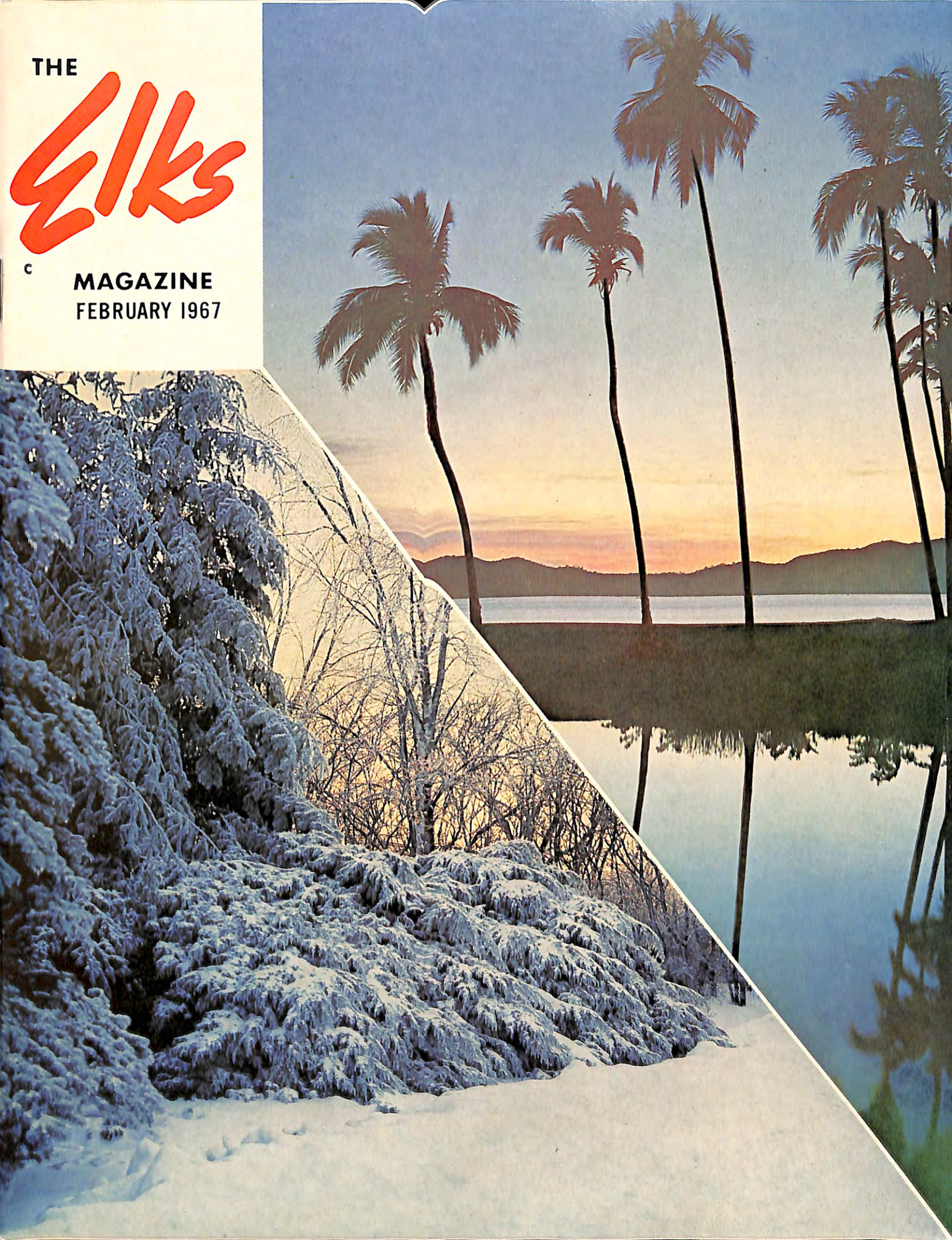


THE

# Elks

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MAGAZINE  
FEBRUARY 1967







## Only in Ford's Bronco: 200 V-8 horses ahead of you, and a 24/24 plus 5/50 warranty behind you.

Ford Motor Company warrants to Ford Bronco owners that Ford dealers, using genuine new Ford or Ford Authorized Reconditioned parts, will repair or replace, free of charge including related labor, the following parts which are found, in normal use and within the following time and mileage limits (whichever comes first), to be defective in either workmanship or materials: (a) any part within 24 months or 24,000 miles, and (b) Power Train parts within 5 years or 50,000 miles. Power Train parts include: engine block, head and internal parts, water pump, intake manifold, transmission and transfer cases and internal parts, drive shafts, universal joints, differentials, and driving axles and their wheel bearings. Related items such as ignition, electrical, cooling, fuel and brake systems, engine or transmission controls or linkages, and clutch assembly are excluded. The owner is required to obtain certain maintenance services\* and, every 12 months, a written certification from a Ford dealer that he has presented evidence that such services have been performed. The warranty does not apply to tires or lubes (adjustments are provided by tire companies), or to normal maintenance services or normal replacement of service parts such as filters, spark plugs, ignition points, wiper blades or brake or clutch linings, or to normal deterioration of soft trim and appearance items. The warranty applies to vehicles normally operated in the U.S.A. and Canada.

\*Every 6 months or 6,000 miles: change oil and oil filter; clean air cleaner, air filter and oil filter cap; check axle lube and transmission oil levels. Every 12 months or 12,000 miles: replace air filter on closed crankcase ventilation systems; clean emission system and carburetor spacer; replace emission control valve and thermactor air filter. Every 24 months or 24,000 miles: change engine coolant and check radiator hoses. Every 36 months or 36,000 miles: replace air filter on open crankcase ventilation systems.

Whenever the high road challenges, there's no holding Ford's Bronco! Power, toughness, dependability—you name it and Bronco has it. Take power, Bronco's optional 289-cu. in. V-8 offers trail-blazing performance, on the road or off. Even Bronco's standard engine gives you an edge—it's a responsive 170-cubic inch Six. Toughness? Bronco's exclusive Mono-Beam front suspension has heavy drop-forged radius rods to solidly anchor the front-end in the roughest going. Brakes are king-size—11" x 2" front and 10" x 2 1/2" rear! Same for axle capacity—2500 lbs. front; 2700 lbs. rear! Maneuverability? Bronco's wide-track (57") design and small turning diameter (33.6 ft.) give it unbelievable responsiveness and stability in broken, hilly terrain. Moreover, Bronco's transmission is synchronized in all three speeds for smoother gear changes as a measure of dependability and service. And standing solidly behind every Bronco is a 24/24 plus 5/50 warranty and over 6300 Dealers in every part of the country! See your dealer for full Bronco details.

**FORD BRONCO**  
**4** WHEEL  
 DRIVE





## No Lazy Dollars In Our Foundation

The Elks National Foundation, with its more than \$16,000,000 of resources at work for philanthropic purposes, is a great and enduring example of sympathetic human endeavor.

And there isn't a lazy dollar among the millions which warmhearted Elks have poured into the Foundation since its founding in 1928.

Not a penny is spent for administrative purposes, so every dollar contributed is a working dollar—earning interest forever from the moment it is received. The Foundation's income is now more than a half-million dollars annually, and our philanthropy grows greater as the Foundation's principal increases with each passing year.

How can anyone conceive measurements of the right magnitude to do justice to our endeavors?

The cumulative benefits are tremendous. The benefit to thousands of recipients whose lives have been changed by the Foundation's generosity is ultimately the greatest dimension and the reason for engaging in any philan-

thropy. Yet the benefit to the givers themselves, whose lives have been enlarged as participants in our good work, is so great that no one can see the end of it. The least known dimension is the example of really selfless devotion on the part of those who have headed the work. I am thinking of men who have given years of their lives to it without any pecuniary recompense whatever for their services.

THE ELKS MAGAZINE already has told of recent developments. The Foundation offices have been moved from Boston to the Elks Memorial Building in Chicago. A capable executive director, Nelson E. W. Stuart, former Grand Trustee, has been employed. Steps to modernize record keeping are being taken to better serve the Order.

Reorganization of the Foundation Trustees, with Past Grand Exalted Ruler John L. Walker as the new chairman, was necessitated by the deaths of two great and good gentlemen of our fraternity. One cannot overpay the tribute due to John F.

Malley, the founder of the Foundation, and to L. A. Lewis, both Past Grand Exalted Rulers, who ably and unselfishly served as chairmen of the Foundation Trustees. Serving as Trustees with Brother Walker are Past Grand Exalted Rulers H. L. Blackledge, vice chairman; Judge John E. Fenton, secretary; Dr. Edward J. McCormick, treasurer; Sam Stern, William A. Wall, and Horace R. Wisely, all of them dedicated to the Foundation.

The Foundation is the instrument by which Elks make their giving effective. It is a sensitive instrument of flesh and blood, doing the work that money can be made to do when applied by openhanded men of goodwill.

Few if any of us are ignorant of adversity. I'm sure many of us recall how the sun was made to shine when we were befriended.

In good, plain English, the Elks National Foundation affords opportunity for all of us to show how we feel for others by reaching down into our pockets. Try it, won't you please!

Sincerely and fraternally,

RAYMOND C. DOBSON, *Grand Exalted Ruler*





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**THE ELKS MAGAZINE**

VOL. 45 NO. 9

FEBRUARY 1967

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.

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THE ELKS MAGAZINE, Volume 45, No. 9, February 1967. Published monthly at 425 W. Diversey Pkwy., Chicago, Ill., 60614 by the Benevolent and Protective Order of Elks of the United States of America. Second class postage paid at Chicago, Ill., and at additional mailing office. Acceptance for mailing at special rate of postage provided for in Section 1103, Act of October 3, 1917, authorized May 20, 1922. Printed in Dayton, Ohio, U.S.A. Single copy price, 20 cents. Subscription price in the United States and its Possessions, for Elks \$1.00 a year, for non-Elks, \$2.00 a year; for Canadian postage, add 50 cents a year; for foreign postage, add \$1.00 a year. Subscriptions are payable in advance. Manuscripts must be typewritten and accompanied by sufficient postage for their return via first class mail. They will be handled with care but this magazine assumes no responsibility for their safety.

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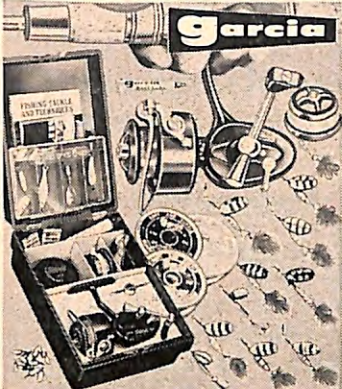
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**GARCIA 302 SALT WATER SPIN REEL & ROD**  
You get the king of salt water reels, the Garcia Mitchell 302 Heavy Duty Spin Reel with planetary level wind gears, huge 430 yards, 15 lb. test line capacity, powerful smooth drag and corrosion resistant finish; or the Model 402 with fast 5-to-1 retrieve ratio for plenty of reserve speed when needed. Plus the Garcia "Custom Royal Javelin" superb, heavy duty hand crafted salt water spin rod, 6 1/2' medium action, fast taper with hard chromed Varnac guides and tungsten carbide tip top. Casts 1 to 4 oz. lures easily.  
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**GARCIA 306 OR 406 SPIN REEL & ROD**  
Perfect for all heavy fresh and light to medium salt water fishing. The Garcia Mitchell 306 has the capacity and muscle to stand up to the hardest fishing. Extra rugged with full ball line pickup, planetary level wind gears, powerful smooth drag and anti-reverse; or Model 406 fast retrieve reel with the reserve of extra speed needed when fighting the big ones. Beautifully balanced with the hand crafted, registered Garcia "Custom Royal Javelin" medium action, 2-pc. 6 1/2' tubular fiber glass rod, casts 1 to 4 oz. lures.  
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**GARCIA 9000 AMBASSADEUR REEL & ROD**  
Nothing matches the thrill, the excitement of taking a scrap-whopper on the great Garcia Ambassador 9000 Casting Reel! It shifts gears automatically—4 1/2 to 2 and 2 1/2 to 1 for automatic control of any fishing situation! Smooth and powerful star drag. Husky handle. Velvet smooth free spool. You'll get record distant casts without effort and without backlash with this remarkable reel. Perfectly matched to the Garcia "Custom Royal Javelin" tubular glass 6 1/2' 2-pc. with professional taper and firm action, with the power to handle the most furious fighting fish.  
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# Tom Wrigley



## WRITES FROM WASHINGTON

IN A MESSAGE for the *FBI Law Enforcement Bulletin*, Director J. Edgar Hoover points out that the role of the policeman today goes far beyond the sworn duties of law enforcement. "Modern-day computers would be taxed to process the thousands of special services performed for the public by law enforcement officers every day," he said. "The officer on the beat must be a journeyman of many trades, an on-the-spot doctor, plumber, or baby-sitter. Yet he is ridiculed, abused, cursed, assaulted, and sometimes murdered. His job would be easier if citizens would remember some of the humanitarian aspects of his work which they have come to expect and depend upon."

90,000 MILES AN HOUR. It may take ten years to build it, but a high-energy nuclear rocket engine is feasible, NASA reports. Such an engine would be used to propel manned space ships to Mars and Venus carrying astronauts.



DON'T STEAL THE STARS is the plea to visitors to the ornate Rayburn House Office Building. It is known as the most magnificent office building in the country, and it has little bronze stars decorating the doors to Congressional office suites and committee rooms. They are pretty little stars, and visitors pry them loose as souvenirs. Already over 100 have been stolen from the ground floor. The stars cost \$5.50 each. Those left have been removed from the lower floor and the 183 doors have been refinished.

CARAVAN AMERICA, strictly for foreigners, will travel to all parts of the U.S. this summer. Cars and trailers will take personnel of embassies and

foreign missions on tours to show them America. Each cross-country tour will last about a month, providing a wonderful vacation for little or no money and giving them a chance to see that our U.S. is a land of friendship for all. The project is supported by foundations and various industries. The embassy of France started it last year. There will be 20 cars, 20 trailers, and travelers from 20 countries.



SMOKEY THE BEAR, known to everyone as the Forest Service's fire-prevention symbol, has been honored by the Post Office Department. Smokey has been receiving an average of 3,000 letters per week, and he now has his own Zip code—20252.

HIGH BREAD PRICES are blamed on housewives by a Congressional subcommittee. The report says they want new products, new kinds of packaging, and different sizes and varieties of breads, all of which cost more money.

GET OUT THE VOTE by keeping the bars open—that's what they say around the National Press Club. At the last election of officers the club had a turnout vote and everyone was happy. The bars in the club were open all through the election, with one of them doing lively business only 20 feet away from where the votes were cast.

FRIENDLY ITALY, our good neighbor, recovering from the most devastating floods in its history, nevertheless is fulfilling its promise to help build the magnificent John F. Kennedy Center in Washington. Italy pledged more than 3,000 tons of beautiful marble from the same quarries that Michael-

angelo used. The first shipment, 1,112 slabs of marble, arrived safely with only two slabs slightly chipped.

ADVICE FOR AUTO DRIVERS has been simplified by Washington's Traffic Safety Office. It says if you pass more cars than are passing you on the highway, you are driving too fast. If more cars pass you, you are driving too slow. If no one passes you and you pass nobody, take it easy—you're in the usual traffic jam.

CONTESTS AND GIVEAWAYS are spreading here from food stores and other places to restaurants. One downtown eatery has a weekly beauty contest in which the prettiest customer wins the title of "Miss Billy." She gets free lunches for a week.

HEALTH SERVICE JOBS need 120,000 new workers a year because of expanded health care. Welfare needs many new assistants, and the need for dental hygienists will triple each year. Occupational and physical therapists must expand their numbers ten times, and medical and X-ray technicians must double. It is one of the biggest job markets in the country, and the Labor Department is making plans for recruiting and training.



ALASKA'S NEW CONGRESSMAN, Howard W. Pollack, has the most unusual hobby of any member of the House. He is an octopus hunter. Representative Pollack defeated Democrat Ralph Rivers for Alaska's only House seat. He did a lot of campaigning because that new state has almost 600,000 square miles and extends on both sides of the Arctic Circle.



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How the Service Corps of Retired Executives not only aids ailing businesses but provides rewarding activity for older people who do not want to be put on the shelf

# The MAN FROM SCORE

By WILBUR CROSS

IN FORT WAYNE, Indiana, in the fall of 1965, three businessmen in their middle thirties sat down for a gloomy conference. Less than a year earlier, full of hope and confidence, they had quit their jobs with large companies to form their own small business in a field where there seemed to be a definite need. Now, with the capital they had scraped together vanishing fast, they faced bankruptcy.

"The problem," said the senior partner later, "was that our competitors were larger than we were. They had enough money in the bank to hire professional management consultants and get sound marketing advice. As for us, we were forced to fly, more or less, by the seat of our pants."

This story might have had the familiar dismal ending—the one that applies to about 250,000 small businesses each year that find themselves unable to survive long enough to mark their second anniversary. Fortunately, however, one of the partners had recently read, and clipped, an article in a business journal which described an organization called SCORE—Service Corps of Retired Executives. As the text indicated, SCORE was made up of experienced business executives who had retired but who wanted to be active and feel needed, even if they did not make much money through their efforts.

Within the next few weeks, more out of desperation than expectation, the three partners had applied for and were assigned a SCORE consultant.





He was an executive in his late sixties who had been the highly successful manager of a large firm in Indianapolis. He made a thorough investigation of the floundering company, spotted numerous weaknesses in operating procedures, and made practical and constructive recommendations. His prescriptions were so sound that the sick company rapidly became healthy, is now solidly back on its own feet and has, in fact, taken on a fourth partner and several new employees.

This incident, with variations on the same theme, has been repeated literally thousands of times as the SCORE program has spread across the country and flourished. There seems to be no end to the kinds of small business problems that can be solved. In one case, it was a butcher who wanted to sell his store and go into a new business because he had severe arthritis and could no longer enter the meat freezer compartment. In another, it was the frustration of a Hindu lady in San Francisco who was bottling and marketing her special curry sauce to markets, but was having difficulties with pricing. In yet another, it was the story of a neighborhood shoe repair shop which intended to add a small line of men's shoes (a mistake) and ended up with a successful line of children's shoes and casual footwear.

There was the discouraging case of the plumbing contractor who began taking on big jobs in new apartment houses and discovered that the more business he got, the more money he lost. SCORE investigated and revealed that the weakness lay in the accounting system, an outmoded one that did not give the contractor sufficient information, especially on overhead, when he was making bids for new work. Consequently, he was underpricing his services and losing money. Among many cases of assistance in the hotel and motel industry was a typical instance in which the owner-manager of a 55-room hotel complained that business was at a "standstill." The counselor spotted the trouble with little effort: "You're spending your time as a *clerk*," he warned, "not as a manager. Get out and work on new business." In addition to advice, he also gave the hotel man a list of places to start in his quest for new business. Result: traffic up 10 percent almost immediately.

In addition to the trailer manufacturer who wanted to know whether he should go public with his stock, the restaurant that was puzzled because it could attract nothing but female customers, and the rental service that wondered whether there was a market in power mowers and hedge clippers, there was even the unusual case of an Indian reservation that need-

ed a small loan and some management counseling along with it.

How did all of this unusual business activity come about? There were some prototypes, though they were rare indeed. One was Consulting and Advisory Services, Inc., which was founded in Wilmington, Delaware, in the late '40s by Maurice Du Pont Lee, and made up of retired businessmen who volunteered to counsel small business. Eventually, there were some 30 members in all, including engineers, a purchasing agent, a lawyer, an architect, a famous artist, and others in specialized fields. They counseled on such diverse problems as helping a widow develop a business from real estate holdings and creating new uses for lime sludge from a chemical plant.

Interestingly enough, Vice President (then Senator) Hubert Humphrey cited the Wilmington group in a letter to the *New York Times* in June 1964, in which he stated the urgent need for counseling programs for small firms. "Of all small firms starting this year," he wrote, "about half will ultimately fail, due largely to lack of management skills. Professional consultation would sharply reduce this appalling waste, but few small firms can afford it."

Even as he wrote, two men were already taking action to remedy the plight of the small businessman. They were Eugene P. Foley, director of the Small Business Administration, and Harvey C. Krentzman, a past president of the Association of Management Consultants. By July of that year, Foley was able to announce the beginning of the first pilot program for SCORE, in Washington, and a month later a similar test program began in Boston. Then, in October, the SBA formally inaugurated SCORE programs in 68 cities across the U.S., with a volunteer corps of more than 1,000 retired businessmen who were eager to join the battle against small business problems. The cities selected were ones in which the SBA already had field offices that could assist in administering the various units.

Foley said at the time that careful preliminary research had indicated two strong reasons why SCORE was needed and would be workable. The first was evidence that most small business failures were the direct result of management deficiencies. The second was a report that business executives were retiring at earlier and earlier ages and that many of them, while financially comfortable, were itching to get back into action, preferably in some area of public service.

"There are about four and a half million small business firms in the United States," said Foley and Krentzman. "Many of them need help in

sales, merchandising, operations, and finance, general guidance on where their firms are headed, and help on how to get there. But they are not necessarily aware of this. The basic purpose of the SCORE program is to make small businessmen *aware* of their managerial needs and to get help for them."

The research and planning were right on target. By February 1965, SCORE had taken on its 1,000th assignment. By July, it had recorded its 5,000th case, and was taking on more than 1,000 new cases a month. By that time, too, it had more than 2,000 volunteers in action, many of whom were on their second or third assignments and eager for more.

The ground rules were quite simple. "Small business" in SCORE terms was listed as any business venture with 25 employees or less. The nature of the work could be almost anything, from retailing to heavy construction, professional services, landscape gardening, and even the creative arts. At the start, SCORE focused primarily on businessmen who had borrowed money through the SBA, since one purpose of the program was to help protect the SBA's money and see that it was used effectively. It is not, however, necessary to have such a loan to receive SCORE assistance, and in fact many a successful counseling assignment has shown company owners how to survive *without* having to borrow.

One criterion for aid is that the business applying must have no other source for professional management counseling and no funds available for it. SCORE volunteers provide counsel for a client for as long as three months without pay. After that, the volunteer and his client make their own mutual agreement on a fee for continuing—granted that the company by then has been put back on its feet solidly enough to afford payment. SCORE counselors never accept any kind of commission on goods and services they recommend. And they are careful to avoid any conflict of interest by working for clients who might in any way be in competition with each other.

One reason why the program is so successful—beyond the basic need for help—is that the retired volunteers are not simply doing routine community work, but are facing real challenges of the kind they met and coped with while becoming successful business executives themselves. The first thing they face when meeting a new client is usually utter discouragement and an admission that applying to SCORE was a "last resort." Take the case of the Wiese Florist shop in Snyder, N.Y. The owner, Mrs. Betty Knox, visited the nearest SBA office in the spring of

(Continued on page 26)





*"He was flat on his back, one leg held aloft by the snagged trousers, the other lost in a wild tangle of bedding."*

## I'll Miss Those Sleepless Nights

By H. R. WHITAKER

THE RECENT DECISION of the New York Central Railroad to abandon overnight passenger hauls, in favor of short, swift runs between major cities, will undoubtedly be imitated by other roads in the near future. Revenue-wise, the decision seems sound enough. It will cut operating expenses and at the same time allow the roads to deliver their human cargoes well ahead of current schedules.

To implement its plan, the New York Central has designed a whole new fleet of trains, constructed of aluminum and propelled by jet engines mounted atop the forward part of the locomotive. I have not heard whether they intend to use solid or liquid propellant, but I understand that these trains will be capable of speeds in excess of 130 miles per hour. This they

will do without me aboard, because I'm not in that much of a hurry. Besides, there won't be any Pullman cars on these runs—and that does it, as far as I'm concerned.

I resigned myself to the passing of the steam locomotive only because I didn't care to be considered a sentimental crank. The impending demise of the Pullman car is another and much more serious matter, since it may well constitute the final blow to the romance of travel by rail. As a lifelong railroad buff, I deplore this prospect for the same reason I deplored the cruel uprooting of the Burma-Shave signs: once more, something fine and colorful and spirited is about to be removed forever from the American scene—to be replaced, in this case, with a cut-rate aluminum missile that,



in blasting through a single community, could conceivably suck in behind it everything that isn't nailed down for 50 yards on either side of the track.

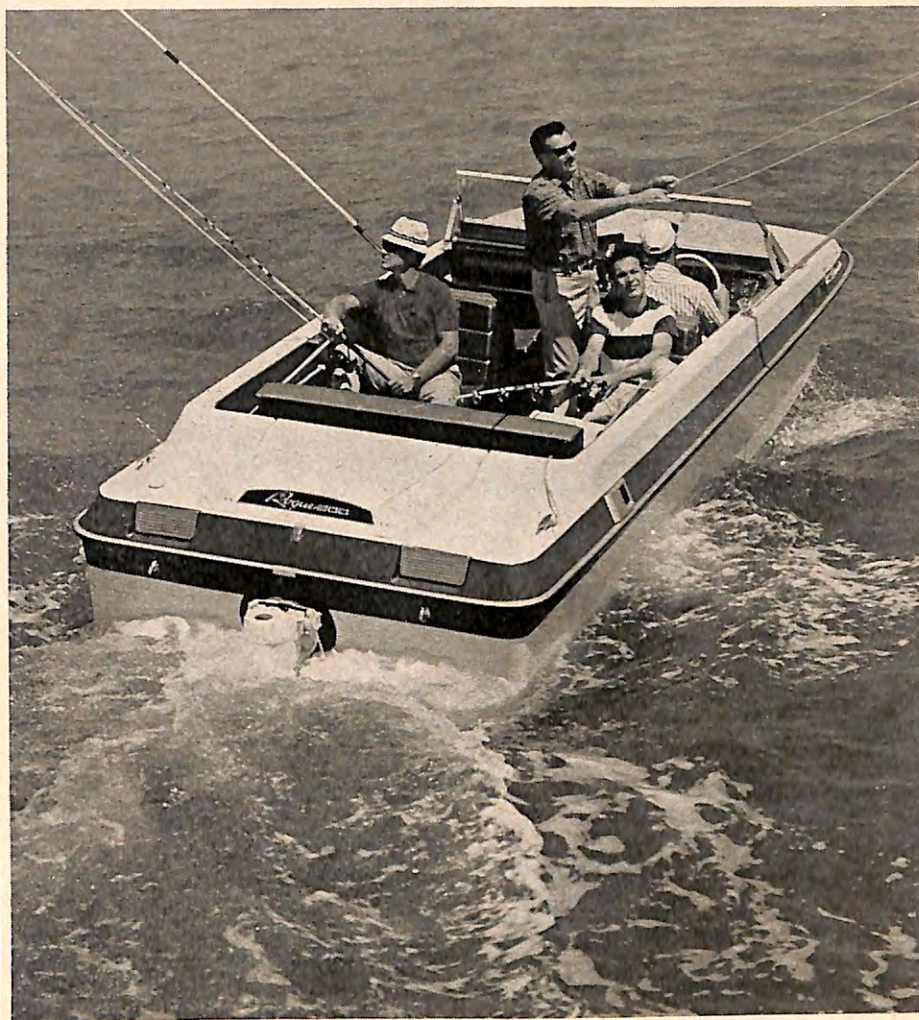
Superspeed cars that disappear in a cloud of dust, before your eyes can focus on them, may be just the thing for salt flats or carnival midways; but as long-distance public transportation, I won't buy them. They appear to me to ignore completely the first and foremost compensation of travel, which is leisure—leisure to observe and fraternize, to endure and commiserate.

Speaking in the past tense—since things happen so rapidly these days that the last sleeper may have been retired by the time this appears in print—I submit that the Pullman car offered this sort of leisure in abundance; that, among the various types of conveyance man has set foot in, it was unique; and that nothing quite like it is likely to come our way again. From the time you mounted the Pullman steps until you emerged, baggy-suited and bewhiskered, at the end of your journey, you lived in a different and fascinating dimension that bore little resemblance to the world beyond your car window.

To begin with, there was something unreal about the very construction of the Pullman. The seats, for instance, were never meant to be sat in; they were designed for the sole purpose of being converted into beds that were never meant to be slept in. Consequently, the Pullman passenger spent most of the daylight hours shuttling between his car and the dining car (six cars ahead), or the lounge car (seven cars to the rear). For variety, he could venture now and then into the coaches, to mingle with the hoi polloi—those less fortunate ones who lolled comfortably in reclining seats, and who had hot coffee and sandwiches served them in the dead of night, while the Pullman élite tossed restlessly in their tiny cells, dreaming of a crust of bread.

Sometimes, they tossed out of sheer discomfort, rather than hunger. The fact of the matter is that the term "sleeper," as applied to the Pullman, was a jest worthy of Procrustes at his merry most. Yet, I can't help feeling sorry for future generations who will never know the supreme challenge of trying to remove your trousers while inhabiting a box three feet wide, three feet deep, and just long enough to lie down in (if you weren't very tall); and, having removed the trousers, trying to find a place to stow them. You never put them in the little green net hammock strung across the window, because you knew that if you did, you would not be presentable at breakfast

(Continued on page 40)



## ***Evinrude's new ROGUE is here! ...the sea is calmer already***

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But: a word of caution. Don't ride in a Rogue unless you intend to own one. The experience is apt to be habit forming.

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# TRAPSHOOTING: A FAMILY SPORT

By **ROLLA B. BOUGHAN**

TRAPSHOOTING TIME and good weather go together. For many years hunters have shown a bit of interest in shooting clay targets just for a "warm-up" before hunting season. Now, participation in the shotgun sports has increased so much that interesting shooting is available on a year-round basis.

Sportsmen are finding that shotgunning at clay targets is a satisfying way to enjoy a weekend afternoon out-of-doors. Many shooters take their families along and let Mom and the children enjoy the fun, too. One factor contributing to the increasing popularity of clay target shooting is the appeal to young and old alike, and it is a sport in which children can join their parents. A real satisfaction is derived from bringing one's offspring along to proficiency in a popular sporting pastime.

In addition to the game of trapshooting, there is considerable interest in skeet, the "Quail Walk," and some forms of Olympic trapshooting. A hand trap starts the family interest and soon one of the youngsters may be entered in a local competition with a proud Dad to watch and guide his progeny.

The presence of the ladies at the gun

club somehow makes life a little more interesting, and soon they are encouraged to take a fling at the clays. The youngsters, much less inhibited, often pick up the reflex style of shooting much quicker than their fathers did and soon master this "quick flip" style. Before long the whole family is shooting and the future champions are developing under the watchful eyes of Mom and Dad.

Elks Club teams are entered in statewide shooting contests throughout the West all during the regular trapshooting season, and some of the top competitors at many trap ranges come from the local Elks Club.

Shooting clubs are located in nearly every hamlet, with stand traps, foot traps, or the old mechanical cocking pit trap with a push-pull lever located behind the shooters on the firing line. Newcomers are welcome at most gun clubs and there are always "old hands" around to assist new shooters with rules, shooting styles, and gun-handling protocol. "Loaner" guns are often provided to sportsmen who want to try the game, and ammunition is not expensive at club prices.



Dan Griggs, an 11-year-old who became an All-American in his first year of trapshooting, with Cub Scout friend Don Buttz.



Oregon Elks proudly display their club emblems during the state Amateur Trapshooting Association shoot.

Mary Gaustad, a physical education instructor at Pacific Lutheran University, displays the shooting form she acquired in the university's credit course in trapshooting.





The author coaches a woman novice in practice.



After the family interest in shooting increases, Dad and the boys often turn to reloading their own shotshells, both to reduce expenses and to enjoy the sport more fully. These trap reloads can be produced for about half of the cost of commercial loads, and with care and a bit of experience the reloads are fully as effective as new shells.

Many hunters who use the shotgun each fall for upland game or wild fowl have only the haziest notion about skeet and trap shooting. Many times shotgunners say that they were out shooting a little skeet when they actually meant that they had been shooting clay targets thrown with a handtrap. Skeet shooting is an American sport, developed about 1910. Originally it was intended for practice at shooting clay targets simulating the flight of game birds.

In trapshooting, the trap is concealed in a low concrete building ahead of the shooters. Clay targets are thrown out of the building at various angles unknown to the shooters. Targets usually sail from 48 to 52 yards from the trap and in any direction within 45-degrees.

Regular practice trapshooting usually consists of 25 targets, the same number as there are shells in a box of traploads. These sell for about \$2.50 a box, and clubs usually charge \$1 for a round of 25 clays.

A trapshooting squad is made up of five shooters, as there are five posts to shoot from. Each shooter fires five shots at each post, and then they move in unison to the next firing post. This is continued until every shooter has fired from each of the five posts. A shooter in trap competition aims directly over the traphouse, located 16 yards forward, and yells "pull." The target is then thrown in any one of several angles but at a constant height of about 10 feet. The targets leave the traphouse at about 80 feet per second, but shooters soon find they can swing rapidly and catch the clay with a pass-through and a follow-up that will yield the correct lead for intercepting even a maximum-angling target.

Light loads and good-fitting guns make the shooting sports pleasurable. There are many experienced shooters in every club who will help the novice acquire skill and confidence in formal trapshooting. The hunter sportsmen often start out near the top of competitive trapshooting because of their field wingshooting experience, and then easily learn the simulated international trapshooting game of Continental Olympic trap, in which the birds fly at all angles, faster than usual, and with high and low birds at random times.

Beginning shooters grow in interest and capability through practice, and  
*(Continued on page 57)*

Many trapshooters find special satisfaction in watching their sons develop the skills necessary for this sport.



Art Weaver, a veteran skeet shooter at 85, is shown with Elsa Young, one of the top woman "skeeters."



Only a minimum of equipment is needed, but a shooting jacket will thrill any boy.





# A Welcome Mat Everywhere



The Grand Exalted Ruler is welcomed at the Paducah, Kentucky, airport by Paducah Exalted Ruler Robert E. Geuss. G.E.R. Dobson participated in celebrations marking the 75th anniversary of Paducah lodge.



Grand Exalted Ruler Dobson is seen here in Groton, Connecticut, talking with Brother Arthur Roy whom he has just appointed as a special deputy. Brother Roy is the mayor of Groton.



G.E.R. visits the Iowa State Elks Association mid-winter meeting in Fort Dodge: Seen here during a break in formal business are Exalted Ruler Darwin Hammer, G.E.R. Dobson, and D.D.G.E.R. (Iowa N.W.) Gene Gutknecht.

**CORRECTION:** In the December issue we mistakenly identified the gentleman presenting keys to a 1967 Lincoln Continental to G.E.R. and Mrs. Dobson as North Dakota State Association President Norman W. Horstmann. The presentation was made in behalf of Brother Horstmann by L. Donald Thorson of Minot, chairman of the state association board of trustees.



G.E.R. Dobson at Watertown, New York, lodge: At head table are P.E.R. John F. Martin, D.D. Charles J. McGraw, E.R. Nelson Navarra, G.E.R. Dobson, P.G.E.R. Ronald J. Dunn, Past Trustee Francis P. Hart, and P.E.R. Lewis Manfred.



Owatonna, Minnesota, E.R. Allan W. Masden uses the occasion of the Grand Exalted Ruler's official visit to present the G.E.R. with a check for the purchase of a second \$1,000 certificate in the Elks National Foundation.



Park Ridge, New Jersey, lodge presented a special reception and ritual to honor the official visit of G.E.R. Dobson. Shown here are all the officers of lodge no. 2234 along with (front row) P.G.E.R. William J. Jernick, E.R. Henry Seib, G.E.R. Dobson, and D.D. Norman Stalter.





## FREEDOM'S FACTS



### Good Faith Necessary

NEVILLE CHAMBERLAIN, former British prime minister, stated in parliament on March 31, 1939: "I'm glad to take this opportunity of stating again the general policy of His Majesty's Government. They have constantly advocated the adjustment, by way of free negotiation between the parties concerned (Nazi Germany and Poland), of any differences that may arise between them."

"They consider that this is the natural and proper course where differences exist. In their opinion there should be no question incapable of solution by peaceful means, and they would see no justification for the substitution of force or threats of force for the method of negotiation."

On August 30, 1939, Germany issued an ultimatum to Poland. On September 3, 1939, Britain declared war on Germany, the Nazis having attacked Poland.

Mr. Chamberlain's statement of policy on peaceful negotiation had been reasonable and civilized. What went wrong? Mr. Chamberlain had not fully considered the question of "good faith."

The Communists we are fighting in Vietnam are little different from the Nazis or Fascists. Can Communists, who seek to dominate the world by any means they find effective, negotiate in good faith? If so, on what issues can we negotiate without giving away the freedoms of others and fatally compromising our own?

The free world in 1939-40 found it was not possible to negotiate in "good faith" with Nazis. Is there any firm evidence we can find more "good faith" on the part of the Communists?

**FLIGHT TO SEEK freedom and bread without terror.** This is how Dr. Miguel Benito describes a major driving force in Cubans today.

Since 1959 more than 500,000 men, women, and children—nearly eight percent of the population—have fled from Castro's totalitarian "captive island."

Were all who wished free to leave Castro's Cuba, how many would be left?

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City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_



# ACROSS THE MAP



**ST. MARIES, Idaho**, Lodge pays tribute to six long-term Elks, including five charter members, by presenting them with life memberships. Pictured with P.G.E.R. William S. Hawkins and E.R. George W. Moody (fifth from left) are the old-timers: Hal Davis, Jack Downey, Dr. C. J. Kinsolving, Wallace Webster, former Gov. C. A. Robins of Idaho, and former Lt. Gov. A. R. McCabe, a dentist. All those honored except Dr. McCabe are charter members. Brother Robins was governor when the Idaho Elks opened the Rehabilitation Center—their major project—at Boise.



**"THE LONG AND THE SHORT OF IT"** at Point Pleasant, N.J., Lodge are photographed with E.R. Warren M. Sutherland. Four-foot-three Lawrence Grueninger is 22 years old and an architectural draftsman. Robert Contreras is double Brother Larry's age but not twice his height. Brother Bob stands only six-foot-six. He puts his stature to use as a member of the Ocean County sheriff's office staff.



**THE ELKS KREWE OF ORLEANIANS** once again is sponsoring its colorful Mardi Gras parade with the blessings of the parent New Orleans Lodge. Shown is the winning float—"Ante Bellum"—entered in the Krewe's 1966 parade by the All for Fun Carnival Club.

**NEW ORLEANS LODGE'S** Elks Krewe of Orleanians still is producing Mardi Gras magic after more than 30 years of staging parades during the festive days that precede Lent.

The Elks' parade has become a more popular pageant to enter each successive year, reports Brother Chris R. Valley, who was Krewe captain for a number of carnival seasons.

While some of the 20-odd Mardi Gras parades are closed to nonsponsors, the Elks' procession is open to any persons who build floats based on their submitted sketches and who conduct themselves with propriety during the event.

"The Elks' parade never should be a closed proposition, because when we reach the closed stage, that will mean we have reached our peak and are on the descent," says Brother Valley.

He is proud that the Elks were the first to allow women and men to ride on the same float.

About 180 floats are expected to take part in the Krewe's 1967 parade, and Brother Valley promises:

"It will be our most outstanding. If you see it, you will say what all visitors say: 'I never have witnessed anything like Mardi Gras before, and I'll come back whenever I can manage the time.'"

He predicts that about 40 to 60 "costumed maskers" will ride on each float as the procession travels its seven-mile route Feb. 7.



**DIGNITARIES AND DISTINGUISHED GUESTS** at the Louisiana Elks State Association's midseason conference in Lafayette include P.D.D. and P.S.P. Willis C. McDonald, Metairie, a member of the G.L. Committee on Judiciary, and Mrs. McDonald; S.D.G.E.R. and P.D.D. Robert B. and Mrs. Cameron, Redington Beach, Fla.; S.P. Charles R. and Mrs. Champagne, Plaquemine; P.D.D. and V.P. Richard W. and Mrs. Glaholt, Shreveport; Gus Rodemacher, trustee of public property, representing Mayor J. R. Bertrand; D.D.G.E.R. Roberto Arango Jr., Baton Rouge, and E.R. Augustine and Mrs. Ruiz Jr. of Lafayette Lodge.

**STATE PRESIDENT** Charles R. Champagne of Plaquemine called to order the midseason conference of the Louisiana Elks State Assn. Nov. 4 in Lafayette.

Distinguished Elks at the two-day meeting included Florida P.S.P. A. C. Van Horn Jr., Panama City, a G.L. Ritualistic committeeman, and D.D.G.E.R. Harry B. Garland, Opelousas.

Progress reports were made by the chairmen of these committees: advisory; Americanism; veterans service; laws; legislative; youth activities; scholarship awards; new lodge; lodge activities; Elks National Foundation; ritualistic; credentials; resolutions, and the Southern Eye Bank.

Brother Van Horn conducted a discussion on ritual. Social activities included an open house at Lafayette Lodge, a dance, and a luncheon and museum tour for the women.

The association's annual convention will be held April 28 through 30 in Shreveport.





**KODIAK, Alaska,** Elks and visiting dignitaries are shown during dedication ceremonies for the new lodge building. The Elks Disaster Fund donated \$130,000 to Kodiak Lodge after the Alaska earthquake of March 1964. The fund, established during P.G.E.R. Ronald J. Dunn's year as head of the Order (1963-1964), is used whenever and wherever disaster strikes.



**MILTON, Massachusetts,** Elks proudly display some of the 6,700 books donated to local veterans hospitals as a result of their paperback drive. Holding books are E.R. William Johnston, D.D.G.E.R. Charles Laffan, Esq. Francis Satterwhite, and Chap. Arthur Erwin.

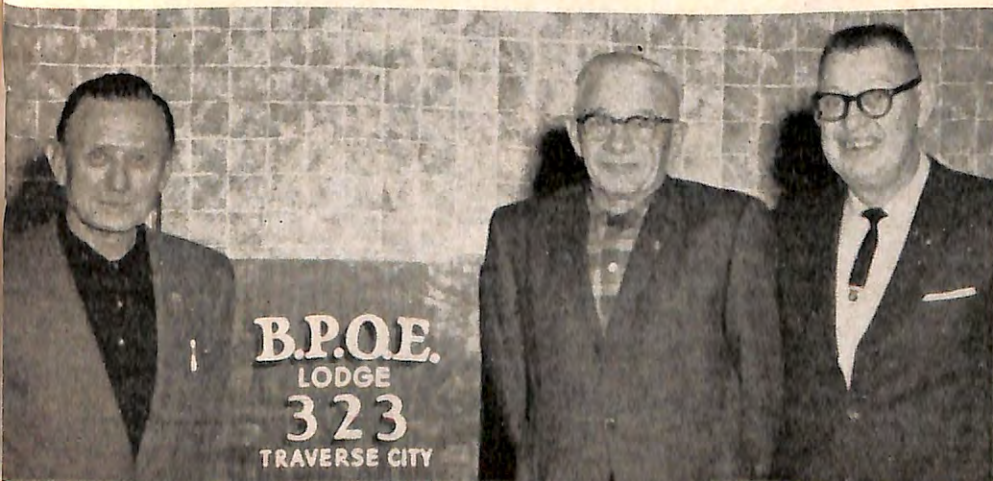


**OLYMPIA, Washington,** Lodge honors a 68-year Elk—W. J. Waldrip—who was among 136 members with 25 or more years in the Order that were wined, dined, and entertained on Old-Timers Night. Flanking Brother Waldrip are E.R. Frank Sprenger (left) and the event chairman, Al Morton. The party drew a record attendance to the lodge, which has more than 300 Elks of long-term membership.



**BUCKHEAD (ATLANTA), Georgia,** Lodge has two father-son combinations in which both father and son are officers. The four are Chap. Reno Ivy III, Est. Lead. Kt. Reno Ivy Jr., E.R. A. Scott Bennett Jr., and Tiler Abbott S. Bennett Sr.

**GRAND EXALTED RULER** Raymond C. Dobson and P.G.E.R. Lee A. Donaldson mark Meadville, Pa., Lodge's 75th anniversary with lodge officers. The celebration included the initiation of 130.



**TRAVERSE CITY, Michigan,** members have something to boast about this year: among their Past Exalted Rulers are Grand Tiler Fritz Coppens (left) and state Tiler Harvey Lichty. To complete the picture, the lodge Tiler—John Curtiss—stands at the right.





**SAPULPA, Oklahoma,** Elks honor a most distinguished member—P.S.P. and P.D.D. Clarence H. Dietz (first row, fifth from left)—with an initiation class. Brother Dietz, a former G.L. Americanism committeeman, is a state Trustee and the Americanism chairman on the state and lodge levels. E.R. Robert J. Basinger stands in the next-to-last row (third from left).



**TWO SUMTER, South Carolina, Elks**—Waverly Levy (seated, second from left) and his brother, George (seated, third from right)—are honored with an initiation class of 13. Brother Waverly has been a member 57 years and Brother George, the lodge's senior Past Exalted Ruler, is a 62-year Elk. Seated between them is E.R. Louis F. Principe.



**A NEW JERSEY VICE-PRESIDENT**—P.E.R. Clifford J. Anderson of Asbury Park Lodge—unveils a plaque dedicated to local servicemen who were killed in Vietnam. At the left stands E.R. Michael McDonough of Brick Lodge, where the plaque hangs.

**MOTHER LODGE** is proud of these keglers, pictured with the New York State Elks Assn. bowling championship trophy, which was presented at a recent Old-Timers Night. Seated are John Doherty and George Ballantyne. E.R. Joseph Reilly stands beside Richard Sternheim, Alex DeGeorge, and Al Pratt. New York Lodge had sent four teams to the tournament in Rome, N.Y.



**PEEKSKILL, New York,** Lodge's Boy Scout Troop No. 1 receives the 1965-1966 National Elks Youth Award for meritorious service in scouting. The trophy stands between the presentation toastmaster, William Hayes, and John Mongero, senior patrol leader of the 55-year-old troop, said to be the nation's oldest. E.R. Andrew Lee holds the certificate awarded to the lodge while Scoutmaster Michael Mongero, John's father and an Elk, looks on proudly. The lodge was cited for its long sponsorship of scouting.



**BRIGHTON, Massachusetts,** Trustees Chairman Al Basse (right) is shown by engineer George Ross how demolition of an old theater building is progressing. The structure's unused portion was becoming a threat to passersby, so the lodge obtained an order to have the building razed.







**PAST GRAND EXALTED RULER** H. L. Blackledge presents a life membership card to another Kearney, Neb., Past Exalted Ruler—Edward R. Crowley—on behalf of the lodge. Brother Crowley has served the lodge 25 years, spending about 15 as a Trustee. He was chairman of the committee that brought into being the current lodge building. He is the fourth to receive this honor.



**WINDSOR, Connecticut,** Elks display some of the 48 packages they sent recently to local young men serving in Vietnam. Shown are Leonard Sisitzky, Esq. Andrew Rabbett, Nicholas Zambrella, youth activities chairman, and E.R. Antone Botelho Jr. The packages contained sweets, nuts, and tobacco.



**WATERTOWN, New York,** Lodge honors its own Francis P. Hart (third from left), Secretary of the Board of Grand Trustees, with a testimonial dinner dance. Among the 260 Elks and their guests in attendance were P.E.R. Jack M. Colwell (left); E.R. Nelson Navarra; P.C.E.R. Ronald J. Dunn; the Rev. Francis White, state Chaplain, and P.E.R. Fred W. Bence.

**EL PASO, Texas,** Elks treat 117 employes and staff members of Goodwill Industries to a Thanksgiving dinner. During the evening, E.R. Robert M. Province was presented a "Goodwilly" statuette and two framed tickets to the first Charity Ball for Goodwill dated Nov. 25, 1941, as a token of appreciation of the Elks' many years of service to Goodwill.

**MASSACHUSETTS ELKS** take more than 250 handicapped youngsters for a day aboard the U.S.S. *Wasp* before the aircraft carrier leaves for a Gemini space flight pickup. The tour was arranged by S.P.

John Cahill of Belmont with the cooperation of P.C.E.R. John Fenton, president of Suffolk University, Boston, and Michael McNamara, Randolph, G.L. Youth Activities committeeman.





**News of the Lodges** CONTINUED



**CHATTANOOGA** Lodge members who recently were initiated in honor of D.D.G.E.R. Russell E. Offhaus (first row, sixth from left) are pictured with E.R. Charles R. Cook (first row, seventh from left) and some other lodge officers. Among the 30 initiates is Mayor Ralph H. Kelley (second row, 10th from left). Brother Offhaus, an Asheville, N.C., resident, is formerly of Cleveland, Tenn.



**PANAMA CANAL ZONE (BALBOA)** Elks smile into the camera with P.G.E.R. R. Leonard Bush during a lodge banquet in honor of his recent visit. Shown are (first row): D.D.G.E.R. Bernard F. Woods, Balboa; P.S.P., P.D.D., and Nashville P.E.R. Edward W. McCabe, Balboa, past Grand Trustees chairman; E.R. William A. Aiello, and P.D.D. James L. Dalton and (second row): P.E.R. Joseph E. Flynn; P.E.R. Harry E. Pearl; P.D.D. and Cristobal, C.Z., P.E.R. Nathan W. Ashton, and P.E.R. Melvin V. Smith.



**BELLEFONTAINE, Ohio**, E.R. John D. West (right) accepts a meritorious service certificate from a local American Legion post commander, Gerald E. Tapp. The award cites the lodge for promoting Americanism.



**KEYPORT, New Jersey**, Lodge's immediate Past Exalted Ruler—Earl Lewis (right)—accepts a plaque from E.R. Ernest H. Brautigam. The presentation was made at a Past Exalted Rulers' dinner. Among those present were P.V.P., P.D.D., and Red Bank P.E.R. Edmund Hanlon, toastmaster; P.E.R.s George Kapushy and Michael Halloran; P.E.R. and Secy. John Armitage Jr., and V.P. and Asbury Park P.E.R. Clifford J. Anderson, guest speaker.

**WALTHAM, Massachusetts**, E.R. Robert L. Harvey (first row, left) poses proudly with D.D.G.E.R. Charles L. Laffan, Milton; and new Elks Joseph D. Harvey; Francis J. Connerney (second row, left); Lawrence E. Connelly; Guy Vallerand, and John E. Dewar. The five were initiated during the recent visit of Brother Laffan. Also present were S.P. John F. Cahill, Belmont, and some members of Lexington, Brockton, Weymouth, Quincy, Milton, Brookline, Watertown, Randolph, and Newton Lodges.

**WOODBIDGE, New Jersey**, Lodge's Alan Rockoff (right)—leader of a recently initiated class of more than 60—accepts congratulations from Rahway P.E.R. William Flanagan (second from left). With them are Brother Fred Adams, the organizing drive chairman, and E.R. John Nagy.







**DAYTONA BEACH, Florida,** Elks present an American flag to their Boy Scout Troop. Inspecting the flag are Chap. Robert Harfst, youth activities chairman; P.E.R. Norbert Brust; Scoutmaster and Brother Wayne Wallace, and Bill Heric, the Troop No. 426 scribe.



**THE LA GRANGE, Georgia,** Lodge-sponsored football team's young, outstanding lineman and back for 1966—Rod Jones and Billy Katter—proudly display their awards. Also pictured are the coaches—Brothers Frank Foster (left) and Lee West (right)—and Bubba Summers, a high school head line coach and guest speaker at the Elks' recent awards banquet.



**TEMPLE, Texas,** E.R. Charles W. Stuart (right) welcomes P.D.D., Oklahoma P.S.P., and Muskogee, Okla., P.E.R. Arthur Maupin on a recent visit. Brother Maupin presided at an initiation ceremony.



**DISPLAYING ONE OF 30** American flags donated by Live Oak, Fla., Lodge to the Suwannee County schools are E.R. C. A. Bevis, Supervising Principal O. H. Rutledge, and Americanism Chairman Otto Wettstein IV. The flags are for classroom use.

**DANVILLE, Virginia,** E.R. John W. Tulloch (fourth from left) accepts a 1966-1967 certificate for participation in the G.L. Youth Activities Committee program from D.D.G.E.R. and Judge Alex M. Harman Jr. of Pulaski during his official visit. Standing to the right of them is V.P. and P.D.D. Doral E. Irvin of Lynchburg, superintendent of the Elks National Home, Bedford. All Danville Past Exalted Rulers and Past District Deputies, the others shown are C. Stuart Wheatley; George A. Myers Jr.; Walter E. Barrick Sr., also a past state President; Henry H. Hogan, and Benjamin P. Kushner.



**BUFFALO, New York,** Past Exalted Rulers get together during the visit of D.D.G.E.R. Leon W. Strouse (first row, left) of Lockport. Also in the first row are E.R. Robert L. Gilmore, North Tonawanda P.E.R. and V.P. Gerald H. Geltz, Trustees Chairman Lew Horschel, and P.V.P. and P.E.R. Donat Parent. In the second row are P.D.D. William Wean and P.E.R.s Frank Brinkworth, Randolph Mineo, Gordon McKay, James Conny, D. J. Brinkworth Jr., William Kasting, and P.E.R. and Secy. James Conville.





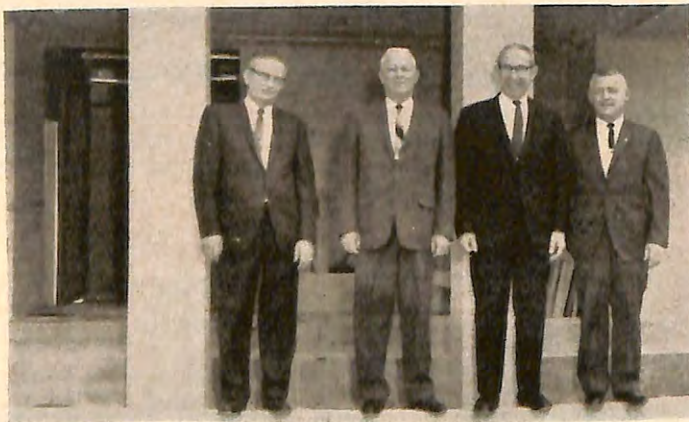
**TWIN FALLS, Idaho,** Lodge recently initiated 51 Elks in honor of Secy. and P.D.D. Domer W. Bertsch (first row, third from right) during the visit of D.D.G.E.R. Fred R. Pipal (first row, third from left) of Boise. Seated between them is E.R. H. E. Cheney. Some of the other dignitaries shown are V.P. Lloyd Duro (first row, right), Nampa, and (second row, starting at the right): P.D.D. A. W. Madland, Twin Falls; P.D.D. and P.S.P. O. P. Duvall, Twin Falls, and P.D.D. Anthony M. Humbach, Jerome.



**SAN MATEO, California,** Elks and honored members of the press pose for a picture at the lodge's Newspaper Night. Among those pictured are (first row): Glenn Brown, publisher of the *Advance Star*; Brother Jack Kane, a newspaperman and former editor of the lodge bulletin, *Eleven Twelve*; E.R. Cecil H. Wells; Harold Schlotthauer, publisher of the *San Mateo Times*, and Bruno Carnovale, editor of the *Eleven Twelve*. At the far right is P.E.R. Joseph L. McConaughy, master of ceremonies for the evening.



**A FLORENCE, Colorado,** member—D.D.G.E.R. James Viola (second row, left)—poses for a photo with the five men recently initiated in his honor during his official visit. Also pictured in the rear row are E.R. Albert G. Dinardo and P.D.D. Campbell F. (Tubby) Rice of Colorado Springs Lodge.



**CHULA VISTA, California,** E.R. Guy Rowell (right) poses proudly before the lodge's recently dedicated building with V.P. and Encinitas and Orange P.E.R. Arthur Meyer, D.D.G.E.R. M. L. Stokes of Chula Vista, and S.P. Gerald Strohm of Fresno. Among the activities of the 640 Chula Vista Elks are fund-raising events planned by a special group of "Hustlers" and visits to other lodges. Because of the visits, Chula Vista members are called the "kissing cousins." The building, including 9.4 acres of land, cost approximately \$200,000.



**CALIFORNIA'S SOUTH-CENTRAL COAST DISTRICT** holds a "Harry Larson Night" in honor of the state veterans service chairman—Brother Larson (second row, third from left), San Gabriel, of Huntington Park Lodge. Pictured with him are (first row): James Yohner, veterans chairman of the host Escondido Lodge; Cdr. Bertha Alvord; Miss Margaret Eisenhardt, an American Red Cross field director; Mrs. Adelaide Kintz, a recreational Red and P.S.P. and Huntington Park P.E.R. C. P. Hebenstreit, Grand Leading Knight, and (second row): North Shores P.E.R. past Everett Tate, a state veterans committeeman; E.R. Richard Sheppard; Robert Cox, Encinitas veterans chairman and state veterans committeeman, and Sam Kosanovich, Vista veterans chairman.

**YREKA, California,** Lodge sponsors this group of "Rough Riders." Started by the lodge eight years ago, the girls have kept busy during the summer months participating in rodeos and parades and have collected a number of trophies, ribbons, and other awards.



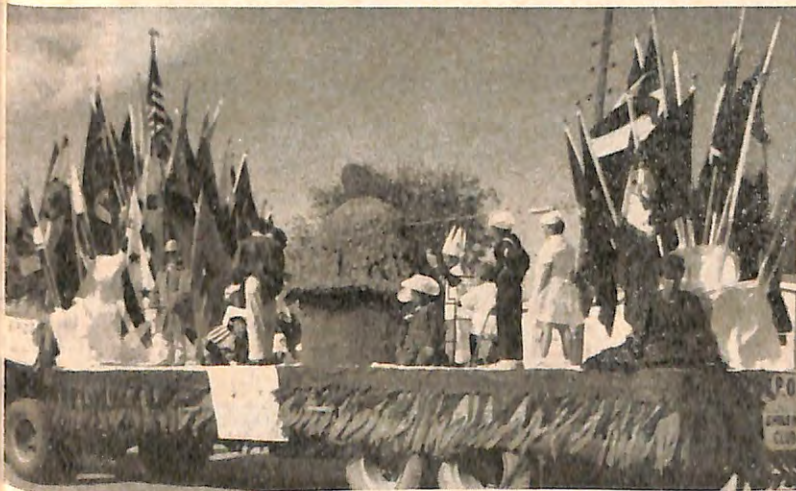




**THE THIRD PECK**—George III (left)—recently was initiated into Loveland, Colo., Lodge for three generations of Elks. The other Pecks are the initiate's father, George Jr., a 17-year member, and grandfather, George Sr., a 51-year Elk. Celebrating this happy occasion with them is E.R. Le Roy Frink.



**AJO, Arizona**, E.R. J. B. McBiles (second from left) welcomes P.G.E.R. George I. Hall to the lodge for a dinner, entertainment, and a dance. Flanking them are two lodge members, P.E.R. Charles J. Grier and P.D.D. Robert C. Russell Jr. Brother and Mrs. Hall used this opportunity to return to Ajo—something they had wanted to do since their last visit, in 1949.



**WILLCOX, Arizona**, Elks' float—the second-place winner in the Rex Allen Days Parade—depicts the theme, "Let Freedom Ring," with a Liberty Bell, 50 state flags, 4 flags of U.S. possessions, and the national flag. The lodge has participated in the parade in previous years, winning first place and the sweepstakes.

**BROTHER JOSEPH J. SOLO** of Los Angeles Lodge points to the handmade silk tapestry of three elk which hangs in the entrance room of Culver City, Calif., Lodge as a memorial to P.E.R. Ralph Easton, who died Oct. 30. Made in France, the tapestry had been Brother Solo's gift to Brother and Mrs. Easton. The only other tapestry of its kind in the Los Angeles area hangs in Westchester Lodge.



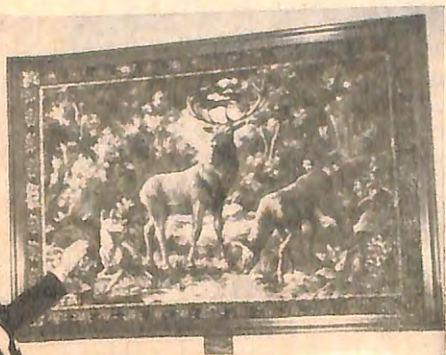
**ENCINITAS, California**, Elks, celebrating the fifth birthday of their lodge, are happy to welcome S.P. Gerald Strohm (center) of Fresno to help them toast the occasion. Shaking hands with Brother Strohm is E.R. Jeffis J. Cowin. On the right is V.P. and Encinitas and Orange P.E.R. Arthur H. Meyer.

**ROCK SPRINGS, Wyoming**, E.R. John L. Frullo and Mrs. Emil Zueck instruct little Willie Cederburg before beginning his eye test. The ladies of Rock Springs Lodge conducted the testing of about 54 preschool children to detect amblyopia, or "lazy eye." The lodge hopes to do this annually.



**BAKER, Oregon**, Lodge honors a 60-year member—Sanford Heilner (left)—with a plaque presented by P.D.D. and V.P. Raymond Schroth (right), Hermiston. Admiring the plaque is E.R. Jack Dalby. Since the presentation, Brother Heilner, who was initiated Jan. 9, 1906, has marked his 61st anniversary.

**BAKERSFIELD, California**, E.R. John L. Blackwood (right)—riding in this 1903 Michigan with the antique car's owner, Howard Crews—represents Bakersfield Elks in the Kern County Centennial Parade, which climaxed a year of celebration in the county.







**MASSACHUSETTS ELKS** devoted part of their regional meeting in Springfield to a fashion show and tea for members' wives, pictured above. About 431 wives and other guests attended the conference.



**SECRETARY CHARLES F. NELSON** (center) of Homestead, Fla., Lodge accepts an honorary life membership in the lodge from P.D.D. O. Ralph Matousek as E.R. Walter W. Sumner looks on.



**WEBSTER, Massachusetts,** Elks paid tribute to their own D.D.G.E.R. Francis W. Ostrowski with this initiation class of six. Among the assembled officers are E.R. Vernon L. Wilson Jr. (first row, fourth from right) and P.D.D. and Secy. William H. Evans (second row, third from right).



**LIVINGSTON, New Jersey,** Elks' Farm League and Pony League teams and their managers round up for a picture at an annual lodge banquet in their honor. Each player was sponsored by a lodge member and received a baseball or bat. Also pictured with them in the last row is E.R. Fred C. Lopardo (third from left).



**CLIFTON FORGE, Virginia,** officers pose for a photograph with D.D.G.E.R. Alex M. Harman Jr. (first row, fifth from left) of Pulaski during his official visit. S.P. Cecil G. May, a Clifton Forge member, stands at the right in the second row; V.P. and Lynchburg P.E.R. Doral E. Irvin, superintendent of the Elks National Home, Bedford, is second from the right in the first row, and E.R. W. G. Peters stands in the second row, fifth from the left.



**MOUNTAINSIDE, New Jersey,** Elks' Little Leaguers—second-year winners of the local title—happily show their individual trophies at the lodge's Sports Night and victory dinner. With them are E.R. Philip Conte; league chairman Thomas Ricciardi; Asst. Mgr. Arthur Hay; Mgr. John Barry; Gene Hermanski, a former player with the Los Angeles Dodgers; league vice-president Charles Shomo, and Est. Lect. Kt. James Kepner.





**BREMERTON, Washington,** Lodge submits an 81-year-old entrant—George Hausauer (second from right)—in the unofficial competition to see which lodge has the oldest new Elk. Shown with Brother Hausauer after his recent initiation into the Order are D.D.G.E.R. Walter A. Swinhoe, Port Townsend, E.R. George R. Dasho, and the initiate's sponsor—Frank E. Pimentel.



**TUCSON** E.R. Morton K. Tuller receives soil samples from the lodges of P.C.E.R.s R. Leonard Bush and Horace R. Wisely—Inglewood, Calif., and Salinas, Calif., Lodges respectively. Brother Tuller is hoping to display in his lodge a handful of soil from the grounds of every lodge in the Order. Members of downtown lodges should send samples of the soil closest to their lodge buildings. Soil should be sent to Brother Tuller at the lodge, 9 Paseo Redondo, Tucson, Ariz., 85705.

## Lodge Notes

Members of North Miami Beach Lodge, in honor of D.D.G.E.R. Howard E. Sullivan, recently visited their Brothers in Hialeah and in so doing, laid unofficial claim to attendance records. Fifty-one North Miami Beach members, including 15 officers, descended on Hialeah Lodge. The lodge also claims the distinction of opening and closing its meeting that night in 24 minutes, without any ritual omissions. E.R. Lawrence B. Friedman admits to certain unorthodox methods to achieve such a large turnout. Members were told of a "special program," but it was not until they had been herded into a bus and were on the move that the "special program" was revealed as a visit to Hialeah Lodge.

The beginning and the end of the working week are well represented in Shawnee, Okla., Lodge. Brother Aubrey L. Monday has paid his dues to Secy. A. G. Friday.

Franklin, Mass., Lodge is looking forward to the approaching Little League baseball season. The team sponsored by Franklin Lodge last year won the city Little League championship for the second consecutive time. The team was managed by Brother Joe Garry.

Twenty-one-year-old Bill Plummer recently was initiated into Zanesville, Ohio, Lodge, where he joined his father and his father's father. All three generations joined Elkdom at the age of 21—the grandfather, Roy, 53 years ago and the father, James, 28 years ago.

Point Pleasant, N.J., Lodge recently combined with the Carnet Gulls Boosters Assn. to honor Point Pleasant Beach High School's football and cross-country teams and their cheerleaders at the 10th annual fall awards banquet. Special honors went to football Coach Al Michigan and cross-country Coach Fred Adams. Mike Stardaville, president of the Boosters, and Foster Hatch, lodge youth activities chairman, co-chaired the special event, held in Point Pleasant Lodge. They were assisted by members of the Elks House and Youth Activities Committees.

D.D.G.E.R. Charles L. Laffan, Past Exalted Ruler of Milton, Mass., Lodge, recently visited Quincy Lodge. During his visit, seven candidates were initiated into the Order. Elks from various parts of the state witnessed the ceremony and heard an address by Brother Laffan on the cardinal principles of Elkdom—charity, justice, brotherly love, and fidelity.

An impressive record of service to Elkdom has been built by Brother J. Henry Bohling of Miles City, Mont., Lodge. Brother Bohling joined the Order in April 1908. He went through the chairs and served as Exalted Ruler in 1924. A year later, he was elected Secretary. Since then, he has served under 41 Exalted Rulers. In 1935-1936, Brother Bohling was also District Deputy Grand Exalted Ruler for Montana's East District. Brother Bohling has two sons, both of whom are members of Miles City Lodge.

Clyde D. King, Exalted Ruler of Newark, Ohio, Lodge, died Nov. 16 at the age of 59. Brother King was exceptionally active in the youth activities program and was a past Secretary of the Ohio South-Central District.

Santa Monica, Calif., Lodge has awarded a \$500 scholarship to Bradford Cullison of Malibu as part of the lodge's continuing program of aiding eligible and deserving students. Cullison used the scholarship to enter the University of California at Santa Barbara.

Albuquerque, N.M., Lodge has no problems with membership. It currently totals 4,500, the limit.

*(Continued on page 50)*



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## The Man From SCORE

(Continued from page 7)

1965, depressed, upset, and with the attitude, "I'm not going to obtain assistance, but here I am." The case was assigned to Raymond J. Hoban, an astute executive who had retired ten years earlier as Supervisor of the Buffalo plant of Du Pont, manufacturing synthetic yarn. Mr. Hoban had experienced 40 years in cost reduction work and had taught management principles at the University of Buffalo. As a specialist in profit planning, he was a happy choice for this particular case. He pointed out that the shop was simply operating from month to month with no real financial planning and objectives. "If a company doesn't know where it is going," he said in reviewing the case recently, "it will never know when it gets there."

Hoban made a projection graph of the previous five years, showing what profit the business should have made, and another showing what it could realistically expect in the future, following a program of tighter management, reduced operating expenses, and better promotion.

SCORE volunteers meet their challenges with more than a sense of dedication. They are hard-headed businessmen who analyze problems from a solid commercial viewpoint. But there is also another appeal. "There is a deep well of idealism in American business executives," says Foley. "Many hide it and try to appear tough. But we have found that in their hearts they are really anxious to do something for their communities and the nation." A Midwestern SCORE member, Otto Moss, points out another factor: "The fewer the number of business failures, the stronger the economy. If business can stay alive and employ others, then the economy grows."

An example of what looked like a sure failure was the case of a small upholstery shop in Iowa which had suffered a severe fall-off in business. The owner (who felt perhaps he should lower his prices) was advised by counselor Edward Zingler, experienced in sales and production, to do just the opposite. Since competition was asking higher prices, the shop could realize more income without jeopardizing its competitive position. Zingler also called in a retired upholsterer to help, and the man was delighted to find himself needed, to help keep more accurate records and attract new customers. At last report, the shop had more business than it could handle—and at realistic prices.

SCORE is not a magic wand. It turns down some cases because they look hopeless. It takes on some that

appear to be salvageable, only to have them end up with negative results. Oddly enough, some of the failures are the result of a lack of cooperation on the part of the persons being helped. One such example was that of a frozen food locker plant. The counselor from SCORE made several recommendations, one being that the plant should stock a few related grocery items to attract customers; another was that the owner offer pick-up and delivery service. Thirty days later, when SCORE called to see how the owner was doing, he found that no effort had been made on any of the suggestions. Sometimes, despite counseling and strong efforts on the part of a client to follow through on recommendations, the economics of the situation are simply too weak for success. Such was the case of a young couple who ran a book store in a small town in Indiana. The counselor could see the problem quickly: in the whole community, there were not enough active book purchasers to keep the business alive. He suggested adding a rental library, a line of stationery, and greeting-card racks, since room could be made for these without increasing the overhead. Business increased by a fraction, but not enough to save the store.

When a SCORE man fails, it is seldom because of a lack of talent. Many volunteers have the stature and know-how to have commanded fees of \$100 or more a day, had they elected to go into professional counseling for pure profit.

"Bear in mind," says Henry Gouley, a Delaware, Pennsylvania, SCORE chairman, "these people are all retired. When a man gets to be 65, he can be the smartest man in the world—and out he goes. What better match than supplying fully developed, but no longer employed, skills to young businesses that acutely need the benefits of such experience?" You have only to thumb through lists of SCORE volunteers to get an idea of talent. The roster includes people like Harry Linn, a former Executive Vice President of a state manufacturers association; Edward Colbert, an ex-Vice President of Manufacturers Hanover Trust; Joseph Rah, professional consulting engineer; Lewis Wall, a former top executive with Pillsbury; Edward Hyman, a retired Vice President of American Broadcasting-Paramount Theatres, Inc.; and Otis King, a founder of Climax Molybdenum.

For more than a year now, SCORE has been appealing for female volunteers, feeling that they might be more helpful than males in some fields, such as cosmetics and food and dress retailing. One of the prize volunteers in the Washington, D.C., region is Mrs. Olga Weber who, with her husband,



makes up a SCORE team. The Web-ers, retired restaurateurs, have provided over-all counsel on marketing, personnel relations, and food production. Mrs. Weber alone was chalking up assignments at the rate of about one a month and was presented with a special award certificate by SCORE.

It is significant that SCORE administrators have found that counselors in one field are often remarkably proficient in studying problems in completely unrelated fields. "You generally find that business experience fits into almost any kind of background," says Eli Stillman, of Oakland, California, whose background is construction, "because problems are so similar. Mostly, they are management problems." A business editor in Seattle wrote, "A SCORE counselor is first of all a good listener. He has to analyze a business and figure out the real problem, which the owner-manager may not even recognize. The counselor then has to come up with a practical course of action. The common need is not money, one counselor sums up, but 'judgment in the operation of the business.' The effectiveness of SCORE depends in the last analysis on the caliber of assistance."

In its own newsletter, SCORE recently placed its finger on another key to success, quoting from a speech before the Los Angeles chapter: "... stay as far away from giving advice as you can, and as far as you can stick to counseling. Now let me differentiate between advising and counseling. . . . When advising, you survey the situation; you determine the problem; you decide what is to be done; and, in all probability, you tell the client how to do it. When counseling, on the other hand, you encourage the client to do all of these things. You encourage him to determine the problem; you encourage him to decide what is to be done and how it is to be done. In all of these steps you may encourage, support and even, to some degree, help, but it is the client's efforts that are to be primary, not yours."

These are some of the precepts and procedures that have helped to make SCORE successful and an outstanding public service. The future is brighter than ever. The Office of Business Assistance in Washington predicts that, for the fiscal year ending June 1967, SCORE will have advised some 50,000 small business clients, operating out of the system's 200 chapter offices. If you need help—or if you want to offer help—get in touch with your nearest Small Business Administration Office and ask for the Service Corps of Retired Executives.

No matter which side of the fence you are on, it may be your big opportunity—to SCORE!



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33

MY SOLUTION

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CITY & STATE \_\_\_\_\_

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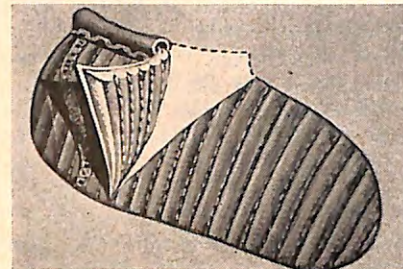


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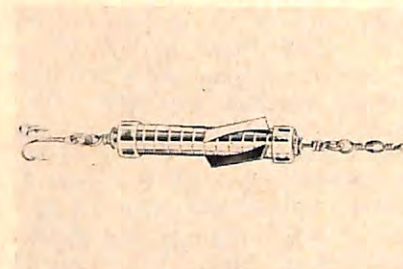
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by Mike Senkiw

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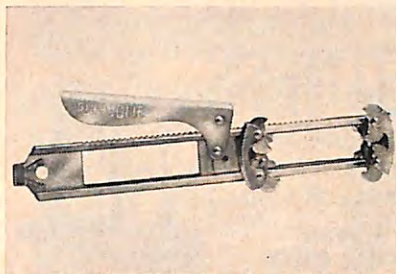
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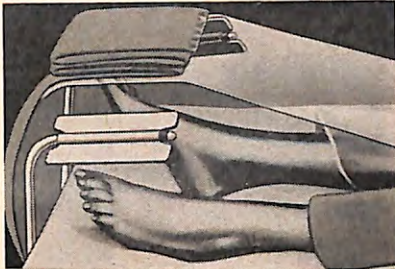
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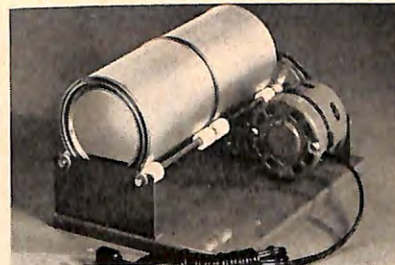
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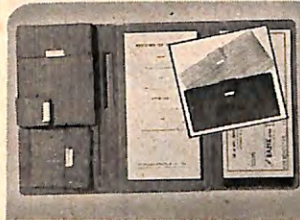
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Ladies' combined wallet and checkbook in one slim, stylish duo. Beautiful textured vinyl. Holds either side or top perforated checkbook. Includes pen, credit card holders, coin purse, 2 bill pockets. 3½" x 7". **S1008 Blue, S1009 Beige \$2.98**



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75 white 6½" personalized envelopes for bill paying, ordering, etc. No need to break up stationery sets. Return shows name, address, ZIP code. Please print. 48 hour service. **P3003 \$1.00**



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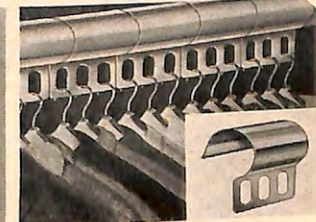
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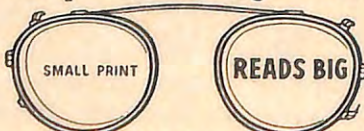
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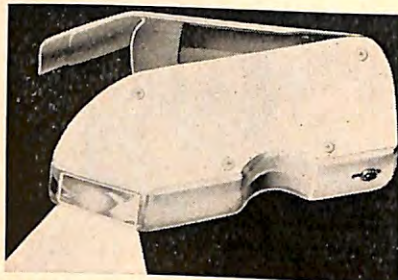
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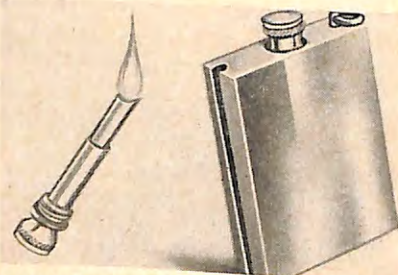
## ELKS FAMILY SHOPPER



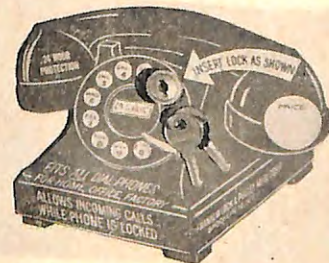
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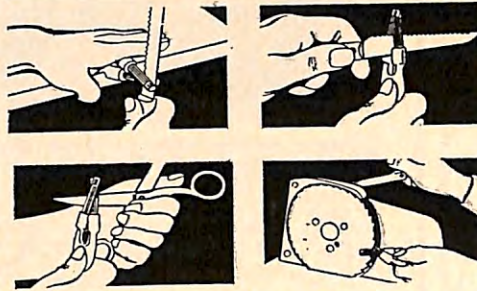


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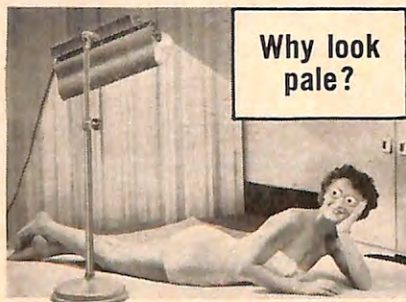
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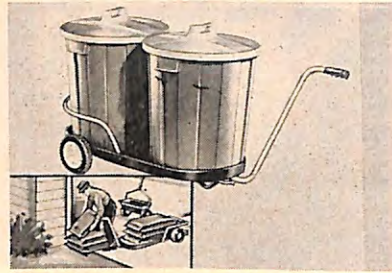
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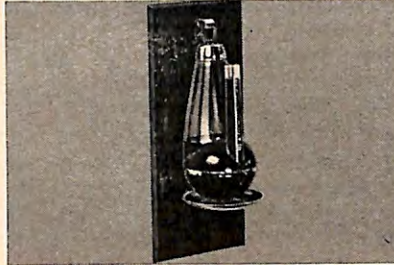
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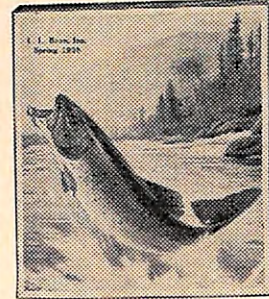
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More than 50 men from the Veterans Hospital in Bath, New York, are treated to a noon dinner by members of Ithaca lodge. Later, the veterans enjoyed a football game between Cornell and Penn State. A dinner and football game for Bath veterans is an annual project of Ithaca lodge.

## ELKS NATIONAL SERVICE COMMISSION

“Something of value!”



Members of the Dallas lodge look over hides collected for presentation to the Veterans Hospital in Lisbon, Texas. Making a final examination are Brothers Xavier Mentner, William Gale, Billy Lake, William Anderson, E.R. Dale R. Eberly, and Isador Soblowich, chairman of the Dallas Veterans Hospital Committee.



Brother George Horine, chairman of the Lexington, Kentucky, lodge Hospital Committee, displays along with a Lexington Veterans Hospital therapist, Sylvia Thompson; chief of rehabilitation, Dr. George Ellis; and James Gibbs, in charge of manual art therapy, samples of what happens to all those hides given each year by Elks to Veterans Hospitals.



Littleton, Colorado, lodge presents the Denver Veterans Hospital with tickets to a Denver Bronco football game. Shown are Brother Sam Silverstein, Esteemed Leading Knight Robert Stover, Exalted Ruler Robert Parks, hospital recreation officer Ralph Bartlett, Esteemed Lecturing Knight Lincoln Shorey, Veterans Committee Chairman John Kreiling, and Secy. Oscar Minshall.







## Sleepless Nights

(Continued from page 9)

next morning. When the net hammock put wrinkles in your trousers, it put them there for keeps.

This was the *lower* berth. The upper berth was something else. Because of the curvature of the car top, the upper's dimensions were roughly one-half to three-fifths those of the lower. Then there was the altitude, which made it unwise, if not downright dangerous, to try to remove your trousers. I once had to come to the rescue of a man in an upper berth who, in preparing for the night, had managed to get the seat of his pants caught on the hook beside the reading light, before he had completely disengaged himself. When I got to him, he was flat on his back, one leg held aloft by the snagged trousers, the other lost in a wild tangle of bedding that indicated how frantic his struggles had been. Long after I had freed him, he was still digging in the covers for loose change.

The Pullman roomette, a relative late-comer, was considered by many to be the ultimate in travel luxury. It was well-appointed and cozy. It was also locked from the inside by the occupant, who thus seldom received the complimentary morning coffee and newspaper described in the folders.

The highly touted convenience of the roomette's private plumbing facilities, moreover, was open to question. You discovered in the middle of the night that, in order to fully enjoy this fringe benefit, you had to take certain precautionary measures. Chief of these was the making of your bed, which had to be done first, and very, very carefully. After the bed was made, you grasped the foot of it, then swung it up and into the wall, making certain it clicked shut. If it did not click, chances were excellent that it would come down on top of you and your facility. If it *did* click, you could rest assured that it was securely locked for the remainder of the night—or until you could rouse the porter.

The privacy of the roomette shut you off from one of the more colorful phenomena associated with Pullman travel. You missed, for better or worse, the indescribable medley of night sounds—the snorts, the blubbers, the wheezes, the whistlings—that emanated from behind the heavy green curtains when your train came to a starkly silent halt in the dead of night. Most waking passengers were unhappy about these night sounds. Others, like myself, made a hobby of cataloguing them. The only people I know of who actually enjoyed them were the brakemen on the graveyard shift in the

Norfolk & Western yards at Roanoke, Virginia. To them, a trainload of sleeping Pullman passengers was more fun than a barrel of monkeys.

Those Roanoke brakemen had the apparently unenviable job of breaking down two separate trains in the wee small hours, then making them up into a single train that continued on to New York City. This involved a great deal of banging around, first into one string of cars, then into another. It was amazing how these boys turned work into play. Old No. 41—the one I used to ride—pulled into Roanoke from Knoxville at three in the morning. The second train, from Cincinnati, arrived five minutes later. That was when the N&W brakemen began their game of collapsible sleeping cars. It was called "Wake Up and Live," and it lasted until we pulled out at 3:30 a.m., by which time everyone in the city of Roanoke was wide awake. That, of course, was the object of the game.

The switch engineer and the porters

were also allowed to play; in fact, *they were* key men. The porters would tip the brakemen off as to the situation inside their respective Pullmans and, later on, inform them of results, which were usually 100 percent successful. The switch engineer faithfully carried out instructions flashed to him in code by the brakemen's lamps. A single slow arc of the lamp, for instance, might mean, roughly: *Hold it. Most of passengers awake. Must have been that seafood cocktail they served in the diner last night. But let's give 'em a couple good jolts anyway, just to make sure nobody drops off.*

At another time, three vigorous swings of the lamp told the switch engineer, in effect: *Porters report four passengers in R-101, and five in K-98, still snoring. Pick up those two, and head for boxcar on siding No. 15; it's loaded with steel tubing that isn't packed in too well. Ten miles per hour at point of impact is indicated.*

The ordeal I dreaded most of all, though, came in a matter of

## Elks National Home News



Elks National Home residents entered this float in the Bedford, Va., Christmas Parade. The float has the theme, "Mission of Service." Its riders represent recipients of the Elks' dollars for such causes as treatment of cerebral palsy and for college scholarships. Thousands of motorists visited the home grounds to see the traditional Christmas lights on the lawn and main building. The spectacle was aglow nightly from Dec. 16 through New Year's Eve. A Roanoke television station filmed the lights. Distinguished Elks at the turning on of the lights included P.C.E.R. John Walker, Nelson E. W. Stuart, Chicago, Executive Director of the Elks National Foundation, and E. Gene Fournace, Canton, Ohio, who succeeded Brother Stuart as the Home member on the Board of Grand Trustees.

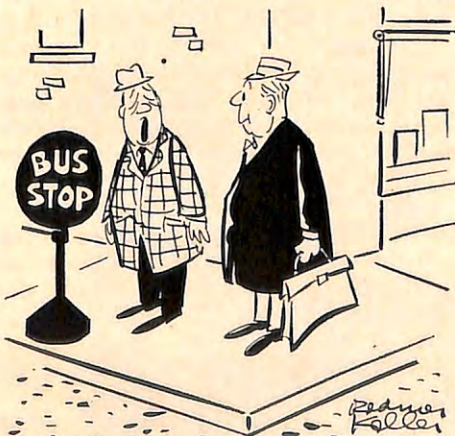


after six full, rapid swings of the lamp, carrying a ruthless message: *All passengers but one snoring heavily. Proceed at 15 miles per hour to siding No. 10. Without reducing speed, slam the three mail cars, then open throttle gradually. When she reads 30 miles per hour, jam on brakes; I'll cut you loose. The string'll drift fast, and hit those Cincinnati sleepers like a ton of TNT!*

After these spine-wrenching crashes in the Roanoke yards, no one expected to get any more sleep that night. So, we would repair to the washroom, light up our cigars and cigarettes, and while away the rest of the small hours swapping experiences and comparing lumps and bruises. By six o'clock, someone would feel relaxed enough to try shaving. This was never a good idea, because at that hour of the morning, we were barreling along a river-side roadbed, and most of the water in the shallow silver basins sloshed out onto the floor faster than you could draw it in. There really wasn't much sense in trying to beat the odds.

And after such a night, only the hardest traveler was in fit condition for business in New York.

I still suffer minor twinges here and there, twinges that my friends tell me are merely a part of the inevitable encroachments of age. I know better. I not only know where these twinges came from, I can give you the track number in the yards at Roanoke, Virginia, that corresponds to each individual twinge. Still and all, I treasure these infirmities the way a middle-linebacker treasures his black-and-blue spots. In a sense, they are my battle stars, my medallions of merit. I'll miss those sleepless nights, and the doughty companions who rode out the long dark hours with me. I may even miss those Norfolk & Western brakemen—bless their ice-encrusted, sadistic old hearts!



*"The picture tube blew and my wife suddenly realized we hadn't had a nice long chat in ages."*

## APPOINTMENT

Grand Exalted Ruler Raymond C. Dobson recently announced the appointment to the office of Grand Esquire for the year 1966-1967 of L. Bruce Richmond, of Murphysboro, Ill., Lodge No. 572. Brother Richmond's address is: 404 S. 20th St. Murphysboro, Ill. 62966

## Youth Leadership Winner Is Now on Capitol Hill



William A. Steiger

Ten years ago William A. Steiger of Oshkosh, Wisconsin, won second place honors in the boys' division of the sixth annual Elks National Youth Leadership Contest. It was one of the highest of many awards won by Brother Steiger who entered Congress last month as a freshman representative from the Badger state.

The 28-year-old Republican was elected to the United States House of Representatives from Wisconsin's sixth congressional district in the November general election.

Brother Steiger is one of the youngest legislators in Wisconsin history. He was elected to the state legislature in 1960 when he was 22 and re-elected in 1962 and 1964.

Before winning national Elk youth leadership honors, he won Oshkosh lodge's youth leadership contest and was later named first-place winner in a state-wide competition. At that time the current Grand Lodge Youth Activities Committee Chairman, Dr. Mel Junion, was chairman of the Wisconsin committee.

Mr. Steiger is now, along with his father, a member of lodge No. 292.

During his years at Oshkosh High School Brother Steiger was extremely active in school and two years ago was named by the Wisconsin Junior Chamber of Commerce as one of the state's five outstanding young men.

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THE OTHER FACE OF

# HAWAII

By JERRY HULSE

ONE EVENING last summer a group of Chinese Buddhists gathered in a Hawaiian waterfront park—only a whisper from Waikiki. The soft trade winds blowing in from the sea carried with them the sweet fragrance of joss sticks. Oil lamps flamed brightly. Candles flickered in the dying light of day. The stillness was interrupted only by the mournful chant of a Buddhist priest.

Long after dark, their prayers finished, the Buddhists assembled around a small boat filled with food and flowers—provisions for departed ancestors. Carefully, the Buddhists carried the boat to the water's edge. As in China, paper money was placed inside the boat in order that the spirits could fulfill their debts. Beside the sea the Buddhists set the craft afire and watched it sail quickly off into the hereafter.

Meanwhile, only a few blocks away, tourists from California and Washington and New York promenaded along busy Kalakaua Avenue or sipped *maidis* in shadowy nooks along seaside Waikiki, unaware of the mysterious ceremony that was taking place so near. It was a pity, for they were missing a ritual that otherwise they might have to travel far to see—to Taiwan, perhaps, or mainland China. Those few tourists who did attend the Buddhist rite obtained rare photos of this other face of Hawaii.

Hawaii to many tourists is that golden stretch of glitter known as Waikiki—a spiffy sandlot filled with bikini-clad secretaries, suntanned surfers, and mainland palefaces. For these *malihinis*





from the mainland, the ritual too often is the same: some learn the hula, others learn how to eat poi with their fingers; they get sunburned, peel, and parade to and fro along Kalakaua Avenue in matching aloha shirts and missionary muu-muus of such hideous design and color as to scare off even the man from Goodwill Industries. With their holiday over, they shout an enthusiastic "Aaa-L-Ooo-Ha!" to new-found friends, then jet home, having seen little of this other side of Hawaii. But it's there, plain to see for all who bother to look beyond the facade of skyscrapers that cast their shadows along the Waikiki strip.

This particular Hawaii is a land filled with pageants and festivals of far-off places: Japan and China, Korea and the Philippines. Besides this, there is the Hawaii beyond Waikiki and Honolulu—the Hawaii composed of the friendly neighbor islands: Kauai, Maui, Lanai, Molokai and the big island of Hawaii.

Back in Honolulu, a few days after the dragon boat ceremony, Japanese Buddhists performed a colorful *bon* dance in the parking lot at Waiialae Shopping Center. Refreshment stands were set up. *Saimen* and *teriyaki* were served along with hot dogs and hamburgers. Hawaii, you see, is living proof that Kipling was wrong. Here East runs head-on into West in a happy marriage of the races. The *bon* dances, staged by Japanese Buddhist societies throughout Honolulu, encourage even the mainland *haole* to participate. The only prerequisite: he must wear the particular kimono of the group he dances with. Flutes wail and drums thunder. The dancers move in endless circles, honoring departed ancestors.

This Oriental atmosphere prevails, too, in dozens of restaurants near and beyond Waikiki. Customers kneel at floor-level tables; they are served *zarusoba* and *oyako donburi*, *sukiyaki*, *tempura* and *seshimi*, along with warm sake. On a velvet hillside overlooking Honolulu, at a place called Mochizuki, an old Japanese woman prepares *sukiyaki* on a *hibachi* exactly as it is done in Japan. It is prepared in individual small rooms with sliding *shoji* screens. There is a garden filled with *bonsai* trees and a pond filled with carp. Paper lanterns burn and the *mama-san*

(Continued on page 59)



TOP: One hotel off the beaten tourist path is the old Pioneer Inn near Lahaina, Maui, former capital of the Kingdom of Hawaii. CENTER: Visitors to the other side of Hawaii join Polynesians in a *hukilau*, a community fishing party that always ends in a feast. BOTTOM: A Polynesian sounds a conch shell at famed Hawaiian cultural center, gathering place of natives from Hawaii, Samoa, Fiji, Tahiti, New Zealand, and other fabled islands.





# "The Joy of Giving"



*The late L. A. Lewis, Past Grand Exalted Ruler and past Chairman of the Elks National Foundation, prepared the following article early last fall for publication in the state publication of the California Elks. Brother Lewis died on Oct. 16 in Flagstaff, Ariz. Because the article sets down clearly some important aspects of the work of the National Foundation to which Brother Lewis devoted many years, it is reprinted here in the knowledge that it will help some Elks to better appreciate the humanitarian work of the Foundation.*

Dear Brothers:

Since assuming the Chairmanship of the great Elks National Foundation, I have discovered a wide-spread ignorance of many phases of the activities and contests on a national and state level as far as the Elks National Foundation is concerned.

I will endeavor in this article to answer many of the questions involved and I do so with the knowledge that I cannot cover all possible phases of the situation in a general statement.

The Elks National Foundation has various types of awards which are paid out of the annual earnings from funds of the Elks National Foundation, which I will endeavor to set forth as briefly as possible.

1. "Most Valuable Student" Scholarship Award. This is conducted annually by the National Foundation through the assistance and efforts of the State Chairman of the Elks National Foundation in each of our 50 States.

A total of 150 scholarships worth \$130,000 are awarded each year to boys and girls. Individual awards in each division range from \$1,500 to \$800.

Applications for the "Most Valuable Student" scholarship awards are available through the various high schools or District Chairmen of the Elks National Foundation or State Chairmen of the Elks National Foundation in all of our States.

If any lodge has not received the forms of application, they may be obtained from the State Chairman of the National Foundation or in any instance through headquarters of the Elks Na-

tional Foundation, 2750 Lakeview, Chicago, Ill. 60614.

These applications should be filled out by the students and certified to by the Exalted Ruler of the lodge having jurisdiction over the applicant, and should be in the hands of the State Chairman of each State on or before March 1, 1967.

The State Chairman and his Committee will then examine the applications or brochures and grade them according to the rules laid down by the Elks National Foundation. The new rating sheets, consisting of 1,000 points for perfection, are as follows:

Scholarship .....	500
Extra curricular and out of school activities .....	125
Personality and leadership .....	125
Perseverance and resourcefulness .....	100
Financial need .....	150
Total .....	1,000

It will be noticed that there is a distinct change. The words "General Worthiness and Financial Need," which heretofore were quite confusing, have been changed so that it merely states "Financial Need."

Greater stress is now put on the financial need of the applicant and in many cases the applicant might be penalized by failure of the parents to correctly set forth the financial status of the family.

The State Chairman and his Committee will list the applicants in order of their merit and will certify for national judging the number of boys and girls which that particular State is entitled to certify for national judging.

When all of such State applications have been assembled by the main office of the Elks National Foundation, they are turned over to three disinterested educators who judge them and the average of each of said three judges shall be considered the final rating of that particular applicant.

The top boy and the top girl of the United States will be brought to the National Convention by the Grand Lodge, not by the National Foundation, so that they may obtain their recognition and award before the National Convention.

The National Foundation, in addition thereto, awards the same number of scholarships of \$600.00 each to every State, as the State is allowed to submit

for national judging. These shall be considered from the list compiled by the State Chairman in the order of the totals arrived at by the State judges.

It must be noticed in all instances that the student is entitled to receive only one Elks National Foundation Scholarship for any one college year. Acceptance by a student of scholarship assistance in excess of \$1,500 a year from any other source will cancel any award to which the student may become entitled under this offer. Loans which student is obliged to repay or compensation for service performed are not considered in this calculation.

This makes it very clear that the student cannot win a national award and also be given an additional award of \$600 by the State National Foundation Committee. It is the purpose of the Elks National Foundation to reach out and help as many worthy students as possible rather than increase the amount given to any particular student.

2. *Therapy Scholarships.* The National Foundation awards a certain number of therapy scholarships to worthy students who desire to complete their courses in physical therapy, occupational therapy and speech therapy. The number and amount in each instance is determined by the National Foundation.

3. *Awards to State Associations.* The National Foundation also makes certain awards to each State for the particular Major Project of that State. These awards vary in amounts and are determined by the Trustees of the Elks National Foundation. They are separate and distinct from any other awards of that State.

4. *Emergency Educational Fund.* This is the fund that is most generally misunderstood, not realized or known by the majority of State officials.

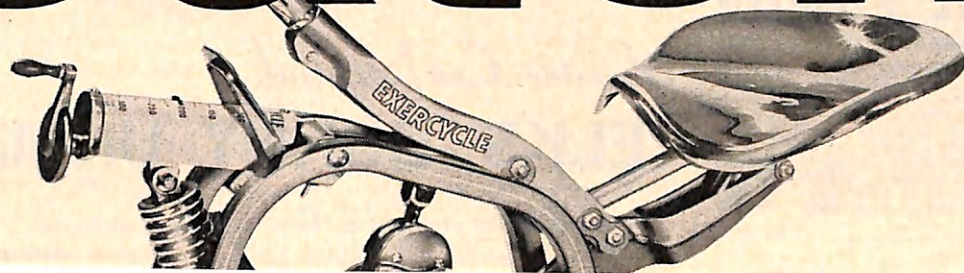
It is an award that appeals to me more than any other particular project of the great Elks National Foundation because it means that the Order of Elks is going to take care of children of Elks who were in good standing when they died or are physically or mentally incapacitated from earning a proper income.

These awards are granted by the Trustees of the Elks National Foundation when the information is furnished on blanks filled out by the applicant

(Continued on page 61)

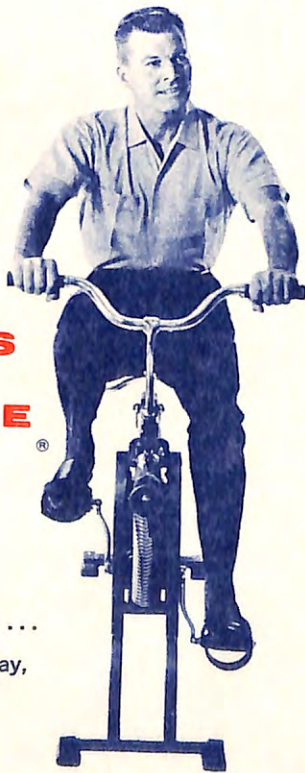


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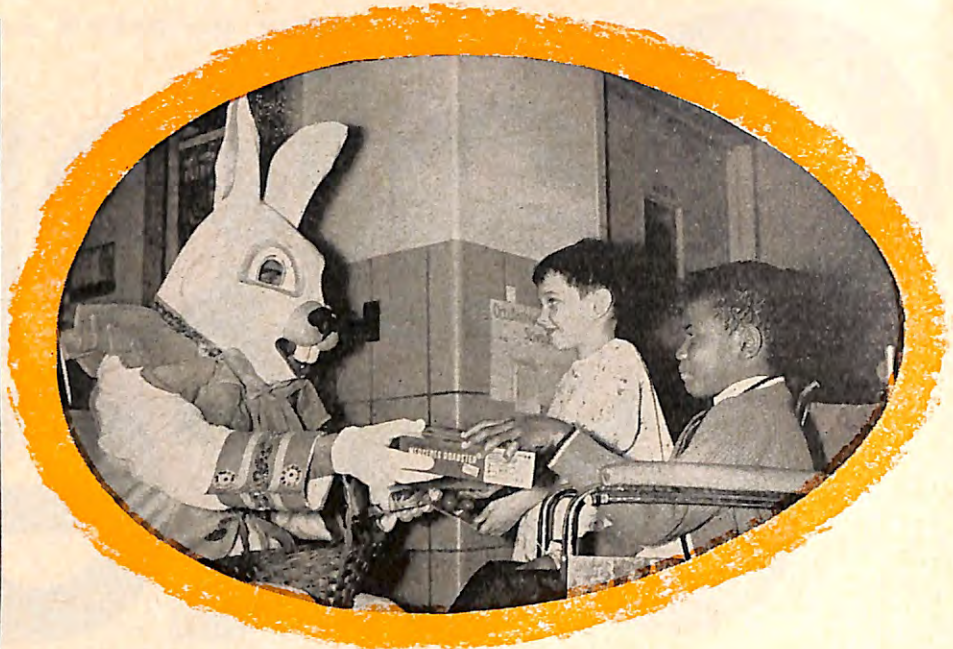
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## Easter Confidential

# ELKS' BUNNY UNMASKED

To about 1,000 children in 14 Chicago area hospitals and similar institutions, the seven-foot, floppy-eared individual who delivers baskets of toys, candy, and fruit is the Easter Bunny.

But to his Brothers at Chicago (North) Lodge, he is Art Dittmer, who started the Easter Bunny program 12 years ago and watched it grow into a state project.



The children never see him, but this is their Easter friend, Elk Art Dittmer.

Brother Dittmer started the program because "Everyone did so much at Christmas, but no one had ever seen the Easter Bunny.

"All kids believe in two things," he says, "Santa Claus and the Easter Bunny. Organizations fell over each other to play Santa, yet nobody did any-

thing at Easter."

Brother Dittmer hit on the idea when Chicago (North) Elks asked him to play bunny at a lodge egg hunt. "I had rented the costume on a Friday but wouldn't use it until Sunday," he says. "So I put it on, looked in the mirror, and realized that any child would be happy to see a giant rabbit."

With one helper and two baskets of 10-cent chocolate rabbits and small toys, he visited about 90 children in three Chicago hospitals that first year.

Last year, it took 37 station wagons to deliver all the gifts from Chicago (North) Lodge.

Brother Dittmer dons the terry suit and enormous rabbit head and travels from place to place seated atop one of the station wagons. Distribution starts on Thursday and continues through Sunday. On Saturday, the Bunny tosses between 150 and 200 pounds of candy to people lined along State Street as the brigade drives through the Loop.

Preparations for the Bunny's rounds go on all year. Toys are bought and stored in Brother Dittmer's basement. By the week before Easter, when Brother Dittmer takes leave from his job at the Buick Motor Car division in Hillside, his house "resembles a warehouse."

Among other things, there are about 420 pounds of jelly beans and 120 pounds of artificial grass ready to be





sorted and packed. With the help of Elks and their ladies, the baskets are packed in the Dittmer living room at the rate of 500 a night.

A list of youngsters with dietary restrictions or handicaps is obtained from each institution and special baskets are prepared for them. "Each basket is topped with a large bow," Brother Dittmer explains. "Just by glancing at the color of the bow, we can tell which basket to give to which child."

The program is financed by contributions from members and nonmembers. The ladies of Chicago (North) Elks donate the proceeds from a Bunny Hop, which will be held for the second time this year.

But the program is so flexible, Brother Dittmer says, that a lodge can start with \$50 and go on from there.

In fact, nearly 30 Illinois lodges that have started Easter Bunny programs are showing great initiative in adapting them to their particular situations.

Most of the participating lodges visit children's hospitals or orphanages. But Jacksonville Lodge has no such institutions in its vicinity. So last year, the Elks ran an ad in the local newspaper requesting the names and addresses of shut-ins 10 years old or younger. On Easter, these children were thrilled with a visit from a huge Bunny.

Another lodge, Chicago (West), donates clothing rather than baskets to children in an orphanage.

"If there's a will, there's a way," Brother Dittmer says. "The most important thing is the children. And somewhere, there are children—crippled, sick, retarded, or just rejected youngsters in homes or private, county, or state institutions.

"We as Elks have got a first here. And it is a good time to let your community know what your lodge is doing," says Brother Dittmer, who has had countless newspaper write-ups and who made 11 television appearances last year.

After Chicago (North), Chicago (West) and Des Plaines Lodges were next to adopt the program. In 1966, 11 identical bunnies from all the North District lodges visited more than 32,000 children.

Nearly a third of Illinois' 99 lodges participated last year, when the Easter Bunny program was adopted as a state project. Brother Dittmer, who was appointed chairman, predicts that the program "will double this year."

It is hoped by Illinois Elks that other lodges in more and more states will adopt it, so that some day it will become a national Easter program.

Brother Dittmer himself is always available, in fact, he welcomes contact for information, advice, or just inspiration at his home at 4416 N. Dover Ave., Chicago, Ill., 60640.

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By E. A. CAREY

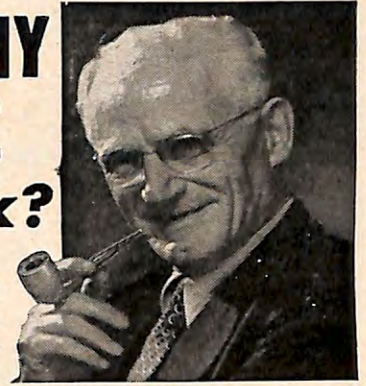
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I've been a pipe smoker for 30 years—always looking for the ideal pipe—buying all the disappointing gadgets—never finding a single, solitary pipe that would smoke hour after hour, day after day, without bitterness, bite, or sludge.

With considerable doubt, I decided to work out something for myself. After months of experimenting and scores of disappointments, suddenly, almost by accident, I discovered how to harness four great natural laws to give me everything I wanted in a pipe. It didn't require any "breaking in". From the first puff it smoked cool—it smoked mild. It smoked right down to the last bit of tobacco without bite. It never has to be "rested". AND it never has to be cleaned! Yet it is utterly impossible for goo or sludge to reach your tongue, because my invention dissipates the goo as it forms!

You might expect all this to require a complicated mechanical gadget, but when you see it, the most surprising thing will be that I've done all this in a pipe that looks like any of the finest conventional pipes.



The claims I could make for this new principle in tobacco enjoyment are so spectacular that no pipe smoker would believe them. So, since "seeing is believing", I also say "Smoking is convincing" and I want to send you one Carey pipe to smoke 30 days at my risk. At the end of that time, if you're willing to give up your Carey Pipe, simply break it to bits—and return it to me—the trial has cost you nothing.

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## News of the Lodges

(Continued from page 25)



**BELMAR, New Jersey,** Elks are pictured ready to distribute 20 Thanksgiving baskets of food to local families as part of the lodge's social and community welfare program. Among the recipients was a Vietnam serviceman's family which lost its home in a fire. Shown are Esq. Tibor R. Illes; Chap. John F. Vanderhoef; Martin Laden, chairman of the program; Treasurer Thomas J. Nealon; Neil R. Black; P.V.P., P.E.R., and Secy. John E. Deady; Est. Loyal Kt. George Gwinn; Henry Ziobro, chairman of the Americanism Committee; Victor Lebet; Jesse Gwinn; Trustee Robert Ricca, and John W. Mervin.

**HOLLYWOOD, Florida,** Elks have cause to be proud of the members of their Colt League baseball team, smiling into the camera. They are the blissful winners of the city championship for the second consecutive year.

**TWO OF FREEPORT, New York,** Lodge's young kegglers take a photo break with Brother Albert Nespeca, youth bowling chairman; Brother Dick Davis, owner of the bowling lanes; E.R. George Bennett Smith, and Dan Cella, youth activities chairman. These youngsters are among more than 300 boys and girls enrolled in the lodge's bowling program.



**RED HOOK-RHINEBECK, New York,** P.E.R. and V.P. Howard L. Laib (right) is honored at his recent lodge homecoming. Among the dignitaries attending the event were D.D.G.E.R. Gerard P. Day (left), Pearl River, S.P. John F. Schoonmaker, Cornwall on the Hudson, of Port Jervis Lodge, and representatives of all 13 lodges in the East-Central District.



**GROTON, Connecticut,** Elks enjoy merrymaking at a recent "Grand Exalted Ruler's Ball," held in honor of Brother Raymond C. Dobson during his recent visit to the lodge. About 500 members and their guests attended the affair.



**POTTSTOWN, Pennsylvania,** E.R. C. Roy Bush poses for a picture with his son, James, a member of a class of 10 candidates recently initiated during the visit of D.D.G.E.R. Frank Kohler, Conshohocken, of Phil-Mont Lodge.



**WEST SPRINGFIELD-AGAWAM, Massachusetts,** E.R. Wilfred Galarneau (right) poses with some of the Suburban League baseball champions at a first annual banquet sponsored by the Elks and league officials. Angelo Raina and Don Schermerhorn, lodge youth activities committeemen, planned the event, which included a smorgasbord and award presentations.



**LEXINGTON, Massachusetts,** Lodge officers are pictured at the dedication of a flagpole, presented to the lodge by the Emblem Club in memory of Brother Herbert Casey.

**DUNEDIN, Florida,** E.R. Rhinehart Myck presents an American flag to Manrin Rains, Student Council president at Dunedin Comprehensive High School, as P.E.R. Ernest Holmberg (left), Americanism chairman, and H. R. Danford, school principal, look on. The gift is one of 50 flags given to the school, one for each classroom.



**QUEENS BOROUGH (ELMHURST), New York,** E.R. Frank J. McCormick (center) welcomes D.D.G.E.R. David Lee (right) of Elmort during the lodge's recent District Deputy's Night. With them is Valley Stream P.E.R. Joseph Annona, a state Vice-President.



**FRAMINGHAM, Massachusetts,** E.R. Clarence J. Ferrari (second from right) presents, on behalf of the lodge, the film, "Sudden Birth," to Police Chief Arthur Martins, an Elk. Made for police departments' training programs, the movie deals with emergency deliveries of babies. Also shown are Brother Granville Carr, social and community welfare chairman, and P.E.R. and Secy. Ralph T. Lepore Jr., a patrolman.

**A ST. MARYS, Pennsylvania,** Lodge member, D.D.G.E.R. Warren R. (Bud) Decker, recently visited the lodge for an initiation in his honor. In the first row are Secy. James V. Gahr, Tiler Feddell Blair, and E.R. John H. Goodman. Other dignitaries shown include Chap. John M. Bauer, Est. Lead. Kt. Frederick T. Leithner, Trustee Harry Lang, and Est. Lect. Kt. Joseph E. Koch.







**CINCINNATI** Elks spend an evening playing table horse-racing with 82 patients—the largest group ever to participate in such an activity at the Veterans Administration Hospital. Among the Elks conducting the event and assisting the patients were E.R. William H. Underhill; P.E.R. and Secy. Walter G. Springmyer, state President; Fred Kessler, lodge veterans chairman, and Dayton P.E.R. and Secy. F. H. Niswonger, district activities chairman.



**SANDUSKY, Ohio**, E.R. Robert E. and Mrs. Uhl escort the Elks' charming guest of honor at their annual Holiday Ball—Miss Sharon Phillian, this year's "Miss Ohio." Miss Phillian was welcomed to the tune of "Miss Ohio" and herself sang several selections. The ball was planned by P.E.R.s Albert S. Goges and Maynard F. Retzke and their wives.



**ALLIANCE, Nebraska**, Lodge's recipients of honorary life memberships get together for a photo with E.R. Marvin Bowbay (rear, left) and P.E.R. and Secy. Paul Jones Jr. (rear, right). With a total of more than 155 years in the Order, the veterans include William Albright, State Sen. George Gerdes, Harry Minor, Clyde Sudman, and Joseph Herian. Also honored but not shown is Leonard Breauhaus, now of Fresno, Calif.



**MIDLAND, Texas**, Elks welcome S.P. Joel W. Ellis of Harlingen on his official visit to the lodge. Flanking him are President-Elect James V. Sharp, San Antonio; P.S.P. and P.D.D. Marvin Hamilton, Kingsville; V.P. Rollin E. Phipps, Midland, and E.R. Jimmie Olson. A social hour was held in Brother and Mrs. Ellis' honor.



**FOSTORIA, Ohio**, Lodge's \$32,000 mortgage is ignited by John Burke, a fund-raising committeeman. Shown among the more than 150 persons at the celebration are Van Wert P.E.R. Sam Fitzsimmons, state Secretary-Treasurer and main speaker; D.D.G.E.R. Ralph Patterson, Bellefontaine; E.R. Lynn Echelberry; P.E.R. Earl Titus, who was in office in 1958, when the building was purchased; Charles Price, fund-raising chairman, and Trustees Chairman Richard Van Tassell.

**A BELOIT, Kansas**, member, P.D.D. Harold F. Davis (left), presents an American flag to E.R. Ralph Dockstader Jr. (right) as S.P. and Pratt P.E.R. Lowell Rise, Dodge City, looks on. The flag, a gift from U.S. Sen. Frank Carlson (R-Kan.), has been flown over the Capitol.



**HAMILTON, Ohio**. Lodge recently initiated this class of 25 to observe the official visit of D.D.G.E.R. Harold J. Lawrence of Dayton (first row, seventh from left). Also shown are P.D.D. George Davies of Middletown (first row, fifth from left); E.R. W. Ilie Florescu; P.D.D. Marc C. Humpert, Dayton, Esquire to Brother Lawrence, and Est. Lead. Kt. James C. Imfeld.







**CARLINVILLE, Illinois,** Lodge recently honored a member—D.D.G.E.R. Edward A. Kallal of Chesterfield (first row, fourth from left)—by initiating in his name 15 candidates, including his son, Edward (second row, sixth from left). Also present were S.P. John Meckles of Litchfield (second row, extreme right) and, standing next to him, Irwin Stipp of Springfield, 1st Vice-President-at-Large. The lodge officers include (first row): Inner Guard John O'Neil; Est. Lect. Kt. James Konneker; Est. Lead. Kt. Kenneth Klaus; E.R. Harold Wallner; Est. Loyal Kt. C. L. Morehead; Esq. Raymond Marx, and Chap. Joseph Reiher. Others are P.D.D. and Secy. Joseph Dunn (second row, left) and Tiler James Harding (third row, left).



**A THIRD-GENERATION ELK**—Ralph O. Berg Jr.—was one of 24 candidates recently initiated by Crookston, Minn., Lodge. Celebrating the occasion with him are his grandfather, John (left), a 49-year Elk, and father, Ralph O., lodge Secretary and a 29-year Elk.



**MARQUETTE, Michigan,** Lodge's safety program chairman, Gene Longtine (left), presents the lodge's monthly traffic safety and courtesy award to Lynn Coleman (center), West Branch, president of the Lake Superior & Ishpeming Railroad Co., for his contributions to the promotion of traffic and water safety in the city. Looking on is Police Chief George G. Johnson.

**DURING INDIANA ELKS'** fall meeting in Indianapolis, these members pause for a photo with Dr. Glenn W. Irwin (second from right), dean of Indiana University School of Medicine, who thanked the Elks for their 19 years of donations to cancer research. Pictured are Hugh Hartley, Owosso, Mich., G.L. New Lodge Committee chairman; S.P. Roy Rogers Jr., Goshen; state Secy. C. L. Shideler, Terre Haute, G.L. State Associations committeeman, and P.S.P. Glenn Miller, Logansport, chairman of the G.L. Committee on Judiciary.



**MIDLAND, Michigan,** Lodge recently passed its 1,000-active-member mark with the initiation of this class. On hand to conduct the ceremony and congratulate Midland E.R. Richard W. Robinson on the lodge's new high in membership were E.R. Fred Neitzke and other officers of Bay City Lodge.



**BAY CITY, Michigan,** Lodge's "Little German Band" entertains the Elks at Midland Lodge before the initiation of Midland candidates. The band traveled with Bay City officers, who performed the initiation rites. The relationship between the lodges goes back a number of years; Bay City was the instituting lodge when Midland received its Elks charter in 1939.



# Beg Pardon, Your Phone Is Ringing!

*People's habits when using the telephone are as distinctive as their nationalities; you give yourself away when you lift the receiver*

By **JACK B. KEMMERER**

ILLUSTRATED BY JOHN LAWN

IN THE SPRING of 1943, the Allied situation was desperate, with Nazi submarines sinking Allied ships daily. It was almost as if the submarines knew exactly when each ship would sail and its course and speed.

A captain in the American Intelligence Service picked up his civilian telephone one morning in Port-of-Spain, Trinidad, to make a personal call. "Number, *bitte*," the operator requested. The captain quickly completed his call, hung up the receiver, then immediately called British Intelligence on his military telephone.

The woman operator was arrested

and under intensive questioning admitted she was once a telephone operator in Berlin. Her job in Trinidad was to listen in on all calls concerning ship movements; the information then was broadcast to Nazi submarines. She was caught because, in a moment of forgetfulness and from habit, she had lapsed into German.

There's much more to answering your telephone than just picking up the receiver; the Trinidad case is a good example of how ingrained are the habits of telephone answering. The reaction to a ringing telephone, for most people, is about as automatic as breathing. Often, however, the very way in which he answers the telephone can reveal much about the nationality and character of the person called.

The direct, abrupt Englishman, for example, may simply say, "Baldwin

here," and his caller may reply, "Alexander here." With the identifications out of the way in a simple and efficient manner, the conversation proceeds to the business at hand.

This simple and direct method, however, can also cause considerable confusion if taken out of England. For example, Stanley V. Hardy, British Vice-Consul in Los Angeles, had all kinds of trouble on the telephone. He simply was following the British custom of reciting his surname when answering, but with his British accent, his name sounds something like "Hoddy." So, he picks up the phone and says, "Hoddy," and these crazy Americans on the other end of the line keep replying, "Well, howdy to you, too!"

The English have another telephone habit that is disconcerting to the uninitiated. American servicemen were





trapped many times when making calls through an operator in England. When she had the parties connected she would say, "You're through." The serviceman would immediately protest, "No ma'am, I'm not through. I haven't even started talking." The operator would come right back, "I know, but you're through now!" The operator merely meant, of course, that you were through to your party or, as we would say, "You're connected."

England also has male information operators—why, nobody knows; it just seems to have always been that way. Their information is called "Directory Inquiry" and you can dial it without a coin—merely dial DIR. You can also dial the operator without a coin.

As would be suspected, any people as independent as the French have their own telephone mannerisms, too. To begin a conversation they pick up the receiver and speak with a Gallic "allo," or they might say "j'écoute" for "I'm listening." And the inquisitive Frenchman will ask immediately, "Qui est à l'appareil?" or, "Who is speaking?" If he has to leave the phone for a moment he will give you a quick "Ne quittez pas." A literal translation would be "Don't leave," but he means merely, "Hold the phone."

In Austria they also answer their telephone by name, such as, "Herr Reshovsky." The Austrians also use their telephones for many public services. For example, you can dial certain numbers and get a daily sermon in four different religions; another number brings you a complete "Daily Menu." Still other numbers bring forth the song of the day, gym exercises, and even a complete "What's Doing Today."

Since gestures cannot be transmitted over the telephone, the excitable Italians make up for it with words. "Telefonista, mi metta in comunicazione con il signor Blanco," an Italian may say. All he means is, "Operator, get Mr. White." However, they can be brief. For a fast hello, the Italians say "Pronto," which means "ready" in both Italian and Spanish. We Americans use the word colloquially to mean "quickly."

As you would suspect, the Japanese have their own distinctive way of beginning a telephone conversation. They merely say "Moshi moshi," which really doesn't mean anything in particular. It's just the Oriental way of attracting someone's attention.

The world's Spanish-speaking people probably use more different telephone expressions than any others. If you are answering a phone in Madrid you may reply, "Quien habla?" for "Who is speaking?" or if you prefer, use a simple "Hola."

Cubans invariably open a conversa-

tion with "Oigo," meaning "I listen," while their Spanish-speaking friends, the Mexicans, use an abbreviated form of "Good day," saying merely, "Bueno." In many South American countries—most of which speak Spanish—the first words you hear may be "A ver," or "Let's see now . . ." or "Con quien?" meaning, "With whom?"

Answering the telephone in Brazil—where the language is Portuguese—is a fairly simple matter. You merely say "alo" for "hello," or "Quem fala?" for "Who speaks?"

Making a telephone call in Rio de Janeiro—Brazil's largest city—can be an extremely frustrating experience, however. Under ideal conditions, chances are about one in three that you'll get a wrong number. When it rains the odds against you become formidable, as rainwater invariably seeps into the antiquated equipment, with the result that whole sections of the telephone system are drowned out.

And don't plan on the out-dated equipment being replaced in the near future. The telephone company can't even keep up with the demand for new installations. Close to half a million applications are on file, many of them dating back to the late 1940s. The daily newspapers carry numerous ads offering to transfer existing telephones for amounts ranging from \$400 upwards.

From 4 until 6 p.m., five days a week, the telephone is practically useless. This is the time that the lines are hopelessly snarled with Brazilians trying to get the winning combination in the illegal lottery called Bicho. Literally millions play Bicho, along with the legal state lottery. However, only the state lottery's results are publicly announced and the Bicho players must rely on the telephone.

Often the telephone's shortcomings can be baffling. Not long ago a Rio businessman spent an hour trying in vain to call his wife. She was at home, not five miles from the office where his patience was getting thinner by the minute. Enraged, he put in a call to his congressman 600 miles away in Brasilia. The call went through in a matter of seconds.

Telephoning can be particularly infuriating on the long hot summer days that are so common in Brazil. After you have waited for up to five minutes for the dial tone, you angrily start dialing. More often than not your now sweaty finger slips out of the dial before you finish. You have to hang up and start all over again.

A recently arrived American thought all of this was very foolish and he soon found what he naively thought was a simple solution to the entire problem. Unable to get his wife on the telephone, he merely walked a half-block

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to the government-operated telegraph office and sent her a wire. Unfortunately, it wasn't delivered until the following week.

Any way you hear it, the most common telephone expression in the world is "Hello." An internationally known linguist, Charles Berlitz, has made exhaustive studies of the world's telephone expressions and customs during his annual around-the-world trips to his many language schools. He says that today more than a score of countries use some variation of "Hello." Many Arab countries, for example, no longer use the formal Arabic word "Marhabo" but have taken the simple "Hello" and given it an Arabic inflection and an Arabic spelling, "Alo."

Though surrounded by Arab countries, Israel has its own way of answering the telephone. They use the well-known word "Shalom." This not only means "Hello" but also "Good-bye" and quite a few other things as well.

In Saudi Arabia, the first word you will hear is "Na'am" which simply means "Yes"; in Ethiopia they also use the simple "Yes," which is "Tshi." Pakistan, Burma, and Thailand use the English "Hello" and let it go at that. The Turks spell it "Allo," but, as they are a polite people, like to add "Efendim," which means "Sir," or "At your service."

India, which is trying to promote the use of its own national language—and having considerable unrest and riots in doing so—frowns on "Hello," and has more or less officially adopted the use of "Hanji," which translates as "Greetings." In Iran and Afghanistan, the citizens seem to like "Bahleh," for "Yes." And a hearty "Yambo" serves the purpose in Swahili.

Have you ever wondered why the basic "Hello" has become so widespread? Well, there's a simple reason. Americans and English have installed most of the world's telephone systems and the word came with the telephone. Of course, "Hello" is really not an English word at all: it comes from an old High German word, "Holla," a cry for calling a horse or dog. A German on the telephone (*Fernsprecher*) today says "Hallo," or he might say, "Wer dort?" for "Who's there?"

Using the telephone in a foreign country is often bad enough, but using the telephone directory can be an even worse experience.

For example, try looking up Anderson in Stockholm's directory. The directory looks about like ours, but under their unique system of filing under occupation, Sven Anderson, artist, is listed ahead of Andrew Anderson, taxi driver. If a person has no occupation, this is noted. Unemployed married women are grouped together under "fru," unemployed single women as

"froken," just to confuse things.

Now take the Carlsons: In Stockholm, there are 42 pages of them. Also, there are 52 pages of Andersons (with 11 different spellings), 15 of Svensons, 45 of Johanssons, 15 of Johnssons, 24 of Petersons, and 38 of Ericksons—all arranged by occupation.

There is one person, however, who is easy to find in the Stockholm book, under K: *Konung Gustav VI Adolf*. But how often will you be calling the king?

In any language, answering the telephone is an ingrained habit which a person seldom changes even though he may leave that country or area. This is particularly true where certain "rings" are used for different people sharing a party line.

Recently, a young New York girl, originally from a tiny town in the Middle West, invited her father for a visit and got him a room in her hotel. The first day was spent sightseeing, and late in the afternoon the girl left her father at his door with instructions to be ready for dinner around seven o'clock.

Promptly at seven she phoned him from her room. No answer. Puzzled, she ask the operator to try again. Still no answer. Suddenly her face lit up. "Operator," she said, "try one long ring and three short ones, will you?" Sure enough, her father answered immediately. One long and three short rings was his party-line signal back home.

Even animals get in on the game. Whenever Mrs. Dorothy M. Stacy's telephone rings at her home in Whistler, Alabama, her small dog gets to it before she can, pulls the receiver from the telephone and barks into it until she arrives.

"The curious thing," says Mrs. Stacey, "is that he knows our ring . . . even though we are on a party line. Although he's never had any training, the dog has never bothered the telephone when the ring was for another party."

Speaking of rings, how long should we let the telephone ring before we decide our party isn't home? Well, a recent survey showed that the average person answers the phone after three rings. The telephone company, however, recommends that if you are calling a friend, wait for five rings; if it's someone you don't know, give him 12 rings.

One thing is certain, wherever you are: when in doubt, always answer your telephone as soon as possible and use the simple, "Hello." You will never regret it, as an American diplomat once learned to his embarrassment. One quiet Sunday he was on duty at the State Department. He heard the telephone ring, and thinking it was a friend he had given the number to, said cheerfully, "It's your nickel." The caller was Franklin D. Roosevelt.



## Trapshooting: A Family Sport

(Continued from page 11)

experienced sportsmen are available to help any new shooter willing to listen. A few years ago the Remington-Peters Company published a trapshooting bulletin which broke the game into a series of technical leads and elevations. This information has been found to be helpful by many new shooters.

Any tight-shooting field gun will produce good results at trapshooting. The gun must fit the shooter both in weight and recoil. In addition, the stock must be long enough to keep the shooter's fingers from his face during recoil. Any type of a recoil pad is a comfort and, if much shooting is done, a necessity. The cheaper pull-on types are quite adequate for the adaptation of hunting guns to trapshooting.

If a sportsman follows the principles of good shotgunning—swing, concentration, follow-through, and shouldering and cheeking the stock properly—it is possible to employ a single shotgun for virtually every type of shooting, including clay targets.

A 20-gauge, single-barrel gun is an efficient choice for a woman or younger boy, as the recoil is not too strong with low-velocity loads. Remember, however, that high-velocity loads in a light 20-gauge gun are more punishing than in the average 12-gauge gun. A .410-gauge gun is a good starting gun for small boys or women sensitive to recoil, but it will seriously handicap a new shooter in scoring target breaks.

New shooters grow in capability through demonstrated performances, and thereby gain confidence in their gun and themselves. Clay targets set on a fence post and blasted to pieces is one way to instill a bit of confidence into new shooters. Teen-age boys just bubble at the chance to bust a hand-tossed tin can. A game of counting who can put the most holes in a high-thrown beer can calls for some shooting skill and a bit of luck, so the new shooters may sometimes top their Dad in this good introduction to moving target shooting.

Clay pigeons thrown from hand traps can be the most difficult targets to hit if the thrower is skilled and throws them at angles chosen for tough shooting. For beginners, much better training is afforded by a board-mounted trap set for straightaways. The little "Mo-Skeet-O" traps that toss out miniature size clays are the best way to teach girls how to hit a moving target, as they can be shot with .22 rifles (firing birdshot), .410's, or even a lightly loaded 12-gauge.

Fathers take great pride in teaching their youngsters to shoot safely and to shoot well. The response of a boy to a

suggested way of tracking and leading a target always brings a thrill to this "Old Coach." A few years ago a hunting father brought his 12-year-old boy out to the shooting range where we worked and, since the father was unfamiliar with the business of clay target shooting, he asked us to guide Danny through a round of clays. This boy had a natural swing and a good eye and broke targets right from the start. We informed his Dad that this 12-year-old could go far. He did, too—he was named to *Sports Afield's* All-America team in his first year of registered trapshooting.

It is not difficult to find a place to shoot clay targets, for there are many organized clubs throughout America. Most club facilities are open to the public, and anyone can try a few rounds of trapshooting as the guest of a club member. Later, if a new shooter becomes really interested in the activity, he may want to join the club.

New shooters soon find that proper gun fit, comfortable shooting clothing, firm and easy footgear, plus adequate ear protection, all lead to better and more interesting shooting. Soon enough the new shooters will be acquiring shooting badges, fancy trapshooting sweaters and all the paraphernalia of the experienced "hotshots"—shooting glasses with side blinders, shooting gloves, special caps, and the inevitable reloader's pouch to stuff the empties into when on the firing line.

Trapshooting is attracting dyed-in-the-wool hunters who are disgruntled by short game seasons and a scarcity of birds. Chukar hunting in the Northeast, for example, may involve many miles of walking through rocky ledge type country, and a good day may result in only a dozen shots at these wild birds. An interesting trapshooting program, on the other hand, may consist of 50 birds at handicap distance, followed by a 50-bird race on Continental Olympic targets, all within two or three hours and with much less walking than one experiences every week at the corner supermarket.

A father often projects his feelings several years into the future when his first boy is born—looking forward to the day when he and his son will go hunting together. Preserve hunting it may be, but the measure of a man (in many households) after father's training in shotgun shooting is the first day of bird season when the son's shooting is the payoff. But this thrill is available in clay target shooting twelve months a year in many climates. The sport offers continual enjoyment for the entire family. ● ●

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## The Rewards of Faith . . . and Determination

John Conner is nearly 15 years old. He has been a victim of cerebral palsy since birth and for the past ten years has been helped by Elk therapists in his hometown of Barstow, California.

At an age when most children run, John was scarcely able to walk, even with the aid of braces. For awhile he thought of himself as a poor boy who couldn't compete with other children. As is often the case with a child who suffers a physical malady, John's mind was extra-active. This aggressive thought led, inevitably, to determination; a determination to accept his handicap and to overcome it.

During the first years of therapy John Conner thought his therapists were too hard on him. It wouldn't do any good. But now with determination he was ready to cooperate. He exercised hour after hour, day after day, year after year. He would place a short board between his legs above the knees, then sit and stand alternately until his emaciated muscles ached; then he would sit and stand again, over and over, until he could no longer lift the weight of his body. His legs strengthened, his body felt better, his eyes brightened and John Conner was possessed with a new enthusiasm to participate with other children in physical pursuits. He thought

of scouting and was encouraged by his Elk therapist, Ellis Thompson, and by his mother.

A year ago John completed a five mile hike to qualify for his tenderfoot badge. For his first-class badge, a ten mile hike was necessary. Mrs. Conner and the scoutmaster did not think he was capable of such physical endurance. There was no question in John's mind.

He started early one morning for Alta Vista—ten miles away. He wore his scout uniform and carried a regular pack. He did not wear leg braces. Some time later Mrs. Conner realized that her son was serious when he earlier spoke of such a hike. She started after him in the family car, and when she caught up, John was on the outskirts of Alta Vista, his back erect, his head up, his pace constant, determined.

Mrs. Conner fell back and with intense pride followed her son until he had walked a full ten miles.

John is a Star Scout now and is working toward his Eagle badge. He has ten merit badges and is quartermaster of his troop.

John Conner still exercises; his legs, yes, but also his faith and determination. He has found they can move him across mountains.



## Whittier Lodge Has a Fiddlin' Elk



Brother Charley A. Waer, an Elk for 45 out of his 74 years, has been busy winning fiddlin' awards ever since the Whittier, Calif., Elks entered him in the California Elks Association's Old Time Fiddlers Contest in 1955, and he won the first-place trophy. "Fiddlin' Charley" played in the Whittier Elks Band for 10 years. He has picked up trophies, also, for riding his stal-

lion, Mike, and playing in parades. When not competing, Brother Waer loves to entertain the public with his fiddle at Knotts Berry Farm Ghost Town, Buena Park, Calif. None would suspect that all this came to Charley through just plain hard work and patience, with only a little help from a few organ lessons and from his aunt, who showed him how to hold a fiddle.



# Hawaii

(Continued from page 43)

fans the charcoal till it glows as red as the sun that falls at dusk into an incredibly blue sea.

As for the Hawaiians, they no longer live in grass shacks—not in Honolulu anyway. You'll find them up on the slopes of Punchbowl in the exclusively Hawaiian community of Papakolea. Everyone who lives there must be at least 50 percent Hawaiian. Some are full-blooded. They mend fish nets in the coolness of coconut palms and tend gardens red with anthuriums.

In the dawn, as the sun rises above Koko Head and spreads its soft light across the Koolau Mountains, mynah birds sing out to awaken the tourists down along sleepy Waikiki. Those who leave its warm and inviting sands soon join up with caravans that set off to explore the windward side of the island. Hawaiians, their trousers cut to the knees, wade toward the reef along a string of uncrowded little beaches—fish nets in hand, faces moist with the ocean spray. Further out, bronzed Hawaiian lads ride their surf boards.

Rounding a bend at Makapuu, the island's marvelous body-surfing beach, there comes into focus a sight which surely puts to shame all those Hawaiian picture postcard scenes: a dozen or more breakers, rolling toward shore, white scrawls against the blue and green waters of the warm Pacific. Along the little beaches coconut trees make a rustling sound as trade winds blow through the fronds. Cattle graze beside roadbanks, and papaya hangs in fat clumps from leafy trees. Those with a knowledge of the windward side of the island stop to sip a cool drink at the Crouching Lion or else Pat's at Panaluu, or the Cooper Ranch, where guests are accommodated in small, Japanese-like bungalows with shoji doors.

Off on the neighboring island of Kauai, the lushest of the Hawaiian group, the voice of Grace Buscher is heard in a sepulchral whisper: "And now you will see the torchlighting ceremony . . . just as it was done when this oldest and largest coconut grove was the royal grove . . . when this was the royal ground for Hawaiian kings . . . the table is laden, the food is prepared . . . as it was before the days of written records . . . as it was before the missionaries came. . ."

As Miss Buscher speaks, thunder rolls from a drum. The blonde queenly woman, long ago from Pennsylvania, revived the torch ceremony now celebrated at dusk throughout the islands. While she speaks, a native in a red malo trots among the palms, swinging a fiery club, setting ablaze nearly 100 torches hidden among the trees.

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From a hilltop at Hanalei a helicopter rises above wet green mountains, flutters above pinnacle peaks and drops down along miles of golden beaches. Lumahai is where Mitzi Gaynor washed that man right out of her hair in the film "South Pacific." At Honopu, Kauai helicopters deposit passengers on a dream-like virgin beach. They land in the morning with picnic lunches. In late afternoon the helicopter returns to carry them away from this remote and peaceful paradise, otherwise inaccessible, hemmed in by startling peaks and a jagged reef. The helicopter hovers high above the Napili Coast and then slips off into the Lost Tribe, a place inhabited by a mysterious race 700 years before the coming of the Polynesians. The foundations of their ancient homes are clearly visible.

There is an idyllic scene off on the valley island of Maui. But there is a road, so the trip can be made by car. It is between the towns of Kahului and Hana—53 miles along a narrow lane filled with ruts and curves and near dropoffs, hundreds of feet above the sea. Rainbows arch above golden waterfalls. Peaceful pools mirror shower trees, blue skies, plumeria and blankets of orchids. They also hold the reflection of moss and vine-covered mountains whose peaks are lost in a crown of clouds.

In nearby Lahaina, next door to the Pioneer Inn, Jack Ackerman listens contentedly to the voice of the sea below his home. The villagers call it Jack's Shack. It stands on stilts out over the water. There is an open window with no glass in it. It is a living seascape that lets in the sun and the sea and the outline of Lanai. Jack Ackerman is the famed young Maui diver who discovered black coral between this island and Lanai—the stuff used for jewelry made in Hawaii. He shares his contentment with his wife, Jani, a beautiful redhead and former New York model who traded an apartment on Park Avenue for a shack in paradise. Jack, whose family came to Hawaii in the old missionary days, shares three rooms with Jani in a place where the sea washes lazily and the endless days always bring springtime, dawn after dawn. They fashion jewelry from the black coral, and they live out each day unhurried and free.

Should you stop off at the Old Whaler's Grog Shoppe—and all tourists do—you'll notice—slumped in a corner, sipping a non-alcoholic beverage—one William Jones Belknap, an ex-mainlander, with white hair, an impish face, and the most startling and beautiful red nose you'll ever see. They call him Jazz, a nickname that "just came along." The red nose came from the time when he was known as the "oracle of the tap room." But all that was finished (temporarily anyway) 19 years ago, when

Jazz announced to his wife just before their silver wedding anniversary: "As your anniversary present, I hereby quit drinkin' til our golden anniversary!" He couldn't afford a gift so he figured he had to do something. Mrs. Belknap didn't think it would last, nor did anyone else, but it has.

"Some believed that A.A. has worked on me," Jazz said. "Others thought it was health. Hell, it was neither; I just stopped to let the amateurs catch up!"

Anyway, at 71, Jazz looks over the crowd at the Old Whaler's Grog Shoppe, dreaming of this 50th wedding anniversary and that first belt—just six years away now.

Nelson Waikiki shares with Jazz his love for this gentle island of Maui. During the day Nelson drives a bus and at night plays the ukulele in clubs around the island. He is known as Hawaii's ukulele virtuoso. Awhile ago when someone tried to persuade him to leave Maui for a career—and possible fortune—on the mainland, Nelson replied: "But why should I leave Maui when everything I want is here?"

Albert (Slim) Holt feels that way about the big island of Hawaii, where he operates a U-drive rental firm and has a home by the sea. The steps lead out to a natural swimming pool—a perfect cove protected by great walls of lava and a distant reef. Offshore, perhaps a quarter of a mile, the sea rushes in against the reef, green water exploding in a white collision. In the evening when the sun is finished, mullet fishermen wade out with their nets. The breeze is as soft as velvet and sometimes the moon rises right out of the sea. One day recently, following a squall, Slim stopped by a neighbor's orchard to borrow a papaya.

"Hey, brudda, you steal my papaya!" cried the neighbor.

"Oh, is this your papaya, brudda?"  
"That's right! That my papaya, brudda."

"Well, then, thank you, brudda!"

The neighbor smiled. "It's okay, brudda."

This is what is known as the aloha spirit.

Off on the island's Kona Coast the marlin play and a gentle soul named Johnny Peacock, who looks like a young John Wayne, remarks about life on the big island: "It's so beautiful, living here, that sometimes I even get jealous of myself." Johnny is 44 and he grew up in Honolulu and until lately punched cattle on the big island. Now he operates Royal Hawaiian Air Service, flying passengers between the islands on sight-seeing hops. Six minutes from the sleepy town of Kailua he deposits them at Kona Village. Here lava lies in great black petrified swells from the sea to the doors of 50 thatched huts.

It is a remote and peaceful place.



To get there you must fly. The huts resemble the originals of Hawaii and Fiji, Tonga, Tahiti, and Samoa. Trade winds hum through coconut palms and there is the welcome shade of *noni* and *hau* and *keawe* trees, and the sweet fruit of the papaya.

This is the other face of Hawaii. When the sun tumbles beyond the horizon, striking flame into clouds overhead, the trades seem to blow sweeter and life seems good, indeed. Should you go there, as a tourist, it's possible you'll feel as Johnny Peacock does; perhaps you'll get a little jealous—even of yourself. • •

## Joy of Giving

(Continued from page 44)

and certified to by the lodge having jurisdiction, showing the fact of death of the father of such applicant, who was an Elk in good standing, or his total inability to earn a proper living. These awards vary in amounts in the determination by the Board of Trustees of the Elks National Foundation.

This is the most misunderstood form of scholarships granted by the National Foundation and each lodge should carefully consider whether there is any child or children who would qualify for assistance under this humanitarian project.

Applications may be obtained from the State or local chairman, or in every instance from the main office of the Elks National Foundation, 2750 Lakeview Avenue, Chicago, Illinois 60614.

5. *Youth Leadership Contest.* This is too frequently confused with the Elks National Foundation "Most Valuable Student" scholarship contest. These awards are handled through the office of the Youth Activities Committee of the Grand Lodge, of which Melville J. Junion is Chairman this year, and whose address is 414 Dousman Street, Green Bay, Wisconsin 54303.

This has no connection with the "Most Valuable Student" contest. The awards by the Youth Activities Committee are furnished by the Elks National Foundation and this year the amounts or awards were materially increased.

Each boy winner of the top prize and each girl winner of the top prize shall receive \$1,400 in U. S. Savings Bonds. The second place winner shall receive \$1,200 in U. S. Savings Bonds, and the third place winner shall receive \$1,000 in U. S. Savings Bonds.

In addition, the Youth Activities Committee will issue 98 \$125 U. S. Savings Bonds, two to each State, to the top winners in that particular State as determined by the judging of the judges employed by the Youth Activities Committee.

Each State Committee submits its

top boy and top girl for national judging, and usually the judges are three United States Senators (in most cases members of our Order) and are selected by the Chairman of the Youth Activities Committee.

The top boy and the top girl will be brought to the convention for presentation of the award at the National Convention.

The brochures or applications must be in the hands of the State Committee by December 1, so as to not conflict in any way with the March 1st date, which applies to the "Most Valuable Student" contest.

The Elks National Foundation Committee will endeavor to notify the students in every instance as early as possible so that such student may be aware of the fact that he or she has won a scholarship and can plan for his or her entry into a college or university of his or her choice.

This is quite a lengthy statement of conditions. If there is any doubt whatsoever in the minds of any State President, State or District Chairman of the Elks National Foundation, or the Youth Activities Committee, then the main office of the Elks National Foundation, through its Chairman, will endeavor to answer such questions as may arise and do not come within the purview of the rules and regulations hereinbefore set forth in this statement.

L. A. Lewis, P.G.E.R.

## COMMUNITY SERVICE PROGRAM

Again this year, emphasis is being placed on the Community Service Program, sponsored by the G.L. Lodge Activities Committee. Grand Exalted Ruler Raymond C. Dobson is especially interested in this activity. It is hoped that every lodge will submit an entry in the form of a brochure in which the type of community service rendered will be described. This brochure should include photographs, newspaper clippings, and any other material pertinent to the program.

Judging will be based on the number of activities that pertain to community service and the amount of effort in proportion to the size of the lodge.

First-, second-, and third-place plaque awards and five honorable mention certificates will be given in each of the following categories:

- Lodges with fewer than 500 members;
- Lodges with 500 to 1,000 members;
- Lodges with 1,000 to 1,500 members;
- Lodges with more than 1,500 members.

These awards would look nice in any trophy case. Let's all try to win one.

All brochures must be in my hands by April 1, 1967, to ensure ample time for judging.

Do not mail your entries to the Magazine.  
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## ELKDOM'S HUNDREDTH YEAR

We hope that the arrival this month of Elkdom's 99th anniversary will be the signal for the start by our 2,071 lodges and our State Associations on extensive plans for the observance of the Order's centennial throughout 1968. It is none too soon.

The Grand Lodge Centennial Committee has been hard at work for more than a year and has a number of projects well under way. Among them is a Centennial Medallion, which is intended to be a tangible and lasting memento of this major milestone in Elkdom's history, and the Centennial Committee is determined to achieve a Medallion that has a design that is both handsome and meaningful.

Indicative of this purposefulness is the sculptor who was retained to design the Medallion. He is Robert Weinman of New York. By one of those happy coincidences that occur at rare intervals, Mr. Weinman is the son of the late Adolph A. Weinman, one of America's most distinguished artists, whose work includes two bronze sculpture groups that adorn our National Memorial and Headquarters Building in Chicago. They are symbolic representations of "Fraternity" and "Patriotism," and are recessed in the facade of the south and north wings of the Building.

Time does indeed fly, and the 10 months remaining before we enter our centennial year should not be allowed to slip by unused but should be em-

ployed in making preparations for an event that possesses the possibilities of having a profoundly beneficial influence upon the future of this fraternity.

Our Subordinate Lodges, for example, surely will want to put their Lodge Homes into the best possible physical condition in order to present the most attractive image possible to their community during Elkdom's Centennial. This is good, common-sense public relations, one way in which our Centennial observance can be devoted to furthering the good of every Lodge and also the good of the entire Order. But it takes time to plan and carry out such improvements properly.

Careful thought should be given also to ways and means in which the Elk Centennial can be tied in with local programs and events that may be coming up in 1968.

One of the great sources of Elkdom's strength that has helped the fraternity to grow and evolve along sound lines down the years since its establishment on February 16, 1868, has been its diversity from one section of the country to another, and the freedom that has existed for Subordinate Lodges to undertake and develop projects and programs in response to local initiative within the Order's principles. Let us put this initiative and enterprise to good use in making our Centennial celebration one that is worthy of the great fraternity that Elkdom is.

### The New Technology

Most of us have only a vague comprehension of the extent of the technological revolution that has been playing hob with our familiar old planet. This is understandable in lay persons, when engineers, physicists, chemists, and others find it necessary to go back to school only a few years after graduation in order to keep up with the knowledge explosion.

Some idea, and a most superficial one at that, of what is going on in the field of technology can be gleaned by reading the want ads in metropolitan newspapers. We make no claim to understanding what it is they are wanted to do, but we can report that there

seems to be a great dearth of value engineers, digital systems logic design engineers, avionics systems engineers, thermal structure engineers, memory technology engineers, analog and hybrid flight simulation engineers, and liaison engineers.

There is great demand, also for PERT planners and PERT systems analysts, as well as telephone traffic training specialists, biometricians, cyberneticians, and persons familiar with integrated man-machine systems, terrain avoidance, polyelectrolytes, unconventional ground power, and problem-oriented languages. There seems, also, to be room in the hydrocarbon re-

forming field for young people looking for a start.

Anyone who can't even keep up with the new automobile models is, of course, hopelessly lost among such esoteric terms. This is unfortunate, contributing to the further alienation of man from man, widening the gap between the cultures instead of narrowing it. It might be desirable if our great universities, subsidized, perhaps, by grants from public-spirited corporations, cooperated in the publication of a glossary for the benefit of the non-technical, but interested, public. To be really helpful, it ought to be a loose-leaf type.



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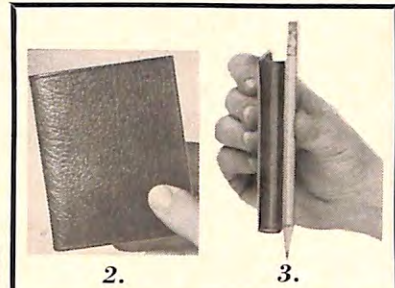
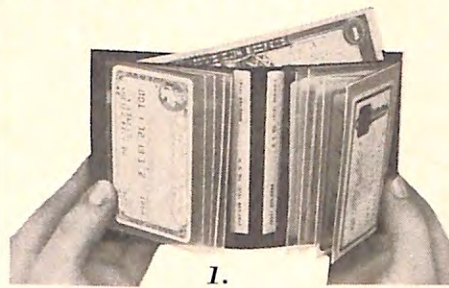
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