 pages packed with hundreds of the most amusing, laugh provoking anecdotes, epigrams, definitions, and funny stories ever collected under one cover! This hardcover volume gives you a lifetime supply of humor. It's compiled and indexed in 350 different classifications!

BOTH TOOLS ARE YOURS FREE!

This extraordinary combination is yours FREE simply for returning the coupon below. It introduces you to "THE EXECU-TIVE'S SHORTCUT COURSE TO SPEECH IMPROVEMENT," a monthly series of cassette tapes and looseleaf folios to help you train and develop your natural speaking skills. This Course is a long overdue breakthrough for every executive who expects to be called upon for a speech, a presentation-or even to place his ideas for consideration in front of others.

UPGRADES EVERYDAY SPEECH!

You'll learn how to use intonations to give subtle meanings to common words. You'll learn where to punctuate your speech with a pause that has the explosive power of an exclamation!

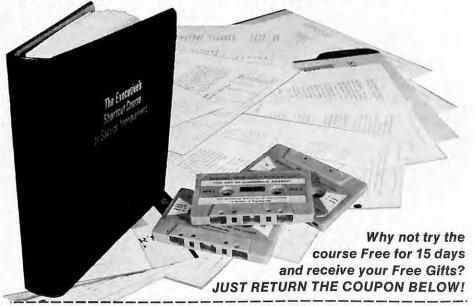
Tapes easily convey the tips and tricks only the "insiders" know. These are the invaluable skills that give you all the gifts of experienced speakers in simple, 30-minute listening sessions!

You'll learn how to condense excess verbiage into short, sharp sentences . . . put new life into your voice for presentations, meetings, conferences, face-to-face Interviews with fellow executives!

And, with the foolproof playback of cassettes, you can test the persuasive power of your speech. You'll know exactly when to raise your voice level, when to give power to key words, when to weed out the weaknesses that are never revealed-or even suspectedin ordinary, untested speech improvement

MONTHLY FOLIOS GIVE EXTRA PUNCH!

Every month the Course gives you a folio packed with simple, step-by-step ways to improve diction, enrich your vocabulary, speak more fluently, upgrade your everyday speaking skills. PLUS: It gives you an addenda each month of latest, topical humor prepared by experts.

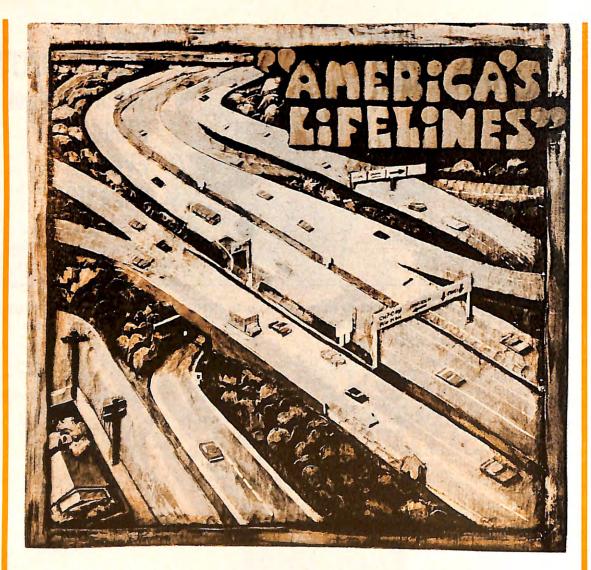


The BUREAU of BUSINESS PRACTICE Waterford, Conn. 06385

Please send me "THE EXECUTIVE'S SHORTCUT COURSE TO SPEECH IMPROVEMENT" Please send me "THE EXECUTIVE'S SHORTCUT COURSE TO SPEECH IMPROVEMENT"—monthly cassette tapes and folios—and include my FREE cassette tape, "THE ART OF HUMOROUS SPEECH," and my FREE hardcover edition of "THE EXECUTIVE'S TREASURY OF HUMOR FOR EVERY OCCASION."

I understand I may take up to 15 days to decide whether or not to continue the Course. If not, I will return the Course to you and not owe or pay a cent. Otherwise, keep it coming regularly at the low rate of only \$6.95 a month, plus a few cents for postage and handling—and, no matter what I decide, the FREE tape and book are mine to keep!

| ☐ Bill Annually Until Cancelled | ☐ Bill Quarterly Until | Cancelled |
|---------------------------------|------------------------|-----------|
| Name | Tit | le |
| Firm | | |
| Address | | |
| City | State | Zip |
| City | Dept. A6 | 185-D2 |



Dwarfing even the Great Wall of China, our nation's most important and impressive engineering feat—the Interstate Highway System.

by Frank L. Remington

Not so long ago European travelers returning from the United States talked about Manhattan's skyscrapers. Today they rave about America's amazing highways. Riding along 4-to-10 lane expressways, under water, beneath cities, and in and out of sweeping cloverleafs fascinates Europeans and they don't soon forget.

It's little wonder, for our magnificent highway system is not only unparalleled but unapproached anywhere. We travel this nationwide network of 3.7 million miles of roads and streets to the tune of over a trillion (1,000,000,000,000,000) miles a year—the equivalent of two million round trips to the moon. We (over 100 million drivers) accomplish this in our nearly 100 million vehicles—cars, buses and trucks.

Every day almost all Americans drive on highways or, as consumers, use products and services delivered over them. Because of highways, more youngsters go to school and college, more people visit church, civic meetings, the polls, and drive to recreational spots otherwise inaccessible. Thousands of communities depend on highways as their only mode of transportation.

As President Nixon has said: "... The highways are the arteries of American trade. From the fluent movement of goods and people comes the economic growth that sustains our nation. But highways are more than just business. They are the opportunities for recreation and the invitations to adventure and travel. Through them people can enjoy the beauty and bounty of our great land."

Paradoxically, America grows but also shrinks. Its population and economy expand, but its dimensions, figuratively, dwindle, thanks to our roads which account for 75 percent of our





Many highways bisect urban areas, much to the annoyance of local residents (left). The Old Oregon Trail Highway (right) runs between Huntington and Lime in Eastern Oregon. The famous Burnt River flows adjacent to the new freeway.

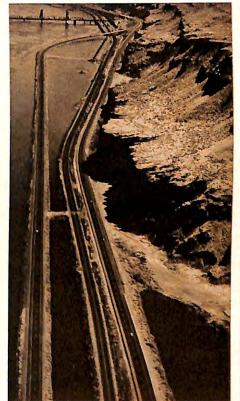
national freight movement and more than 90 percent of our passenger movement. Our roads, particularly the comparatively new super-highways, mark perhaps the greatest revolution in ground transportation since the invention of the wheel.

In 1956, to complement our road system, the United States initiated the construction of the National System of Interstate and Defense Highways, commonly called the Interstate System. Incorporating and improving existing roads, bridges, and tunnels, as well as constructing brand new ones, Interstate aims at a highway network of 42,500 miles. It will link 90 percent of our cities of 50,000 or more population and provide vital defense routes in case of war.

From coast to coast and border to border, motorists will be able to drive with no traffic lights or stop signs to slow them. Embracing little more than 1 percent of our total road and street mileage, Interstate will carry 20 percent of our country's motor traffic. To date, about 32,000 miles of Interstate are open to traffic and around 4,900 are under construction.

Before the last mile is laid, Interstate will require:

- Enough dirt moved to bury Connecticut—knee deep.
- Enough concrete for 80 Hoover Dams; enough tar and asphalt for 35 million driveways; enough steel for 170 Empire State buildings, enough culvert and drain pipe for the water and sewer systems of six Chicagos.
- Enough sand, gravel, crushed stone, and slag to build a wall 9 feet





Ancient rim rock formations (left) rise beside Big Eddy-Celilo Sections of I-80N along the Columbia River. Westbound lanes ride a riverfill with railroad tracks in the middle. U.S. and State routes quite often share the same highways, at least for a little distance.

high and 50 feet wide around the world at the Equator.

• Enough materials used and enough men and machinery working to make a construction project 35 times as large as the Panama Canal, the Grand Coulee Dam, and the St. Lawrence Seaway—combined.

Interstate dwarfs such historical con-

struction accomplishments as the Great Wall of China and the colossal Roman road system. Julius Caesar probably wouldn't be too impressed by modern American highways. He might snort the Latin equivalent of "So What?" When Caeser rode his chariots, the Romans had either built or planned 53,658 miles of good highways.

Today's road builders probably studied Roman roads, for our engineers had practically no native prototypes. Prior to the modern era almost no roads, per se, existed. The Indians traveled dirt paths, often animal trails which later showed explorers and trappers the way. Early settlers moved westward on such trails, most notably the Santa Fe Trail, the Mormon Trail, and the Oregon Trail, which were little better than widened Indian paths.

Less than a century ago a prominent engineer termed our roads the "worst of any civilized country." All that changed, though, in 1893 when the Duryea brothers introduced the first American-made gasoline-engine automobile. Before long, prototypes of modern highways began to appear, but they scarcely equalled the challenge of linen-duster motorists. One early day hotrodder out of Albuquerque received these instructions for driving to Los Angeles: "Follow this mountain range 80 miles south to a stick in the fork of the road with a paper tied to the top. Take the rut that leads off to the right.

The Lincoln Highway and National Pike number among the initial transcontinental paved highways. Between the world wars we constructed 1,384,000 miles of surfaced roads. During the '30's, the expressway era dawned. The Pennsylvania Turnpike opened in 1940—the first modern long-distance highway designed for both pleasure and commercial traffic.

Construction of Interstate routes cannot be started overnight. Future traffic and its economic and social effects must be forecast, detailed locations selected, the ideas and plans of cities and counties considered and coordinated, surveys and plans made, and bridges and interchanges designed. All this must be completed before turning a shovelful of dirt.

Acquisition of right-of-way numbers among the chief pre-construction headaches. Right-of-way agents have been slapped, cursed, even threatened with knives and guns in negotiating with disgruntled landowners. Despite these protestations, however, the path of the autocratic automobile can't be blocked for long. In one case a new road isolated a farmer's privy from his house, forcing him to build a new one closer to home—either that or journey 8 miles and pay toll!

Acquiring right-of-way means that many families whose property obstructs new routes must be displaced, ancient elms felled, parks ruined, historic monuments sacrificed, and long-established businesses isolated. Clearing the way for a Chicago freeway necessitated digging up 700 graves in a local cemetery and transferring the deceased to new locations. In Milwaukee, one proposed

new freeway route knocked out several fairways at two golf courses and endangered the newly constructed zoo.

By what right does the state appropriate private property for public roads? It is the principle of "eminent domain," which takes over private property for public use at a fair compensation but without regard to the owner's wishes. However, generally, right-of-way agents show understanding and patience. When conditions warrant, they willingly mollify and appease angry landowners with concessions and cash.

Finding homes for evictees causes more headaches than a carload of aspirin could cure. Once, displaced persons of a Chicago apartment building organized a protest march on City Hall. The housing coordinator temporarily housed them in Loop hotels until more permanent homes could be found. Many displacees griped because they hadn't been ensconced in the plush Conrad Hilton hotel. The Federal highway bill of 1970 provides financial assistance and rehabilitation help to displaced families and individual small businesses.

With the right-of-way secured and homes and buildings razed or moved the actual construction begins. On-site highway construction involves many activities: clearing the right-of-way, excavating, grading, bridge building, paving, installing signs and lights, painting, sodding, and finally cleaning-up operations.

The new highways wind through forests and deserts, crawl over prairies, skirt rivers, bore through mountains, and extend in, over, and above urban areas. Urban portions of Interstate include only 17 percent of the total mileage but will carry 41 percent of the traffic and 47 percent of the cost. Each traffic lane is 12 feet wide. Of the System's mileage, 87 percent will have 4 lanes and the rest 6 or more. Interstate will total about 185,000 lanemiles.

On Interstate lanes we can cruise at 65 or better. Speed limits range from 60 to 70 miles an hour. Iowa, South Dakota, and Nebraska permit 75. The Kansas Turnpike allows 80. Highway patrols usually ignore those driving 5 miles or so above the posted speed limit. Motorists traveling under 45 can be ticketed for slow driving.

Accident studies in 39 states show that the fatal accident rate of Interstate has dipped 43 percent in rural areas and 15 percent in urban. When completed, Interstate's safety features will save about 8,300 lives a year. It's more than twice as safe as older roads. Federal Highway Administration (FHA) testimony indicates that already opened Interstate routes have saved 30,000

lives-motorists who otherwise would have died on conventional roads. In addition, thousands of injuries and millions of dollars in property damage have been averted.

Highway signs rank as an important adjunct to safety, guiding and protecting the motorist. To guide the driver, the numbered system of U.S. Highways was adopted in 1925. Until Interstate's birth these numbered primary highways constituted the principal interstate and transcontinental routes. They form a network of about 160,000 miles.

U.S. route numbers have a significance which, when understood, add to their general usefulness. Even numbers, such as U.S. Route 66 and U.S. Route 30, designate roads of general east-west direction. Odd numbers, like U.S. Route 99, indicate roads running generally north-south. Excepting U.S. Route 101, 3-digit route numbers designate short routes tributary or alternate to main routes, like U.S. Route 211 and U.S. Route 330. Interstate routes follow the same number system as U.S. Routes.

When different U.S. routes follow the same roads, the shield markers of each route are displayed together with points of divergence clearly indicated. Similarly, some sections of road carry U.S., Interstate, and state route numbers. Interstate numbers are clearly recognized by their larger size and red, white, and blue colors, U.S. numbers by the standard white shield markers, and state route markers by special designs peculiar to the respective states, such as the Indian head of North Dakota and the state outline of Ohio.

In 1925, highway officials also initiated a system of warning, regulatory, and informational signs for erection on U.S. routes. Warning signs are diamond shaped, regulatory and informational signs rectangular. For regulatory signs, the longer dimension is vertical; for informational signs horizontal. As exceptions, the regulatory "Stop" is octagonal, the advance warning sign for a railroad crossing is circular, and the warning sign immediately adjacent to railroad tracks is a crossbuck.

Initially, Interstate signs will cost more than \$200 million. Some run around \$10,000 apiece. If suspended across several lanes, a sign may cost around \$35,000—particularly large ones, \$50,000. Such amounts, though, are piddling compared to overall Interstate expenditures. Costing around \$1,400,000 a mile, the Interstate averages about \$887,000 a mile in rural areas and \$4 million in urban districts. Meanwhile, construction costs keep climbing. The cost rose 7.5 percent, for example, during the 3 months ending in June 1971.

The federal government contributes (Continued on page 19)

YOU CAN'T BE TURNED DOWN FOR THIS INSURANCE IF YOU'RE 55 TO 87!

HERE IS A LIFE INSURANCE PLAN THAT'S YOURS FOR THE ASKING. NO IFS, ANDS, OR BUTS! NO PHYSICAL EXAMINATION IS REQUIRED. NOT EVEN A SINGLE HEALTH QUESTION IS ASKED!

LIFE PLAN 55 PLUS*

... is the first life insurance program that guarantees acceptance to everyone who qualifies by age. This remarkable program is guaranteed to every man and woman between 55 and 87—regardless of health, regardless of any other insurance carried.

So outstanding is the protection provided by LIFE PLAN 55 PLUS that it is recommended to their members by America's two most respected national nonprofit organizations for the mature: The National Retired Teachers Association (NRTA) and The American Association of Retired Persons (AARP). This ultimate life insurance plan is underwritten by Colonial Penn Life Insurance Company of Philadelphia, Pennsylvania, specialists in serving the specific needs of America's older population.

A Protection Breakthrough for Every Older Person!

LIFE PLAN 55 PLUS is an entirely new concept in life insurance, achieved as a result of the many years Colonial Penn has devoted to seeking an ideal fulfillment for the insurance needs of mature people.

The goal was a life insurance policy we could make available to all mature people—a plan whose costs would be low and whose benefits would be high. With LIFE PLAN 55 PLUS the Colonial Penn Life Insurance Company has succeeded. This Plan is possible only because of the unique 2 or 3 year preliminary benefit period, when preliminary benefits immediately begin building into full permanent life insurance.

*Service Mark

with NEW LIFE PLAN 55 PLUS INSURANCE . . .

- Everyone between 55 and 87 can get this life insurance—no one will be refused!
- Your insurance cannot be cancelled for any reason as long as you maintain your premium payments. (You, of course, can cancel any time you wish.)
- No salesman, agent or broker will visit you.
- There is no physical examination!
- There are no health questions!
- You participate in an insurance program recommended to the members of the National Retired Teachers Association and the American Association of Retired Persons!

LIFE PLAN 55 PLUS enables the older person to obtain high benefits for his insurance dollar—even those who ordinarily wouldn't qualify for the usual kinds of life insurance.

The cost? JUST \$6.95 A MONTH!

No matter what your age, your sex, or the condition of your health, you pay just \$6.95 a month. The amount of coverage you receive is based on your sex and present age. However, once you are insured the amount of your insurance will never go down, and your payments will never go up!

ACT NOW-YOU HAVE NOTHING TO LOSE!

To obtain full information about LIFE PLAN 55 PLUS in time to take advantage of this opportunity to become insured, please mail the coupon today.

No salesman, broker or agent will visit, and you will be under no obligation whatsoever.



COLONIAL PENN LIFE INSURANCE COMPANY 5 Penn Center Plaza Philadelphia, Pa. 19103

IMPORTANT—To take advantage of this guaranteed acceptance opportunity, send in your coupon now, mailing it no later than April 30, 1972.

Even if you are not old enough for this insurance, you may want the information for another member of your family.

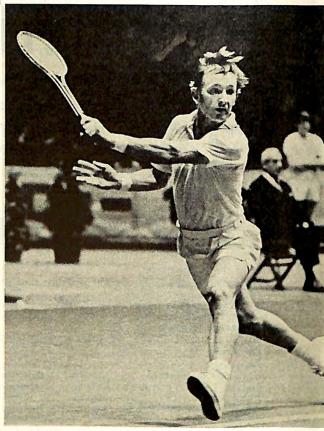
Florida residents, please send your coupon to: Colonial Penn Life Insurance Company, 153 Central Ave., St. Petersburg, Fla. 33701. New York residents, for information about the LIFE PLAN 55 PLUS policy available to residents of your state, write to: Intramerica Life Insurance Company, 555 Madison Avenue, New York, N.Y. 10022. North Dakota residents, acceptance is not guaranteed, but a few health questions and liberal underwriting assume acceptance of most applicants.

This plan is available in all states except: Wash., D.C.; Kansas; Kentucky; Mich.; N.J.; Pa.; West Va.

| | 103 |
|-----------------------|---|
| alesman will visit me | application I |
| | |
| ame (Please print) | (age) |
| | |
| State | Zip |
| | information and an alesman will visit me way. |

Pro Jennis?





Bank on it!

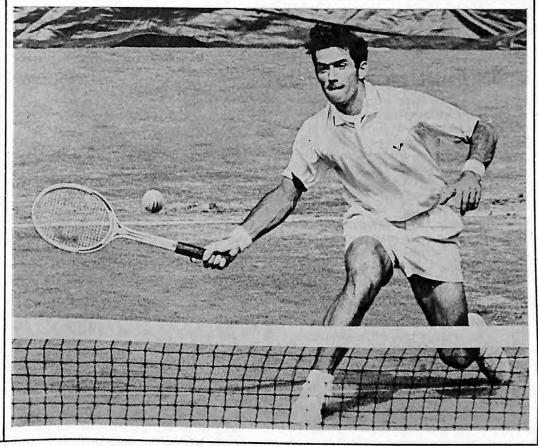
by Jack Scagnetti

Anyone for professional tennis? You bet! But it wasn't always like this.

In 1963, at a time when professional sports were booming, pro tennis was dying. Less than a dozen players were playing one night stands in all parts of the world, including remote areas and in ice rinks and other low-beamed buildings unsuitable for tennis. Raising sponsors, spectators and prize money was difficult. Pro tennis was disorganized. It was bush league-more so than the lowest minor league baseball circuit. Death to pro tennis seemed imminent, particularly when Ken Rosewall defeated Rod Laver at Forest Hills for the 1963 U.S. Professional Championship and neither was able to collect their prize checks. The tournament was bankrupt.

Today pro tennis is big business. Prize money throughout the world for 1971 is \$2 million, with \$1 million of it coming from the newly organized World Championship Tennis, a circuit of 20 tournaments played in North America, Europe, Australia and Asia. Rosewall, a 37-year-old Australian, won the U.S. Professional Championship again this year before a record crowd of 37,700 in Boston, but this time his check was \$10,000-and he didn't have to worry about it bouncing. It was a World Championship Tennis event and it was sponsored by a bank. All 20 tournaments in World Championship Tennis guarantee a \$10,000 first prize and a minimum overall prize fund of \$45,000. Those are amazing figures when you consider that the entire world circuit of pro tennis paid out only \$80,000 for the entire year of

1964. That same year Laver had won the U.S. Professional Championship, earning \$2,200 in the \$10,000 event sponsored by New England Merchants National Bank in Boston, a great "shot in the arm" for pro tennis. Last year the 34-year-old Australian-born Laver, a red-haired lefthander, won 13 titles as he smashed his way to earnings of \$201,453. Seventeen other players won \$40,000 or more, while Arthur Ashe won \$141,018 and Rosewall \$140,455. In 1971, through the first seven months, Laver had won \$207.767 in official earnings. That's more money than professional golf's super stars such as Arnold Palmer, Lee Trevino or Jack Nicklaus had won. And Laver is pushing his career earnings total to near the million-dollar mark, having won more than \$921,000 since turning pro in 1963. Only three pro golfers have won





more than a million-Palmer, Nicklaus and Billy Casper, and all started their pro careers before Laver.

What's happened to pro tennis? Has it reached the stature of pro golf? What's it all about? Let's have a closer look at the big turnabout.

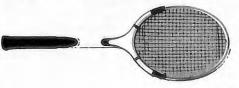
The World Championship Tennis circuit has 32 of the world's best players under contract, lured by big money. WCT comes to a climax November 26th at Madison Square Garden in New York with the biggest payoff in tennis history-\$50,000 to the winner, while the runnerup receives \$20,000 and third-place finisher \$10,000. Reaching the finals is the result of a "king of the hill" format in which players are seeded by a point system. Winners of a WCT event are awarded 10 points; the finalist seven points; losing semi-finalists four each; losing quarterfinalists two each, and losers in the round of 16 one each. Matches are decided on a best of three sets basis rather than the traditional three of five, reducing the average match to one and

a half hours. Long tie battles have been eliminated by a new tie-breaker system. Players battle it out in a sudden death point fight if the third set is tied at six games. Only the top eight players, determined by the point system, qualify for the quarterfinals and semifinals (Nov. 18-19, 21 at Houston) and eventual crack at the top prize \$50,000 Madison Square Garden finale.

There's more to the story than the big prize money. Tennis sometimes hasn't been able to single out any one player as No. 1. Last year three players ranked No. 1. Laver was named on some lists. Others selected Rosewall after his U.S. Open victory, while the third No. 1 honored was Wimbledon champ John Newcombe as selected by World Tennis Magazine. But the establishment this year of World Championship Tennis should leave no more doubt about who's No. 1.

World Championship Tennis flourishes mostly because of the promotional genius and financial stability of Lamar Hunt, at 38 years old the youngest son

of one of the world's wealthiest men, oil billionaire H. L. Hunt. This is the same Lamar Hunt of Dallas, Texas, who made headlines 11 years ago when he started the American Football League and made it a success against the greatest of odds. His friends call him "Super Chief" ever since his Kansas City Chiefs of the AFL defeated the Minnesota Vikings of the National Football League in the 1970 Super Bowl game. Hunt, who says "Tennis is a business venture...sports is a business, make no mistake," pointing to his big airline travel bills, established WCT after taking over eight contracts of players formerly belonging to David Dixon, a New Orleans sports promoter who was going broke because lawn tennis groups ran big tournaments and dates were difficult to find. Hunt took in his



nephew, Al Hill, for part interest and then added Mike Davies, a former British tennis star and Davis Cup player, and named him executive director of WCT events, overseeing international operations.

WCT takes a percentage of gate receipts as a governing group. In return WCT pays guarantees of \$600 to players for each WCT tournament they play. WCT also covers air fare, which along with the WCT staff, amounts to nearly \$200,000 a year.

The 32 players under contract read like a who's who in pro tennis. Fourteen of them are from Australia, long the home of great tennis stars: Laver, Newcombe, Rosewall, John Alexander, Bill Bowrey, Bob Carmichael, Dick Crealy, Owen Davidson, Philip Dent, Roy Emerson, Tony Roche, Ray Ruffels, Fred Stolle and Allan Stone. Others are Ashe, Roy Barth, Charles Pasarell, Dennis Ralston, Marty Riessen and Bob Lutz, all from the U.S.; Cliff Drysdale, Rob Maud and Frew McMillan from South Africa; Mark Cox, Graham Stilwell and Roger Taylor from Great Britain; Ismail El Shafei, Egypt; Andres Gimeno, Spain; Brian Fairlie, New Zealand; Tom Okker, Netherlands; Nicki Pilic, Yugoslavia; and Torben Ulrich, Denmark.

As the game's leading money winner, Laver could be called the "Arnold Palmer of pro tennis." Laver has twice won the tennis Grand Slam (Australian, French, U.S. and Wimbledon titles), in 1962 as an amateur (only Don Budge had ever accomplished this) and in 1969 when he won a record 31 straight matches. Like Palmer, although not yet to the same degree, Laver adds to his income of \$200,000 in annual earnings substantial amounts for investments and endorsements for such items as tennis rackets, socks, shirts, shoes, a calibrated exercise device, ball machine, and other items. One of his newest ventures is a plastic tennis court called Uniturf, which is being marketed under the name Laverturf.

Unlike Palmer, however, Laver doesn't have an athletic look. Laver is 5-foot-8 and bowlegged. His freckled body weighs 150 lbs. "I've found my size to be an asset...I'm quicker and don't get caught off balance," he explains to reporters. As the best shotmaker the game has even seen, he has been nicknamed the "Rocket." He is known for his complete game on all surfaces. He has uncanny ability to convert his opponent's good shot into a great return. He is a master of the spin. He makes shots from impossible positions (even in practice he goes for every shot). The southpaw is ranked by his opponents as dangerous both forehand and backhand, whether at the net or deep. His reflexes are razor

sharp, hitting the ball quicker than most players. Like Palmer attacks a golf ball, Laver literally attacks a tennis ball. Sports Illustrated said of Laver last year: "With his arsenal of high-powered shots, Rodney (Rocket) Laver is outasight—up, up and away ahead of anyone else who has ever played the game of tennis."

Like Palmer, Trevino, Nicklaus, Casper and other golf stars, Laver occasionally feels the pressure of the tournament grind. When he was defeated by unseeded Roger Taylor in the Canadian Open in August, he confided to friends he was considering taking some time off from tournament play, perhaps as much as a month, and rest at his home except for commitments early in the month at Fort Worth, Texas, and a CBS television event at Hilton Head, South Carolina. His friend and fellow player, Roy Emerson, explained that Laver was "over-tennised...mentally drained."

While Laver dominates the earnings list by a wide margin (second highest money winner through the first seven months this year was Okker with \$79,451), he is beatable. Through the U.S. Open on August 9, he had won one tournament out of 11 in which he competed, winning 28 matches and losing nine, while winning 66 sets and losing 29. WCT has many top stars capable of beating Laver. Newcombe had won three tournaments and so had Rosewall. Others high in the point standings included Drysdale, Okker, Ashe, Riessen and Emerson. Handsome, articulate Newcombe is one of pro tennis' most colorful players. His antics to please the crowd include hitting autographed balls to the fans. Another handsome player who is a crowd pleaser is Drysdale, who is noted for his two-handed backhand, called the "deadliest groundstroke in tennis." His unorthodox style has gotten him tagged the "Garbage Man" because of his wins with junk-half volleys, drop volleys and lobs.

While tennis stars aren't household names yet, the day may be coming soon. More television coverage will help promote the sport while adding revenues to the tournaments (two of the U.S. events in WCT were televised this year). It's a whole new ball game for tennis. Even the putting green silence is disappearing on the tennis courts. Players are becoming more lenient with the crowds. Following the trend in golf, WCT seldom uses names of its players in promotional material without mentioning their earnings. WCT officials believe the day is near when tennis super stars will reach the stature of such golf super stars as Palmer, Trevino, Nicklaus and Casper. Another golf trend, using the names of movie and entertainment celebrities, may find its way into pro tennis. There's talk of celebrities who are tennis enthusiasts—such as actor Charlton Heston, singer Dinah Shore and comic Alan King—lending their names to major tennis tournaments. One such event is expected to be held in Las Vegas in the spring.

WCT, a corporation, is an entity in itself and does not operate under United States Lawn Tennis Association (USLTA) or International Lawn Tennis Federation (ILTF) rules. WCT players do, however, play in some USLTA and ILTF tournaments. The amateur-oriented ILTF recently announced that it will bar the 32 WCT players from all open tournaments, including such prestige events as Wimbledon and the U.S. Open. ILTF and WCT have been at odds over various points, including the possibility of a single competition under which all players, both from WCT and independent players, would be able to compete. ILTF's initial proposal to WCT limited the number of weeks that WCT could hold events to eight weeks in a year, so the ILTF could have use of WCT players for the rest of the active tennis year. "This obviously would have made it impossible for WCT to continue its promotion of professional tennis," said Hunt. Meanwhile, USLTA, one of 60 ILTF national affiliates, has created its own type of professional. Registered USLTA players, for the first time in history, can play openly for prize money, endorse products or contract for money-producing ventures. The USLTA may be Hunt's biggest roadblock to domination of pro tennis.

With tennis enjoying phenomenal growth, the pro tennis world can look ahead to continued interest from sponsors and spectators. Some 4,000 courts were constructed in the U.S. in 1970, boosting the U.S. total to about 100,000. A national survey, based on such indices as sale of tennis balls, rackets, enrollments and number of tennis courts, reveals the number of tennis players has nearly doubled in the last 10 years. The survey, supervised by Nielsen (of TV rating fame), indicates there are about 10,665,000 U.S. tennis players. Tennis is a family participant sport; many housewives and teenage children play. It was the large army of weekend golfers, combined with television exposure of pro tournaments, that built the pro golf tour. These same factors should work for pro tennis.

It's going to take time for tennis to capture the mass attention of America's sport fans. But Lamar Hunt is one promoter who can afford to be patient. He has the know-how. He has the stars. And he has the money.

For Every Salesman Who Wants to Add Thousands of Dollars to His Income!

Sounds of Selling

Dramatic 30-Minute Cassette Tapes that Give You the Equivalent of Years of Intensive Exposure to Every Facet of Selling . . . PLUS a Revolutionary New Monthly Series of Salesman's Handbooks!

Try the First Tape—"COLD CALL SELLING"—
It Will Show You How to Turn Cold Prospects
Into Veritable Goldmines . . .

Use it FREE ... for 15 Days

Simply mail the coupon below and we will send you a fabulous 30-minute cassette tape that will show you how to turn cold prospects into hot accounts with just one call!

By listening to "COLD CALL SELLING" you'll immediately learn the 5 strategies that will help you close like a charm . . . a powerful selling idea that will put you in the driver's seat on every cold call you make . . . a bold new approach for planning a sales "attack"—in short, it will give you tactics for sending your sales income sky high!

THIS EXTRAORDINARY, FORTUNE-BUILDING TAPE IS YOURS TO EX-AMINE...FREE...FOR 15 DAYS. IT WILL FIT ALL MAKES OF CAS-SETTE PLAYERS...IN THE HOME, CAR, OR OFFICE!

We want you to see and hear for yourself how this initial tape of the SOUNDS OF SELLING Series will add extra dollars to your income. "COLD CALL SELLING" tells you how to do it. And it doesn't beat around the bush. It shows you how to plan the cold call attack... how to probe the prospect's weak spot... how to win the order! Try it without charge. Then you'll know how important SOUNDS OF SELLING can be to you.

Just consider the benefits you receive when you subscribe to the monthly SOUNDS OF SELLING Series:

- Every month you receive a 30-minute tape packed with highly effective sales-building ideas. You'll learn the secret for getting the jump on competition . . . how to sell in tough times . . . how to overcome objections . . . how to deal with secretaries and receptionists . . . how to plan a sales presentation . . and many more vital selling techniques!
- Each tape is accompanied by a helpful Manual. It tells you how to get extra mileage from each tape...how to use it for more

effective impact and top sales results!

 The tapes fit all makes of cassette players... they can be used in the office, home or car... they turn your travel time between calls into productive learning sessions!

Each Tape Covers More Ground Than Months of Lectures!

Each of the 30-minute tapes is packed with 3-to-5 minute segments that cover more ground than months of lectures. Top salesmen translate the latest discoveries by sales psychologists . . . real-life enactments will absorb your interest . . . show you what it takes to become a really great salesman!

The "Problem-Solving Series"—A New Psychological Selling Tool!

Every month, you receive SALES MOTIVA-TION... the fascinating handbook featuring a unique system developed by the behavioral scientists. Using the role-playing approach, you are placed in situations that challenge your selling abilities. Each problem has its own personalities and different characters that bring the sales to a critical point. By using these handbooks, you'll surely learn how to handle all types of resistance!



The cost for this incredible fortunebuilding Series? Only \$6.95 a month a small price, considering the vast increase in earnings it will bring you!

But why not listen to a tape first—at no obligation. Take up to 15 days to examine and use the ideas presented in COLD CALL SELLING. Then decide whether you want to continue the Series. Simply mail the coupon today.

| NATIONAL SALES | DEVELOPMENT | INSTITUTE, | Dept. | A6185-D2 |
|--------------------|-------------------|------------|-------|----------|
| 24 Rope Ferry Road | , Waterford, Conn | . 06385 | | |

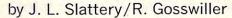
Please send me the COLD CALL SELLING tape and begin my introductory subscription to SOUNDS OF SELLING. I understand that if not satisfied, I may cancel my order within 15 days simply by returning the initial tape. Otherwise, keep the program coming each month at the low price of only \$6.95 per month, plus a few cents for postage and handling.

| ☐ bill annual | ly until cancelled | □ bill | quarterly | until | cancelled |
|---------------|--------------------|--------|-----------|-------|-----------|
| | | | | | |

| Name | | Firm | | |
|---------|--------|-------|-----|--|
| Address | Office | | | |
| City | | State | 7in | |

(5.041-034-ATV-Off-3)

IT'S YOUR BUSINESS





HE STARTED OUT back in 1927 with just a little root-beer stand. Today his company does about \$350 million a year in sales, has some 27,000 employes, and is a leader in what has become the "hospitality-services" industry. About \$3 million of that \$350 million income is spent each year on giving training to the employes so that they'll do their jobs in a way that will mean increased customer satisfaction, increased income, increased efficiency—and higher profits.

We're speaking of J. Willard Marriott and his Marriott Corporation. It's quite a rise from a one-man soft-drink stand to an operation that has some 600 restaurants (half of them franchiseeoperated), a chain of motels, and an extensive food-catering service for a number of airlines and other companies. There are a number of reasons why J. Willard Marriott became so successful. He was success-oriented, he worked hard, he had good overall business ability, he could recognize opportunities-and he had an excellent understanding of the essentials of good personnel management.

It makes sense to talk about "personnel management" when you have 27,000 employes. But suppose you only have 27—or maybe only 7? Does it still make sense to think in terms of "personnel management"?

Indeed it does. Of the 2,000 businesses reported on in 1970 by the President's Task Force on Improving the Prospects of Small Business, more than 80 percent employed fewer than 50 people and more than 50 percent employed no more than ten. But the small businessmen themselves who were queried in that survey said that "personnel problems" made up one of their top three problem areas. And for many of those businessmen it was clearly their number one problem.

A business that has only ten employes isn't likely to have a "Personnel Department"—but it had better have good personnel management. There's plenty of reason to believe that personnel problems will become an even big-

ger headache for the small businessmen than they already are. Let's glance briefly at some of the reasons.

How Will These Affect YOU?

The American economy is increasingly becoming a services economy. The U.S. Department of Labor estimates that in the 1970s nine out of ten new jobs will be service jobs. This trend is intimately related to another one—the growing demand for leisure and recreation. The 4-day work week is growing in popularity. Another important trend is the rise in white-collar wages and salaries. Overall, they rose 6.2 percent in 1970, 6.6 percent in 1971. And blue-collar wages have also been rising.

Will the overall inflationary trend in the economy stop? Almost certainly it will not, but the hope is that its rate will be lower. Indications are that the U.S. will have inflation for the foreseeable future—and remember that inflation can cause plenty of trouble for small businesses. Especially for those that are inefficiently managed.

It's possible, too, that the U.S. will relax its control of American big business as a move to strengthen U.S. competition in the world market. But such a policy change could generate additional difficulties for small business.

The franchising industry has been growing—but so has the trend in the retention or reacquisition of franchisable locations by the franchising companies themselves!

Now, let's "take inventory" on some of these points. What might these trends mean for your business? Some factors to keep in mind are these. The demand for services seems to be outstripping the supply of workers available to perform them. Last year a speaker at the conference of the American Institute of Industrial Engineers warned his listeners that by the year 2000 it might be necessary to "repair your own car, butcher your own beef, cut your own hair." (And how many young people are going into jobs as waiters and waitresses, janitors, do-

mestic workers, appliance repairmen?) Small business will be competing more and more against larger companies for service-jobs employes. And some franchises will be competing with their franchisers to recruit such workers!

A very important point to keep in mind is that it is difficult to improve worker productivity in service jobs! The most capable and willing waitress only has two hands. But even though the productivity of service workers can't in general be increased in the way agricultural and manufacturing worker productivity has been, the costs of service labor will continue to rise.

You may or may not employ service workers, but if you have any employes at all you will be at least indirectly affected by the strengthening and expansion of the American public commitment to a "full employment" policy and by such trends as the equalization of male and female work rights under law.

By this point you'll probably be ready to agree that good personnel management is extremely important in small businesses as well as in large ones.

What Is "Personnel Management"?

As we're using the term here, "personnel management" includes all of these: employe recruiting, interviewing and evaluation, hiring, determination of wages, salaries and benefits, application of labor laws, regulations and union rules, job assignment, training, motivation, supervision, performance evaluation, job simplification, handling of compensation-and-benefits paperwork, improving communication between workers and management, transfers, promotions, and-eventuallytermination. In very small businesses many of those functions will be handled guite simply and informally. A business owner whose employe recruiting operations amount to nothing more than occasionally having to put up a window sign reading "Waitress Wanted" is certainly not going to have an elaborate program of "personnel management." But if he simply forgets altogether about the idea of "good personnel management," then he may have trouble getting and keeping the couple of employes he needs, and he may not get very good performance from them while he has them.

Modern personnel management, as you see, includes quite a few more things than at first hit your eye.

America's Lifelines (Continued from page 12)

90 percent of Interstate's cost and exercises its right of approval and reasonable control. Individual states, paying the remaining 10 percent, determine the routes, design the highways, and award construction contracts. Federal funds for state highway construction are usually 50-50, federal-state. Interstate operates on a pay-as-you-go basis. Highway users pay for it through taxes, like the 4-cent a gallon gasoline tax and levies on motor oil, tires, tubes, tread rubber, trucks, buses, trailers, and accessories.

Some \$42 billion of federal aid has gone into Interstate since its inception. At that time forecasts put its cost at \$27 billion with a 1971 completion date. Today, forecasts call for \$71 billion and completion in 1978-seven vears late.

Building a federal-aid highway costs about 30 percent more than without federal help, according to estimates. Bureaucratic red tape accounts for the difference. A Maryland highway official testified the 50 percent federal contribution for a small urban road project didn't cover the added costs in meeting stiff federal requirements. In some cases, projects must be reviewed

by 62 agencies. As the upshot, there's a proliferating time lag, sometimes 8 or 10 years, between the start of a highway project and the actual start of construction.

Expressways, unfortunately, must go through cities, not around them, because most traffic originates and ends in urban centers. Ecologically, our nation might be more pure without freeways-that's true. But it would be economically poorer and we wouldn't be able to live the kind of life to which we are accustomed. We must recognize that transportation comprises one of the basics of any society-especially ours. Transport knits together all our nation's assets, both economic and social.

The late Thomas H. McDonald, former commissioner of the U.S. Bureau of Public Roads (now FHA) once said: "We were not a wealthy nation when we began improving our highways. But the roads themselves helped us create new wealth, in business and industry and land values. So it was not our wealth that made our highways possible. Rather, it was our highways that made our wealth possible."

Motorists, and that includes most of us, will realize an \$11 billion annual bonus from the Interstate. This will result from lower fuel costs because of shorter distances, decreased maintenance-these roads are easier on carsreduced accident costs and time saved en route. Already Interstate has cut travel time between cities by at least 10 to 15 percent.

However, some fear that building super-highways may never end. More roads generate more traffic-and more congestion. Someone has speculated that congestion might necessitate, within 5 or 10 years, the booking of starting times on major highways, just as golfers now arrange tee-off times on crowded courses!

Roads are becoming more choked with automobile traffic every year. Each morning and evening our urban roads fill with bumber-to-bumper streams of automobiles. Over the years, this strangulating situation has retrogressed. In New York City, for instance, 1907 statistics reveal that horsedrawn vehicles averaged 11.8 miles per hour through traffic; in 1966, motor cars averaged 8.5 mph.

In Southern California an engineer facetiously says that traffic has become (Continued on page 48)



Now,you can update and improve your company's typewriters, and, for very little more, take home a great electric portable.

For your office, the Royal 970. Tested by America's leading independent testing or-ganization, Nationwide Consumer Testing Institute with these results: "The Royal 970 will produce better quality presswork at a higher rate of speed with less noise and less effort than either the IBM D or the IBM Selectric"

For your home, the Royal Electric Portable. Now everyone in your family can enjoy electric typing. Gives you the neat presswork and easy keying of an office electric in a size you can carry anywhere. It sells 150 New Park Avenue in a size you can carry anywhere. It sells for \$134.95*

For the deal, send us this ad. A Royal sales representative will show you and your secretary just how phenomenal the Royal 970 is. And if you buy one 970, we'll give you \$60 off the price of a new electric portable. Buy two 970's, and you can save \$120 (that's a Royal electric portable for only \$14.95). You can't lose, and the people who type for you can't lose either. Offer limited. Act now.

Hartford, Connecticut 10606

I'm interested in your deal. Show me how the Royal 970 beat the IBM.

Zip. State

Offer limited to four 970 typewriters purchased at standard list price. Available through your Royal branch or participating dealers.

Litton

*Manufacturer's suggested retail price.



Dept. 763 Box 1178, Englewood, Colorado 80110 Yes, show us how BINGO can make money for our Organization. Address _ City_ State_ _Zip_



Name of Organization_

EXALTED RULER SHIELD

Present your retiring officers or lodge members with this beautiful walnut-finish trophy. Measures 9"x11". With solid

bronze emblem and plate ... only \$9.60 F.O.B. Chicago (add 13¢ for each engraved letter).

Write for catalog.



RUPTURE AGONY

REMOVED (or trial COSTS YOU NOTHING)
...WHEN you slip into a low-cost, contour-designed Brooks Patented Air Cushion Appliance! Your reducible rupture will be held in securely yet gently. You can enjoy heavenly comfort



night and day at work or play. Isn't this worth a no-risk trial? Write for free facts now. BROOKS CO., Box 316-L, Marshall, Mich. 49068

BE A TAX CONSULTANT

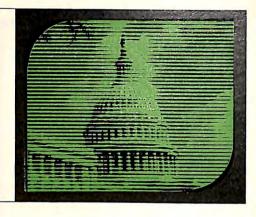


National Tax Training School Monsey, 12XC, N.Y. 10952

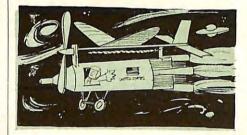


about crazy baseball? then read baseball digest Each issue 100 pages . . . player profiles, action photos, rosters, schedules, etc. Send \$1.00 for next 4 issues. (\$2.00 on newsstands) Baseball Digest, Dept. EK-4, Box 270, Evanston, III. 60204

AROUND MASHINGTON



HIJACKINGS and sabotage of airliners may be cut down if it turns out that dogs can be trained to detect hidden explosives at airports. To test out the theory, the Federal Aviation Administration has put up \$34,000 to finance a 20-week training program involving four dogs and their handlers from the suburban Fairfax County Police Department.



NEWEST THING developed by NASA, unless Congress balks, will be the \$5.5 billion space shuttle. President Nixon has given the go-ahead for the shuttle which would be developed over a sixyear period. It would rocket a four-man crew into space, then return them to earth like an airplane. The President's decision put new life into the hard-hit aerospace industry. But Senate critics contended that the shuttle represents a "senseless extravaganza" and "an outrageous distortion of budgetary priorities."

PRIZED FURNISHINGS were sent over from Washington for the new American Embassy residence in Paris. The renovated 100-room Rothschild mansion on Rue du Faubourg St. Honore has a 17th Century Flemish tapestry, titled "America," hanging on its grand staircase. It was loaned by the National Gallery of Art. The embassy drawing rooms are filled with French furniture given by the Special Fine Arts Committee of the State Department. It came out of the surplus stocks on hand after the department had completed the furnishing of the Thomas Jefferson drawing room in its VIP hospitality suite here.

SALES TAXES lead all other tax revenue measures in bringing in tax dollars for states, according to Commerce Clearing House reports. They show that general sales and gross receipts tax collections rose 9 percent to \$15.5 billion in Fiscal 1971—about 30 percent of all state tax collections. Individual income tax collections totaled \$10.1 billion, a 10.3 percent increase.

MONEY INSPIRES. This is the idea being tested in 1972 by HEW's Office of Education, A cash-incentive plan for teachers and parents during the current school year has been funded at a cost of \$770,000. Eight schools in four states-Ohio, Florida, California, and Texas—will participate in the program. If a classroom makes more progress than the predicted mean gain for its grade level, the teacher will get an award of up to \$1,200. In addition. parents can receive a maximum bonus of \$100 per child in the experimental schools.



INFORMATION on fire extinguishers for your home-what kind you should get and where to place them—is contained in a pamphlet issued by the General Services Administration. You can get a copy by sending 40 cents to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. Ask for "Fire Extinguishers: The ABC's and the One, Two, Three of Selection."

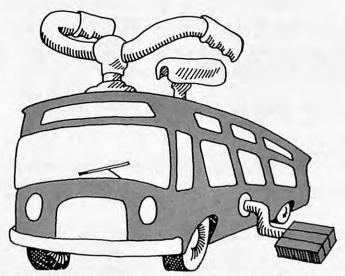
WIFE TROUBLE. John Justin Smith. travel editor of the Chicago Daily News, advises husbands that they had better be certain the intercom is working in their camper when they take their wives on a camping trip. He tells of a man he knows who drove off and left his wife standing in the road in her nightgown. She had been sleeping late in the back of the camper and told him through the intercom that she would join him in the cab when he stopped at the next stop sign. The trouble was he did not hear her as the intercom was not working. He stopped, she got out—and he drove off. He was shortly rejoined by a very annoyed wife who was given a lift, in her nightgown, by a motorist coming along behind.

MILTON EISENHOWER believes he is the nation's oldest college president. The brother of former President Dwight D. Eisenhower retired in 1967 after spending 11 years as president of the Johns Hopkins university in Baltimore. Now 72, he is rounding out his first year back at his old job this month. He returned to it in answer to an urgent demand to fill a leadership gap and has agreed to stay on as an interim president until a permanent new head of the university can be found.



APRIL FOOL'S DAY this year was a red letter day for the nation's consumers. It was the date that new FDA regulations went into effect which prohibit the fooling of consumers with fraudulent "bargain deals" in food, drugs and cosmetics. From now on, for example, a box cannot be marked "economy size" unless there is a saving of at least five percent for the bargain-size package over the price of the equivalent amount in smaller packages.

COMMUTERS are finding the afternoon traffic jams more bearable here now because of the humor they pick up on their car radios. WRC, an NBC-owned station, moved Walker and Scott, known as "the Joy Boys," from their regular night spot to afternoon "drive time" as part of a move to regain lost ratings. Washington visitors who turn on their radios quickly discover why the commuters, who end their day with Walker and Scott, like to begin it with an early morning funny pair, Hardin and Weaver. They have made WMAL, the Washington Star-owned station, one of the most popular at breakfast time.

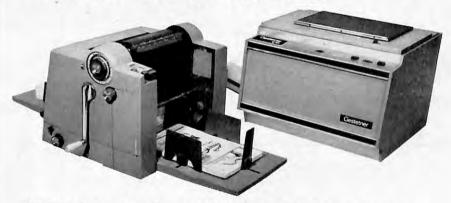


Making a few copies with a duplicator is like hiring a bus to take the baby-sitter home.

Duplicating lots of copies with a copier is like borrowing a bicycle to take the Ladies Auxiliary Club home.

Gestetner is the world's leading maker of duplicating equipment. And now we offer an equally efficient, reliable copier.

We make copiers and duplicators because there's no such thing as an efficient copier/duplicator.



Which do you really need? Both? It costs less than you think to have both. And they'll both save you money.

Gestetner Park, Yonkers, N. Y. 10703 Send information about: Duplicators Copiers Both Name Organization Address City State Zip



Orb-A-Lap was designed as a precision process for restoring and/or maintaining a degree of sharpness that will assist you in keeping your shaver with mul-tiple flat toothed inner cutter blades, shaving at top efficiency.

Flat toothed cutters are found in the most popular round and rectangular shaped heads of the

leading models of shavers. And with Orb-A-Lap you can sharpen them again and again before they may need replacing.

BAHGER-PRODUCTS, ROUTE 1, BOX 1117, GRESHAM, DRE. 97030

THE

Elks National Foundation 2750 Lakeview Avenue/Chicago, Illinois 60614



TURN YOUR SPARE TIME INTO A 2nd INCOME!

INTO A 2nd INCOME!

If you can talk convincingly, you can sell advertising specialties in your spare time and earn \$5,000 to \$10,000 a year using our free samples and no investment on your part. Age is no barrier!

It's so easy—we train you through the mails. Make just six good stops on your day off, calling on banks, savings and loan associations, business firms of all types—they all need advertising promotions such apens, calendars, novelties and general "give-aways".

TREMENDOUS REPEAT BUSINESS! Write to:

PERKEL CO., Dept. 2

5539 Cahuenga North Hollwood. Calif. 91601

5639 Cahuenga North Hollywood, Calif. 91601

Always send check or money order -not cashwith your orders







NEW SMILE STICKERS

100 for \$1.00 plus 25¢ postage & handling Add a "Smile" to your wrappings and packages, cards. Brighten your office, add to your home decor. These new pressure sensitive Smile stickers are in dayglo colors. Bring joy with our Smile stickers.

NOVELTY MART, Box 233EL, Bethpage, N.Y. 11714

Also new packet Aden to Urundi, with Kennedy, Triangles, Space, Sports, Ships. Dogs, Cats, Reptiles, plus others. ALL FREE.
Send 10¢ for mailing.

EMPIRE STAMP CO., Dept. 35, Toronto, Ca.



PVP Howard L. Laib (left) presented an award to PER Frank Durney, Poughkeepsie, N.Y., Lodge Foundation chairman, in recognition of the lodge's efforts in recruiting new members in the Foundation. The lodge has signed up the most new participating members in the district, PER James Palumbo (right) was also present.

GER E. Gene Fournace (center) presented honorary founders certificates to GL Auditing Committeeman Peter N. Hall (third from left) and PER Alvin Southwick (third from right), both of Hartford, Vt., Lodge. Also present at Newport Lodge during GER Fournace's visitation were (from left) State Foundation Chm. Raymond J. Quesnel; PDD John Brown, Bellows Falls, and PDDs Americo Columbo and Wilfred Fisher, both of Barre Lodge.





ER Harold Brookshire of Bradenton, Fla., Lodge presented 16 new Elks National Foundation certificates to DDGER Robert P. Rosin during his recent visit to the lodge. The new participating members were present on the occasion. DDGER Rosin has gathered more than \$25,000 in pledges during his visits to the Southwest District lodges.

THE WORLD'S GREAT MINDS COMBINED WITH THE MOST POWERFUL INFORMATION SCANNING SYSTEM DEVISED BY THE MIND OF MAN BRING YOU:

... COURSES THAT TURN YOUR CASSETTE TAPE RECORDER INTO AN AUTOMATIC LEARNING MACHINE!

Yes, the world's great minds, combined with the most powerful information scanning system ever devised by the mind of man can turn you into a walking encyclopedia.

This is the Automated Learning System already proven on thousands of men and women . . . already purchased by dozens of schools and colleges for their own students.

Your teachers are acknowledged leaders in their fields-business leaders who receive thousands of dollars to instruct executives of America's top corporations... Educa-tional leaders who have devoted their lives to developing aggressive, productive teaching technology techniques that accelerate absorption of INFORMATION three-four-even five times!

■ SELF-HYPNOTISM

SELF HYPNOTISM

by Arthur Sontged

Practically brings a hyp-notist into your home. Helps control fears — bad habits

— bad temper — allergies
— smoking — fatigue —
hostility — anger — fear of
rejection. With SELF-HYPNOTISM, develop
the invincible habit of winning constantly.
#59 #59 \$9.98

■ DOUBLE YOUR READING SPEED IN ONE WEEK!

by Martin R. Roan

Finish an entire novel in a single evening! Slash through a business report in sixty seconds! Read a complete magazine article in three minutes! And what's

SPEED IN ONE WEEK!

■ DOUBLE YOUR POWER TO LEARN

by Eugene M. Schwartz

Absorb facts like a sponge, and repeat Absorb facts like a sponge, and repeat them almost word for word years later—flash through math, business, financial probblems that have you stopped cold today—Hold people spellbound with your powers of speech and your talents with the written word—AND, DO IT ALL, NOT BY STRUGGLING THROUGH DREARY TEXTS—NOT BY MEMORIZING USELESS THEORIES—But simply by putting your LOCKED-UP LEARNING POWERS TO WORK FOR YOU—TODAY! #2....\$9.98

■ FLUENT SPANISH OR FRENCH IN 24 HOURS by Alfred Z. Owen

Speak complete sentences in HALF-AN-HOUR. Carry on everyday conversations in just 24 hours! Start chatting away like a native almost from the very beginning! All without declining a single verb or memorizing a single rule of grammar!

Language Course: #3_Spanish 1 Co on

Language Course: #3—Spanish 1 \$9.98 #4—French 1 \$9.98

■ INSTANT MEMORY POWER

by Norman Singere

Here are the Automatic Memory Response Habits that can build you a perfect memory
— almost overnight! Remember names and faces, lists, appointment schedules, speeches, sales presentations, important articles — all in perfect order! Repeat entire conversations word for word — and more! #63 \$9.98

AUTOMATED LEARNING PROGRAM



Consisting of the following elements: NO TAPE HANDLING/SNAP-IN/ EASY LOAD/TRANSISTORIZED/ BATTERY AND ELECTRIC

O COMPACT CASSETTE TAPE RECORDER

• Full Range Microphone with Remote Control Switch. • 60 Minute Cassette. • Private Monitoring Ear-

Q AUTOMATIC MEMORIZER

Makes memorizing ANY data absolutely automatic! Any information you wish to learn will be AUTOMATICALLY REPEATED — with no more effort on your part than simply Listening and Learning!

O TWO AUTOMATIC LEARNING COURSES

Choose the courses of your choice as part of your Automated Learning Program. The courses are complete with: Pre-Recorded subject material tape cassette and instruction book in handsome binder.

INSTANT MATH

by Paul R. Heitman

You'll learn to add figures faster than an You'll learn to add figures faster than an adding machine . . . Multiply numbers like \$69.98 x 85 in your head. . . . Divide 18,674 by 367 in just seconds! All the hard parts of mathematics are made instantly simple with this course — so simple that your eight year and outperform his teacher once he's old can outperform his teacher once shown how! #62 \$9.98

MAIL NO DISK EDEE

■ Automatic Skills For LISTENING AND CONCENTRATION

by Daniel Akers & Phillip Masline



For perhaps the first time in your life, you'll learn the automatic skills that bring your mind to a total commitment for the spoken word! Gives you powers of concentration you never believed possible! You will learn the five simple steps that will allow you to — give total listening power to any situation! #60 \$9.98

■ PLUS ALL THESE INSTANT-MASTERY COLLEGE-LEVEL AUTOMATED LEARNING COURSES

- #11: ECONOMICS, Level 1. Business organization, personal income, saving, invest-ments, capital, banking, business cycles, sup-ply and demand in the market place and more! \$9.98
- #12: BASIC ACCOUNTING. Ledgers, journals, balances, discounts, depreciation, cash accrual and more! \$9.98
- #13: CHEMISTRY. Matter, elements and compounds, laws, solutions, symbols, formulas and more! \$9.98
- #14: ENGLISH GRAMMAR AND USAGE. Parts of speech, sentences and fragments, proper usage, point of view, double negatives and more! \$9.98
- #15: BUSINESS LAW, Level 1. tems and divisions, courts and procedures, contracts, personal property, estates, mortgages, real estate and more! \$9.98
- #16: INTERMEDIATE ALGEBRA. Basic laws, fractions, radicals, graphs, log-arithms and more! \$9.98
- #17: PUBLIC SPEAKING. Types of delivery, organizing material patterns for speaking, delivery techniques, powerful conclusions and more! \$9.98
- #18: BASIC PSYCHOLOGY. Stimulus, central nervous system, sensations, gestalt, perception, motivation and more! \$9.98
- #19: BASIC PHILOSOPHY. Metaphysics, existentialism, ethics, idealism, epistemology, aesthetics and more!

| | IAID HO-KISK | PREE IRIAL | OKDE | LODA | Y | |
|---|--|--|-----------------------------------|--|--|---------------------------------------|
| AUTOMATED LEARN Please Print: | ING, INC. 1275 Bloom | mfield Ave., Fairfiel | ld, N.J. 07 | 006, Dept. | A2 | |
| NAME | | | | HAVE MY | OWN T | DE |
| | | | • | | RDER | AFE. |
| ADDRESS | | | | REEL-T | | |
| CITY | STATE | ZIP | I | ☐ COMPA | CT CASSI | ETTE |
| Gentlemen: I wan ING PROGRAM py weeks without risk satisfied in every wa for a prompt and fi is also my understa wish now, or at any for each course. I enclose paymen Learning Program c Courses— Free courses with pr Please charge my cre American Expres Diners Club No. | RDER FULL TAPE RECOR to try your AUTON lus the course of my or obligation. If I a y, I may return the c full refund, with no q nding that I may or time in the future, a t of \$79.98 in full. Se complete with two Au logram # # edit card: Signature_ s No No | MATED LEARN-choice for 2 full m not completely complete program uestions asked. It der any course I and pay only \$9.98 and the Automated tomated Learning | stand of for a two we displea AUT | OMATED LEA \$9.98 63 62 60 11 AUTO | m this med full ref if I am in IRNING COLEACH 12 13 14 15 MATIC ORIZER \$9.5 | und after any way URSES 16 17 18 19 |



Mount Pleasant, Penn., Lodge Presents Homer Huhn, Jr., for Grand Secretary

WHEREAS: Brother Homer Huhn, Jr., has unselfishly and untiringly served Mount Pleasant, Pa., Lodge in a distinctive and untiring manner in many capacities, including eleven years as Secretary; and

WHEREAS: he has served the Pennsylvania South and Southwest Districts as District Deputy Grand Exalted Ruler and as Chairman of the Southwest Dis-

trict Advisory Board; and

WHEREAS: Brother Huhn has rendered outstanding service to the Pennsylvania Elks State Association as an Officer, Committeeman and as its President and as its Secretary for five years; and

WHEREAS: in addition to serving as District Deputy Grand Exalted Ruler, he has also served the Grand Lodge as a member of the Credentials Committee, the Lodge Activities Committee, the Auditing and Accounting Committee and as Chairman of the Lodge Activities Committee during the year 1970-1971; and

WHEREAS: Brother Huhn has, since January 15, 1971, served with diligence, prudence and distinction as Grand Secretary of the Benevolent and Protective Order of Elks of the U.S.A.; and

WHEREAS: Brother Huhn has consistently displayed his integrity, administrative ability, knowledge of the affairs of the Order and strict adherence to its Constitution and Statutes during the years since becoming a member of Mount Pleas-

ant Lodge No. 868, in 1941;

NOW THEREFORE BE IT RE-SOLVED AND IT IS HEREBY RE-SOLVED: That Mount Pleasant Lodge is indeed honored and proud to present to the 1972 Grand Lodge Convention in Atlantic City, N. J., the name of Brother Homer Huhn, Jr., for re-election to the Office of Grand Secretary of the Benevolent and Protective Order of Elks of the United States of America.

Paul Baird, Exalted Ruler Frank Kaczmarek, Secretary



Macomb, Ill., Lodge Presents H. Foster Sears for Grand Treasurer

H. FOSTER SEARS, having served in all

the chairs of Macomb Lodge No. 1009 of the Benevolent and Protective Order of Elks: and

WHEREAS: He has served with dignity as the District Deputy, Grand Exalted Ruler of the Illinois West Central District; and

WHEREAS: He has successfully served as President of the Illinois Elks Associa-

tion; and

WHEREAS: He did faithfully serve as a member and the treasurer of the Crippled Childrens Commission, the major project

of the State Association; and

WHEREAS: He has served the Grand Lodge as: Grand Esteemed Lecturing Knight; as a member of, and Chairman of, the Lodge Activities Committee; as a member of the State Association Committee, the New Lodge Committee, the Auditing and Accounting Committee; and

WHEREAS: He has faithfully and successfully served our Order, this past year, as Grand Treasurer; and therefore

BE IT RESOLVED: that Macomb, Illinois, Lodge No. 1009 is proud to present to the 1972 Grand Lodge Convention in Atlantic City, New Jersey, in July, 1972, Brother H. Foster Sears for re-election to the Office of Grand Treasurer of the Benevolent and Protective Order of Elks of the United States of America.

Harry McDaniel, Exalted Ruler Richard C. Nester, Secretary



Seattle, Wash., Lodge Presents Robert A. Yothers for Grand Trustee

WHEREAS: Brother Robert A. Yothers has served Seattle Lodge for several years in many capacities, including the office of Exalted Ruler and member of the Board of Trustees, and is an Honorary

Life Member; and

WHEREAS: He has served the Washington State Elks Association as Trustee of the Major Project for 17 years, serving 3 years as Chairman of the Major Project, and further, he has served the Washington State Elks Association as a member of the Executive Committee and as Treasurer, and has been elected Honorary Past State President, and is presently serving as a member of the Executive Committee and Public Relations Committee; and

WHEREAS: Brother Robert A. Yothers has served the Grand Lodge as District Deputy Grand Exalted Ruler of the Northwest District of Washington and as a Special District Deputy, and further, served as a member of the Grand Lodge Ritual Committee for four years and is now a member of the Grand Lodge Judiciary Committee; and

WHEREAS: In his community he is a member and has served as Trustee and Elder of the Presbyterian Church and in many civic organizations including the Board of Trustees of Ballard Community Hospital for 22 years and is now a member of the Board of Directors of the Ballard Bank of Washington; and

WHEREAS: In all of his activities, he has consistently demonstrated continued devotion and service to the Order of Elks;

NOW, THEREFORE, BE IT RE-SOLVED that Seattle Lodge No. 92 is honored to present to the Grand Lodge Convention to be held in Atlantic City, New Jersey, in July, 1972, the name of Robert A. Yothers, as candidate for Grand Trustee of the Benevolent and Protective Order of Elks of the United States of America for a term of four years.

Earl E. Yates, Exalted Ruler Dick Mitchell, Secretary



Red Bank, N.J., Lodge Presents Edmund H. Hanlon for Grand Trustee

WHEREAS: Brother Edmund H. Hanlon was initiated on March 18th, 1954, into Red Bank, N. J., Lodge No. 233 and has served this lodge in many capacities including the office of Exalted Ruler, Chairman of the Board of Trustees, and is an Honorary Life member; and

WHEREAS: He served the New Jersey State Elks Association as its President in 1968-1969, has served on its Board of Trustees, as Chairman of the Youth Activities Committee, and is presently the Chairman of the Convention Committee; and

WHEREAS: Brother Edmund H. Hanlon has served the Grand Lodge as District Deputy Grand Exalted Ruler of the South Central District of New Jersey and is presently serving as Chairman of the Grand Lodge New Lodge Committee; and

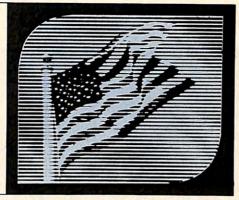
WHEREAS: In his community he has been active in civic affairs and is at present serving on the Park and Recreation Commission as well as Shade Tree Commission. In business he has been associated with M&T Chemicals, Inc., Subsidiary of American Can Company for more than 45 years; and

WHEREAS: In all of his activities he has consistently demonstrated effective leadership and continuing devotion to the Order of Elks;

NOW THEREFORE BE IT RESOLVED that Red Bank, N. J., Lodge No. 233 is honored to present to the Grand Lodge Convention to be held in Atlantic City, N. J., in July, 1972, the name of Edmund H. Hanlon as candidate for Grand Trustee of the Benevolent and Protective Order of Elks of the United States of America for a term of four years.

Harold J. Trahman, Exalted Ruler Harold A. Duncan, Secretary

ELKS NATIONAL SERVICE COMMISSION



"So long as there is a disabled veteran in our hospitals,
The Benevolent and Protective Order of Elks will never forget him."



A popcorn machine was donated to the Veterans Administration Center in Hot Springs, S. D., by the Elks. Hugh Davis (left), VA Center Director, accepted the gift from VAVS Chairman Mark D. Ackley of Hot Springs Lodge.



Hospital Chairman Fuller Johnson (left) of Roseburg, Ore., Lodge presented a movie camera and projector along with two checks totaling \$550 to the VA Hospital in Roseburg. Dr. John A. Doering, hospital director, accepted the gifts furnished by the Oregon Elks Association.



Susanville, Calif., Lodge accumulated 11,400 pounds of books and used appliances and contributed the goods to the Veteran's hospitals in California. Helping to prepare the 155 boxes, containing 6,000 books among other things, were (from left) Past Grand Est. Lead. Knight Paul Wemple; Secy. Ivor Lanigar, and Est. Loyal Kt. Bob Wagner.

COULD YOU HANDLE THE KIND OF FREEDOM THIS JOB GIVES YOU?

You won't see the boss all day — or maybe all week. When most men are punching time clocks, you're deciding where to go for the day. While others are stuck in one place for 8 hours, you're driving around in a new, air-conditioned company car. And when other men with ordinary jobs are digging out lunch buckets, you'll be in a pleasant restaurant — often with the company picking up the tab.

sure you're working, but you set your own schedule. You're outside; on your own and on the move. You're a Professional Accident and Claims Investigator for an insurance company. Your job is to visit people who have had accidents. You take statements. You talk with witnesses. You find out what happened and why. You settle cases by handing out checks to pay claims. You receive a professional-level salary, a company car for business and personal use, an expense account and free insurance benefits. Pay raises come fast and the promotion route is wide open in this booming industry. (Last year alone more than 20 billion dollars was paid out to settle 35 million accidents.) Sound interesting? Then get all the facts without cost or obligation.

ligation . . .
FREE BOOK SHOWS HOW YOU CAN GET STARTED

You can train and qualify quickly in your spare time, at your own pace. Your lessons are mailed to you anywhere in the world by famous Universal Schools. There's no college or previous experience required—so learn how you can enjoy the freedom, the money, the opportunities in Accident and Claims Investigation. Send coupon for free book of facts.

Approved under the 1966 GI Bill
If you've served continually for 181 days, you may be qualified for financial assistance under the GI Bill for 1966. Send today. Universal Schools, 6801 Hillcrest Avenue, Dallas, Texas 75205.



book tells how you can become a CLAIMS and ACCIDENT INVESTIGATOR

MAIL TODAY FOR FREE BOOKLET

UNIVERSAL SCHOOLS, Dept. 11584
6801 Hillcrest Ave., Dallas, Texas 75205
Gentlemen: Without obligation, please send
me the FREE book of facts on opportunities
and earnings in Accident and Claims Investigation. I understand that no salesman will

| Name | Age |
|---------|-----|
| Address | |
| | |

State

Zip.



Aztec-in-Wonderland: MEKICO CONTHE ROCKS

ACAPULCO'S FAMOUS beer-drinking donkey went through his act one night recently in a finale to the biggest party ever brewed in Acapulco. It was D. K. Ludwig's way of saying salud, D. K. Ludwig being the world's richest man. Yes, richer even than J. Paul Getty who, by no mere coincidence, happens to be his next-door neighbor. They're friends as well as fellow billionnaires. What Ludwig was celebrating was the opening of his new \$40 million Aztecstyle hotel on Revolcadero Beach, only 10 minutes from Acapulco's airport and 10 miles from the frantic merry-goround of downtown Acapulco. The result of his labors-along with the help of 2,500 Mexican workers-is a brand

an Aztec-style pyramid.

It is doubtful that there ever was a nobler temple. Waterfalls supply a series of rapids that flow among musical gardens. Swimmers are also serenaded by underwater Musak. Ludwig's pleasure dome, which is topped off at 16 stories, contains 777 rooms. The Princess is possibly the world's first truly attractive, unobtrusive high-rise hotel, its balconies overflowing with bougainvillea. Not only are the guests

new aerie for the jet set, disguised as

by Jerry Hulse

reminded of the Aztecs who founded Mexico City in the 14th century, but there is the Disney touch as well. Precast rocks rising beside the lagoons and swimming pools were created by a former Disney designer. The result is a little like Aztec-in-Wonderland.

Guests swim beneath a waterfall to reach the Grotto Bar or else march across a couple of wooden bridges to drink margaritas in the Laguna Bar. Besides this they have the choice of a third bar, four restaurants, a night club and the underground discotheque.

Besides the hotel, the Ludwig landscape contains an 18-hole par 72 championship golf course, not to mention the spiffiest tennis courts this side of Wimbledon. Two of the courts are indoors with air conditioning, piped-in music and potted plants. They are, indeed, the most expensive tennis courts in the world. D. K. told tennis pro Bill Sweeney, "Build me the greatest tennis courts on earth." Sweeney did. The courts cost \$500,000 and, insists Sweeney, couldn't be duplicated in the United States for less than \$1.5 million.

Soon the "for sale" sign will go up on villas beside the golf course at the Princess for prices ranging from \$50,000

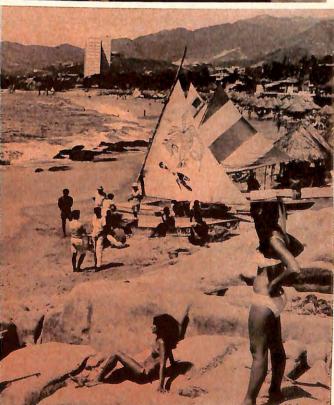
to \$75,000. If the cost seems a bit steep, just remember that for all the rest of your life someone will be on hand to mow the lawn and paint your house. For free. Billionaire Ludwig could, if he wished, secede from Mexico altogether, having created a pocket-size empire that contains a water purification plant, a bakery, a laundry, a power and sewage plant, a health club and sauna baths, a hospital and Mexico's hugest nursery where he grew 60,000 bougainvilleas for the lobby atrium, plus thousands of other plants for his hotel. Later, Ludwig waved his billion-dollar wand and presto, there appeared 1,500 full grown palm trees to grace the grounds—as well as the lobby. Among jetsetters planning to fold their wings at the Acapulco Princess is millionairess Doris Duke, who reserved five of the six penthouse suites with their Roman

The Acapulco Princess Hotel (top, facing page) is one of the city's many examples of modern Aztec architecture. The beach at Acapulco, Gurerrero (right), and the waterfall bar and pool at the Acapulco Princess (lower left) provide stark contrast to the secluded beach (center) at Zihuatanejo, Mexico.

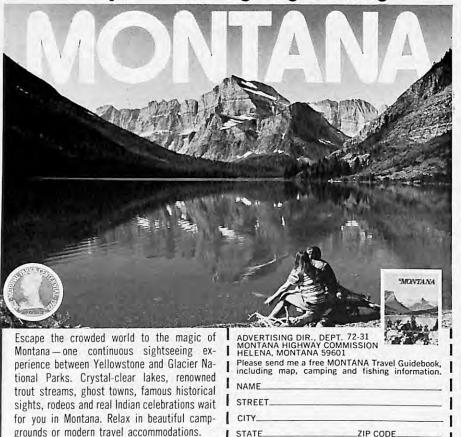








Escape to The Big Sky Country



Why pay an answering service when you can own your own?



Dictaphone has a machine to make sure you never lose another cent through a missed phone call or a garbled message. In fact, we have a whole line of them.

They're called Ansafones. You can buy one outright or possibly lease it for about what you're paying your answering service now. And it works for you 24 hours a day, 7 days a week.

For a free brochure describing how much an Ansafone can help you, mail this coupon now.

| | Dictap | |
|----------------------------|-----------------------|------------------------|
| Box L-4- | 31, 120 Old Post Road | d, Rye, New York 10580 |
| Pleases | send me full details | of the Ansafone line. |
| | | |
| Name | | |
| | | Phone |
| Name Company Address | | Phone |

Ansafone and Dictaphone are registered trademarks of Dictaphone Corp.

baths and velvet covered walls. Less pretentious shelter is available at \$34 and \$38 a day per person double and \$54 to \$62 single, which includes both breakfast and dinner.

To properly launch his hotel, Ludwig sent out invitations to more than 200 friends, among them industrialists, board chairmen, presidents, show business celebrities and California's governor. They jetted down by chartered planes from Los Angeles, New York and Mexico City, to be met upon arrival by mariachis and margaritas. To keep the party colorful, Ludwig imported the huge 77-member Ballet Folklorico from Mexico City plus a chef from Brazil. Earlier, Acapulco's social set emptied their pocketbooks at a \$150-a-plate Red Cross ball. Altogether Ludwig tossed four previews, highlighted by donkey races and fireworks displays.

It is a peachy neighborhood he occupies, not only with J. Paul Getty, but with multimillionaire Troy Post as well. Getty operates the Pierre Marques on one side of Ludwig's Aztec temple while Post does business at his exclusive Tres Vidas, which combines 32 swimming pools, 32 holes of golf, tennis and saunas, all with a membership fee of \$7,000.

The billionaires have other new neighbors in the lineup of Acapulco hotels. Back along the bay the beat of the jackhammer is in tune with the mariachis. Among the newest on the scene is Flagship's \$15 million Condesa del Mar. At 21 stories it has the dubious distinction of having reached highest into the heavens of Acapulco. Perched on a base of solid rock, it faces that most breathtaking of all girl-watching sandlots, the famed Condesa Beach. Guests register in an open air lobby and take their evening meals in a rooftop supper club, the Techo del Mar. There is, in addition, the choice of three other restaurants, four bars and two swimming pools. Barely was the Condesa properly launched with fireworks and Sergio Mendes than the new 750-room Plaza International signaled its opening.

All of this is causing serious concern to Mr. Acapulco himself, Teddy Stauffer, who operates the chic Villa Vera racquet club. The Villa Vera is Acapulco's spiffiest digs, save perhaps that pink bouquet at the far end of the bay, Las Brisas. Fortunately Stauffer had the foresight to place his luxurious Eden on a hillside so that guests may still catch a glimpse of the Pacific blue. What has Teddy worried is the possibility that one day the beach-front hotels could present a solid wall of concrete. Presently Teddy reigns as the messiah of the jet set. From his throne above the ocean front he holds court for the Beautiful People. Teddy isn't really a snob, but he does adore attractive

people. Especially attractive girls. They come in all sizes and shapes-and the shapes are breathtaking. He adores attractive females to such a degree, in fact, that two of his ex-wives are glamorous film stars.

The golden girls of Teddy's harem repose before nearly two dozen swimming pools surrounding Villa Vera's 60 rooms. During winter a double with private terrace fetches \$28 a day while a cottage overlooking one's own private swimming pool and garden is offered at \$72 a day. During the April 15-Dec. 14 off-season, prices are reduced approximately 25%. Tennis buffs stir up a fuss on three clay courts and those seeking a partner have only to challenge Teddy. At 63, the blonde and bronzed Swiss-born Stauffer still plays well.

Teddy arrived in Acapulco 33 years ago with Errol Flynn. Before that he had been an orchestra leader in Europe. After World War II he obtained a visa to enter the United States and eventually sailed with Flynn to Acapulco. Not one to dally long without a pocketful of pesos, Teddy gathered driftwood along the beach with which he built his famed nightclub, La Perla. As the guru of Acapulco's Beautiful People, he attracted a host of Hollywood celebrities. With his bankroll growing fat he took possession of Villa Vera, a restaurant (the Swiss Chalet), a shopping center and Acapulco's exploding discoteque, Tequilla-A-Go-Go. Author Leon Uris wrote of Stauffer: "Teddy is a grown up Huckleberry Finn, a Ponce de Leon who found the fountain of youth."

Less affluent jet setters settle for Club Mediterranee, the French playpen for the young and uninhibited. Club Med occupies the old majestic hotel on Peninsula La Playas. Vacationers dine together and play together-the weekly tab during the off-season running \$160 for room, meals, wine and partytime play. While the French operate Club Med, a Spanish nobleman has created a Tahitian-style hideaway on Golden Playa Morro. Prince Alfonso Hohelohe's Club Marbella-he operates another on the Costa del Sol-vibrates between 10 a.m. and 4 a.m., the asking price for membership being \$240 a year.

What with Acapulco growing so dramatically, the old quiet life still remains elsewhere-at Zihuatanejo, for example, which is the Acapulco of half a century ago, or Puerto Vallarta before the arrival of Liz and Burton. Still, you'd better hurry. Soon, I fear, the tour buses will be arriving at Zihuatanejo, too, along with high-rise hotels, Col. Sanders, Foster Freeze and all those other distractions of a questionable civilization.

Zihuatanejo faces the sea 150 miles northwest of Acapulco, but it could be (Continued on page 36)



PRICE

1. DEVELOP YOUR OWN SUKII DEALERSHIP— Big Money Filling Demand All Over Your Territory

Earn a giant \$135.00 profit per sale. Dozens of different kinds of businesses . . . service stations, garages, factories, farmers, etc. . . earn extra profits by saving time and work cleaning their property and equipment. Keeps customers happy, too.

2. BE A SUKII FRANCHISE DISTRIBUTOR—Earn Biggest Profits, Realize Your Dreams

Openings available right now for top-flight men and organizations qualified to step into the booming SUKII picture. Unique moneymaking program with protected territory.

MAKE YOUR SUKII PROFIT CHOICE AND MAIL COUPON TODAY!

P.O. BOX 973 SUKII JACKSON, WYOMING INTERNATIONAL

| CLEAN | UP | RIC | HT | HER | E | |
|-------|-----|-----|-----|-----|------|-----|
| Get | AII | The | Fac | ts! | | |
| | | | | | Dept | F-4 |

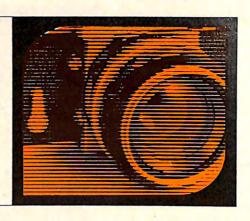
P.O. Box 973, Jackson, Wyo. 83001

Tell me how to clean up with new, re-designed SUKII instant steam cleaning machine!

- Here's check or m.o. for \$189.50—rush one demonstrator machine (\$325.00 retail value) and moneymaking details.
- Tell me how to get started as SUKII dealer. How do I qualify for that EXCLUSIVE FRAN-CHISE and PROTECTED TERRITORY as a SUKII distributor?

| NAME | | |
|---------|-------|-----|
| ADDRESS | | |
| CITY | STATE | ZIP |

NEWS OF THE LODGES





GADSDEN STATE JUNIOR COLLEGE received a substantial contribution from Gadsden, Ala., Elks for the third consecutive year. John I. Jones (left), college fund co-worker, accepted the check from ER Joseph R. Watson, who said, "We feel there are no projects more worthwhile than helping to send young people to college."



DURING THE FALL CONVENTION of the Iowa Elks Association at Mason City, ER M. A. Peterson was confined with a broken leg. (From left) SP Harry Carney, GER E. Gene Fournace, and PGER Glenn L. Miller visited with him and joined in presenting a check to D. A. Boyer (right), director of Handicap Village, for the purchase of a new flag pole.



CAMP FIRE GIRLS of Cassia County presented a certificate of appreciation to Burley, Idaho, Elks for their continued support. ER Chuck Shadduck accepted the plaque from Gale Keen, county director, during the annual Camp Fire Banquet held at the lodge home.



WEST POINT Cadet Glee Club appeared at Watertown, N. Y., Lodge sponsored by the youth activities committee. Among those present were (foreground, from left) Cadet Glenn Harper, club president; Spec. 6 William Cosby, club director, and (second row) Brother Lewis Manfred; ER Richard Davis; Maj. William Daugherty, and Youth Chm. Ambrose Gaffney.



BRADENTOWN, Florida, Lodge's Scholarship Chairman Al Anderson (right) received a check from a former scholarship winner. Mr. Bigger (left) presented the check on behalf of his son, who won the scholarship in 1962 and felt that by returning the amount of the grant, another student could be aided. ER Wishard H. Brookshire thanked him on behalf of the lodge.

STATE VETERANS SERVICE CHAIRMAN Harry Larson (center) visited Big Bear Lake, Calif., Lodge recently with an exhibit of articles made by patients at the state's VA hospitals. He accepted a \$300 check from the lodge for the purchase of canteen coupons for the veterans. Joining him were (from left) Veterans Cochm. Robert Kennedy; District Chm. "Ski" Dobrowolski; ER Ken Lefler, and Co-chm. Doc Dahlquist.



PROCEEDS from El Campo, Tex., Elks' trail ride were donated to the El Campo Opportunity Center for Retarded Children. ER Cecil Smith signed the \$1,000 check as (from left) Willis Vickery, Retarded Children's Council president, Brother Wilbur Swanson, and Est. Lead. Kt. Robert J. Young looked on. Another \$2,236 was given to the Texas Elks Crippled Children's Hospital.



A PUBLIC ADDRESS SYSTEM was presented by East Orange, N. J., Lodge to the local Senior Citizen's Association. (From left) ER Howard J. Nelson and Brother Frank T. Craig made the presentation to Marge Ambrose, social director, and Karl H. Zoephel, executive director.





THE MOTORCYCLE DRILL TEAM of Huntington Park, Calif., Lodge continues to bring widespread fame to the Elks. Their most recent achievements have been leading the Rose Bowl Parade and appearing in the movie "Evil Knievel."



STUDENT OF THE MONTH AWARDS were presented by Carlisle, Pa., Lodge to three local boys. Taking part in the program were (from left) Americanism Chm. Alexander Contract; Kenneth Spence; Thomas Stone; Robert Marconi, and Est. Lead. Kt. Glenn McClain. The three were honored for their community service.



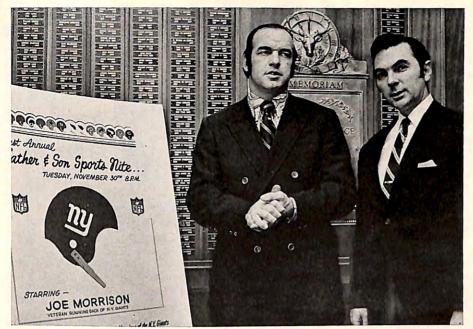
THE FIRST RUMMAGE SALE held by Kalamazoo, Mich., Lodge raised \$100 for the state major project fund. The sale took place in an area of the community where it would benefit the most people. Working their shift during the two-day project were (from left) Mrs. Ralph Kitchen, and ER and Mrs. Fred Tornquist.



THE TOP-RATED OFFICERS in the ritualistic competition from the Southwest District of New York performed a special initiation of 16 candidates representing various district lodges. The initiation was held at Corning Lodge to honor 38-year Secy. P. W. Johnson (standing, left). Taking part in the ceremony were (seated, from left) DDGER M. L. Madigan; Est. Loyal Kt. B. Gillespie and Est. Lead. Kt. J. Griffin, both of Hornell; District Ritual Chm. D. S. Helm, and (standing) In. Gd. L. Paladino, Jamestown; Est. Lect. Kt. L. Leach and ER N. Bottoni, both of Bath, and Esq. K. McCaig and Chap. T. Hillman, both of Corning.



A RED, WHITE, AND BLUE BUS was purchased by the Elks National Home in Bedford, Va., and christened by Kitty Irvin, wife of Home Superintendent Doral Irvin. A number of outings for the residents are now being planned to make use of their new means of transportation.



NEW YORK GIANTS Running Back Joe Morrison (left) was guest speaker at the first annual Father and Son Sports Night at White Plains, N. Y., Lodge. Est. Loyal Kt. Al Evans was master of ceremonies for the event, which included filmed highlights of the Giants' 1970 season.

steve blass (third from left), winning pitcher of two World Series games for the Pittsburgh Pirates, was honored at Winsted, Conn., Lodge and received a life membership. The evening included the showing of official World Series films. Joining the honored guest were (from left) ER Richard Skargensky, PDD John Winn, and DDGER Howard Buckley.



PARADISE, California, Elks celebrated their mortgage burning with a special ceremony. Included in the activities were (from left) PGER Horace R. Wisely; ER Noel Campbell; SP Walter Schween Jr., and PER Lee Stukey.

FIRST PRIZE in the arts and crafts contest sponsored by Albuquerque, N. M., Lodge was won by Raymond Wasinger (center), a blind patient at the Albuquerque VA Hospital. Admiring his hand-woven poncho were Gail Shoemate, occupational therapist, and Brother James H. Carpenter.



STATE ASSOCIATION CONVENTIONS

STATE
Oklahoma
New Mexico
Ohio
Tennessee
Michigan
Wyoming
Kansas
Iowa
Louisiana
Missouri
Arizona
Alaska
CaliforniaHawaii
New York
Illinois
Mississippi
Nebraska
Utah
Wisconsin
Florida
Oregon
North Carolina

PLACE DATE April 7-8-9 April 20-21-22 April 27-28-29-30 April 27-28-29 Oklahoma City Gallup Columbus Knoxville April 27-28-29 April 28-29-30 April 28-29 May 4-5-6-7 May 5-6-7 May 15-6-7 May 10-11-12-13 May 11-12-13 May 17-18-19-20 Pontiac Thermopolis Wichita Burlington New Orleans Springfield Phoenix Fairbanks San Diego May 18-19-20 May 19-20-21 May 19-20-21 May 19-20-21 May 19-20-21 May 19-20-21 May 25-26-27 May 25-26-27 May 26-27 May 26-27 Kiamesha Lake Springfield Clarksdale Lincoln Logan Kenosha Orlando Milwaukie Greensboro Rockland



(Continued on page 49)





EXALTED RULER Robert O. Glodich (second from right) came directly from his National Guard drill to greet GER E. Gene Fournace upon his arrival at Watervliet, N. Y., Lodge. Taking part in the welcome were (from left) Est. Lect. Kt. Francis LeBeau, PSP Robert Bender, and Est. Lead. Kt. Thomas Malo.



THE COACH OF THE YEAR in the eyes of Inglewood, Calif., Lodge is Gene Popko (left), who was selected for his outstanding intramural program at Inglewood High School. ER William Formeca presented a check to the coach during a special meeting at the lodge.



HALF CENTURY MEMBERS of Patterson, N. J., Lodge were honored at a special luncheon at the lodge. Forty-seven Brothers with service ranging from 50 to 64 years attended. Among those present were (from left) SP Frank Kaiser; Thomas Bay, 52 years; Henry Alber, 52 years; John Hinchliffe, 58 years; PGER William Jernick; William Albonica, 50 years; Charles Villa, 51 years; ER Ken Bogert, and John Campana (seated), 50 years.

THE BOYS' CLUB of Duluth, Minn., received a \$500 check from Duluth Elks to help open the new club house. ER Charles Lemon (left) and Sidney L. Adelson (right), president of a local business club, each presented a check to Warren E. Berg, president of the Boys' Club.



MARIETTA, Georgia, Elks were hosts to all lodges in the Northwest District for a program on drug abuse control and education. Capt. Judy Moore of the Salvation Army Girls' Lodge discussed rehabilitation of drug users. The officers attending included (seated, from left) ER Dan Glover, Marietta; ER Ray Cornelison, Dalton; SP Art Wink; VP Hoyt Edwards, Calhoun, and (standing) ER Jack Jolley, Cartersville; Est. Lead. Kt. Robert Breed, Newnan; ER Jimmy Prather, Calhoun; ER James Kaigler, Atlanta; Ms. Moore; SDGER John Brinsfield, and DDGER Philip Bailey, Dalton.





NEW YORK GIANTS Running Back Joe Morrison (left) was guest speaker at the first annual Father and Son Sports Night at White Plains, N. Y., Lodge. Est. Loyal Kt. Al Evans was master of ceremonies for the event, which included filmed highlights of the Giants' 1970 season.

steve blass (third from left), winning pitcher of two World Series games for the Pittsburgh Pirates, was honored at Winsted, Conn., Lodge and received a life membership. The evening included the showing of official World Series films. Joining the honored guest were (from left) ER Richard Skargensky, PDD John Winn, and DDGER Howard Buckley.



PARADISE, California, Elks celebrated their mortgage burning with a special ceremony. Included in the activities were (from left) PGER Horace R. Wisely; ER Noel Campbell; SP Walter Schween Jr., and PER Lee Stukey.

DATE

NATIONAL FOUNDATION
WINDERSHIP

MEMBERSHIP

FIRST PRIZE in the arts and crafts contest sponsored by Albuquerque, N. M., Lodge was won by Raymond Wasinger (center), a blind patient at the Albuquerque VA Hospital. Admiring his hand-woven poncho were Gail Shoemate, occupational therapist, and Brother James H. Carpenter.

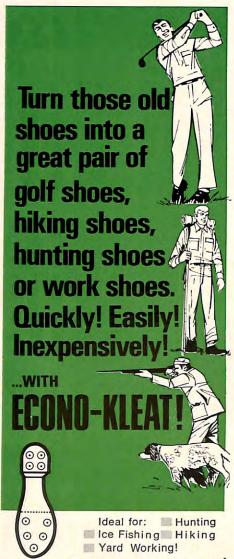
STATE ASSOCIATION CONVENTIONS

PLACE

| STATE |
|----------------|
| Oklahoma |
| New Mexico |
| Ohio |
| Tennessee |
| Michigan |
| Wyoming |
| Kansas |
| lowa |
| Louisiana |
| Missouri |
| Arizona |
| Alaska |
| California- |
| Hawaii |
| New York |
| Illinois |
| Mississippi |
| Nebraska |
| Utah |
| Wisconsin |
| Florida |
| Oregon |
| North Carolina |
| Maine |



(Continued on page 49)



These strong, rust-proof cleats adhere easily and securely in just minutes to any shoes with the special Par-Grip glue. Dries to permanency in twenty-four hours.

MONEY BACK GUARANTEE

Send \$4.00 (includes postage and handling) today for the amazing Econo-Kleat kit including 20 cleats and special Par-Grip adhesive.

| Un 208 | ited [80-A | D-KLE Design a Beach S -Salem, | & Eng | ine | 10.0 |
|------------|----------------|---|-------|-----------------|--|
| City State | Address | Name (Print Please) | | Signature | Please sendset(s) of Econo-Kleats \$4.00 per set. Check or Money Order |
| | | | Mo. | Expira | of Econo-Kleats of Econo-Kleats Master Ch Master Charge — enter 4 digits be your Account No |
| Zip | | | Yr. | Expiration Date | of Econo-Kleats @ Master Charge Master Charge — Also enter 4 digits below your Account No. |

(Continued from page 29)

a lifetime away. One evening recently I lay in a hammock looking up at a Milky Way which I'd forgotten existed. The moon was new and the Big Dipper branded the sky. Earlier thunderheads boiled over the entrance to the harborfilled with electricity that ignited the evening twilight. Only the crashing of the waves on Playa Ropa and the voices of crickets disturbed the silence. At Zihuatanejo (pronounced Zee-what-anay-ho) there are no nightclubs; just a single discotheque at Posada Caracol. Pepe Solorzano and his wife Susan operate Posada Caracol: \$14 single, \$24.80 double. This is not only for the room. It includes meals, too. During summertime there is a 25% discount. Besides the discotheque there are two swimming pools, three bars and Zihuatanejo's only boutique-La Manchincuepa Morada. It means The Purple Somersault.

"What is there to do in town?" I asked Jack Verrey, an ex-newspaperman from Mexico City who was tending the office at Hotel Sotavento. He smiled, (Continued on page 52)

ELKS YOUTH WEEK

GER E. Gene Fournace has declared that America's youth is its most valuable resource. This treasure, however, can become a burden if Elks, as parents, do not provide proper guidance. The youth of today will be the leaders of tomorrow if we prepare them. Accordingly, Brother Fournace has requested 100 percent participation in Elks National Youth Week beginning May 1, 1972.

The GL Youth Activities Committee, under the leadership of Horace E. Miller Jr., is asking each state association to sponsor a program for the lodges under its jurisdiction. In addition, the committee is asking each subordinate Lodge to conduct its own program during the first week in May to demonstrate Elks' interest in our youth.

The committee is sponsoring a contest for the best state association program and the best subordinate lodge program. The latter is divided into five categories with the following membership breakdown: lodges with fewer than 300 members; lodges with 601 to 1,000 members; lodges with 1,001 to 2,000 members, and lodges with more than 2,000 members.

To enter the contest, simply prepare an accurate brochure on your activities. In it, please submit a membership classification. To qualify, no brochure shall weigh more than 25 pounds; it shall not exceed 15 x 18 inches in overall size and 6 inches in thickness. Additional details may be found on pages 20 to 23 of the 1971-1972 Youth Program booklet.

All brochures must be received no later than May 29, 1972 by

Committeeman Marvin R. Pike 401 E. Carson Street Carson, California 90745

Art Linkletter



Talks About Drugs

A thread that starts at the beginning and continues throughout the program of effective drug education is community involvement and participation — in goal identification, training, selection of materials, evaluation, and the rest.

Although some old-fashioned schoolhouse primitives might fight the notion, the fact is that kids don't do all their learning inside the classroom. To teach about drugs in a vacuum is to ignore the powerful influences "out there" where the student grows up, shapes his values and his self-concepts. It makes sense to include the community in drug education planning because of the wealth of resources the community offers as an educational force: Mass media space and time; neighborhood "hangouts"; display space; the family situation; peer group activities; professionals working within the community; opportunities for meeting and relating to street-wise and anti-drug activists. The list is endless and varies from town to town. But the concept is the same everywhere. Good drug education is really good, comprehensive, and relevant education. It depends on the successful interaction of formal schooling and experiential learning for its effectiveness.

There is no formula for a "good" drug abuse movie or a "good" pamphlet. Some say that scare techniques and misinformation are allowable if they get the job done—that is, if they dissuade students from using drugs. Others say that it is damaging and counter-productive to teach with misinformation, and that the truth is the only way to educate—on film, in print, or in person.

Instead of getting hung up on the horns of this dilemma, it is probably more productive for the drug educator to establish a basic philosophy of evaluation along these lines:

Does the material contribute in a meaningful way to program goals? Is it the best representation of program philosophies and policies; does it speak from a valid point of view? Is it likely to insult the intelligence of the audience or instruct? Finally, does it have some relationship to the rest of the program?

LODGE VISITS

GRAND EXALTED RULER E. Gene Fournace



Bordentown, N.J., Lodge held a dinner-dance in honor of GER Fournace when he visited the lodge. Dignitaries present included (from left) DDGER Floyd S. Gray; DDGER George Metz Jr.; PGER William Jernick; DDGER Joseph Russo; Brother Fournace, and ER Harry O. Kurlander Jr.

GER Fournace was welcomed by more than 400 Elks when he visited Enfield, Conn., Lodge. Waiting for his autograph were (from left) SP Francis J. Adams; State Secy. Thaddeus Pawlowski; PDD Edward Szewczyk, and Henry J. Lacroix, lodge public relations director. Brother Frank Mancuso, mayor, presented GER Fournace with gifts and a citation from the town.





Mr. and Mrs. David Patterson of Appleton, Wis., Lodge presented GER Fournace with a copy of the Appleton/Linkletter plan on drug abuse.

PGER Lee Donaldson (second from right) accompanied GER Fournace on a visit to Madison, Wis., Lodge. A banquet and dance was held in their honor. Joining them were (from left) SP Thomas Pierce; ER Dan Aspinwall, and PSP Kenneth Sullivan.



37



ALL NEW PET SNOOZABED

So enjoyable "the lion and lamb" lie down together!

A Perfect Gift!

Would you sleep well in an unnatural position? Of course not. Neither does your pet. You've seen how dogs and cats naturally turn and then curl up to sleep. Snoozabed is designed to satisfy that natural instinct. It supports pet's weight in perfect comfort while the hollow (see picture) provides the firm surface against his back that tells him, "sleep in peace."

We guarantee that your pet will take to Snoozabed as he's taken to nothing else. We also guarantee you a happier, healthier pet simply because he sleeps better. He stays cool and comfortable in summer, snugly warm and out of drafts in winter. You'll actually see his pleasure. In fact, if you don't say, "I'd never have believed it if I hadn't seen it," return bed for refund in full no questions asked.

The secret of Snoozabed (pat. pend.) is its art-fully scooped out hollow in especially worked polyeurethane foam. The contour shape was designed by experts after exhaustive study of animal sleep. Vet approved, user praised. Comes with thick, cushiony (full 7/32 quality) acrylic pile cover that is color fast, washes in machine or by hand, won't shrink. Stays odor free always. Built for a lifetime of rugged use. Keeps pet off floor, off furniture.

Special Introductory Offer

USE THIS COUPON FOR POSTPAID DELIVERY

TO: Dept. 221, Snoozabed, 9380 Balto. Nat Pike Ellicott City, Maryland 21043
You're on! If I don't see my pet's delight with Snoozabed, I'll return it for full refund no questions asked. I enclose \$9.95 plus 50c postage and handling. Total \$10.45 for delivery postpaid to my door.

I desire Red Gold Color

NAME

ADDRESS

City & State

......Zip



FLOATING BABY SEAT

A built-in baby sitter that floats without aid, tends the baby safely, surely, securely. And baby will love the floating fun. Made of unsinkable foam plastic with a built-in cloth seat that holds child firmly. For wee toddlers to first graders. Approximately 20" x 26" x 11" deep with bucket seat. \$5.95 plus 95¢ P&H. Ill. Res. add 5% tax. Gift Catalog 25¢.

House of Minnel
Road Dept. 4A42 Batavia, III. 60510 Deerpath Road

Merchandise shown on these pages can be ordered direct from the companies listed. Enclose a check or money order. Except for personalized items, there is a guaranteed refund on all merchandise returned in good condition within 7 days.



TINY ANTIQUE TELEPHONE—rebuilt for modern use. Base is only 4¾"x 5¾"; 5" high. In pink, blue, green, yellow, white, beige, ivory, gold, black or red. Fitted with standard cord and plug for instant use. \$23.95 plus \$1.50 shpg. With buzzer, decorated dial: \$34.95. Send for free catalog. Grand Com Inc., Dept. EK-4, 1152 Sixth Ave., N.Y. 10036.



PORTABLE STEAM CABINET lets you enjoy a steam bath in the comfort and convenience of your own home. You can take a quick dip in Saunamist while watching your favorite TV show and be relaxed for a good night's sleep. Vinyl-covered; easy to use. \$39.95 ppd. Scientific Laboratories, Dept. EK-4, P.O. Box 1576, Battle Creek, Mich. 49016.



GLASSES REPAIR KIT. When screws work loose from your glasses, you'll be ready to repair them in a jiffy. Kit has professional optical screwdriver, assortment of 12 standard frame screws and nuts, instructions, \$1.00 ppd. (Ca. res. add 5c tax.) Columbia Co., Dept. K-30, 528 Mutual Savings Bldg., 301 E. Colorado Blvd., Pasadena, Ca. 91101.



HEAT AND SERVE BREAD TRAY. Use this beautiful pewter-like tray to warm rolls and bread in the oven. Then take tray directly from the oven and serve right at the table. 634"x93½" and engraved with "Give Us This Day Our Daily Bread." \$7.95 each ppd. Order from Security Enterprises, Box 93, Augusta, N.J. 07822.



INSTANTLY! READ THE SMALLEST TYPE



With our new deluxe

"HALF-FRAME READING GLASSES",

you will again be able to read the smallest newsyou will again be able to read the smallest new-paper print, programs & telephone books with ease & accuracy. The look-over style enables normal vision without removing. Specify age & sex. SAT-ISFACTION GUARANTEED. With stylish case only \$5.95; and we pay the postage.

P & O OPTICAL, INC.

1225 W. Mitchell St.

Milwaukee, Wis. 53204



AMERICA THE BEAUTIFUL in stamps. Scarce 1937 Miniature Sheet plus 25 other U.S. Commemorative stamps picture wonders of America and its Ecology. Shiprock Mesa, Devil's Tower, many more plus big catalog, only 10c. Also, exciting stamps on approval, returnable without purchase. Cancel anytime. H. E. Harris, Dept. E-171, Boston, Mass. 02117.



FOR LATE TV WATCHERS who hate to worry about turning off TV set—Night Owl TV Timer turns your set off automatically after you go to sleep. Just plug TV into Timer, plug Timer into outlet. Set for as little as 15 min. or up to 6 hr. Teak brown with gold trim. 1-yr. Guar. \$10.95 plus 95¢ hdlg. Holiday Gifts, Dept. 704-B, Wheatridge, Co. 80033.



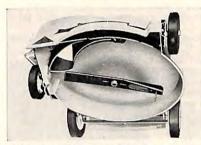
POW-r-TAP operates portable power tools and appliances from auto alternator. Installs in minutes to deliver over 3,000 watts. You can operate any 115V AC-DC soldering iron, hedge trimmer, drill, weld sheet metal up to 3/16° or charge batteries. 3-yr. guar. \$24.95+\$1.00 shpg. J. W. Holst, Inc., Dept. EK4, 1005 E. Bay, East Tawas, Mich. 48730.

our 26th year

Unset "Titania" gems, 1 to 5 carats, for your own rings, brooches, etc. Per Carat 515°



ROLL OUT THE BEER from handy Roller Coaster Rack. Dispenses 10 cans of beer or soda automatically and takes up half the space of conventional storing. Fill rack from top; as can removed from bottom, another rolls into its place. Metal. 15"x51½"5½". \$2.49 plus 50¢ shpg. Ferry House, Dept. EK-4, 554 North State Rd., Briarcliff Manor, N.Y. 10510.



POWER RAKE converts your rotary lawn mower to a power rake and thatcher in minutes. Just remove mower blade, bolt on Power Rake and start raking. Thatches, loosens, removes dead grass, mulches leaves too. Fits 95% of all rotary mowers. \$4.98 plus 70¢ shpg. (N.Y. add sales tax.) Jay Norris Corp., Dept EL-4, 25 W. Merrick Rd., Freeport, N.Y. 11520.



LOVELY PORCELAIN DOVES, exquisite in every detail, bring beauty to a table setting, elegance to a mantel or buffet table. Of matte-finished fine porcelain, each dove perches on a leafy green pedestal. Each is approximately 4½" high. \$4.95 the pair ppd, from Colonial Studios, Dept. ID-56, 20 Bank Street, White Plains, N.Y. 10630.





CABLE CAR CLOTHIERS San Francisco's Great Natural Shoulder Store Since 1946

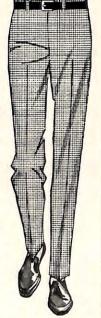
Handsome Permanent Press Classic Check Double Knit Slacks By Harris 18.95

Crush them • Fold them • Pack them!

Coordinating Reversible 13/4" Black to Brown Leather Belt \$9

Classic Blue and White or Brown and White neat houndstooth check double knit slacks of pure polyester, the fabric that 'yields' when you stretch, yet recovers its shape without wrinkling under the most severe wearing. Wash & dry. No ironing needed. The most comfortable trousers for driving, walking, traveling, Coordinates well with blazers, sportcoats. Classic belt loop model with finished bottoms (a more ample, loop model with finished bottoms (a more ample, comfortable and better fitting pair of slacks) by Harris, America's fine maker of quality casual trousers.

Handsome coordinating Tandsome coordinating 13/4" Reversible Black to Brown soft, tanned, Cowhide, Leather Belt with rich oxidized gold finished metal buckle. Sizes: 30-42, \$9.



Satisfaction guaranteed.

Mail Orders to: Check Double Knit Slacks Cable Car Clothiers, 211 Sutter Street San Francisco, Ca 94108 (415) 397-4740

| | | | 1 | Quan. | Siz | e N | 1.0. | or C | heck | |
|--------|------------|--------|-----|-------|------|------|------|-------|------|-----|
| Slack | s, Bl | ue | 1 | | | 1 | Cab | le Cl | narg | 9 |
| Slack | cs, Br | own | 1 | | 1 | So | ггу, | No (| C.O. | D. |
| Belt | Reve | rsible | | | 1 | 1 | | | | |
| | Waist Size | | | | | | | | | |
| | | 30 | 31 | 32 | 33 | 34 | 36 | 38 | 40 | 42 |
| | 28 | x | x | x | x | x | X | X | | |
| Length | 29 | x | x | x | x | X | x | X | x | X |
| | 30 | x | x | x | x | x | x | X | x | X |
| | 31 | x | x | x | x | X | X | X | | |
| | 32 | | X | x | x | X | X | X | X | X |
| | 33 | | | x | x | X | X | X | | |
| | 34 | | | | | X | X | X | | |
| □ P | lease | send | 197 | 2 Ca | talo | gue. | | | E 4 | -72 |
| | e | | | | | | | | | |

Add \$1.75 Ship & Hdlg; 51/5 % Sales Tax in Cal.



SORRY -FOR ELKS ONLY





"You can see all ...
in the VU-ALL"

Elks emblem permanently em-bossed in MELLO-TOUCH COWHIDE

NOW, IT'S HERE! The "VU-ALL" billfold made especially for ELKS by a company with 66 years of know how in producing faither goods. Patented "VU-ALL" pass case eliminates fumbling for your passes and the clear vinyl windows will never crack or cloud up., Also has a secret bill compartment and two handy spare

FREE EXAMINATION!

SEND NO MONEY — We are so sure that you will be completely satisfied with this CUSTOM billfold that we want you to examine it for 3 days. If you are not completely satisfied, return merchandise.

SEND NOW! \$725 P. Pd.

If you send cash with order, we ship postpaid.

Money back if not satisfied.

Available

THE-CASS-LINE OF Brown

P.O. Box 85, Galion, Ohio 44833 Ohio residents add 4% sales tax.

KILL LAKE WEEDS



New Aquacide pellets destroy unwanted underwater weeds. Easy to use. Lasts for months. Spread like grass seed, and special 2-4D concentrate kills weeds at any depth.
Used and tested by
many state conservation departments. Proven safe for swimmers and fish.

AQUACIDE

10 lb. can, (Treats 4,000 sq. ft. of lake bottom) \$14.95 plus \$2 for postage. (50 lb. carton, \$50 plus \$5 shipping)

Or write for free information to:

AQUACIDE CO.

308 Prince St. Dept. U-B St. Paul, Minn. 55101



Make Your Golf Clubs Look New!
PRO SHINE is a new scientific formula that removes dirt, stains, grass, corrosion, quickly, easily, effectively!
Daub with brush (included); the foaming, cleansing chemical action does the rest! Then rinse & dry. Average year's supply, only \$2.95. Leaflet "Care & Maintenance of Golf Clubs" included.
ELLESS CO., P.O. Box 2901-E, Van Nuys, CA 91404

MUSTACHE 'N BEARD GROOMING SET

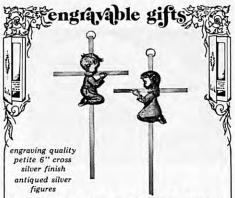




\$14.95

SET CONTAINS: Super-cut trimming shears, Deluxe metal trimming shaper, Soft round-tipped brush, custom-built comb, clear mustache & beard wax, Mini razor, Mustache & Beard guide, Attractive gift box. Send check or money order. In Calif. add 5% sales tax.

J. A. NOTARO P. O. Box 84, Dept. E. Valley, Calif. 91352



A sparkling "ready-to-give" gift, packed in a beautiful greeting card box. Can be engraved with name and date to make it a keepsake to be treasured always.

33 Girls @ \$5.00 plus 60¢ mailing ea. # 34 Boys @ \$5.00 plus 60¢ mailing ea. mail order and check or money order to: ENGRAVABLE GIFTS

1400 Winston Plaza, Melrose Park, III. 60160 .

SPLIT-IMAGE TRANSIT The Most Revolutionary LEVEL & INCLINE MEASURE Ever Made! **IDEAL FOR:** Contour Plowing Carpentry Brick Laying Cement Work Surveying, \$1095 leatherette case \$3.95

plus \$1.25 pp. Case \$3.95
This simple yet amazingly accurate instrument in
dicates level and measures incline down to a fraction of an inch. Makes bubble type or string
levels obsolete. It not only indicates level, but
shows exactly how much correction is needed.
Just one person, using the split-image transit
and target supplied with it, can perform any
levelling, incline-measuring job quickly, easily, accurately—measures inclines down to the thinness
of a dime at 25 feet.

Send check or M.O. No C.O.D.'s. Satisfaction Guaranteed.

Send check or M.O. No C.O.D.'s. Satisfaction Guaranteed.

Dept. ET-472, 1005 E. Bay St.

J. W. HOLST, Inc. East Tawas, Mich. 48730 plus \$1.25 pp.

MAGNIFYING GLASSES



A Blessing For Folks Over 40

Read newspaper, telephone book, Bible and do close work easily. SEE CLEARER INSTANTLY. Not Rx or for astigmatism or eye diseases. 10 day trial. Sturdy, good-looking. Glass precision ground and polished; metal hinges. Send age, sex. SATISFACTION GUARANTEED. On arrival pay postman \$4.95 plus C.O.D. or send only \$4.95 and we pay postage. PRECISION OPTICAL CO., Dept. 41-T, Rochelle, III. 61068

DUO-CHARGE

Automatically controls charge to trailer or boat, camper battery from tow car alternator as you drive.



Compact size only 1¾"x2"x4" negative ground only. No moving parts, no adustments to make, nothing to control. Solid state devices, Epoxy sealed from moisture and dust. Allows charge to both batteries, prents boat, trailer or camper accessories from discharging tow car battery.

With Instructions \$14.05 Bad, Plan Claim Control of the c

With Instructions \$14.95 Ppd. Plus State Tax PETE SEMBERT, 299 Maurus Street, St. Marys, Pa, 15857

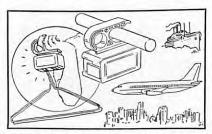
Elks Family Shopper



DAZZLING DINNER RING. 32 glitter-DAZZLING DINNER RING. 32 glittering genuine diamonds surround a 2-carat clear-white sparkling man-made Brillante Gem. Exquisite sunburst-design Dinner Ring in 14 kt, white gold only. Style #L232, \$295.00. Write for free handy ring size chart and 120-page full color jewelry catalog, Regent Lapidary Co., Dept. ELP-4, 511 E. 12 St., N.Y. 10009.



NON-METAL TAPS SAVE HEELS and money. "No-Noise" Taps are made of steel-tough polyurethane that keeps rubber or leather heels perfect for months. Attach in seconds and no one will know you're wearing taps. Men's or ladies' size. 3 pair, \$1.00. (Can save as much as \$4.00 in new heels.) Hale Heel Co., 116 Chip Rd., Middlefield, Mass. 01243.



CLOTHES TRAVEL COMFORTABLY CLOTHES TRAVEL COMFORTABLY and so do you with Garment Carrier to hold your clothes. You can slide up to 10 hangers into polypropylene carrier. Lock doors closed and garments cannot fall into garment bag or on the ground. Hangs on pole or hook. Red, yellow or black. \$2.00 ppd. Talbot Baker Associates, 234 San Antonio Rd., Arcadia, Ca. 91006.



SEE THE CLOCK IN THE SEASHELL, a charming new clock that doubles as an elegant paperweight. Shell is handcast antique goldtone metal. Open it to see the precision 30-hour alarm clock made by West German craftsmen. 5 inches long. \$16.50 ppd. South American Imports, Dept. EL, 1701 N.W. 2nd Ave., Pompano Beach, Fla. 33060.



Amazoy is the Trade Mark Registered U.S. Patent Of-fice for our Meyer Z-52 Zoysia Grass.

Lady Plugs In Zoysia Grass **Saves Time Work and Money**

EARLY BIRD SPECIAL! ORDER NOW AND GET UP TO 200 PLUGS FREE!

By Mike Senkiw Agronomist

Every year I watch people pour time and money into lawns that fail them just when they want their lawns the most.

I see them reseed, feed. water, weed and mow, mow, mow! When it turns to hay in midsum-mer, I feel like call-ing out, "For Heaven's sake, when are you going to stop throwing money away and switch to Zoysia Grass."

In comparison, I'm always happy to get letters from people who have plugged in my Zoysia Grass, because they write to tell me how beautiful their lawns are even in midsummer heat and drought.

"MOWED IT 2 TIMES," WRITES WOMAN

For example, Mrs. M. R. Mitter writes me how her lawn "... is the envy of all who see it. When everybody's lawns around here are brown from drought ours just stays as green as ever. I've never watered it, only when I

as ever. I've never watered it, only when i put the plugs in . . . Last summer we had it mowed (2) times. Another thing, we never have to pull any weeds—it's just wonderful." Wonderful? Yes, Zoysia Grass IS wonderful! Plant it now and like Mrs. Mitter you'll cut mowing by ½ . . . never have another weed problem all summer long the rest of your life! your life!

And from Iowa came word that the State's largest Men's Garden Club picked a Zoysia lawn as the "top lawn—nearly perfect" in its area. Yet this lawn had been watered

only once all summer up to August!

These represent but 2 of thousands of happy Zoysia owners. Their experiences show that you, too, can have a lawn that stays green and beautiful thru blistering heat, water bans even drought!

CUTS YOUR WORK, SAVES YOU MONEY

Your deep-rooted, established Amazoy lawn saves you time and money in many ways. It never needs replacement . . ends re-seeding forever. Fertilizing and watering (water costs money, too) are rarely if ever needed. It ends the need for crabgrass killers permanently. It cuts pushing a noisy mower in the blistering sun by %.

WEAR RESISTANT

When America's largest University tested 13 leading grasses for wear resistance, such as foot scuffling, the Zoysias (matrella and japonica Meyer Z-52) led all others.

Your Amazoy lawn takes such wear as cookouts, lawn parties, lawn furniture, etc. Grows so thick you could play football on it and not get your feet muddy. Even if children play on it, they won't hurt it—or themselves.

CHOKES OUT CRABGRASS

Thick, rich, luxurious Amazoy grows into a carpet of grass that chokes out crabgrass and weeds all summer long! It will NOT winter kill. Goes off its green color after killing frost, regains fresh new beauty every Spring-a true perennial!

NO NEED TO RIP OUT PRESENT GRASS

Now's the time to order your Zoysia plugs—to get started on a lawn that will choke out crabgrass and weeds all summer long and year after year.

Plug it into an entire lawn or limited "problem areas". Plug it into poor soil, "builder's soil", clay or sandy soils—even salty, beach areas, and I guarantee it to grow!

PERFECT FOR SLOPES

If slopes are a problem, plug in Amazoy and let it stop erosion. Or plug it into hard-to-cover spots, playworn areas, etc.

PLUG AMAZOY INTO OLD LAWN, NEW GROUND OR **NURSERY AREA**

Just set Amazoy plugs into holes in ground like a cork in a bottle. Plant 1 foot apart, checkerboard style. Every plug 3 sq. inches.

When planted in existing lawn areas plugs will spread to drive out old, unwanted growth, including weeds. Easy planting instructions with order.

Your Own Supply of Plug Transplants
Your established turf provides you
with Zoysia plugs for other areas as
you may desire.

NO SOD, NO SEED

There's no seed that produces winter-hardy Meyer Z-52 Zoysia. Grass and sod or ordinary grass carries with it the same problems as seed—like weeds, diseases, frequent mowing, burning out, etc. That's why Amazoy comes in pre-cut plugs . . . your assurance of lawn success.

Every Plug Guaranteed to Grow

In Your Area . In Your Soil

WON'T WINTER KILL—has survived temperatures 30° below zero!

WON'T HEAT KILL-when other grasses burn out, Amazoy remains green and lovely!

Every plug must grow within 45 days or we replace it free. Since we're hardly in business for the fun of it, you know we have to be sure of our product. Consider the time and money you invest in your lawn and it doesn't pay to struggle with grass that burns out just when you want it most Order Amazoy now and let it spread into thrillingly beauti-

TO For Ordering Early!

200 **PLUGS**

Earliest Planting In Your Area

100 Plugs plus bonus of 10. TOTAL 695 of 110 PLUGS

| 100 plugs and plugger, plus bonus of 20 FREE OTOTAL 120 | PLUGS 995 | PLUGS 1375 | PLUGS 1375 | PLUGS 1375 | PLUGS 3995 | PLUGS 1375 | PLUGS 3995 | PLUGS 3995 | PLUGS 1375 | PLUGS 3995 | PLUGS 3995

300 plugs

Work Less • Worry Less • Spend Less

- Easy To plant, Easy To Care For
- Perfect For Problem Areas · Chokes Out Crabgrass
- And Your Established Amazoy Lawn-Reduces Mowing 3/3 Reduces Mowing 2/3 • Stays Green Through Drought Resists Blight, Diseases • Won't Winter Kill

 - and Most Insects · Laughs At Water Bans

No Need To Rip Out Your Present Grass Plug In Amazoy

ON PATENTED STEP-ON PLUGGER, OR GET IT FREE WITH LARGER ORDERS OF 600 PLUGS OR MORE.

A growth-producing 2-way plugger that saves bending, time, work. Cuts away competing growth at same time it digs holes for plugs. Invaluable for transplanting. Rugged yet so light a woman can use it

Just set Amazoy plugs into holes in ground like a cork in a bottle. (Plant 1 foot apart, checkerboard style.) Easy planting instructions with each order.

Order now for Bonus Plugs Free, Order now for Bonus Plugs Free, and earliest delivery at planting time in your area. Each order is shipped the same day as taken from the soil, shipping charge collect, via most economical

| mazoy as checked bel | ow: | |
|---|---|--|
| 100 Plugs plus bonus of 10, TOTAL 110 PLUGS | ☐ 100 Plugs & Plugger plus bonus of 20 FREE TOTAL OF \$995 120 PLUGS | of 20 Plugs plus bonu of 20 FREE. TOTAL 0 220 PLUGS \$1120 |
| 200 Plugs & Plugger plus bonus of 25 FREE. TOTAL 225 \$1375 PLUGS | ☐ 300 Plugs & Plugger plus bonus of 50 PLUGS. FREE. TOTAL \$1775 | ☐ 1100 Plugs & Plugge plus bonus of 200 plugs TOTAL 1300 \$3995 PLUGS |

| I Enclose \$ | Check | M.O |
|--------------|-------|---|
| NAME | | |
| ADDRESS | | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |
| CITY | | |
| STATE | ZII | P |
| | | CORNEL STORES SHOWED SHOWING STORES SHOWING SHOWING |

The Original WAIST-AWAY™ Belt still trims stomach bulges by the tried and true method.

RELAX INTO A YOUTHFUL SHAPE WITHOUT EXERCISE

WITHOUT EXERCISE

Reducing belts may come and belts may go, but WAIST-AWAY, the belt that started it all, continues to trim bulging waistlines long after the imitators have fallen by the wayside. That's because the WAIST-AWAY method is a basically sound, scientific method that works for everyone. The WAIST-AWAY belt was the first with the tested and proved reducing principle that athletes have used successfully for years.

It took a champion athlete to develop the WAIST-AWAY Belt. Athletes in training have used rubber "sweat suits" to lose bulk fast. All that was needed was to find a way to concentrate the body's heating effect on the area bulging with fat.

All belts are not the same

All "reducing belts" are not made with the same materials and design as the WAIST-AWAY. Some imitate, but none can duplicate the original WAIST-AWAY design. Note these important dif-

WAIST-AWAY is made of the same soft, rub-ferences:
WAIST-AWAY is made of the same soft, rub-ber-like composition that the athletes use. This is the most effective material to make your body heat sweat away the excess moisture that builds up bulky fat, And it's the most comfortable to wear next to your body. Not a cheap elastic or

Reduces - doesn't just hold in

Reduces — doesn't just hold in

Some belts just hold you in like a corset while
you wear them. WAIST-AWAY actually trims
down the bulge; doesn't just squeeze it in.

WAIST-AWAY's special construction creates a
soothing massage effect that relieves back and
waist tensions. The heating effect developed by
WAIST-AWAY helps ease backache and stiffness.
The WAIST-AWAY Belt works on a simple, scientific principle, with no gimmicks. You don't
have to wear cumbersome weights. WAIST-AWAY
is perfectly safe. There are no vibrating devices
in WAIST-AWAY. No special exercises, either.
You do whatever you wish while you wear it: do
housework, jog, or just sit and watch TV.
Entertainers, who must look trim and youthful,
have found the WAIST-AWAY a wonderful help.
Athletes, businessmen, housewives and career girls
have enjoyed those benefits, too.

10-Day Money-back Guarantee

Whatever method of reducing you have tried with-th success, don't give up. Order a WAIST-AWAY th today on our money-back guarantee. You risk

WAIST-AWAY Belt postpaid \$9.95

| VIBRA SALES II Dept E-4, 509 Fift | NC. | ew Y | ork. N. Y. 10017 |
|--|-------------|--------|--------------------------------------|
| | | | |
| Send, me the follow | ing belts | (indi | icate quantity): vaist |
| measurement | ") | at | \$9.95\$ |
| women's WAIS | T-AWAY | Belts' | (waist |
| measurement | ") | at | \$9.95\$ |
| N.Y. State residents (No C.O.D.) I enclos | add local s | alos | tax (NYC 7%) \$ oney order for \$ |
| NAME | | _ | |
| STREET | | | |
| CUTY | STAT | E_ | ZIP |

MAN'S WIG \$Q 95

Stretch Wig Completely Covers All Your Hair and Sideburns

All Your Hair and Sideburns

Stays in place on all size heads
—easy to put on. Thinned and razor cut—handsome tapered look and full sideburns. Cool and lightweight. Made of modacrylic fiber — looks and feels like real hair—has luster, rich body and bounce of human hair. Can be washed and shampoeed—never loses it shape—can be combed, trimmed and restyled if you wish. Specify color desired: Black, Off Black, Chestnut. Dark, Medium or Light Brown, Dark Blonde, Grey and Black mixed, Grey and Brown mixed. Mention Style M-116. Send \$2 deposit and pay postman on delivery balance plus C.O.D. postage. Or will pay postage. Money back guarantee if not satisfied.

FRANKLIN FASHIONS Dept. M-156



FRANKLIN FASHIONS, Dept. M-156 378 S. Franklin St., Hempstead, N.Y. 11550

GRO-CART INDOOR GARDEN

Plastic plants don't breathe. You do. Live plants remove corbon dioxide from the air and a pply life-giving oxygen. Plant growth lights in handsome soft gold finished plant stand provides greenhouse growing conditions for your lovely



The Green House, 9515 Flower, Bellflower, Ca. 90706. \$67.50 up. Free brochure #888.



KEEP-SET OUTDOOR CAP

Here's the perfect new hair-do protection, with a lovely look, for all those outdoor activities. Cool airy necting sheet into a smart cap protects your perfect sheet into a smart cap protects your garden, play tennis or whatever. Adjustable to fill head and hairdo sizes. Choose white, blue, red, black or yellow, all with gold braid trim, Washable, \$4.00 postpaid, 2 for \$7.75.

Dept. E4, 9924 Edgecove

Dallas, Tex. 75238

NOW! GET 3 REAL OLD INDIAN HEAD CENTS-Only^{\$}1

Only \$1 brings you 3 old Indian Head pennies issued before 1908. (One set to a customer.) These scarce coins offered to get your name for our mailing list. You will also receive a copy of the most wonderful catalog of coin offers in America. Littleton Coin Co., Dept. ND-6 Littleton, New Hampshire 03561

Elks Family Shopper



PARTI-PALETTE lets you hold all refreshments in one hand. Anyone who has ever tried to balance drink and food at a buffet supper loves these personalized plastic palettes. In sets of four: avocado, smoke or flame. Send initial, color choice. \$4.75 ppd. Write for fund-raising information. Ilona Lee Enterprises. Dept. 2-E, P.O. Box 517, La Habra, Ca. 90631.



"SKINNY ' HOLDS 24 CREDIT CARDS "SKINNY' HOLDS 24 CREDIT CARDS in full view. Handsome, genuine pigskin, superslim Credit Card Case/Photo Wallet, has 5 additional pockets for cash, checks, etc. Natural tan or black Morocco grain. 4"x51¼" closed. \$2.99+50¢ post.; 2/\$5.00+75¢ shpg. (N.Y. add sales tax.) Jay Norris Corp., Dept. EK-4, 25 W. Merrick Rd., Freeport, N.Y. 11520.



PHONE CALLS ARE LOUD AND CLEAR so you can hear in the noisiest areas. Just attach Telephone Amplifier to the phone. Amplifies up to 5 times with adjustable volume control. Portable; carry it in pocket or purse for public telephones. Ideal for hard-of-hearing. \$9.99 ppd. Barclay, Dept. 51, 170-30 Jamaica Ave., Jamaica, N.Y. 11432.

STAIR CLIMBER by WECOLATOR



Enjoy your multi-story home Enjoy your multi-story home without climbing a single step. Ride upstairs on a comfortable dependable, maintenance free Wecolator Stair Climber. Installs quickly and neatly on straight or curved stairways without repealed least leaving without repealed leaving. without remodeling; leaving ample room for normal use. Operates on standard 110 volt household service.

WRITE OR TELEPHONE FOR FREE BROCHURE THE CHENEY COMPANY

DEPT. EF, 7611 NORTH 73RD STREET
MILWAUKEE, WISCONSIN 53223 PHONE 414/354-8510

Elks Family Shopper



YOU CAN OWN A ROLLS ROYCE—not full size it's true but a perfect replica, 9\\'\foats'\'\pi3\\'\si\'\si\'\pi\ a built-in radio. Every detail of this Rolls Royce Phantom is perfectly reproduced with real rubber tires and wire spoke wheels. All metal body. \$19.95 plus \$1.00 shpg. Electronics International, Dept. RRP-3, 210 S. DesPlaines St., Chicago, Ill. 60606.



MEASURE, MIX AND POUR in the handiest bowl for cooking chores. Hold 'N Whip Bowl has side handles that let you grip with one hand, whip with the other. Measures from 1 to 3 quarts. Made of mirror-bright stainless steel, safe for cooking. 8" dia. \$4.98; 2 for \$8.98. Add 50¢ shpg. Colonial Studios, Dept. HW-12, 20 Bank St., White Plains, N.Y. 10630.



ELKS EMBLEM FOR CARS. Show fel-ELRS EMBLEM FOR CARS. Show fellow drivers you're an Elk by attaching this attractive emblem to your car. Blue, brown and gold emblem is rustproof, heavy gauge steel that lasts for years. Easy to attach to car with no tools needed. \$2.98; two for \$5.00 ppd. Sta-Dri Products Co., Dept. E4, 147-47 Sixth Ave., Whitestone, N.Y. 11357.

For Those Who Do Not Want

TOP SECRET makes my hair look as "TOP SECRET makes my nair 100K as it did years ago!" says famous dance band leader Jan Garber. "I noticed results after just a few applications. And TOP SECRET is easy to use—doesn't stain hands or scalp. TOP SECRET is the only hair dressing I use."





A FAVORITE OF THE STARS

TOP SECRET has been a favorite with famous per-onalities for years. Exclusive formula imparts a natural looking color to grey or faded hair. Does not streak or injure hair; does not wash out. Sent 43.50 for 6 oz. plastic container. (Convenient for traveling, too.) Ppd. No COD's, please. Money back if not delighted with results of first bottle.

GOZ. BOTTLE \$4.50
GIANT 13 OZ. \$8.00

RM. 14, 1016 No. Hollywood Way Burbank, Calif. 91505

AMAZING \$100 OFFER

Spectacular Mirror-Finish Solid Brass Cuspidor



THE ULTIMATE DECORATOR ACCESSORY PERFECT FOR HOME, OFFICE, DEN

Here it is...the collector's delight. This famous old time design, reinstated by fine English Craftsmanship will be an unending delight in your home or office. Soundly constructed from solid brass, (that means no vertical seams), and finished to a brilliant mirror-like patina, the cuspidor is truly the perfect dec-

orator accessory. Available to you in two sizes, and if you order now you can take advantage of our special \$1.00 COMBINATION OFFER. If you order the large cuspidor, you can get the small cuspidor for only \$1.00 more. It's a terrific offer, so mail handy order form today. SATISFACTION GUARANTEED

LARGE CUSPIDOR

7" high, 7-1/4" diameter

SMALL CUSPIDOR

5-1/4" high, 5-1/4" diameter

SPECIAL COMBINATION OFFER

BUY 1 LARGE GET 1 SMALL FOR ONLY \$1 MORE

BOTH ONLY

| | OR MONEY | BACK |
|---|--|--|
| | kerbarrel Ivd.,Farming | Dept. CU-829 dale, N.Y. 11735 |
| understand t | hat if I am not c | I have indicated. I ompletely satisfied s) for a full refund |
| QTY | QTY | ОТУ |
| Large\$10.95 75¢ p.p. & hdlg.each | Small — \$5.95 75¢ p.p. & hdlg. each | 1 Lg & 1 Sm. — \$11.95 \$1.50 p.p. & handling each set |
| Enclosed is | 5(chec | k or money order) |
| Charge my: | ☐ Diners | ☐ American Express |
| ☐ Maste | er Charge (Bank#_ | Find above your name |
| Acct. # | | Exp. Date |
| Signature | | |
| PRINT NAME | | |
| ADDRESS_ | | |
| CITY | | |
| STATE | ZIP | |
| | TE RESIDENTS | S ADD TAX |

The Best Way To Show Your Name



ENGRAVED WALNUT DESK MARKERS

24K Gold on Solid Walnut \$3.95 NAME ; \$4.95 WITH

THE BEST OF PERSONAL GIFTS SATISFACTION GUARANTEED SINCE 1949! Why do GM, GE, IBM, etc., use Spear Desk Markers for employee ID, sales promotion, and business gifts? Order now and see why!

My credit's OK; bill me! Do it today - you'll be glad you did!

My check enclosed (Pnd.) 48 Hour Shipment Send Business Gifts Offer Order 3-take 10% discount

SPEAR ENGINEERING COMPANY

4842 Spear Building, Colorado Springs, Colorado 80907

empty boats,

NEW! GEYSER PORTABLE SUBMERSIBLE PUMP

Safe and Dependable For Practically Any Pumping Job! Attach your garden hose (or 1" pipe) to the Geyser pump and pump water 'just like magic'' from basements, rock gardens, stairwalls paties flat roofs

ments, rock gardens, stairwells, patios, flat roofs, boats...wherever you have a water problem. The "Geyser" pump also circulates, fills, mixes... use it for cooling towers, waterfalls, etc. Safe to immerse in water. Made of tough anodized Aluminum, you can use it in salt water when boating.

Fast and Powerful! Imagine, it pumps 20 gals, per minute, can be operated

Fast and Powerful! Imagine, it pumps 20 gals. per minute, can be operated unattended. Lifetime ceramic face. Weighs only 7½ lbs. 9" high, 63%" diam. Has screened bottom inlet — pumps to ½" of floor. Non-corrosive — all metal construction. It's absolutely noiseless. Comes with carrying handle, complete with 8 ft. 3 wire grounded cord. Only \$39.95 plus \$2.00 pp. Satisfaction Guaranteed.

ONE YEAR WARRANTY — against defects of workmanship or material. Send check or M. O.

empty flooded

J. W. HOLST, Inc. Dept. EP-5, 1005 E. Bay St. East Tawas, Mich. 48730

IN A PIANO C Was \$11,550,000. A War That Lasted 38 Min. A Woman Who Bore 69 Children. The Largest Insect... a "Goliath Beetle." The World's Most Expensive Perfume At \$370 An Ounce. The biggest! The smallest! The richest! The highest! The oldest! The longest! The fastest! The greatest! The Guinness Book Of World Records contains over 3,000 records of science, nature, the achievements of man, the world of sports, the arts, entertainment and little known fantastic phenomena. Packed with unbelievable facts and over 350, photos. Settle any argument! Amazon Settle any argument! Amazon

photos. Settle any argument! Amaze your friends! You will not be able to put it down. This 600 page hard covered volume is a must for any library. Over 5,000,000 copies sold worldwide. Only \$5.95 (moneyback guarantee). **GUINNESS HOUSE, P.O. BOX 1192-EK** ANSONIA STATION, NEW YORK, N.Y. 10023

THE HEAVIEST HUMAN ON RECORD

WEIGHED 1,069 LBS. AND WAS BURIED IN A PIANO CASE!

Please rush me __Guinness Book Of World Records at \$5.95 each (plus 60e post, & hand). Enclosed is my check or money order for _____. If not completely satisfied, I will return the book within 15 days for a full refund.

Mr. Mrs. Miss Address

City____State___Zip_ (Make check/M.O. payable to GUINNESS BOOK)

Never again miss a phone call, or be disturbed by a telephone pest! PHONE-MATE \$149.95

AUTOMATIC TELEPHONE ANSWERING MACHINE

Phone-Mate, America's largest selling unit, gives message to caller, records his message to you. You can also hear who's calling and "be out," or talk as usual if you prefer. Plugs into standard phone jack, works with any phone. Unconditional money back guarantee. Write for FREE information. Tron-Tech, Inc., Dept. P, 335 Maple Ave., Torrance, Calif. 90503.

Modern Type Complete with standard cords, dial and ringer; Penna. residents include sales tax

SURPLUS SAVING CENTER

Box 117, Dept. EFM-42 Waymart, Penna. 18472

SIDLES AUTO SUN SHADES NOT OBSTRUCT VIEW

SIDLES CUSTOM'AUTO SUN SHADES Does not obstruct view, keeps car up to 15° cooler, blocks out sun's rays. Easy to install, custom made for your car. Improve air conditioner efficiency. Send make, year, model (hardtop, wagon, sedan) style (2 or 4 door) for free information. Mail with name and address to:

SIDLES MFG. CO., INC. 817/778-1636 • Box 3537E Temple, Texas 76501

TIME SAVING IDEA:

Clip and file the pages of your Elks FAMILY SHOPPER. They'll come in handy when you need gift ideas or just want to do some armchair shopping for interesting items.



SUB-MINIATURE CAMERA

Gives sparkling sharp pictures in black and white (3"x4½"). Synchronized for and white (3"x41/z").
Synchronized for flash Automatic frame Counter. Double exposure prevention. Beautiful wallet size color prints (21/4"x31/4"). Precision Rokor 25 mm f/3.5 lens.

Automatically sets lens for perfectly exposed pictures. Requires no focusing—lens is automatically sharp. Weighs only 5 ounces, and 4" high. Instant loading, drop-in film cartridges. No threading or rewinding. Easy to use. Fits in a shirt pocket, jacket or purse. Guar, for labor and parts for a full year. Incl. carrying case! \$29.95 plus 50e PP and handling to: NAOMI ENTER-PRISES, 136 Grant Blvd., Syracuse, N.Y. 13206.

Elks Family Shopper



BATH TIME IS BEAUTIFUL when your head is pillowed on DeLuxe, super-size Fleur-de-Lis Bath Pillow. 4 suction cups hold pillow securely in any position to cradle and support head and back comfortably. 16"x20", in gay gold Fleur-de-Lis pattern on white or pink background. \$3.98 ppd. Better Sleep Inc., Dept. EL-4, New Providence, N.J. 07974. BATH TIME IS BEAUTIFUL when your



DELICIOUS MEAT SEASONING makes DELICIOUS MEAT SEASONING makes it unnecessary to use salt, pepper, other spices. You just sprinkle meat with Char-Broil and your steaks, chops, etc. are delectable whether barbecued outdoors or cooked indoors in broiler, oven, fry pan or fire-place. 3/\$1.25 ppd. Web Food Prod. Corp., Dept. EK-4, 81 N. Forest Ave., Rockville Centre, N.Y. 11570.

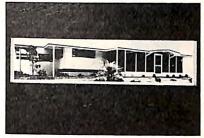


ADVENTURE, GOOD PAY, SECURITY
—Sound like the kind of job you'd like?
Be a government hunter, game warden, forestry aid. 3 free guides reveal plan to prepare men from 17 up for a vacation career in Wildlife-Forestry Conservation. Write North American School of Conservation, Dept. 63814, University Plaza, Campus Drive, Newport, Calif. 92660.



SLIP-ON MAGNIFIERS-MAGNIFIER glasses clip on to regular pre-scription glasses, for close work, reading tiny print, etc. \$3.98. Money back if not 100% pleased, For folks over 40 — not RX for as-tigmatism or eye diseases. STADRI, Dept. X, 147-47-6A, Whitestone, N.Y.

Elks Family Shopper



MOBILE HOMESITES IN NEW MEXICO. One-half acre in one of the country's healthiest climates is only \$349.00. Less than 28 miles from Deming, New Mexico with fertile soil, underground water. Write for free color brochure with actual photos of homes, area. Select Western Lands, Inc., Dept. MB2, 108 No. Platinum, Deming, N.M. 88030. (NYA 1040-8)



SEND BABY'S FIRST SHOES to be plated in solid bronze for just \$3.99 a pair. Or have shoes plated for beautiful all-metal Portrait Stands, TV lamps (shown), bookends. A lovely keepsake for parents and grandparents. Write for full details, money-saving certificate, postpaid mailer. American Bronzing, Box 6533-D25, Bexley, Ohio 43209.



PERMA-TWEEZ removes unwanted hair without puncturing the skin. Do-it-yourself electrolysis device lets you safely and permanently remove embarrassing hair from face, arms, legs. Battery-operated, professionally endorsed, in medical journals, \$16.95 ppd. General Medical Co., Dept. ELE-5,5701 W. Adams Blvd., Los Angeles, Ca. 90016.



LEARN ALL ABOUT ASTROLOGY from Zolar, the Dean of American Astrology. His new treatise, "It's All in the Stars" has a comprehensive horoscope for everyone. 320 pages are filled with astrological information available nowhere else. New and revised edition, \$1.50 ppd. 2/\$2.50 ppd. Tree-Top House, Box 502, Dept. K-4, Spring Green, Wisc. 53588.



SIMULATED DIAMONDS WHOLESALE **200% PROFI**

Get sparkling diamond-like JAKLAGEM. You must see it to believe it! Each brilliant JAKLA is richly mounted in a handsome designer ring of your choice. It is 10K YELLOW GOLD filled or solid STERLING SILVER (looks like platinum). Make money FAST, full time or spare time, even if you've never sold before. Just show Jakla Ring on your finger and our Lifetime Written Guarantee to friends, neighbors, relatives or fellow workers and in stores, offices, factories. Everyone buys.

SELLS LIKE MAD FOR \$18.00

YOUR \$6 EACH, COST POSTPAID

New-science JAKLAGEM is ONE FULL CARAT, white flaw-less, hard enough to scratch glass and is cut with 58 flash-ing facets. A comparable I-carat diamond costs you approx-imately \$500.00. A 1-carat Jakla Jewel, in Ring, is yours for only \$6. . yet only an expert can tell the difference,



AMAZING SCIENCE DISCOVERY
FLAWLES, PURE WHITE
INCREDIBLY HARD
LIFETIME GUARANTEE
SPEEDS YOUR SALES: Written for
vificate Guarantees JAKLAGEM for
vower's lifetime against chippings
owner's lifetime against chippings
Go. will replace both Jewel and ring,
MENIS No. 240

Simulated STAR Sapphire Blue or Black, Men's or Ladies' (Sterling only)

30-DAY INSPECTION

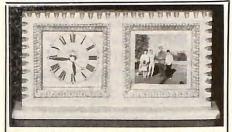


30-DAY INSPECTION
OF RISK, Rush \$6 for
Demonstrator Rings 2
Rings \$11.50; 3 Rings
\$16.50. (Suggested retails
\$18 per ring.) Postpaid in
plastic display box with
the plastic display box
with
the plastic display box
with
the plastic display box
with
the plastic display
th

FREE SPECIAL BONUS—Men's or Ladies' gold plated Surprise Ring (not shown above) given with each order of 2 or more Jakla rings. Special introductory offer, ends May 10.

BANJA CPARCO BOX 3066 DEPT. E8

BOX 3066 DEPT. E8 SEMINOLE, FLORIDA 33542 JAKLA GEM CO.



YOUR FAVORITE PHOTO MOUNTED in this Beautiful Hand Crafted Clock. White & Gold Antique Finish. Electric movement guaranteed one year. Picture space is $3\frac{1}{2}$ "x3 $\frac{1}{2}$ " (Instamatic size). Larger or smaller sizes (within $\frac{1}{2}$ ") will be cropped or masked to fit. \$19.50 ppd. L-Mart Enterprises, P.O. Box 4031, Santa Ana, Calif. 92702.

COOPERATE WITH THE ZIP CODE PROGRAM OF THE POST OFFICE DEPARTMENT USE ZIP CODE NUMBERS IN ALL ADDRESSES



Outfit your officers in these attractive blazers of 70% Dacron-30% Worsted for year-around wear. Six colors to choose from. Special emblems custom made for your lodge. Write for information and swatches. Blazers \$32.50 ea. Buy with confidence from the official supplier of Ohio's Elk blazers.

THE VAN WERT MFG. CO., Box 230, Van Wert, Ohio 45891

AT LAST! NON-SKID SPECS!



STOP EYEGLASSES from SLIPPING

No need to push up ever-sliding glasses! EAR-LOKS keep glasses snug-fitting. Soft, elastic tabs, stretch over ends of earpieces. Fit all plastic frames (men, women, children). Do not confuse with ineffective, stick-on pads that claim to eliminate slipping. Only genuine, patented EAR-LOKS are guaranteed to stop glasses from sliding. Invisible. Comfortable. 79¢ a pair, 3 pairs \$2.00, by return mail postpaid. No C.O.D. please.

DORSAY PRODUCTS, Dept. 008 57 Front St., Brooklyn, N.Y. 11201

> THE EDITORIAL PORTION OF ELKS FAMILY SHOPPER IS NOT COMPOSED OF PAID ADVERTISING

adjustable Hi-Low T.V. POLE STAND

For the bedroom, living room, kitchen, family room, porch... no matter where you're viewing this smart new viewing this smart new your portable. Stand holds your portable at the level and place best suited for comfort... without taking up valuable floor or tabletop space. Takes any width, up to 14" front to back, up to 17" top to bottom. Easy to install and move, black decorator pole has spring tension rod at top to adjust to your ceiling height, can be set up in Hi or Low Position. Hi position is great for reclining watchers. Made in U.S.A.

We ship in 24 hrs.

Write for FREE catalog of gifts.

Holiday Gifts

Dept. 704-A Wheat Ridge, Colorado 80033

AUTO ELECTRICAL PROBLEMS? TROUBLE SHOOT

WITH VOLT-I-CATOR

- Batteries
- Regulators
- Alternators
- Charging Systems

Simple installation, just plug into cigarette lighter. A precision voltmeter with an easy to read color-coded slide rule dial, and it tilts for easy visibility. Volt-i-cator also indicates at a glance if tune-up services are needed, plus other internal problems as speed, load and operating conditions vary and warns you before a major breakdown occurs.

\$12.95 plus 50¢ postage and handling. Money back guarantee

J. F. IVAN CO.

Dept. 2 EK 4 Cleveland, Ohio 44111 10918 Governor Ave. Use Your BankAmericard

Address __ State_ Zip

Elks Family Shopper



PICTURE YOU or a loved one upon this watch. Makes a truly personal gift. Send any black and white, color photo, negative or slide to be returned with watch. Anti-magnetic, precise Swiss movement; gleaming gold-finish metal case. 2-yr. guarantee. \$14.95 ppd. Also available, 17-jewel deluxe Swiss movement, \$24.95 ppd. Photo Poster, Dept. X82, 210 E. 23 St., New York, N.Y. 10010. PICTURE YOU or



DRIVER'S DELIGHT. Comfortable Car Caddy provides a place for driver or rider to rest his arm while under its lid are 3 roomy compartments to hold tissues, maps, glasses, etc. Fits in front or back, no tools needed to install. Black Morocco finish. 15"x6"X", \$6.95 ppd.; 2 for \$13 ppd. Merit House, Dept. EK-4, 151-30 34th Ave., Flushing, N.Y. 11354.



CLASSIC CURRIER & IVES PRINTS in color represent the best of Americana. Shown is "American Homestead Autumn." Also included in set of four: "A Home in the Wilderness," "The Roadside Mill," and "American Homestead Summer." 4 for \$1.00 plus 10¢ shpg. 3 sets, \$2.00 ppd. Colonial Studios, Dept. CI-89, 20 Bank St., White Plains, N.Y 10630.

LOW YOURS POSTER SIZE

Great gift or gag idea. Ideal room decoration; perfect for parties. Send any b&w or color photo, polaroid print, cartoon or magazine photo. For slides and negatives add \$1.00 per poster. Better originals produce better posters. Giant b&w poster mailed in tube.

RUSH SERVICE orders shipped in 1 day by first class mail. Add \$2 per poster ordered.

2 x 3 FT.-\$350

11/2x2':\$2.50, 3x4':\$7.50

Your original returned undamaged. Add 50c for postage and handling for EACH item ordered. N.Y. residents add sales tax. Send check, cash or M.O. (No C.O.D.) to:

PHOTO POSTER Dept. EL 472, 210 E. 23 St., N.Y. 10010

1971 Winners

Lodges with fewer than 300 members

- 1. Dunkirk, Indiana
- 2. Henderson, Tennessee
- 3. Shenandoah, Pennsylvania

301 to 600 members

- 1. Paris, Tennessee
- 2. Fulton, New York
- 3. Clifton Forge, Virginia

601 to 1,000 members

- 1. Fond du Lac, Wisconsin
- 2. Oswego, New York
- 3. Ludington, Michigan

1,001 to 2,000 members

- 1. Augusta, Goorgia
- 2. State College, Pennsylvania
- 3. Rome, New York

2,001 or more members

- 1. Fargo, North Dakota
- 2. Grand Forks, North Dakota
- 3. Corvallis, Oregon

"To Our Absent Brothers"

THOSE who no longer answer when their names are called were honored with remembrance by lodges throughout the Order last December 5—Elks Memorial Sunday—in Elkdom's annual tribute to the memory of its "Absent Brothers."

GL Lodge Activities Committeeman Ronald C. Wolfe, Kittanning, received reports from 622 lodges,

with a total of more than 47,000 persons attending their services.

The judges for this year's competition were

PDD Richard McCandless, Butler; PDD Carlton O'Malley, Scranton;

PER Frank Carcaise, Elwood City, and PER Charles Sennick

and Secy. William Liebman, both of Wilkes-Barre.

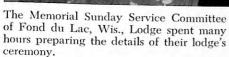
Awards will be presented

at the Grand Lodge convention July 9 to 13

in Atlantic City.

Photographs from the first-place brochures are shown here.





Mrs. Mary Thompson provided the musical selections during Paris, Tenn., Lodge's annual Memorial Service.





The Esteemed Lecturing Knight of Dunkirk, Ind., Lodge placed the traditional sprig of ivy on the altar.



The officers of Fargo, N.D., Lodge reminded those attending the service that "An Elk is Never Forgotten."

Brother R. K. Lambeth and ER James H. Deese of Augusta, Ga., Lodge admired the "Eleventh Hour Clock," a lovely floral wreath which contained a white carnation for each departed Brother.



Make Rubber Stamps for BIG PAY



No salesman will call.

Rubber Stamp Div. 1512 Jarvis, Dept. R-24-BD, Chicago 60626



FREE LOVELY GIFT BOX!

1000 Deluxe, Gold Stripe, 2-color, gummed, padded Labels printed with ANY Name, Address & Zip Code, 45c for EACH Set! No limit, but please include loc extra for psig. & pkg. or 55c in all. SPECIAL! 3 Sets for only \$1.50 prepald. EXTRAI FREE Plastic Gift Box with each order for 1000 Labels! Write for FREE Money-Making Plans. FAST guarantee. ORDER NOW!

TWO BROS. INC., Dept. N-223, Box 662, St. Louis, Mo. 63101



Big opportunities. Big profits. Earn quickly. Full or part time. Learn at home, it's easy. Do real jobs: All Tools-Materials Supplied. Accredited member NHSC, Lic. State of NJ-Vet. Appd. Send name, address & Zip for FREE book.

Locksmithing Institute, Dept. 1223-042, Little Falls, N.J. 07424



HOW TO GET CAPITAL

FREE TRIAL OFFER-HOW TO GET \$500 TO \$2 MILLION

Business capital, loans, grants, cash to start a business, 2,618 sources. Send no money. Helped many others.

FREE REPORT SHOWS HOW

NATIONAL COUNSELOR REPORTS Div. 35 KERRVILLE, TEXAS 78028



PUMP DRAINS pools, cellars, laundry tubs IRRIGATES - CIRCULATES - SPRAYS

heavy duty ball bearing pump. All metal, rustproof Type XB. Stainless shaft. Use 1/4 HP or
larger. 1 HP 1,200 GPH 60' high or 3,000
GPH 25' well, 5,200 GPH max. 14'' in;
1" out. Belt or direct drive. \$13.95
Type P won't rust or clog. Bronze bearing. To 2,400 GPH. 1" in; 3/4" out, \$9.95
P'pd cash with order. Money back Guarantee. LABAWCO, Box 24, Belle Mead, N. J. 08502

| MOTEL HOTEL | women, couples needed. Age no own your own motel.) Send for | 1000s men, I barrier, (Or, I |
|----------------|--|----------------------------------|
| CAREER | Not. No Salesman will call, north American school of Motil Hotel Management 4500 Campus Dr., Dept. 24644 Newport, California 92660 | Your Future in MOTEL HOTEL |
| NAME | , AGE | Management |
| ADDRESS | | YOURS FREE |
| CITY | STATE ZIP | |

America's Lifelines (Continued from page 19)

so bad that within a few years vehicles in Los Angeles County will grind to a halt in one huge, insolvable jam. When this happens, he suggests pouring concrete over the whole mess and building a new city on top!

As writer Arthur C. Clarke says in PROFILES OF THE FUTURE: "If anyone before 1900 could have seen the approaches to a modern city on a Monday morning or a Friday evening, he might have imagined that he was in hell-and he would not be far from wrong."

Some savants declare that we should divert some highway funds to improving mass transportation to help relieve congestion. By the mid-seventies we will have spent more than \$50 billion for the Interstates and less than \$1 billion for mass transportation in cities during the same period. Today, the flexibility and convenience of the private automobile has squeezed most profits from our public transportation systems. In the doldrums, virtually no public transportation system operates profitably without government assistance.

Getting us out of cars and into rapid transit vehicles will require a tremendous re-education program. That shiny automobile represents not only a convenient means of transportation but a status symbol for many climbing the social ladder. The need to woo commuters to mass transit has become urgent. Without positive action, mass transit will continue to decline until congestion becomes worse and parking even more costly. Observers believe that 5 to 10 years will be necessary before mass transit becomes more widely accepted. Improved mobility for city dwellers will require a "balanced system"-a blend of private cars and mass transit (bus, rail, subways, and the like).

Buses dominate mass transit, handling 70 percent of rapid transit riders. Efforts are underway to develop completely new city buses and to stimulate bus use through such innovations as exclusive freeway lanes in rush hours. Most buses accommodate 50 to 60 passengers-so it requires only 50 to 60 of them for the same number of commuters in 2,000 automobiles. Likewise, less than 5,000 passengers can travel a single lane of freeway in one hour of peak traffic, while a doubletrack rail system can move 50,000 in

Wider use of mass transit can not only make a significant contribution to reducing congestion, but eliminate much of the exhaust fumes and the interminable creeping in traffic jams as well. The 1970 highway bill permits use of federal-aid highway funds for constructing exclusive or preferential bus lanes, passenger loading areas and facilities, including shelters and parking facilities, to serve passengers who drive to rapid-transit terminals.

The wave of the future might include automated vehicle control (AVC). Much discussed, this idea will probably be developed and demonstrated during this decade. Under such a completely computerized oneration, the automatic system would utilize automatic blocks, electronic road signs, radar obstacle detectors, navigational grids and the like. With AVC's, a system fabulously expensive to install, the driver would need only to tell the vehicle his destination-by dialing a code or, perhaps, even verballyand it would roll there via the most expeditious route. Of course, first the AVC would check with the highway center system against traffic jams and blockages. When the car delivered the driver to his office, or wherever, the operator would tell it to go home again until summoned by radio to pick him up. All this and no parking problems either!

Developments underway also include TACV's-tracked aircushion vehicles. In one method, the track would be a continuous platform with a low parapet along each side. Airstream directed against the platform would hold the vehicle in suspension; air streaming against the parapets would hold it in its path. The principle has been tested in France, where trains are said to have attained speeds of nearly 190 miles an hour.

Probably there's no miracle in the offing to solve all our mushrooming transportation problems. But by 1985 our highways must handle a projected total of 158 million vehicles and a forecasted annual highway travel of 1.5 trillion miles. "As far in the future as we can see," says FHA Administrator F. C. Turner: "highways are going to remain essential to the mobility and economic life of America's urban communities."

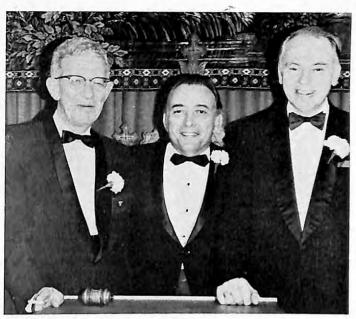
It is hoped that our highway builders will resolve highway transportation problems and continue to give us the best engineering and design conceivable to insure top-level roads. For a safe and adequate highways system is truly the keystone of our American way of life. F. C. Turner says: "Can you imagine the ordinary, everyday life of our cities without highways? Complete chaos-even death-would be the inevitable result in a very short time."

NEWS OF THE LODGES

(Continued from page 35)



MIAMI, Florida, Lodge's ER Robert J. Paterno (left) accepted a 1928 Elks National Convention poster from DDGER Harry Knight, Key West. The ancient keepsake was found in the archives at Key West Lodge, Florida's first lodge.



A NEW LODGE, Ramapo Valley (Suffern), N. Y., Lodge, was visited recently by DDGER A. Frank Mueller (left) and VP John Woolley. ER Frank R. Hershner welcomed the officials during their first visit to the lodge.



HONORED GUESTS at Watertown, N. Y., Lodge during Old Timers Night were (from left) Doral Irvin, superintendent of the Elks National Home; PER Frank C. O'Brien, the oldest living member of the lodge, and Past Grand Trustee Francis P. Hart (right). ER Richard D. Davis (second from right) welcomed them.



A LIFE MEMBERSHIP and a gold identification card were presented to Past Secy. C. Bernard McMenamin (left) of Middlesex, N. J., Lodge by ER Joseph J. Jairdullo (right). DDGER Dr. Louis W. Barile was also present to offer his congratulations.



MICHAEL SABATINO (center) received the Teenage Citizenship Award from Port Chester, N. Y., Lodge. Est. Lead. Kt. George Martin (left), youth activities chairman, and ER Robert Rende made the presentation.



BROCKPORT, New York, Lodge registered a first recently when ER Edward Sodoma (second from left) initiated his three sons, (from right) Ronald, Robert, and Randy Sodoma, into the lodge. Among the visiting officials present were VP Wayne Cartwright (left), North Tonawanda, and DDGER Gilbert M. Bell, Albion.



MASSACHUSETTS Secretary of State John F. X. Davoren (center) received the 1970-71 Distinguished Citizenship Award from Milford, Mass., Lodge. ER William Grant (right) and Robert Lewis, chairman of the awards committee, presented the citation to the prominent lodge member in recognition of his "outstanding and meritorious service to humanity." Secretary Davoren is a former Speaker of the Massachusetts House of Representatives.



CUB SCOUT PACK No. 82 received an American flag from Enfield, Conn., Lodge. At the presentation were (from left) Arleen Ellis and Nancy Whitney, den mothers; David Marshal, cub scout; Brother William Morgan, and Frank Morton, pack leader. Brother Morgan, institutional representative of Boy Scout Troop No. 224 sponsored by the lodge, made the presentation.



EACH YEAR the golf committee of Arlington-Fairfax, Va., Lodge contributes \$100 to the Elks National Foundation for an honorary founder's certificate. Golf Chairman Parker A. Spurlin (left) and Co-chairman Jim McCollin (right) awarded a trophy to the 1971 golf champions, Carl W. Drotz (second from left) and Trustee Homer A. Bacas.



GREETERS gathered at Newton, Mass., Lodge to welcome home DDGER Ambrose C. Rondina (fourth from left). Also present were most of the state's district deputies. They are (from left) E. Alfred Scotti, New Bedford; James J. Consolmagno, Worcester; Alfred F. Fisher, Lynn; Edward V. Callanan, Revere; Roy D. McKillop, Framingham, and Frederick J. DeVries, Wakefield.



A TESTIMONIAL DINNER was held at New Castle, Pa., Lodge in honor of Chuck Tanner, manager of the Chicago White Sox. He received a luggage set from Gomer Lewis and members of the committee who planned the affair. Also present were Fred Shaffer, White Sox scout, and Joe Lonnett, coach.

THE BEST SHOOTERS in the New London, Conn., Lodge free-throw basketball contest were awarded trophies from ER Charles Lusk Jr. The winners are (from left) Tim Pinch, Craig Irwin, and Peter Vincent.





GER E. GENE FOURNACE was welcomed to Groton, Conn., Lodge for dinner following memorial services. Greeting the guest of honor were (from left) PER Carmine Ruma; Grand Est. Lect. Kt. Francis G. Adams; DDGER Andrew Champagne; ER Roger Frattali, and SDGER Arthur J. Roy.



EQUIPMENT used in the testing and treatment of aphasic children was purchased by the Boston School for the Deaf with the \$1,000 contribution from the Massachusetts Elks Association. SP Donald A. Podgurski made the presentation. Others present were Sister Helen Callahan, principal; Sister Alice Mary Kirby, administrator, and SDGER Michael J. McNamara.



AN HONOR PLAQUE was presented to the Rev. Laurence M. Brock by PER Thomas E. Donlan of Boston, Mass., Lodge during a recent appreciation night. Also present were former A CLASS of 21 new members was recently initiated by Berwick, Pa., recipients of the award Joseph McLaughlin (left), columnist, and Boston Police Supt. William J. Taylor.



Lodge. The lodge designated this class in honor of the late PDD Richard C. Megargell. ER Thomas McCabe led the ceremony.



VETERANS of Buckhead (Atlanta), Ga., Lodge were honored at the lodge's veteran commemoration dinner. The veterans of WWI, WWII, Korea, and Vietnam are Brothers Jim Rochette, Neil Young, Jesse Lindsay, Charles Moran, Bob Harwood Jr., Jack Callaway, and Russell Burnette. The program was planned under the direction of Dr. Garv Tourjee, chairman of the Americanism committee.



A SPAGHETTI DINNER was served and awards presented to the Woodbridge High School football team by the Youth Activities Committee of Woodbridge, N. J., Lodge. Some of the guests were (from left) Walter Lee, youth activities chairman; Coach were (from left) waiter Lee, youth activities chairman; Coach Sam Lupo; Al Gluchoski; Chuck Clausen, assistant coach at Ohio State University; Dan Fenton; Thomas "Tucker" Thompson, former All-Pro Lineman with the Detroit Lions; Walter Kopcho, committeeman; Principal Louis Gabriel, and Brother Leo Seyglinski, director of parks and recreation.

HOME-IMPORT BUSINESS-Make Big Profits

Men-Women, new Drop Ship Plan offers fast profits without product investment! Deal direct with overseas sources. Buy small quantities. Prices shown include duty & postage. Full or EVEN LOWER spare time. Write for FREE PLAN, state age. 5.24 Field Glasses QUANTITY PRICES MELLINGER, Dept. F2394, 6100 Variel, Woodland Hills, CA 91364

HYDRAULIC JACK REPAIRS

Earn While You Learn In Your Spare Time Trained and qualified mechanics needed NOW to service inoperative hydraulic jacks, BIG opportunity for ambitious men. We show you HOW — in your basement or garage to earn spare time cash in an expanding industry. Don't walt, ACT NOW! Get the facts.

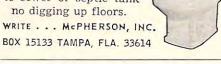
Write for folder E4 and free bonus offer.

Hydraulic Jack Repair Manual Co., Inc.

BASEMENT TOILET

FLUSHES UP to sewer or septic tank

WRITE . . . McPHERSON, INC.



MARKET PLACE or ad-rates write Classified, 100 E. Ohio, Chicago

OF INTEREST TO ALL

NAME BRAND RECORDING TAPE, Wholesale prices,
Cassettes, Cartridges, Accessories. Write: Tones, McHenry,
Illinois 60050.

Illinois 60050. CATALOGS, Fabulous bargains on Products for all, satisfac-tion guaranteed. 25¢ for postage and handling. G.A.C., Box 3746, Granada Hills, California 91344. POSTERS OF PAST. 1000 different. Catalog 25¢. Pioneer, Harriman, Tennessee 37748.

OF INTEREST TO WOMEN
\$500.00 MONTHLY possible clipping news at home. No experience. Send stamped, addressed envelope. American, Excelsior Springs, Missouri 64024.

MONEY MAKING OPPORTUNITIES

Excelsior Springs, Missouri 64024.

MONEY MAKING OPPORTUNITIES

How to Make Money Writing Short Paragraphs. Information Free. Barrett, Dept. C-329-D, 6216 N. Clark, Chicago 60660.

BIG PROFITS in becoming a supplier to major industry through electroplating small parts and metalizing non-metalics. Write for free particulars: Mason, Room MC-17-BD, 1512 Jarvis, Chicago, Illinois 60626.

MAKE \$1.00 PER SALE selling engraved metal Social Security plates. Free Sales Kit. Engravaplates, Box 10460-7602, Jacksonville, Florida 32207.

HOMEWORKERS! \$100.00 WEEKLY ADDRESSING for firms. Begin immediately. Details—send stamped, addressed envelope, Hamilton, 272-TR4, Brooklyn, New York 11235.

SELL LABELS! Kit Free. Writewell, 143 Transit, Boston, Massachusetts 02115.

ADDRESSERS AND MAILERS NEEDED. Details 10ć. Lindbloom Marketing, 3636 Peterson, Chicago, Ill. 60659.

AGENTS WANTED

EXTRA MONEY! Sell Personalized Metal Social Security Plates. Details, Sample Free! Myers, 928-B Crescent Hill, Nashville, Tennessee 37206.

REAL ESTATE

REAL ESTATE

PRESCOTT, Arizona. 2 acres for finest country living. \$1,995. Low terms. Mrs. Anna Young, Glenarm Land Co., 2233 North 7th Street, Phoenix, Arizona 85006.

CENTRAL Ontario—Choice 640 acre Sportsmen's paradises, still available—\$20.00 plus \$6,50 Taxes yearly. Maps, pictures, \$2.00 (Refundable). Information Bureau, Norval 30, Ontario, Canada.

MAKE MONEY IN LAND. Lake Conchas, vacation paradise, 5 acres \$20/mo. No down. No interest. Box 1044MP, Conchas Dam, New Moxico 88416.
\$1.00 ACRE—Canadian Border—hundreds campsites, islands, farmlands, directly from tax authorities. (Non-profit). Lists, photographs mailed. Register, Room 36, 110 Church Street, Toronto 1, Canada.

COINS

Five Indian Head Cents and One Liberty Head Nickel all for \$3. Eagle Coins, Box 25231, Richmond, Virginia 23260.

ADVERTISERS—AGENCIES

"SECRETS OF SUCCESSFUL CLASSIFIED ADVERTIS-ING" tells short-cuts to bigger mail response and profits. Includes copy-hints plus where to place your ads and why—and much more. \$2.00 postpaid. Refundable. Free Details about millions-of-prospects for your "offer." Write S. Omessi, Dept. SO-4, Classified, Inc., 100 E. Ohio St., Chicago, Ill. 60611.

TIME SAVING IDEA:

Clip and file the pages of your Elks FAMILY SHOPPER. They'll come in handy when you need gift ideas or just want to do some armchair shopping for interesting items.

(Continued from page 36) amused by the question. "Nothing," he said. "Absolutely nothing.

Zihuatanejo is a place to escape to, leaving behind the frustrations of crowded beaches and acid rock. The beaches are mostly deserted. Only an occasional rider passes, homewardbound by burro from the coconut plantations. At the hotels guests are not ambushed by vendors as they are elsewhere in Mexico. Once the bay served as a port for trade from the Orient. Now bananas are delivered to the dock and coconuts are brought by the truckload.

Eighteen years ago Jose Armando Acosta built the Catalina on a hillside overlooking a bay the color of laundered blue denims. It was Zihuatanejo's first hotel. There are 24 rooms and a funicular that runs to the white sands of Playa Ropa. Besides a room and the beach, guests are provided three meals a day for as little as \$18 during the November-June winter season. That's the total tab. It is less during the June-November off-season. The Catalina is a bungalow-type affair strung up the hillside. Just next door to the Sotavento.

At the Sotavento it takes good legs and a strong heart to make the trip up and down the hill to the beach. A double room and three meals costs \$26 to \$36 a day.

Sport fishermen rent boats (up to \$35 a day) and hook onto roosterfish, tuna and even marlin. It is best to stick to seafood in Zihuatanejo: shrimp and red snapper and ceviche, the fish cocktail marinated in lemon juice. Other supplies are trucked in from Acapulco and the meat is not to be recommended. Across the bay barbecues are prepared on the beach of Las Gatas-The Catsso named for wildcats which used to forage there.

Visitors to Zihuatanejo are delivered by road and by air. Aeronaves arrives twice daily from Mexico City (\$17.28 one way) and there are air-conditioned buses from Acapulco (\$2.25 one way). From Acapulco the road is paved the entire way, the only danger being cows, horses, burros, pigs and people who use it just as the cars and buses do. Soon I fear Zihuatanejo will have vendors and packaged fried chicken.

Meanwhile, the old life goes on. In the village burros kick up puddles of dust and the walls of ancient buildings crumble-and at night the Milky Way lights the sky and the crickets sing.

KÜMMEL KLOPS (German Caraway Meatballs)



SPAETZELS

2 cups sifted all-purpose flour

2 eggs

2 egg yolks

3 cup milk

11/2 teaspoons salt

Dash pepper

Dash nutmeg

1 tablespoon minced parslev 1/4 cup butter or margarine 1/2 cup fresh bread crumbs

Minced parsley

Combine 1 pound ground beef, 1 teaspoon salt, ¼ teaspoon pepper, ¼ teaspoon poultry seasoning, 1/4 cup fine dry bread crumbs, 1/4 cup milk, 1 tablespoon chopped parsley, and 1 slightly beaten egg. Mix well; shape in small meatballs. Brown in hot fat.

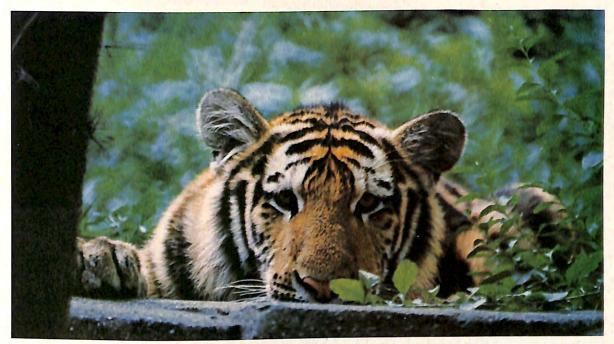
Add 2 cans condensed beef broth, two 4-oz. cans chopped mushrooms, drained, and 34 cup chopped onion. Cover; simmer 30 minutes. Blend two 8 oz. containers sour cream with 2 tablespoons flour, and 11/2 teaspoons caraway seed; stir into meatballs. Bring to boiling, cook 5 minutes. Serve with Spaetzels.

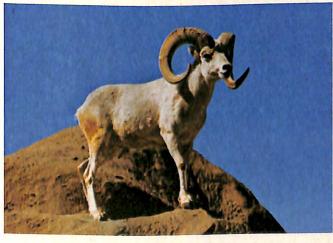
Mix flour, eggs, egg yolks, milk, salt, pepper, nutmeg, and 1 tablespoon parsley. Place mixture in coarse-seived colander over large pot of rapidly boiling salted water (at least 3 qts.): press through colander with large spoon.

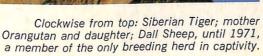
When all mixture has been pressed through, cook about 5 minutes, stirring occasionally. Drain. Melt butter; add bread crumbs and brown lightly. Stir in Spaetzels and brown lightly over low heat, about 10 minutes. Sprinkle with minced parsley.

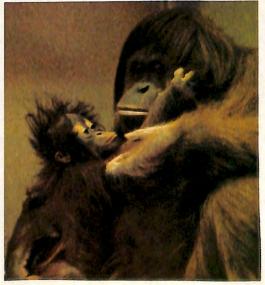
GRASS SVENAGERIE

Beating a path back to nature: today's American (Zoo) Revolution









WHAT'S NEW in zoos? Everything under the sun, practically. Especially when you're talking about suburban Chicago's Brookfield Zoo, where a real "grass-roots" upheaval is taking place. No, it's not another organizational Bolshevik Revolution—but a revolution of a different sort, with far greater consequences.

At Brookfield, designers are turning

to biological and behavioral studies to determine what's best for their animals, from food and shelter to companionship. The reason? It's all very simple, in a complex sort of way. It's easy to understand that providing the most natural setting for animals in captivity makes them, well, most natural. It's a bit more complex trying to understand why. And that's the big







Clockwise from left: Dall Sheep with Golden Eagles; Polar Bear with ice cube; Olga the Walrus; Lion Lord Sparks and heir, Pharoah.



reason behind Brookfield's Revolution. Once some of the answers start rolling in, perhaps they'll provide scientists valuable information about another complex social animal, one nearer and dearer to our own hearts than any other the world has ever known—us.

In discussing the theories behind the study of animals and the existence of zoos, the questions invariably arise:

Why zoos? Why captivity? Actually, today's modern zoos are probably the best things to hit the animal kingdom since Tyrannosaurus Rex. Without them, hundreds, perhaps thousands more species would've tred the path of extinction over the last few centuries. When people decry keeping animals captive, they often fail to realize zoo animals receive food, shelter.

and mates... things not easily obtainable in the wild. In addition, most zoo animals are as healthy as the healthiest of species in the wild and ordinarily live as much as 25 percent longer than their in-nature counterparts. There are no natural predators in the confines of a zoo. No sweeping epidemics of hoof & mouth or other diseases, either. But are caged animals happy? Not always. That's what Brookfield's setting out to change.

Zoos are hardly new. They existed long before the Pilgrims split corn with the Indians at Plymouth Rock. In fact, primitive zoos commonly span history as far back as 2000 B.C. in Egypt. Queen Hatshepsut, who ruled that nation between 1501 and 1480 B.C., sent out the first recorded zoological expedition seeking wild animals for her zoo. It was the first successful zoological venture to a foreign land ever (present-day Somaliland) and yielded an extraordinary collection of baboons, cheetahs, cattle, leopards, and birds, as well as the first giraffe to strike hoofs to sand since the animal's extinction in Egypt during the days of the Old Kingdom.

The Chinese, too, built large zoological parks by the year 1000 B.C. (reputedly even before they learned to

play ping-pong). The most famous, over 1,500 acres, belonged to Emperor Wen Wang. His park was called Ling-Yu (Garden of Intelligence) and included deer, birds, and fish.

King Soloman, in all his wisdom, was an authority on animal husbandry, too. He earned himself a spot in zoological history as the first zoo animal trader, swapping monkeys and peacocks with King Hiran of Tyre; while King Nebuchadnezzar of Babylonia was worth more than his name in gold, due to his impressive collection of imported Lions.

Across the sea, the Greeks were the first to take school children to visit zoological collections as part of their education. The Greek public, too, was so interested in animals, they were the first in history to pay an admission price for the privilege of simply looking. About 325 B.C., Aristotle applied his endless vitality toward writing the first book about wild animals. In his History of Animals, he described over 300 kinds of vertebrates, acquiring both animals and information from Alexander the Great, one of his students. Thus, as Alexander set off on his journeys to conquer the world, the first zoology text was written, and ancient Greek zoos, which had begun as simple bird farms, expanded to include hundreds of species.

Perhaps the greatest setback to the concept of collecting and maintaining animals for study came during the rise of the Roman Empire, when keeping animals for "sport" became popular. The types of amusement to which they were put was surely a reflection of the ideals of Roman Civilization, which unleashed huge zoos into arenas where bloody fights ensued.

Brookfield, while comparatively new (founded in 1934), has long been recognized as an innovator in the field of zoological study. But not until current Brookfield Director, Dr. Peter Crowcroft, arrived three years ago did the zoo "take off."

"To someone like myself," quoth Crowcroft in his now famous A Zoo Manifesto, "whose previous knowledge of zoos has been limited to those of Europe and Australia, the zoos of the United States present a number of unpleasant surprises, and I can best nail my colors to the mast by discussing those.

"The first and most unpleasant surprise is that they contain so much garbage. Much of this is brought in and distributed by the visitors, but there is also an impressive amount which is offered for sale in order to raise funds for the zoo.

"Even at Brookfield, which happily is not administratively associated with either a fun fair or a circus, the com-



Baby Nile River Hippopotamus.



Trio of Reticulated Giraffes.

mercial operation is so prominent that one wonders if the animals are only to attract the visitors in order to sell hot dogs, stuffed toys, and balloons.

"One Sunday, unable to tolerate [it] any longer, I seized a screwdriver and took out the [cotton candy] machines. That was a lucky gesture, and I have not had the courage to act with the same decisiveness about the balloons. But I did go so far as to outlaw toy spears."

It's almost inconceivable that zoos around the country balk at refusing to sell candy, marshmallows, and toys on the basis of not wanting to lose revenue. If they stopped to total the veterinarian bills due to their unquenchably sweet-toothed polar bears or the number of animals that swallowed carelessly discarded dolls and trinkets, they'd find, as Brookfield did, that it doesn't pay not to take a stand. Zoos can post "Do Not Feed the

Animals" signs around the park until they're blue in the face, but that doesn't stop people from feeding them. There's something irresistably bound in his nature that makes a man munching an Almond Joy want to share it with wife, kids, and, ultimately, the Galapagos Tortoise straining his head toward the fence. So instead of banning visitors from sharing the booty, why not just make sure what's good for the goose is good for the gander, so to speak? Unsalted peanuts, grain, and fruit. It's all part of the planningand thinking-involved at Brookfield, where Crowcroft and Company are intent upon changing the role of modern zoos from passive park setting where learning unfolds accidentally to active educational environment.

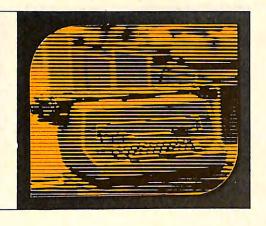
"The great zoo of the future," says Crowcroft, "will not be the one that breeds the most bongos or sells the most hot dogs. Its glory will not be measured in terms of the size of its budget, the number of species, the height of its elephant, or the age of its chimpanzee. It will be measured by the extent to which it changes the attitudes of its visitors, and through them, affects the culture of the nation."

Inching toward this ever-impressive goal, Brookfield now accompanies its displays with improved graphics, down-to-earth explanations to help visitors understand the animals they view just a little better. At the drawing-board stage: an improved baboon island more closely representative of the natural habitat of these creatures—with an eye-catching sign nearby explaining the animals' social behavior.

Ever visit a zoo when half the animals were rolled up in a ball and sleeping in their cages? In their newly refurbished small mammal house, Brookfield recently shed new light, uhh, dark, on the subject. They solved the problem by literally turning the world upside down and inside out for their nocturnal (night-active) animals. By blacking out all glass portals in the house and installing artificial moonlight, they turned daytime into night ... at least as far as the animals are concerned. So now, for the first time ever, you can walk into the building at 12 noon and see everything from armadillo to vampire bat scurrying around playfully. When the doors officially close to the public in the evening, on come the spots, and out go the animals, if I may pun, like a light.

Such experiments as cohabitative living (placing zebras, sitatunga, and giraffes on the same open plains) and reversing night and day may someday earn Brookfield, and other zoos like it, a unique niche in sociological history. Today it's experimentation with animals; tomorrow the information gathered from these experiments may enable man to speed off toward Jupiter or Mars...or down to the lowest depths of the ocean. Or it may even help solve other problems, social problems as old as the ages. By studying an urban complex of mice inter-relating to one another, can man take a giant step toward eliminating racial tension and prejudice in his own society? Nobody knows for sure. But at Brookfield, word has it they're betting even money on it. And if they're right, every one of us stands to be the really big winner.

EDITORIALS



Elks Lodge . . . Not Club-

TOO MANY MEN who belong to Elks (and similar organizations) help foster the idea that we belong to a "club." We really don't.

We belong to a LODGE with club facilities, not vice versa.

We should keep our sense of priorities straight by not putting our social activities above the ideals and goals of our Order. Charity, Justice, Brotherly Love and Fidelity refer to our beliefs as members of the Order of Elks. Our club facilities are a separate part of our total activities and an added advantage to being an Elk.

There are those who berate and poke fun at us for being men who get together only to have a great time by drinking, dancing, wearing funny costumes, doing snake dances through lobbies of hotels and down streets and

acting for all the world like middle-aged juveniles. We know this is NOT TRUE in the overwhelming majority of cases. We know that Elks and their wives and families conduct themselves like ladies and gentlemen in 99 percent of the cases. Once in a while, being humans with all our usual frailties, some few will get out of line, but they are so much in the minority it isn't even funny. No good Elk appreciates misconduct of any kind which will reflect unfavorably on himself or his Order.

Then there are quite a number of Lodges which add fuel to the fires of those who try to roast us as nothing but playboys by erecting signs which call attention to their Elks CLUB . . . not LODGE. Their priorities seem to be reversed.

Newspaper and magazine articles and stories all too often refer to the local Elks "Club." Any publicity should be certain to refer only to the Elks LODGE, if we wish to change this false image.

We should make it an essential part of the indoctrination of all new members to emphasize that we are a Lodge with club facilities. And we should urge all older members to use the correct designation.

Certainly we enjoy highly desirable social advantages through our club facilities . . . but let's put the emphasis back where it belongs as we think of the great works the Order of Elks regularly perform for the benefit of our community, state and nation.

Think and talk Elks LODGE . . . not club!

Are you a joiner?

ANY MAN OR WOMAN who joins a civic or fraternal organization acknowledges the importance of such groups to the city, state and nation. The primary reason for such organizations is service . . . and nobody can serve to maximum efficiency unless he or she is a knowledgeable individual. One must have more than a passing interest in the affairs of government to effectively get into perspective what he is trying to accomplish for his community through his service in a club or fraternal order.

It goes beyond local or domestic affairs. The truly knowledgeable person is one who takes an interest in what goes on all around the world, because, with communications and travel what they are today, we are neighbors of people in far

reaches of the world formerly almost inaccessible. What happens in Israel or Chile, Tanzania or India, China or Australia . . . or anywhere else, for that matter, is important to us. Not many people had ever heard of Vietnam, Laos and Cambodia before the trouble broke out there . . but they certainly know about them now!

If war should break out again between Israel and Egypt, it could have far-reaching effects on not only this country, but the entire world.

Trade between nations is being emphasized more than ever, so it's important to know what's going on in monetary discussions, import quotas, tariff regulations, air fare agreements and a hundred other things. Our lives are influenced by

what goes on in the governing bodies of London, Paris, Tokyo, Bonn, Mexico City, Peking . . . and the hundreds of other capitols in the world community. That's why we feel so strongly that a good citizen has an obligation to be *informed*.

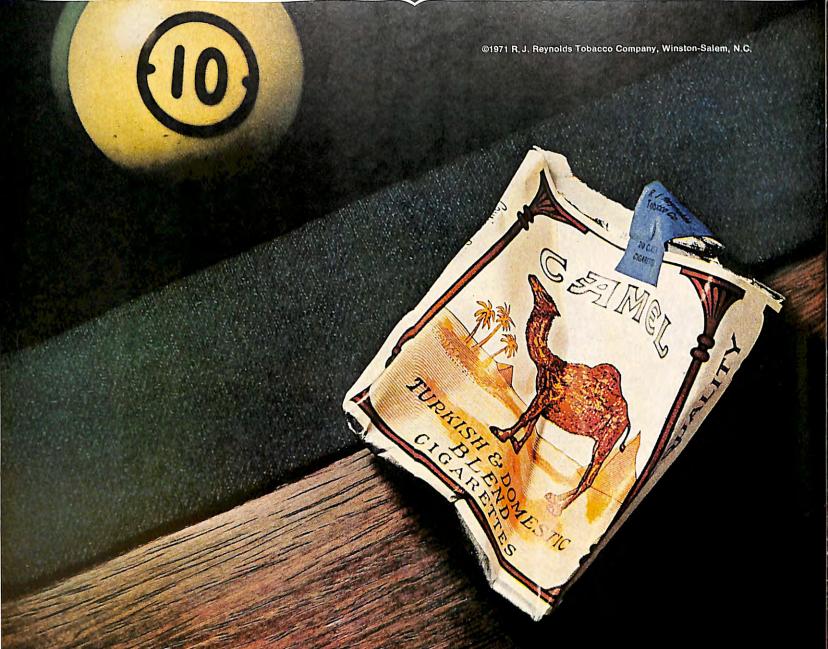
He should also be willing to work to help correct what needs correcting . . . vote when that time comes . . . feel a sense of pride and duty to his country . . . and abide by its laws. To sit idly by while others bear the responsibilities and work is NOT being a good citizen.

Make your club, your lodge, your fraternity or sorority, your trade association an important part of your life by being a DO-er, not just a joiner. When you do this, EVERYONE benefits.

Think about it!



For color reproduction of the complete Wild Turkey painting by K. Davies, 19 by 21", send \$1.00 to PO Box 929-EM-4 Wall Street Station, N.Y. 10005, Austin, Nichols Distilling Co., Lawrenceburg, Ky.



Today, a man needs a good reason to walk a mile.

