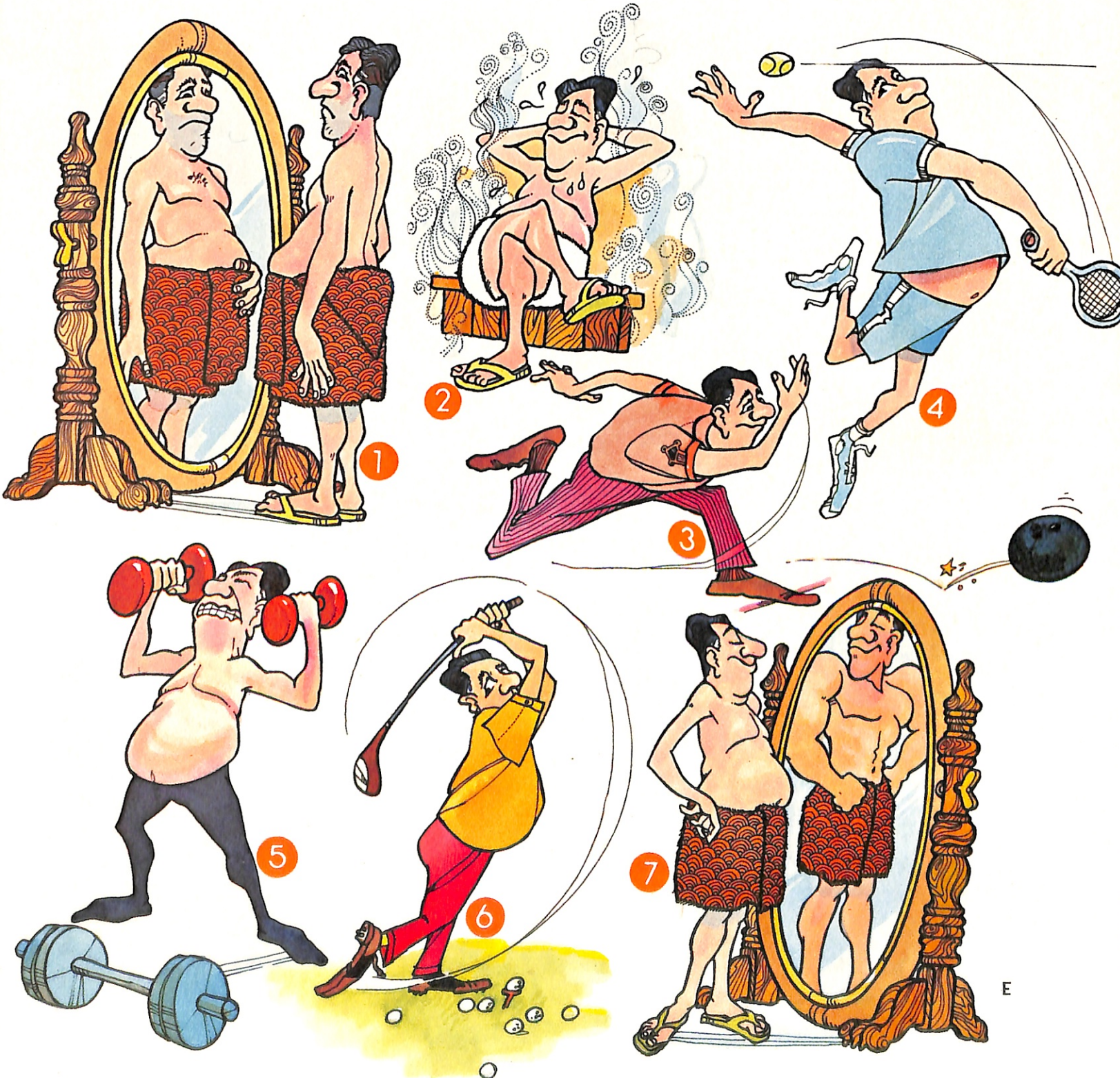


Job Boredom—  
A Health Threat  
Digest of Annual Reports





Executives  
love it!

**THREE**

**PAIRS NO-IRON KNIT SLACKS**

All 3  
for only

**18.95**

**SHIPPED  
DIRECT  
TO YOU!**

We even pay the postage!

**Your Exact  
Choice of  
SIZE &  
COLOR**

Just  
the way  
you  
order  
it!

It had to happen!

Haband, the mail order people from Paterson, N.J., have been making themselves the most prominent men's pants house in America. For the past 52 years, they have supplied increasing millions of busy top executives with exclusive business clothing direct to their homes. A recent survey of their typical customers turned up a Bank President, a trucking executive, a high ranking Civil Servant, and a top national Sales Manager. Says one, "I don't have the time to shop. Besides, I get more for my money this way!"

**SIX BUSINESS COLORS TO CHOOSE!**

**NOW THREE PAIRS for \$18.95!!!**

Founded in 1925 by M. Habernickel, Jr., a tough no-nonsense businessman who still runs things today with the help of his hard-working son Duke, Haband emphasizes value. "We shun the fancies. We ship direct and no fooling around. This 3 for 18.95 deal is impossible in any normal retail channel!"

In fact, Haband's very own slacks of this same quality have sold at 2 pairs for 29.95, 2 for 24.95, 2 for 19.95. Now comes this special offer at \$6.32 per pair if you can buy three pairs at a time. "That's the hitch!" cries Habernickel. "You have to buy the three pairs!"

**YOUR REWARD**

IS:

You get

All

**3**

pairs  
for

**18.95**

**500,000  
pairs to  
sell!**

We have literally warehouses full of slacks, both domestic & imported, all fine brand new first quality merchandise. But past experience Guarantees that latecomers will regret their own procrastination. Some late orders could take the maximum limit of 30 days to fill. But with 500,000 pairs to draw from, your prompt response should assure fast service! If you need good business dress slacks simply fill in the easy order form at right and mail it to me with your check for the \$18.95. You will be amazed at how much more value your money can buy! M. Habernickel, Jr.

**HABAND**

265 North 9th Street, Paterson, NJ 07530

**ALL 3 PAIRS  
for only 18.95!**

**BY  
MAIL  
ONLY!**

An offer like this takes tremendous resources: Excellent reputation, a keen market sense and, for sure, HUGE WAREHOUSING FACILITIES. We keep mills going all year long to build this stock and command these prices. Now it's ready! 3 pairs for \$18.95! You get the full savings!

**HERE IS EXACTLY WHAT YOU GET:**

Your choice of Quiet, Conservative colors. Quiet, Conservative Tailoring ★ 100% Polyester No-Iron Non-Snag Knits ★ All Permanent Press NO IRON Machine Wash & Wear ★ These are all BETTER QUALITY made-in-U.S.A. merchandise, plus even a few pairs of even more deluxe imported executive slacks! All have full professional model detailing like inner no-roll waistband, deep strong no-hole front pockets. Neat set-in back pockets. Proper belt loops, proper businessman's straight leg model. Hook type top closure. Unbreakable nylon zipper. Full executive cut — THE WORKS! Look, clothing prices everywhere are going crazy: A price of 3 for \$18.95 for this excellent quality is something you shouldn't miss. Send in a NO RISK trial order today!

**SALE!**  
EXECUTIVE CUT  
KNIT SLACKS

**3**

PAIRS  
NO-IRON  
BUSINESS  
SLACKS

**18.95**  
We Pay  
Postage

HABAND COMPANY  
265 North 9th Street  
Paterson, New Jersey  
07530

Dear Sir: Please send me the ..... pairs of business dress slacks specified hereon, for which I enclose \$ ..... remittance in full.

**GUARANTEE:** If upon receipt, for any reason you do not choose to wear them, fire them back at us for full refund of every penny you paid us.

72L-052

Name .....

Street .....

City .....

State .....

in  
YOUR  
EXACT  
SIZE!

**FULL GENTLEMAN'S CUT  
in YOUR Exact Size!**

Waist 29-30-31-32-33-34-35-36-  
37-38-39-40-41-42-43-44-45-  
46-47-48-49-50-51-52-53-54.  
Inseams: 26-27-28-29-30-  
31-32-33-34.

COLOR	How Many	What Waist	What Inseam
BLUE			
GREEN			
BROWN			
GREY			
BLACK			
Burgundy			

All THREE pairs for 18.95!



**IT'S A WORKER... IT'S A WEEKENDER!**  
**It's The Hardy, All-Purpose Shoe**  
**That's Taking The Country By Storm!**

**The Famous**  
**"Bulldogger"**  
**GENUINE LEATHER**



Cushioned Insole

Reinforced  
Stitching At  
Stress Points

Softly Supple Glove  
Leather Upper Resists  
Stains, Moisture

Protective  
Toe Cap

~~NOT \$29.99~~ ~~NOT \$18.99~~

**\$12.99**  
**ONLY**

"BULLDOGGER"  
Steel Shank For  
Arch Support

Ridge Design  
Sole And Heel  
For Good Grip

Resilient Neoprene  
Sole Impervious To  
Oil, Grease, Gas!

Goodyear Storm Welts  
Increase Water  
Repellency

THE "BULLDOGGER"... it started out strictly as a work shoe, then people all across the country discovered it for weekends! Why? Because the very same quality and safety features that make the "BULLDOGGER" the most comfortable and ruggedly durable work shoe in town also make it perfect for around the house, gardening, foul weather wear — in fact, it's so comfortable (with incredibly supple glove leather uppers!) that you'll wear it for just plain relaxing too! Any reason's a good one for owning the "BULLDOGGER"... especially our fantastic low price! In Natural Tan.

**MEN'S SIZES**

7, 7½, 8, 8½, 9, 9½, 10, 10½, 11, 11½, 12.

WIDTHS: C, D, E, EE

**OUR GUARANTEE**

You must be completely satisfied with the performance, fit and feel of the GENUINE LEATHER "BULLDOGGER" or return within 14 days for full refund of the purchase price, no questions asked! Now that's a guarantee in writing!



**OLD VILLAGE SHOP**

Hanover, Pa. 17331

**SATISFACTION GUARANTEED! MAIL COUPON TODAY!**

**OLD VILLAGE SHOP, Dept. M-3386**  
**Hanover, Pa. 17331**

Please rush \_\_\_\_\_ prs. of the Genuine Leather "BULLDOGGER" (M201160B) for the amazing low price of just \$12.99 pr. plus \$1.75 postage and handling on full money-back guarantee!

SIZE \_\_\_\_\_ WIDTH \_\_\_\_\_

SAVE! Order two pairs for just \$24.99 plus \$3.25 postage and handling on same guarantee!

**CHARGE IT:**

American Express  Carte Blanche  Master Charge  
 BankAmericard  Diners' Club Interbank # \_\_\_\_\_

Acc't # \_\_\_\_\_ Exp. Date \_\_\_\_\_

C.O.D. (Enclose \$2.00 deposit per pr.)

Enclosed is \$ \_\_\_\_\_

PRINT NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

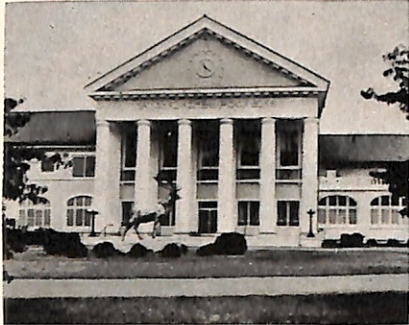
CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP \_\_\_\_\_





# One Of The Finest Men's Retirement Facilities Anywhere



If you have been an Elk for five years, and ambulatory, you are eligible for—

1. Private room with daily maid service
2. Three nutritious meals daily
3. Excellent hospital facilities
4. Free monthly laundry and dry cleaning
5. Free haircut monthly
6. The finest recreation facilities
7. Weekly recreational and shopping excursion

Maintenance Contribution—  
\$217 Per Month

Vacancies currently exist,  
no waiting list

For full details write:

**DORAL E. IRVIN**  
Dept. 877

Executive Director  
The Elks National Home  
Bedford, Virginia 24523

VOL. 56, NO. 3 / AUGUST, 1977

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

THE ELKS NATIONAL MEMORIAL AND PUBLICATION COMMISSION

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

**JOHN R. RYAN**/Publisher/General Manager  
**JEFFREY BALL**/Managing Editor  
**VERONICA LEWANDOWSKI**/Fraternal News Editor  
**MALCOLM B. CROFFORD**/Circulation Manager  
EDITORIAL OFFICES, 425 W. Diversey Parkway, Chicago, IL 60614

## 6 JOB BOREDOM: NATION'S NO. 1 KILLER

How long you live depends on how much you like your job . . .

Franklin L. Thistle

## 10 NEW NUCLEAR THREAT

Could a terrorist group arm itself with a nuclear "Saturday Night Special"?

Philip Segal

## 15 LEND ME YOUR EARS . . .

The toughest of the communicative skills is also the most important.

Charles R. McConnell

## DEPARTMENTS

- |   |  |
|---|--|
| 4 Message                                     | 24 Travel: Hong Kong                           |
| 5 It's Your Business: Cabinet Post?           | 26 Elks National Service Commission            |
| 13 You and Retirement:<br>Home Insurance      | 28 News of the State Associations              |
| 14 Letters                                    | 30 Digest of Annual Reports                    |
| 16 Elks National Foundation/<br>Joy of Giving | 35 Visits of George Klein                      |
| 17 News of the Lodges                         | 38 Elks Family Shopper/<br>More For Your Money |

## ADVERTISING OFFICES



CHICAGO 60614 425 W. Diversey Parkway (312) 528-4500  
NEW YORK 10017 50 East 42nd (212) 682-2810

## POSTMASTER: Mail notices of address corrections to:

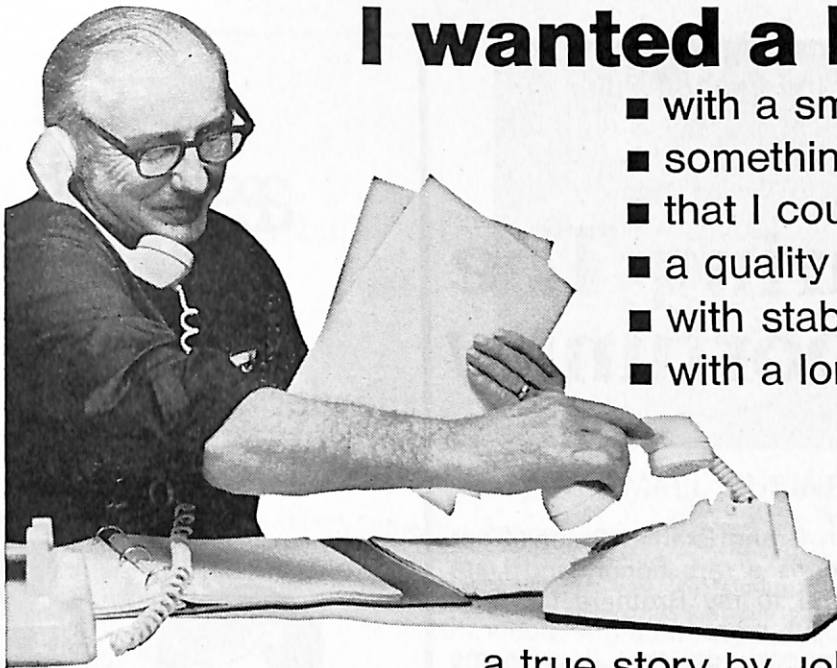
THE ELKS MAGAZINE, Circulation Dept., 425 W. Diversey Parkway, Chicago, IL 60614

MEMBERS: Changes of address should be made through your lodge Secretary. Give him advance notice of at least 30 days. Remember that the day you write, your next copy is already in the mails. Before you move, file your new address at the post office to have mail forwarded. In writing us regarding an address change, please give: Full name, lodge number, membership number, address to which copy is being mailed, and complete new address. Attach label from recent issue if available. Please show ZIP Code numbers in both old and new address.

THE ELKS MAGAZINE, Volume 56, No. 3, August, 1977. Published monthly at 425 W. Diversey Pkwy., Chicago, IL 60614 by the Benevolent and Protective Order of Elks of the United States of America. Second class postage paid at Chicago, IL, 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. Single copy price 25 cents. Subscription price in the United States and its Possessions, for Elks, \$1.25 a year, for non-Elks, \$2.50 a year; for Canadian and 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.

The word, Elks, is a registered trademark of The Benevolent and Protective Order of Elks of the United States of America. Copyright, 1977, by the Benevolent and Protective Order of Elks of the United States of America





# I wanted a business

- with a small investment
- something I could do myself
- that I could work part-time
- a quality product in great demand
- with stability in hard times
- with a long profit

# I found it all with Duraclean

...a true story by John Ross

"This is by far the best deal I have ever had. I only regret I didn't find this 25 years ago.

"I have been in many businesses over the years, and I paid to learn. They had all involved a large investment... a drilling rig in the oil field (\$150,000)... a fast food franchise (\$100,000)... a large restaurant (\$155,000). Even though one could make good money, the equipment was usually worn out by the time it was paid for.

"You had to deal with the government on taxes and insurance and, in addition, work yourself to death. Nothing I've had will compare with Duraclean. If I had to put the plus on one side and the minus on the other, I truthfully do not have a single minus on Duraclean.

"As you can see, I don't have a van. I work out of the car which again is a big plus. I buy my wife a new car and I use her car. I depreciate it out, and get her a new one.

"With Duraclean, you don't need a large stock inventory. You get all your money in a short time, with the majority of it when the job is done. You can work as much or as little as you want. In fact, I've hit the saturation point that I can do without hiring labor.

"This is exactly what I have wanted. At 55, with a full-time job and flexible hours at a major airline, we are able to enjoy life with no worry about future finances. It is ideal for us. We have flying privileges with the airlines and we are often in places like Europe, Las Vegas, Australia, Puerto Rico. We could not afford to do this without Duraclean.

"It is surprising how my earnings mount up in this Duraclean business. I put in one week... my largest... a total of 5 jobs that paid me \$1,544.57! My biggest single job was Duracleaning the Hilton Inn at Atlanta Airport. It took 200 hours, including travel time, and paid me \$4,290.00.

"We have so many things now, due to the income from Duraclean, that I can't



believe it. I can't think of anything we want that is beyond our reach.

"I've been with Duraclean for seven years, and I haven't had to look for new customers for the last 4 or 5 years. That's what happened when the word got around about the Duraclean Absorption process that is safe to use on the finest carpeting and furniture. It lifts soil out, freshens and revives fabrics and fibers so they're new-looking again. And I have 6 additional on-location services.

"I've had many interesting experiences. Like one client who had carpeting that was cleaned twice by other people. Her husband told her to replace it. She had me clean it. It looked like new. That was a \$400 job. She has sent me a lot of customers. My business has grown, just with each customer telling others.

"Would you believe I made \$200 in half an hour on one job? I had a phone call at 9:30 AM from an ice company. One of their machines in a sandwich shop had gone haywire and flooded water on the carpet. The owner was furious as it would prevent her opening at 11:00 AM.

"I was on another job but the ice company begged me to get her off their back as she was threatening a law suit. I went over, and in 30 minutes she was ready to do business. Later she had me come in to clean the whole place. In the meantime, the insurance company was so pleased, they paid me \$200. Not bad!

"Yes, Duraclean has made many good things possible for us and I will forever

be grateful to them. It's great to have a service so good that people seek you out. And you enjoy seeing the results of your work. It has proved itself over and over again with the many hundreds of good customers I now have. I too believe with Duraclean that I have the best in the world to offer."

*John H. Ross*

We thank John Ross for spelling out some of his advantages as a part-time dealer. Think what is possible when you go full time, as most dealers do.

Duraclean furnishes at its own expense the equipment for servicemen you hire. And you have day-to-day guidance in the wise management of your business based on 44 years of know-how. We have helped hundreds of Duraclean dealers in 27 countries to fulfill their ambition for a happy, profitable lifetime career.

If you'd like to know the unusual opportunity in your area for a Duraclean dealership, part-time or full-time, we will mail you all details free, without obligation. No salesman will call. Then you can decide whether you want to own a business of this kind that you can start with less than \$1500 down. Just mail the coupon for all the facts. Then make your own decision.

**Duraclean<sup>®</sup> International**



7-548 Duraclean Bldg., Deerfield, Ill. 60015

Please mail FREE information about the Duraclean Dealership opportunity in my area and how I can own my own business, part-time or full-time. I am under no obligation. No salesman is to call.

(Print)  
 Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_  
 County \_\_\_\_\_ State/Zip \_\_\_\_\_



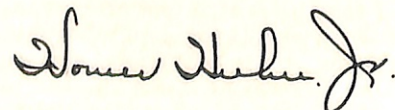
A message from the  
Grand Exalted Ruler

# Sharing The Opportunity

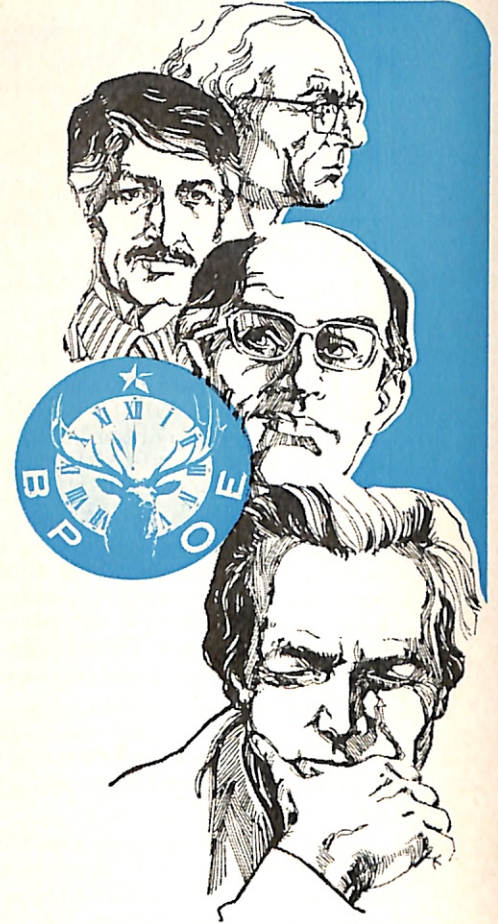
To be chosen Grand Exalted Ruler of our beloved Order is a rare honor, and I am deeply grateful to my Brothers for their confidence. But more than the honor, I cherish the opportunity that it gives me for service to the fraternity that has shown such capacity to call forth the best in millions of Americans for more than a century.

But this opportunity is not mine alone. I share it with every Elk everywhere. It is an opportunity open not just to officers of the Grand Lodge and of our Subordinate Lodges, but to every man who wears the proud Elk emblem. I invite each and every *individual* member of our Order to take advantage, this year, of the opportunity for *individual* service to Elksdom. In so doing, we will enlarge our own fraternal experience, expand our civic associations to our own enjoyment and benefit. Not by any means the least result, the bottom line at the end of the year will reveal eloquently that: "*Individual Responsibility—Assures Progress.*"

Officers and committeemen of our lodges are anxious to succeed, to make their lodges stronger and better. They have the primary responsibility and they will do their best in the tradition of Elksdom as shown by our Order's steady progress over so many years. But when every member accepts the opportunity for *individual* responsibility, and steps up and says: "Here, let me help—I want to be a part," the results will be tremendous. So, let's step up together.



Homer Huhn, Jr.





# IT'S YOUR BUSINESS

by John C. Behrens



## A CABINET DEPARTMENT FOR SMALL BUSINESS?

Prof. George Doyle's report to the congressional subcommittee on economic growth and stabilization about preserving private enterprise in the 1980s, which I discussed here last month, has already produced apparent results.

Shortly after I wrote the column, Secretary of Labor Ray Marshall announced that he had ordered the Occupational Safety and Health Administration (OSHA) to concentrate on actual hazards and safety problems and to stop harassing businessmen by enforcing "Mickey Mouse" rules. Marshall's announcement and recent administrative changes in the top management of OSHA may give the embattled agency some breathing room. President Carter admitted several months ago that the six-year-old organization "is despised by many business people because of the way it has been administered in the past..."

Prof. Doyle believes that much more has to be done, however. The Assumption College economics department chairman told me recently that "OSHA has to be made over, to become more like agencies in other economic systems. The purpose in other countries is to find out how the firm can be helped to become a safe and healthful place, not how it can be punished. We did not take sufficient time to develop our approach to the problem and so we wound up taking the punitive-fine approach to private enterprise."

OSHA, Prof. Doyle insists though, will be merely one part of the proprietor's dilemma in the 1980s.

"I equate private enterprise with small business; the world of Exxon is another world. The business world of microeconomics is a small business world, and it is that world I want to see preserved. The cabinet at present is, in structure, a big business institution. Not only that, but President Carter has made it in fact a big business group of individuals; three board members from IBM, one from AT&T! I think we have to obtain clout at that level for small business. In the governmental structure it only has a small agency quite removed from the seats of actual power."

In his report, the Massachusetts economist advocates the creation of a Department for Small Business at the cabinet level.

"We in the United States constantly proclaim ourselves believers in private

enterprise as the foundation of our economic system. Yet it is other economic systems, not proclaiming themselves private enterprise systems, who do more actively to preserve, help and promote small business. If we are to begin to do the same, then we must start with the following basic principle; only one face of government toward small business.

"There should be no such situation wherein any agency of government so regulates, or threatens the existence of, a small business, forcing that business to go to the Small Business Administration for credit so that it might comply with directives of that other agency. Small business should only have to deal with one government, not many governments.

"Small businesses constitute 95 per-

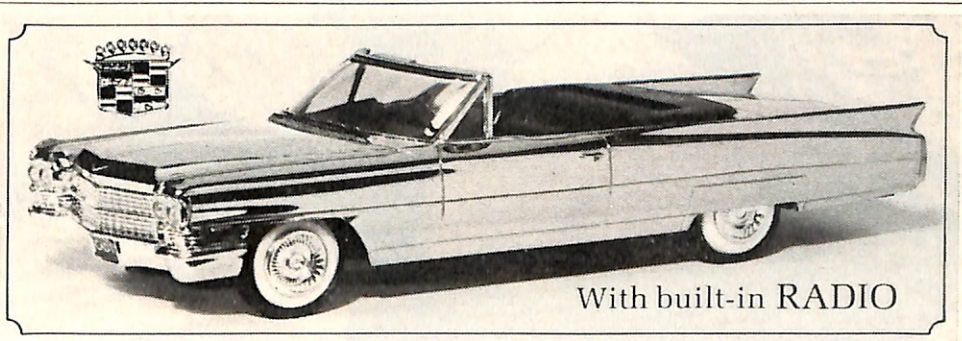
cent of our enterprise and account for 60 percent of employment. Agricultural employment is less than 3.5 percent of the labor force, yet there is a Department and a Secretary of Agriculture. It is time to recognize that this is 1977, not 1877! If the government of the United States is related to the economic system of the United States, then let there be representation at the highest level which looks after the development of that system—and that system is largely a world of small private enterprise."

But not all business people, current or retired, agree.

"I don't believe that we need any more government agencies; we already have far too many. I think that the Small Business Administration, by having a really competent man in each district who could advise his people, would go a long way in helping," wrote a businessman, now retired, who spent 50 years developing a chain of variety stores.

"No new cabinet job will change the big government approach to the steady stream of laws that continue to make our work more complex. No, I don't think a cabinet level position will improve the situation. What the small businessman has to do is stop getting together in associations according to products and occupations and unite as a strong national association. We need the kind of power that other lobby groups in this country have been using for years without a cabinet post," said another businessman.

(Continued on page 22)



With built-in RADIO

Now you can own a  
*Cadillac* CONVERTIBLE  
will soon be a collector's item!

This beautiful replica of the famous 1963 Cadillac convertible will soon be a collector's item. Every detail is reproduced perfectly, with real rubber tires, tinted windshield, black vinyl-like upholstery and highly polished silver-chrome color finish. Sleek metalized is 10"x3 1/2". Built in solid-state radio operates on its own battery (included).

NATIONALLY ADVERTISED AT \$19.95

OUR PRICE **\$12<sup>95</sup>**

A Division of Robert Kahn Enterprises, Inc.

— Full refund if not delighted —

ELECTRONICS INTERNATIONAL Dept. TCA-3 210 SOUTH DESPLAINES STREET, CHICAGO, ILLINOIS 60606

Please rush on money-back guarantee — Cadillac convertible radios at \$12.95 each plus \$2 each for postage and insurance.

SAVE \$3.90—Order 2 for just \$24 plus \$2 postage

I have enclosed \$\_\_\_\_\_  Send C O D I enclose \$2 deposit

Name \_\_\_\_\_ Ill residents add 5% sales tax

Address \_\_\_\_\_

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

YOU MAY CHARGE YOUR PURCHASE:

B AMERICARD  M CHARGE  AM EXP

Acct. No. \_\_\_\_\_

Interbank No. \_\_\_\_\_ Good Thru \_\_\_\_\_  
(Find above your name)

Signature \_\_\_\_\_





# Job Boredom: Nation's No.1 Killer

by Frank Thistle

C. Palmer



The nation's No. 1 killer isn't heart disease, cancer, alcoholism or dope—it's job boredom. More and more authorities are recognizing this startling fact of life.

Dr. Milton Holmen, a management expert of the University of Southern California Business School, recently declared on a TV news show that most illnesses people complain about to doctors were due to job pressures and that job boredom was the country's leading killer.

Dr. Holmen's opinion is substantiated by a recently released report from the U.S. Department of Health, Education and Welfare (HEW) on "Work in America." It revealed that how long you live depends on how much you like your job. The special task force that compiled the report concluded that what you eat, whether you smoke, and how often you see a doctor may also be factors in determining your life span, but your happiness at work is the most important one of all.

The report stated that many workers at all levels guzzled alcohol during lunch hour to relieve the enormous pressure or boredom of their jobs and that drug use was rampant, especially among assembly line workers and long-haul truck drivers. The report said discontent is common among American workers of all ages.

Symptoms include low production, poorly assembled products, high turnover, and excessive absenteeism. In addition to these economic symptoms, the more serious personal symptoms—health problems that can shorten an unhappy worker's life—may include heart disease, strokes, alcoholism, emotional disorders and suicide.

The government-sponsored study found that although American workers on the whole never had it so good, most of them are dissatisfied with their jobs. To combat the "blues" of both blue collar and white collar workers, it said, jobs should, if possible, be redesigned to make them more interesting. Because employers and unions both resist thinking in these terms, the report said, the government should encourage them to do so.

The revealing report identified the two chief contributors to job dissatisfaction as: the diminishing opportunity to be one's own boss, as more and more corporations organize work so as to minimize the independence of work-

ers; the continued acceptance by industry of a dogma which has long been taught by efficiency experts but which is no longer valid that to gain maximum production all tasks should be simplified, fragmented, compartmentalized and placed under continuous supervision.

The report said the latter attitude was reflected in the construction by General Motors of America's "most efficient" auto plant at Lordstown, Ohio. Noting that workers last year struck the Lordstown plant in protest against the robot-like tasks they were asked to perform, the report stated: "What does it gain an employer to have a perfectly efficient assembly line if his workers are on strike because of the oppressive and dehumanizing experience of working on the 'perfect line.'"

Most people probably think that the blue collar assembly line employe is the greatest sufferer of job boredom. They visualize him as a middle-aged man drawing a middle-income salary from his factory job. His job is dull and dreary and there isn't much chance to move up or out. Life is tedious, he detests his work and he puts into it just enough effort to get by. Dissatisfied with his lot, he is also politically angry. He believes that others above and below him in status get all the breaks: the rich have tax advantages, the poor have welfare. So he is tempted by extremists of the right or left.

The foregoing stereotype is that of the man with "blue collar blues," an affliction supposedly peculiar to the man on the assembly line. But it isn't true, according to recent research at the University of Michigan. The middle-aged factory worker is no more afflicted with the "blues" than the white collar employe who makes more money.

Dissatisfaction with jobs is common in all strata of American life and among both the blue collar worker and the executive.

"It is grossly in error to remain fixed on the idea that the blues syndrome is the exclusive property of the hardhat," say the researchers. "He shares it about equally with his neighbors of disparate personal backgrounds, occupations and incomes."

A study of American workers performed at the University of Michigan's Institute for Social Research found that there was little relationship between the "blues" and the amount of money

earned. More often workers complained of less tangible factors such as inability to use personal skills or having to put up with petty-minded supervisors.

"High income workers may have the blues despite their income," say the authors. "Low income workers may be spared the syndrome despite their low income."

Having to work very hard or very fast at their jobs, surprisingly, seemed to diminish rather than increase the feelings associated with blue collar blues. The researchers said that the message was very clear: the blue collar blues are prominently associated with those working conditions that discourage good work performance, impede personal growth, fail to stimulate hard and fast work, and that stifle autonomy and creativity.

"One of the big reasons why job boredom is so rampant in American life today is that a fantastically large number of people do work that they are not best suited to perform," says Dr. Herbert Greenberg, a psychologist whose specialty is spotting and relocating industry's misplaced individuals.

"We know from our experience in testing more than 28,000 salesmen and managers that amazingly few people do the kinds of work they could perform with most productivity and personal reward," Dr. Greenberg says.

As president of Marketing Survey and Research Corp., Princeton, NJ, he and his staff have encountered a countless number of miserable employes. In one company, he found an accountant who was constantly losing his temper and hitting a fellow worker. A test showed that, though he was a competent accountant, his temperament did not react well to an office atmosphere. He was made a salesman and hasn't landed a blow since. Another time, his firm was studying the personnel of a large company's poorest performing branch sales office. The man with the best potential as a salesman turned out to be the senior controller. As a result, he was appointed assistant branch manager. Immediately, he started revamping the sales operation.

"This man could not be considered a flop if he died as a controller," Greenberg said, "but what he would have accomplished for his company would have no comparison to what he's doing now."

In its 28,000 tests run over several



## Job Boredom: Nation's No.1 Killer

years, the research concern concluded that more than 50 percent of the employed salesmen involved would not be recommended for the job if they were applying today. This nonproductive half was just not suited to their jobs. One survey of a 1000-man sales force in the United States, Canada and England yielded the information that 80 percent of the company's volume came from 20 percent of its personnel. Reversed, that meant that 800 of the 1000 salesmen produced only 20 percent of its volume.

"Think of all the waste, the dead wood in a company like that," Greenberg laments. "The individual is not making out for his own benefit and what an economic loss to the company!"

Greenberg has another kind of test that anyone can administer. Look at the faces in the commuter trains some morning or evening. Study them, and make a count of how many seem genuinely glad to be going to work.

"Here they are spending 50 hours a week, with travel, three-fourths of their lives," he said. "What a waste!"

The psychologist calls for a rethinking of traditional approaches to matching people with occupations.

"Every individual must think through his own vocation and determine whether or not that kind of work is really right for him. Business and industry must also go beyond the fallacies of accepting or rejecting job applicants on the mere basis of time-honored superficial reasons."

The subject of job boredom is spotlighted in the book *The Job Revolution* by Judson Gooding, an editor of *Fortune*. His book grew out of a series he wrote for that magazine after interviews at all levels of employment around the country. Job boredom is a "revolution" against work itself, Gooding shows, or at least against work on old, familiar, unquestioning terms. Many workers see themselves as Charlie Chaplin in *Modern Times*, engaged on an endless and imposed rhythm of boredom that makes no contribution to anything. This frustration can result in deliberate acts of vandalism and spoilage.

The "job revolution" is akin to campus unrest and that in the modern military. Gooding cites the polarization between young and older workers, not only on production lines but in union affairs. It's not a matter of money; younger workers tend to reject overtime pay just to get away from the plant. Executive dropouts from business are increasing—like the oil company executive who quit to found a counterculture magazine where he could dress as he wished.

"The company sees a man as just a tool to make money," one worker is quoted. Another says: "They tell you to do the job the way it's always been done, even if you find a better way." Gooding drives home the point that work, to many, is a kind of jail, or a Marine boot camp at best.

According to Roy Walters, a management consultant, nine out of ten people are bored with their jobs. Why? Because many companies have built boredom into jobs in misguided attempts to achieve efficiency, he says.

They've structured jobs so rigidly and unimaginatively that all initiative to work harder disappears. The bored worker reasons: "If you're going to keep me in a stupid situation, I'm going to make you pay, and pay plenty." This feeling has led to more and more union demands, lateness and absenteeism due to alcoholism and dope addiction. The answer, according to Walters, is to give workers more responsibility and decision-making power.

Dr. Hans Selye, originator of the concept that stress is related to a number of human diseases, believes that relief from the strains of modern life lies not in shorter working hours and more leisure time but in taking on stress with enjoyment.

"People suffer as much from boredom and lack of activity as they do from concentrating energy on something from which they derive no satisfaction," he says. "Man is made to work, to do something that makes demands on him. With the decline of so many other values, such as religion, and nothing new to replace them, work is one of the few areas where man can find a sense of worth and enjoyment."

Selye, an Austrian-born physician and director of the University of Montreal's Institute of Medicine and Ex-

perimental Surgery, says that too often work is a source of frustration and insecurity, just something else to put up with like traffic congestion, pollution and violence. The root of this frustration is the depersonalization of the individual and the loss of pride in individual accomplishment.

"Sure, we're technologically more efficient but in the process we have lost personal contact," he says. "What's the good of the end product—efficiency—if everyone is unhappy? Formerly, a craftsman would make a table from beginning to end and get a great deal of satisfaction. Today, one person makes the legs, another the top and still another paints so no one person has made the article and no one is gratified."

Selye says the most important thing is to avoid the dulling monotony of such jobs and to determine what you really want to do.

"Too many people blindly accept status symbols such as owning a car and put up with a job they probably don't really want to do to gain them," he says. "They may get the car but also years of pent-up tension and no real feeling of accomplishment. People should do what is natural to them. There's just as much satisfaction in being a bricklayer and building walls well as there is in being a scientist. Everybody, no matter how low he may be in the scale of mental development, has something to give, something that he wants to express, some valve for letting off his steam."

A Russian physiologist echoes Dr. Selye's sentiments and says hard work is one of the secrets of long life—but not if you hate your job.

"If you are not happy in your job you should quit at once," declares Professor V. N. Nikitin of the Soviet

## Veterans Remembrance Month Brochure Contest Winners

The following lodges have been judged winners in the 1976-1977 Veterans Remembrance Month Brochure Contest, also known as Grand Lodge

Contest "C." Their brochures were chosen from among the entries submitted to Peter T. Affatato, a member of the GL Lodge Activities Committee.

### Lodges through 300 members

1. Greenville, TX, Lodge
2. Spokane, WA, Lodge
3. Hasbrouck Heights, NJ, Lodge

### 601 through 1,000 members

1. Augusta, GA, Lodge
2. Passaic Valley, NJ, Lodge
3. Weymouth, MA, Lodge

### 2,001 or more members

1. San Mateo, CA, Lodge
2. Colonie, NY, Lodge
3. Milwaukie, OR, Lodge

### 301 through 600 members

1. Smithfield, RI, Lodge
2. Raleigh, NC, Lodge
3. Dolton, IL, Lodge

### 1,001 through 2,000 members

1. Oswego, NY, Lodge
2. Boise, ID, Lodge
3. Grand Rapids, MI, Lodge



Union's Kharkov Institute.

Job boredom is a world-wide problem. What can be done to get the worker, treated as little more than a cog in the machine since the industrial revolution, to like his job?

With more and more workers today questioning the purposes and operation of industry, some enterprises are developing new work patterns that increase the worker's responsibility and reduce his sense of alienation. A few enlightened employers have concluded that it is work, not workers, that must change.

Says Robert Ford, personnel director at American Telephone and Telegraph: "We have run out of dumb people to handle those dumb jobs. So we have to rethink what we're doing."

In restructuring work, corporate experimenters have hit on a number of productive and promising ideas. Here are some.

**Give workers a totality of tasks.** In compiling its telephone books, Indiana Bell used to divide 17 separate operations among a staff of women. The company gradually changed, giving each worker her own directory and making her responsible for all 17 tasks, from scheduling to proofreading. As a result, work force turnover dropped, and errors, absenteeism and overtime declined.

**Break up the assembly line.** A potentially revolutionary attempt at change is under way in the Swedish auto industry. Volvo and Saab are taking a number of operations off the assembly line. Some brakes and other sub-assemblies are put together by teams of workers; each performs several operations instead of a single repetitive task. Experiments in new forms of work organization have been going on for four years at Volvo. What touched them off was an alarming drop in worker recruitment. Swedish youths were showing little desire to work in monotonous, assembly-line factories.

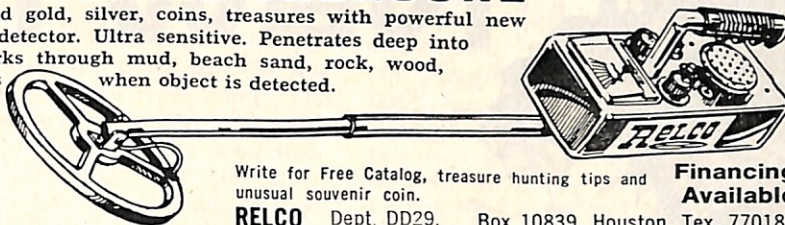
Now, at Volvo's Goetborg plant, workers change jobs every four hours to relieve the monotony. Individuals are encouraged to learn a number of jobs. Fitters, for instance, are taught to assemble an entire engine in less than an hour. Similar experiments have been under way in Japan. As in the West, Japanese workers are demanding a new social status.

**Permit employees to organize work.** Polaroid lets its scientists pursue their own projects and order their own materials without checking with a supervisor. AT&T eased supervision of its shareholder correspondents and let them send out letters to complainants over their own signature, without review by higher-ups. Absenteeism de-

(Continued on page 23)

## FIND BURIED TREASURE

Find buried gold, silver, coins, treasures with powerful new electronic detector. Ultra sensitive. Penetrates deep into earth. Works through mud, beach sand, rock, wood, etc. Signals when object is detected.



Write for Free Catalog, treasure hunting tips and unusual souvenir coin. **Financing Available**  
RELCO Dept. DD29. Box 10839, Houston, Tex. 77018

## How To Launch Your Own Business For Under \$1,000 and Make \$25,000 - \$50,000 a Year

Management consultant David D. Seltz is one of the nation's foremost authorities on small businesses. He has written some 12 books on the subject and more than 2,000 articles which appeared in such publications as *Nation's Business*, *Dun's Review*, *Business Management*, etc.

He has spent the last 14 months researching 18,292 small business opportunities to compile the first complete directory of the most profitable small businesses you can start in your spare time for under \$1,000 (many for under \$500).

He has published his findings in a new book called, "A Treasury of Business Opportunities," published for anyone who's dreamt of owning a business.

In its fascinating pages, you'll learn...

- How Michael S. makes \$50,000 a year in a small community by providing a little-known, simple service needed by the graduating class of every high school and college. His student customers are easy sales and his work consists mainly of placing phone calls.
- How John H. runs a weekend business that uses other people's vacant land to rake in as much as \$10,000 profit per weekend. No equipment, no investment, no employees needed!
- How James P. charges \$2,000 for a simple service most businesses need, but few people are aware of. He has so much business, he doesn't even advertise!

You'll learn about a unique new product that's selling like wildfire to reli-

gious people and gives you a 500% markup. You'll discover an easy-to-start business that nets about \$25,000 profit in the summer months alone. You'll be given the amazing inside story of a business that requires so little of anything, you could run it out of a phone booth. Yet it's quietly making better than \$50,000 a year for scores of men and women.

You'll learn where to haul away crates of what some businesses consider "junk" — but which other businesses need desperately and will pay you as much as \$60,000 a year for. You'll discover a product that costs pennies to make, sells for \$5 and is wanted by thousands in just about every community. And you'll be shown how to start an exclusive kind of club which can bring you more than \$50,000 a year from people who'll feel privileged to pay you a hefty membership fee just for the right to belong!

### 30-DAY NO-RISK GUARANTEE

And this is just the beginning. The "Treasury" is so crammed full of ingenious, proven money-making ideas, that we feel certain you will find in it the key to make your dreams of financial independence come true. Send today for your 30-day trial copy of "A Treasury of Business Opportunities," by David D. Seltz. If, for any reason, you should be dissatisfied with the book, just return it and every penny of your money will be refunded immediately.

©1977 Farnsworth Publishing Co., Inc., Rockville Centre, N.Y. 11570



This oversize 8 1/2" x 11" format book uncovers dozens of little "goldmine" businesses. It gives you everything you need to get started in your own profitable business, in your spare time, with minimum capital.

FARNSWORTH PUBLISHING COMPANY, INC.  
78 Randall Ave., Rockville Centre, N.Y. 11570

K2

Please rush my copy of "A Treasury of Business Opportunities," by David D. Seltz, featuring the 154 most profitable businesses I can start in my spare time for under \$1,000. My money back in full if I'm not 100% delighted.

Enclosed is my  check or  money order for \$16.25 (\$15.00 + \$1.25 postage & handling).

Please charge my BankAmericard #.....  
 Master Charge #.....  
InterBank #.....  
Exp. Date.....  
Signature.....

Name.....  
Address.....  
City.....  
State..... Zip.....

N.Y.S. residents please add applicable sales tax.



# NEW NUCLEAR





# THREAT

by Philip Segal

□ John Phillips is not an ordinary college student. Last year he wore a tiger costume at Princeton University basketball games, started a pizza delivery service, and designed an atom bomb. The bomb design was a junior year term project in physics. Experts who have seen the plans think they should be classified for secrecy, yet surprisingly, Phillips got all the information for the bomb from readily available public sources in libraries and government information centers.

"The point of the project was to show that if I could do it, any undergraduate could do it with a basic grounding in physics," says Phillips. He goes on to raise a frightening prospect: "If it's possible, it's logical to assume that a terrorist could do it. If they were able to get the fissionable materials then they could build one."

Describing his project, Phillips points out that "the design I came up with was supposed to be simple enough for such a group to build, cheap enough for such a group to build, and liable to give a yield in the kiloton range." A kiloton is the equivalent of one thousand tons of TNT. In all ways, his design was a success. He says, "it's about the size of a beachball" and weighs a little more than 200 pounds. The bomb is estimated at being about half as powerful as the Hiroshima bomb and Phillips believes it could be built for about \$2000 with parts readily available from scientific catalogs or industrial suppliers.

The only part of his bomb which cannot be purchased commercially is plutonium, an extremely poisonous, radioactive element. However, he feels that enough plutonium to make the bomb could be stolen from a nuclear facility, in transit between nuclear facilities, or from a nuclear reprocessing center.

Reactors in use today make enough plutonium for at least several dozen nuclear weapons. It only takes about 10 to 15 pounds of plutonium, which is small enough to carry in a briefcase, to make a bomb. Breeder reactors which are currently being developed will literally create more plutonium than they use.

Plutonium which comes out of reactors cannot be immediately used in weapons. It has to be separated from other elements. For military or commercial purposes, plutonium is refined in very expensive reprocessing plants. But a terrorist group could use an easier process which involves dissolving a plutonium compound in acid and then getting the plutonium out of the solution. The equipment for doing this is not particularly expensive.

Phillips is not alone in his fears. Dr. Theodore Taylor, who for several years

designed atom bombs for the military, recently testified before a Senate committee that "present U.S. physical security applied to special nuclear materials for civilian purposes, though strengthened substantially during the last two years, is still inadequate to prevent theft by determined groups having resources and skills similar to those that have been used for successful bank robberies or highjackings of valuable shipments in the past." In 1975, Taylor told a House committee that "relatively crude, inefficient fission explosives with yields in the range from several hundred to several thousand tons of high explosive could be designed and built conceivably by one person working alone." Phillips' project has proven that Taylor was right.

Small inefficient bombs could turn out to be massive "Saturday night specials" for use by terrorists. Police and governments would have to cope with extortion threats of alarming proportions. How, for example, would we react if the Palestine Liberation Organization, the Irish Republican Army, the Weathermen, or some other group had an atom bomb? What would have been the response if the terrorists who invaded three buildings in Washington had threatened to explode an atom bomb in a major city? What if they gave no warning, but instead, detonated a bomb near the Capitol building while Congress was in session?

Dr. Taylor has pointed out that there have already been nuclear threats. He testified "we already have an example of a threat which turned out to be a hoax in Orlando." In that case, a fourteen-year-old shocked the system by threatening to blow up a fission bomb in the middle of Orlando unless he was given a million dollars and a small airplane to get out of the country. Luckily that case was a hoax. But what will we do if the next threat is real?

John Phillips' bomb relies on plutonium which could be stolen from nuclear reactors. But is that really possible? Between November, 1966, and January, 1976, there were 14 serious breaches of security at nuclear facilities. These breaches ranged from attempts to break into plants to the actual theft of uranium rods. U.S. companies were fined 12 times for not complying with security regulations in the year and a half between June, 1974, and January, 1976.

Obviously we need stronger security measures at nuclear plants. With the construction of more facilities, the security problem will increase.

Phillips' bomb raises another problem. With the increased construction of nuclear reactors around the world, nations could divert nuclear materials from peaceful to military purposes.





**NEW NUCLEAR THREAT** India's atom bomb was developed in that way.

When word got around about his project, Phillips received requests for his plans from a representative of Pakistan and from the French Embassy. "The man on the phone from Pakistan said he was interested in developments in the nuclear energy field." When Phillips asked what that had to do with an atom bomb design, the response was, "we're interested in developing a nuclear energy capacity for our country." Phillips says that the French were interested because they were planning to sell a nuclear power plant and a nuclear reprocessing plant to Pakistan.

Instead of selling his plans to Pakistan or France, Phillips called the FBI. While he won't discuss specific security arrangements, he does say that he is still in contact with the FBI. The plans themselves have been locked away with a particularly sensitive section stored separately.

Before World War II, the New York City Third Ave. subway was sold as scrap metal. It later was used as enemy bombs. Could the nuclear power systems sold today become the atom bombs of the future?

According to Senator Alan Cranston, "nuclear power is on the loose in the world. The prospect of a world filled with nuclear weapons is no longer in the unpredictable future." He estimates that by 1990 power plants in under-

developed nations will be generating 30,000 pounds of plutonium a year, which would be enough for 3000 Hiroshima size bombs each year the plants are in production.

Dr. Henry Rowen, a Stanford University business professor, told a House committee last year, "many governments could be within days, or even hours, of having bombs without violating existing safeguards." He went on to say that what happens in one country could cause another country to build a bomb. "What is done in India affects Pakistan, and it, in turn may affect other countries, Iran, the Arab countries and so on."

In 1974, the Library of Congress listed 49 countries as having nuclear reactors or plans for them. Included in the list were Argentina, Brazil, Iran, Egypt, Israel, South Africa, Taiwan, Venezuela, Vietnam, and Zaire. Many of these countries have not signed non-proliferation treaties and have no international restraints to prevent them from developing nuclear weapons. While the major powers might not be directly threatened by weapons in some of these countries, their neighbors could be.

Even if the present governments of countries having the ability to develop weapons are responsible and do not create weapons, later governments might not be as responsible. Revolutions and coups are a fact of life in

many nations. How would the world react if a leader like Idi Amin had an atom bomb?

Congressman John Conyers recently asked "what on earth would South Africa possibly do with a nuclear bomb? And why on earth would it be in our interest to let them have one?" He charged that "in an aura of semise-crecy, the United States has quietly assisted the South African nuclear program in a number of ways." Even though South Africa has not signed a non-proliferation treaty, the United States has authorized the sale of "weapons grade" uranium for South African reactors.

Some congressmen would like to see us stop exporting nuclear technology to nations which have not agreed to a non-proliferation treaty. Others want to have a system of international inspections of nuclear power plants to insure that weapons grade materials are not being diverted.

Another proposal which has support is the building of regional reprocessing centers which would be under international control. Adrian Fisher, who was the Deputy Director of the Arms Control and Disarmament Agency, told a House committee that "the regional fuel cycle should be supported not on the ground we don't trust you fellows, but on the ground that this is the most economic way to do it. Here, it happens that policy and economics go together."

Others question the construction of regional centers because of an increased risk of theft. Nuclear materials could be more vulnerable while being transported between individual reactors and the regional reprocessing centers which serve them.

Congressman Clarence Long recently sent a letter to President Carter outlining some possible solutions. Included in his recommendations were the "ending of U.S. nuclear export subsidies," and "the encouraging of developing nations to adopt light capital energy development as a substitute for heavy capital energy technologies, such as nuclear energy."

Long would like the Energy Research and Development Administration to focus its research program on "small-scale, decentralized, rural energy sources." The Congressman also wants to see foreign aid reallocated toward such projects.

Possible technological replacements for nuclear energy in less developed nations would be hydro-electric power, windmills, or solar energy.

Experiments are currently under way to develop a fusion reaction to generate power. Fusion is the process which the Sun uses to create energy from

(Continued on page 22)

## Excellence of Public Image Contest 1976-1977

THE WINNERS of the 1976-1977 Public Image Contest have been chosen from entries received by Larry McBee, a member of the GL Lodge Activities Committee. The contest has revealed many and varied community service programs conducted by the lodges during the year which have improved the image of Elkdom in the eyes of the community. The top three winners in each of the five membership divisions are listed here:

### Lodges through 300 members

1. Kerrville, TX, Lodge  
*ER Alva Baker Sr.*
2. Ocean Springs, MS, Lodge  
*ER W. C. Switzer*
3. Greenwich, NY, Lodge  
*ER Roland Mann Jr.*

### 301 through 600 members

1. Westchester, CA, Lodge  
*ER Joseph Sachen*
2. Coalinga, CA, Lodge  
*ER Walker Armstrong*
3. Valley Stream, NY, Lodge  
*ER Robert Stone*

### 601 through 1,000 members

1. Oceano/Five Cities, CA, Lodge  
*ER Alvin Baughman*



2. De Land, FL, Lodge  
*ER A. A. McMillon*
3. Monrovia, CA, Lodge  
*ER Ronald Shoup*

### 1,001 through 2,000 members

1. Anderson, IN, Lodge  
*ER Donald Hodson*
2. Westbrook, CT, Lodge  
*ER John Doane Jr.*
3. Midland, MI, Lodge  
*ER Robert Roetman*

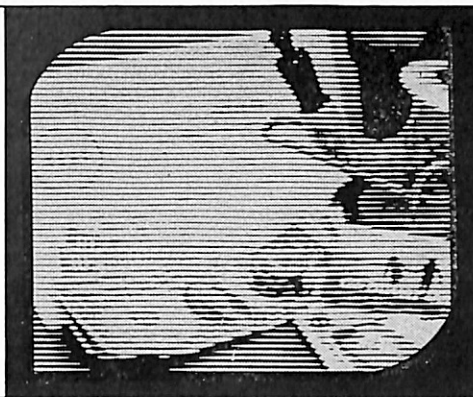
### 2,001 or more members

1. Carmichael, CA, Lodge  
*ER Robert Bartley*
2. Vallejo, CA, Lodge  
*ER John Reza*
3. Groton, CT, Lodge  
*ER George Adkins*



# YOU AND RETIREMENT

by Grace W. Weinstein



## INSURING YOUR HOME

Insurance on your home is vital protection, no matter what your age, but with a reduced income after retirement insurance premiums can begin to seem a burden. There are ways to save money however, while maintaining protection.

The biggest single money-saver is **large deductibles**, as large as you can comfortably afford. A rule of thumb offered by State Farm Insurance Co. is that increasing the deductible on a homeowners policy from \$50 to \$100 yields as much as 10 percent in premium savings; going to a \$250 deductible yields about 20 percent. If you're paying \$196 a year for a \$30,000 homeowners policy with a \$50 deductible, as you might be in a midwestern city, the Insurance Information Institute points out that increasing the deductible to \$250 would reduce the premium to \$162 a year, a saving of \$34. That money could be used to increase the policy coverage, or spent on other things.

The next money-saver is the old standby, **comparison shopping**, as valid for insurance as for any other major purchase. There are major differences among insurance companies; the Pennsylvania Insurance Department found identical homeowner's insurance sold at rates varying by 60 percent. Don't simply take the lowest rate available, however, without checking out the company's record on claims and service. *Best's Insurance Reports*, available in many public libraries, provides a rundown on insurance company stability. Be sure, in seeking the best in cost and service, that you consider the real cost; some mutual companies charge more, then return a dividend at the end of the policy year.

Take advantage of available **discounts**, sometimes offered to people who install burglar and fire alarms. Notify your company if you install such equipment and ask if your rates may be lowered.

**Reducing risks**, insofar as possible, to forestall insurance claims, is always wise. Here are some hints:

- ▶ Install good locks on both doors and windows, not the kind that can be opened with a piece of celluloid.
- ▶ Protect your keys. Don't leave them in your car, in the mailbox or under the doormat.
- ▶ Don't advertise when you're away, for a few hours or an extended vacation. Leave lights on, with timers to turn them on and off. Leave a radio playing too.

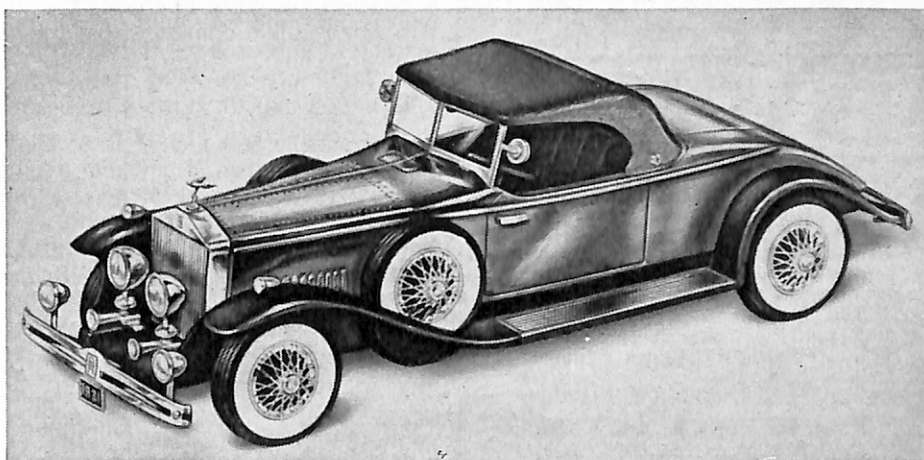
▶ Participate in a community prevention program, such as Operation Identification, in which engraving tools are used to place a personal number on all valuables.

While reducing costs is at the top of everyone's list, making certain of adequate insurance coverage is at least as important. Too many homes are underinsured. In case of a total loss, you can collect no more than the face amount of your policy, whatever that face amount is. In case of a much more likely partial loss, however, you can collect the full amount of repair or replacement cost only if your home is insured to at least 80 percent of its replacement cost (not market value, but what it would cost, at today's prices, to replace the house).

Eighty percent is a crucial figure, the bare minimum of insurance that you need on your home. If you have less insurance, either because you started out that way or because inflation has increased the value of your home and the cost of its replacement, you will receive only the actual cash value. Actual cash value reduces the replacement cost by depreciation, making a financial loss almost inevitable.

Because it's almost impossible, given the current escalation of housing costs, to review insurance coverage frequently enough, many companies now offer an optional "inflation guard endorsement" to the homeowner's policy. The endorsement provides an automatic increase in the policy's limits every three months at the rate of 1 percent of the original amount of coverage—4 percent a year, or 12 percent during the life of a three-year policy. Even with this endorsement, however, it's always a good idea to review your insurance coverage periodically.

Insurance is complex. Some help can be found in publications. "Insurance For the Home" is available free from the Educational Division, Insurance Information Institute, 110 William Street, New York, NY 10038. *The Shopper's Guidebook* by Herbert S. Denenberg, former Pennsylvania Insurance Commissioner, contains cost-saving tips on all kinds of insurance and is available for \$3.50 from Acropolis Books, 2400 17th St. N.W., Washington, DC 20009. ■



## Now you can own a ROLLS ROYCE with built-in radio

This handsome replica of the famous Rolls Royce Phantom II will soon be a collector's item. Every detail reproduced perfectly, with real rubber tires and wire spoke wheels. Metalized body 9¾" x 3¼". Built-in solid state radio operates on its own battery (included). Full refund **\$12.95** if not perfectly delighted. (Ill. residents add 5% Sales Tax).

ELECTRONICS INTERNATIONAL, Dept. TRG-4 210 S. Desplaines St., Chicago, Ill. 60606

Gentlemen: Please send on money back guarantee \_\_\_\_ Rolls Royce Radios at \$12.95 each plus \$2 for postage, handling and insurance.

I have enclosed \$\_\_\_\_\_  Send C.O.D. I enclose \$2 deposit.

Name \_\_\_\_\_ Acct. No. \_\_\_\_\_  
Address \_\_\_\_\_ Interbank No. \_\_\_\_\_ Good Thru \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ (Find above your name) Acct. No. \_\_\_\_\_  
Signature \_\_\_\_\_

**YOU MAY CHARGE YOUR ORDER**

Master Charge  BankAmericard  
 American Express

**SAVE \$3.90**-Order 2 for just \$24 plus \$2 postage



# ARIZONA DOUBLE FEATURE

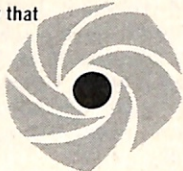
Available on loan FREE  
Except return postage of \$1.41 in the U.S.

## The Story of ARIZONA and SUN CITY

Narrated by Senator Barry Goldwater

Captures the beautiful diversity of the Grand Canyon State, tracing the Arizona Story from the invasion of Conquistadors to the rise of Sun City. (16 mm. 30 min.)

■ A profile of a community that changed the definition of retirement, earning a place high on the list of attractions that draw visitors (and new residents) from the world over to Arizona. (16 mm. 25 min.)



DEL WEBB'S  
**Sun City**

America's Most Famous Resort-Retirement Community

MAIL 3 WEEKS AHEAD TO RESERVE FILMS

DEL E. WEBB DEVELOPMENT CO. DEPT. EM-87M  
P.O. BOX 1725, SUN CITY, ARIZONA 85351

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Date of showing \_\_\_\_\_ Organization \_\_\_\_\_

\*Reservations subject to film availability

Del Webb's Sun City is NOT a lot sales development

Del E. Webb Dev. Co. • 17400 N. Del Webb Blvd. • Sun City, AZ 85351

# BINGO

## FOR PERMANENT FUND RAISING

Easy way to raise money for your Organization because everyone has fun playing BINGO! Thousands of Organizations are making up to \$500.00 per week using "BINGO KING" supplies and FREE Idea Bulletins. Write for FREE catalog and details on raising money for your Organization.  
PLEASE GIVE NAME OF ORGANIZATION.

### 'BINGO KING'

DEPT. 708B, BOX 2588, LITTLETON, COLO. 80120

## WIN WYOMING OIL \$MILLIONS

Others do every month in U.S. Government Oil Lease Drawings. If you are 21 you can participate equally with major oil companies in this legal lottery. A \$20. tax deductible filing fee can return \$75,000 or more immediately plus a possible million in future income. Write for free information.

Milligan Trust, Lock Box 3578-E, Boulder, Co. 80303

REMBRANDT DID IT IN OILS...

## Let us do it in BRONZE PLAQUES FOR ALL OCCASIONS

Write for Free Catalog E23  
Engraved Plaques E21

INTERNATIONAL BRONZE TABLET CO., INC.  
150 W. 22nd St., N.Y., N.Y. 10011 212-WA 4-2323

## LETTERS

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



John Behrens took a look at House Resolution 29—a bill called the *Debt Collection Practices Act*—in his monthly column, "It's Your Business," [June, 1977]. Here are some of the letters he received concerning that column:

• I have just finished reading your article, "It's Your Business," and heartily agree.

I have operated a small, retail business for thirty-one years and have enough bad accounts and cold checks to paper the walls of my building.

Shady collection agencies certainly should be regulated, but the legitimate small business has enough collection problems without adding HR 29.

Norman V. Lewis  
Bowling Green, KY

• Your contribution about collecting bad debts was simply excellent.

How are we going to change the situation when public opinion favors the "underdog"?

Herbert Baum  
Modesto, CA

• I personally feel a thief is entitled to very few cordialities, if any, and a person who makes a purchase of necessity and deliberately intends not to pay for same while still satisfying his pleasures is nothing but a thief.

Bankruptcy laws? Few legitimate bankruptcies take place. Most are an avoidance of bills brought about by mismanagement. Who wins? The lawyers!

Keene O. Marstrell  
Stillwater, OH

• If they feel it necessary to make new laws concerning this . . . why make it so convenient for the "dead beat." After all, if they paid their bills properly they would not have to be bothered.

Clint Johnson  
Troy, ID

• House Bill 29 is one more means of creating chaos within the American business system. It denies the obvious fact that primary responsibility for indebtedness lies with the debtor.

If businessmen do not have a collection agent to resort to, how can their outstanding bills be recovered? It is those debtors who make a career out of living off others who will benefit most from House Bill 29, which makes no distinction in its solicitude for the type of debtor it aids.

The fact that unpaid debts are mount-

ing in numbers gives evidence to the fact that existing laws are already granting refuge to the debtor and causing losses which must be shouldered by the businessman and his paying customers.

Representative Annunzio's bill should be rejected.

Charles & Rosemary Sauers  
La Porte, IN

• As the owner of a small business I can only see trouble ahead for those who Mr. Annunzio says he wants to protect: the poor, the middle class, the blue and white collar workers—as we will all be asked to pay more for the services and goods that we must purchase.

When will our government wake up to one basic fact: we can't take care of all the people all the time. Many have lost the ability to work because the Federal and State government has taken away the desire of working by giveaway programs and now goes so far as to say you can buy and not have to pay. I too am very much opposed to this kind of legislation.

Rob Robertson  
Salem, OR

• I find it hard to believe that a representative of the American people in Washington could come up with legislation so deliberately designed to encourage those who wish to get out of paying their just obligations. You are correct, they are on the increase.

T. J. Sedam  
Burley, ID

• I feel people who owe debts should be made to pay up, fair means or foul. The opportunity today for people to become educated and understand the way of living means they should not get into debts they can't get out from under. Bankruptcy laws too are far too permissive.

And you are so right, if a business can't collect it must of necessity pass these debts on to other people, in higher costs, to stay in business.

We have a small business and even the way things are now, it is difficult to collect unpaid bills. No way to overcome small bad checks.

I'll write my senators and congressman about this bill also.

C. H. Whaley  
Clearlake Highlands, CA

*Behrens indicates he will be keeping an eye on the progress of HR 29, and will report any further developments.*





“Lend me your ears...”



by Charles R. McConnell

□ When I gave my eleven-year-old permission to visit a girl-friend I warned her against the last-minute call asking to bring her friend home for the night. We had guests coming and it was no time for an extra youngster. Nevertheless, minutes before I was to go after her she telephoned and rapidly and urgently asked if Shelly could please, please, please come home with her.

I got angry, and talking over a frantic torrent of tearful words I abruptly squashed her plea. After all, I'm the parent so I win automatically—right? When I got to Shelly's door I was met by two glum girls and one patient mother who asked if *my* girl could stay *there* for the night. I said she could.

My daughter's eyebrows popped upward at my ready consent. “But, Dad,” she said, “that was the second thing I asked and you said ‘absolutely no!’”

Taken aback, I apologized for not listening well. After a few thoughtful seconds she said, “It's okay, Dad. I guess you were just too busy saying ‘no’ to listen to what I was saying.”

This prompted some serious I-ought-to-know-better thinking. I write about communication and teach effective listening classes, yet I was undeniably guilty of hearing without listening. I didn't doubt I'd *heard* most of her words, but if I'd been *listening* I would have correctly received my daughter's altered request.

Listening is the toughest of the communication skills. As the one which ought to consume the largest part of our communication time, it's the skill for which the least amount of solid help is available. And it's the one most often taken for granted.

Let's first consider why we're likely to take our listening abilities for

granted. Then we'll look at the common barriers to effective listening and suggest some ways of overcoming them.

Using words—audible and visible symbols that stand for things—we send out information by speaking and writing. In two other ways, reading and listening, we receive information from others.

Imagine you're a radio with four settings. You can be switched to writing, reading, speaking, or listening. When you're tuned to one of the first three you can still hear, so spreading over your other settings is this one ability you can't turn off. When you're not writing, reading, or speaking, you're in what we can call a *Listening Mode*.

I have a little sign saying: **Please Engage Brain Before Putting Mouth in Gear.** Regardless of whether your brain is fully engaged, you *do* have to put your mouth “in gear.” You need to perform certain voluntary actions to form the words and get them out. Likewise, writing and reading require some physical effort.

We can say that writing, reading, and speaking are *active* physically. We can't say the same about listening or the capacity to listen. Providing your ears are in working order, you don't have to do anything to “turn on” your receiver.

Close your mouth and you've stifled your ability to speak. Shut your eyes and you can't read, and if you sit on your hands you'll find writing is out of the question. But there's no way short of outside force—ear plugs?—to close down your audio circuits.

Because this listening mode—the simple state of hearing—is passive, we tend to take it for granted. We don't realize that listening, when properly done, requires *more* conscious effort

than writing, reading, or speaking—effort that must be completely self-applied between the ears.

Consider the importance of listening in our daily lives. We spend the least amount of our communication time writing and the second least, reading. The next to the greatest part is spent speaking, and listening commands—or ought to command—most of our communication time. This suggests we could profit by sharpening our listening skills.

There's a sign on the wall of a quaint restaurant:

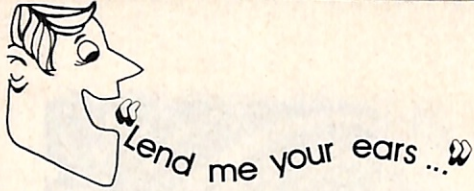
**How Come It Takes Two Years to Learn to Talk and 60 to 70 to Learn to Be Quiet?**

The sign's lesson is simple: when you're talking, you're not listening. The conscious effort listening requires can't be applied while you're busy generating speech. Neither can you truly listen while you're reading or writing. When you try to deal with different things using different skills at the same time, something's bound to suffer. (This could be why that book report Junior dashed off in front of the TV last night is something less than his best work.)

The first step toward effective listening is giving the incoming message your undivided attention. Only then will you be able to apply all your mental energy to the listening process. Next you need to become aware of the common barriers to effective listening and learn how to overcome them.

One of the greatest barriers is found





in the failure to separate talker from topic. This is especially likely if the person speaking is one you don't get along well with, or someone whose manner you find annoying. Maybe the tone is preachy or patronizing; perhaps the voice is a dreary monotone. These and other things can be listening turn-offs, and even though you're reacting to the talker you're blocking out the message.

There are many things about a speaker—in either a lecture setting or face-to-face situation—that can hamper listening if you let them. That's the key: *If you let them.* It sometimes requires supreme effort to focus on the topic in the face of all else, but it can be done.

Another common fault is trying to listen for specific information, for "facts." We should rather be listening for ideas and whole thoughts, usually more important than specifics. Most of us aren't able to retain more than a few of a number of facts coming our way in a short time, but we can recall ideas and express them in our own words. Facts themselves are not nearly as important as the ideas that bind them together.

Situation: you're nose to nose with your spouse in an important discussion. Something that's said rubs you wrong; you think it's incorrect and certainly unfair. Words are still coming your way, but your mind is racing ahead shaping your response. You can hardly wait for your better half to pause for breath so you can leap in. You're guilty of premature reaction.

Save your reactions. Whatever the cost in self-control—bite your tongue, stuff a hand in your mouth, whatever—keep quiet and hear the talker out. Most of the thoughts you have while another person is speaking won't desert you, and you'll find many of them aren't pertinent once you've taken in the entire message. Remember the old advice: It's better to remain silent and be thought a fool than to speak up and remove all doubt.

Strongly related to reaction-rushing are the listening roadblocks placed by emotion. We all have our sore spots, little emotional triggers causing us to feel anger, injury, or defensiveness when touched. You've probably had the experience of being rubbed the wrong way by something someone said. You were feeling resentment or other negative things, yet the other party rattled on as though nothing happened.

Maybe you've also had the experience of realizing—after the fact—that

you had apparently offended someone but had no idea what damaging thing you said. You blundered, but in innocence.

These two sides of the same coin lead us to one important conclusion: your blunder was innocent, and chances are the other party's jab was also unintended. Do your best to always extend the benefit of the doubt. You'll probably never be fully aware of all your own little sore spots, let alone second-guess everyone else's, so be quick to forgive.

When you react emotionally you're forming possible responses—excuses, complaints, accusations, and so on. And you're not getting the rest of the message. Even if you intend to remain silent, nurturing injury or resentment can be fully as damaging to your listening capacity. Generally, as your level of emotion rises your ability to listen effectively lessens.

Another listening obstacle is found in our natural ability to think about four times faster than we can talk. When someone else is talking you can take in and tuck away all the words and still have most of your thinking time open. Unfortunately, it's easy to be led astray during this open time.

Let's say your conversation partner uses the word "cleaner." You suddenly

*(Continued on page 48)*

## THE JOY OF GIVING

**Elks National Foundation**

2750 Lakeview Avenue • Chicago, Illinois 60614



Carlton McWilliams (right), an 86-year-old honorary life member of Royal Oak, MI, Lodge, recently decided to work towards becoming a National Foundation honorary founder. Brother McWilliams' first \$100 contribution was acknowledged with the presentation of a Foundation certificate by Brother George Poirier.



PER Maynard Julson (right) and his wife Helen were the only husband-wife team at Oceanside, CA, Lodge to receive two \$1,000 Foundation certificates during the past year. Then-ER Jack Gilmore thanked the couple for their donations, which helped bring the total of lodge contributions for the year to nearly \$12,000.



A state record was set by Covington, GA, Foundation Chm. Jim Bowie (second from left), who personally signed up 88 new members for the National Foundation. Brother Bowie's efforts were saluted by then-ER Ed Hixon (second from right) during a ceremony attended by (from left) PGER Robert Pruitt, the state sponsor, State Chm. Chuck Tynes, and SP Matt Hitlin. On that occasion, Brother Pruitt accepted a \$1,000 certificate purchased in his honor by the state lodges.



# NEWS OF THE LODGES

Spreading good cheer is the business of the Jolly Corks of San Mateo, CA, Lodge who, along with the lodge glee club and band, visited the Crystal Springs Rehabilitation Center of San Mateo County to dedicate the new lounge in memory of Brother Monroe Brown. Prior to his death, Brother Brown had recommended that the lodge donate \$2,800 to provide the necessary furnishings to make the lounge comfortable for Center residents and their guests. For almost 20 years, the lodge has observed holidays at the Center with entertainment and the distribution of gifts.

A herd of "Royal" elk at the 5-H Exotic Animal Farm outside Cape Girardeau, MO, is owned in part by the local lodge. Several two-legged members of the species, including (from left) Jack Slaughter, Buddy Busch, Frank Stoffregen, Rick Shockley, ER Gary Mabrey, and Eddie Mueller, paid a visit to one of their four-legged friends.

PER Don Cassels was awarded a "silver chalice" by WeTip, a statewide drug control organization, for his "fraternal organization leadership" in promoting the program. A Big Bear Lake, CA, Lodge member, Brother Cassels was on the committee of the first lodge to become involved in the WeTip movement. Kudos also went to a Brother

of Lincoln, NE, Lodge from a non-Elk organization. Then-Secretary to the GER Vince Collura was named Advertising Man of the Year by the local advertising club for his charitable and professional accomplishments. Eveleth, MN, Lodge praised National Foundation Chm. Alfred Vito for his efforts in enrolling over 100 members and for acquiring an average per capita donation figure of \$6.773.

Tears of joy streamed down her face when 13-year-old Mary Celeste Duval Forbes was named the winner in the All-Yonkers Talent Show co-sponsored by Yonkers, NY, Lodge and the Department of Parks, Recreation, and Con-



Cape Girardeau Elks

servation. The sixth annual event involved over 700 children and 20 finalists. Mary's interpretive dance earned the first-place trophy, which she received from ER Michael Biscardi (second from left). Daniel DePonto and Mrs. Marion Groark, Parks Board members, also congratulated the talented teen.

While making a recent visit to residents of the Bedford Veterans Hospital, members of Wakefield, MA, Lodge dispensed paperback books, puzzles, playing cards, and men's and women's clothing. A Beano party, complete with cash prizes and refreshments and attended



Yonkers' Talented Teen

by 130 patients, followed the presentation of the Brothers' donations. Disabled veterans from the Barnes VA Hospital in Vancouver joined Long Beach, WA, Elks on a deep-sea salmon fishing trip. Box lunches from the Elks' ladies, charter boats donated by Elks skippers, and good fishing contributed to the successful day.

City and county government operations were examined by high school students during the annual Elks Youth Honor Day sponsored by Williston, ND, Lodge. The young people were feted at a dinner after they spent the day visiting the government departments and personally working with the various officials. Two high school students who were recipients of Florida Elks scholarships were sponsored by Southside Jacksonville, FL, Lodge. Ms. Gnann Volkhardt and Andrew Jackson received plaques from District Chm. Michael Kavanaugh.

Outings for youngsters were a popular activity for several lodges recently. Ephrata, PA, Elks Walter Demmy and Levi Andes chaperoned 33 young people on a free trip to Gettysburg, the site of a major Civil War battle. Modern history in Washington, DC, was the focus of a tour taken by 32 handicapped children who had an audience with Pres. Carter. Bethesda-Chevy Chase, MD, Lodge hosted the group from Pennsylvania and sponsored a post-tour luncheon for them. In Huntington, NY, members of the local lodge took 110 children from the township to a three-ring circus.



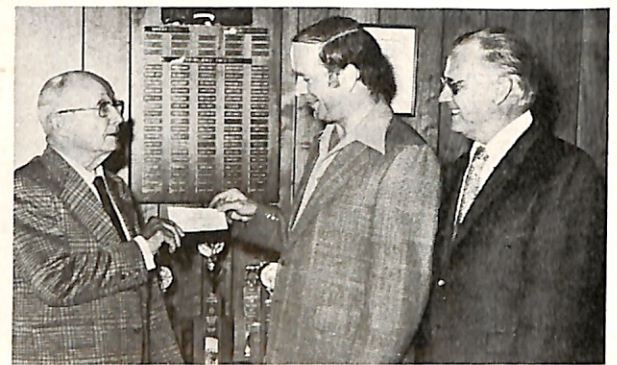
San Mateo's Jolly Corks



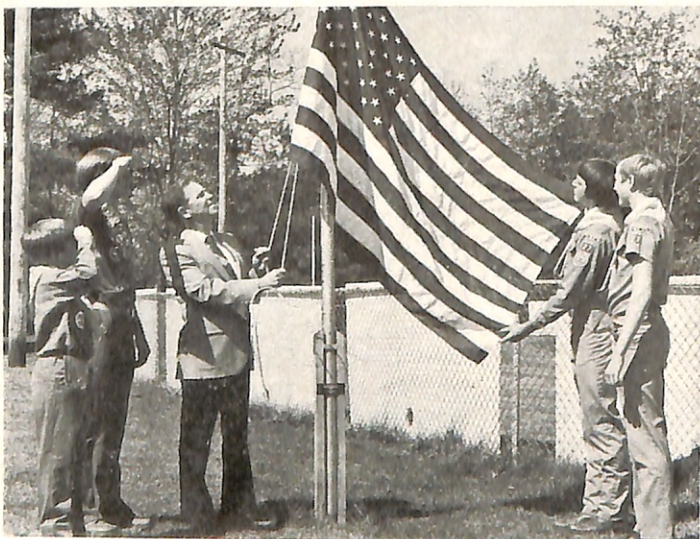


**THE ELKS' LADIES** of Plymouth, MI, Lodge recently celebrated their 25th anniversary with PGER E. Gene Fournace (left) and his wife Rita Jane in attendance. To commemorate the occasion, then-ER Robert Miller presented Brother Fournace with a National Foundation certificate of appreciation.

**DUCKPIN BOWLING** was enjoyed by members of the Venango County Physically Handicapped Class of Central Elementary School during a party hosted by Franklin, PA, Lodge. Dr. Louis Wagner assisted his daughter Amy, while Est. Loyal Kt. Robert Johnston lent a hand to Billy Campbell.



**A CHILDHOOD MEMORY** of the fruit, candy, and ten pennies he received at New Bern, NC, Lodge's Christmas party for underprivileged children in 1903 prompted Brother Carlyle Dixon (left) to donate \$1,000 to the National Foundation. Foundation Chm. and PDD H. Frank Oglesby (center) accepted Brother Dixon's check, as ER Nat Baxter stood by to congratulate the lodge's first honorary founder.



**GREENWICH, New York,** Lodge participated in the opening of the Little League baseball season by donating a new flag for the center field flag pole. Joining ER Daniel Brophy (third from left) for the flag-raising were (from left) Dick Andrews, Tim Brownell, Ken Brownell, and John Andrews, all members of lodge-sponsored Boy Scout Troop No. 27.



**FRESH FLOWERS** delivered by Est. Lect. Kt. Len Stefano (center) and Ray Bennett of Woodland, CA, Lodge to the Woodland Skilled Nursing Facility were accepted by Marguerite Farley. Each year the lodge observes Flower Day, when lodge volunteers arrange small baskets of assorted blossoms and distribute them at local convalescent homes.

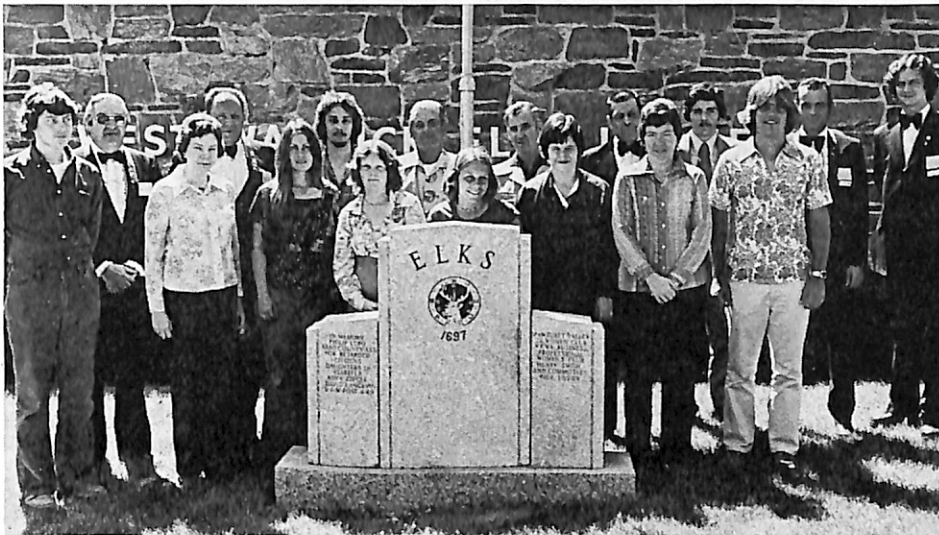




**A CONTINGENT** of Wilkes-Barre, PA, Lodge officers, including Trustee Joseph Tirpak (seated, left), Luzerne County Controller, ER John Bednarski (seated, right), and (standing, from left) In. Gd. William Langdon, Secy. Thomas Dugan, Trustees Herman Kersteen and Charles Sennick, Est. Lect. Kt. Paul Maher, and Est. Loyal Kt. Edward Myers, were present when Mayor Walter Lisman signed a proclamation naming the first week of May as Youth Week. To set an example, the lodge made a donation to the Police Athletic League, which sponsors activities for local youth.



**LA SIERRA** High School's Student of the Month, Amy Jones, was one of 36 students who received certificates of recognition from ER Mike Koch during a luncheon hosted by Carmichael, CA, Lodge. Amy maintains an excellent scholastic record, even though she is handicapped with vocal defects and muscular damage as a result of cerebral palsy.



**A MONUMENT** donated by the S.T.A.R. (Senior Teens Aid Retarded) Group to West Warwick, RI, Lodge was dedicated in a ceremony attended by lodge officers and S.T.A.R. representatives, among whom were ER Donald Rogers and S.T.A.R. Pres. Ric Blaguire. For the past seven years, the local Elks and the group's members have worked together in an effort to raise over \$12,000 to send retarded children to a summer camp supervised by the teenagers.

**FOR 75** of his 97 years, Brother Ben Russell (seated, left) has been a member of Cedar Rapids, IA, Lodge. Congratulating the old timer, who was recently awarded a certificate of appreciation, were ER Peter Bailey (seated, right), PER Daniel Ockenfels (center), and (standing, from left) Esq. Don Martens, Secy. and PER George Hill, and Harry Dunker.



**A "THANK YOU"** was extended by West Chester, PA, Lodge to the local police force. At a dinner for the law enforcement officers, ER Carroll Hillebrand (third from left) presented a plaque to Police Chief John Green as (from left) Cliff Downward, Wayne Boggs, William Chesko, and John Martin observed.







**THE FIFTH ANNUAL BANQUET** to honor the bowling teams of the Oxford County Association for Retarded Children, which includes people from the Adult Activity Center and Hope School, was hosted by Rumford, ME, Lodge. Admiring the 86 trophies furnished by the lodge for the event were (from left) PER Dan McDonald, Laurette Martin, president of the Hope School Auxiliary, PDD Armand Beauchesne, banquet chairman, Irene Theriault, secretary of the Hope School Auxiliary, and Brother Lionel Belanger, chief cook.



**A VERY SPECIAL** Arts Festival (VSAF) was held recently in Boulder, CO, under the sponsorship of the local lodge to promote arts and crafts and musical talents for the handicapped. Gov. Richard Lamm (third from left) lent his support by declaring the first two weeks of May "Handicapped Artists and Performers Days." At the signing of the proclamation were (from left) Homer Paige, coordinator of handicapped students at the University of Colorado, Mary Kay Hefley, VSAF Executive Committee coordinator, Est. Lead. Kt. Bob Bartlett, Steve Sobol, VSAF public relations coordinator, and ER Jim Luckow.



**COMPETITORS** from the ages of 9 to 19 took part in the sixth annual Massachusetts Elks Gymnastics Open held in Framingham. For taking first place in the greatest number of events for boys, Paul O'Neil (right) of Framingham North High School received the AMF (American Machine Foundry) American Athletic Equipment Co. Award from AMF representative and Brother Bud Twombly. Nearly 350 gymnasts performed during the two-day meet.



**THE BOWLING TEAM** from Mendota, IL, Lodge bested more than 1,250 teams who participated in the 57th annual Elks National Bowling Tournament at Lansing, MI, to take the championship. For their efforts, (seated, from left) Jim Jarrell, Mike Rumsey, and (standing, from left) Dennis Piller, George Jauch, and Larry Wujek, team captain, received a trophy and a total of \$750.

**DURING A VAVS** volunteer recognition ceremony at the local VA center, Mr. I. V. Billes (standing), director of the center, awarded a plaque for 7,500 hours of volunteer service to PDD Garnett Shipley of Martinsburg, WV, Lodge. Brother Shipley is chairman of the lodge's Veterans Service Committee.







**FIVE HUNDRED POSTERS** were displayed on outdoor advertising panels throughout California to publicize the Elks' annual Flag Day program. Space for the posters was provided as a public service by the outdoor advertising industry, specifically the companies of the California State Outdoor Advertising Association. Estimated value of the donated space exceeds \$235,000.



**THE TABLES** were turned recently when Rhode Island Americanism Chm. Bernard Schiffman (right) received a plaque for dedicated service to youth from Arthur Jackson on behalf of the Sachem District of the Narragansett Council, Boy Scouts of America. Brother Schiffman, who has presented certificates and flags to 492 Eagle Scouts over the years, was photographed by Ann MacKinlay of the *Observer* as he accepted his award.



**A PLEDGE** to the Newington Children's Hospital was fulfilled when Torrington, CT, Lodge delivered \$2,500 to John Goodman (third from right), assistant chairman of major projects and charities for the state. At the check presentation were (from left) then-VP Joseph Palmer, then-ER Allen Hopkins, Torrington Major Project Chm. Mario Teti, then-SP Francis Joyce, and David Brady, District Deputy at the time.



**"BAD LANGUAGE"** doesn't pay for members of Tucson, AZ, Lodge's Luncheon Club, who are fined for verbal indiscretions committed at their weekly gatherings. Club President Charles Vogel (left) periodically deposits the cash collected with ER Bill Boughton for the Elks Charity Fund.



**A \$15,000 DRIVING** range donated by the Oregon State Elks Association for use by hospitalized veterans was dedicated recently. Special guests at the ceremony were Brother Tom Ginn, for whom the range was named, and Mrs. Ginn.

(Continued on page 36)



# BE A LOCKSMITH



"Was never so enthused and delighted with lessons in my entire life. I grossed over \$3,000 in one year just working weekends."  
Rocky Orsi  
Azusa, California

You'll enjoy your work as a Locksmith because it is more fascinating than a hobby—and highly paid besides!! You'll go on enjoying the fascinating work, year after year, in good times or bad because you'll be the man in demand in an evergrowing field offering big pay jobs, big profits as your own boss. Train at Home—Earn Extra \$\$\$\$ Right Away! Send for FREE booklet today!

**LOCKSMITHING INSTITUTE**  
Div. Technical Home Study Schools  
Dept. I223-087 Little Falls, N.J. 07424

Name \_\_\_\_\_ (Please Print)

Address \_\_\_\_\_

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

Check here if Eligible for Veteran Training

## ATTENTION!

"BPOE" Elks rings and emblems, the finest in lodge jewelry. Over 400 factory outlets coast to coast.

Lodge secretaries and members write for free catalog and name of nearest factory representative.

### REIS-NICHOLS, INC.

141 South Meridian Street  
Lower Level  
Indianapolis, Indiana 46225  
Phone (317) 635-4467

Manufacturers of Fraternal  
Lodge Jewelry—Since 1919

# BINGO



Largest Manufacturer  
and Distributor of  
BINGO Supplies

Free Catalogues available for:

- ★ Complete bingo supplies
- ★ Tables & chairs
- ★ Armchair races
- ★ Fund raising through group travel
- ★ Flags & banners
- ★ Plaques & trophies
- ★ Jar & breakopen tickets

**ALL STAR BINGO INC.** Dept. E-8  
P.O. Box 2816, Clearwater, Fla. 33517

## 1000 GOLD STRIPE ZIP CODE LABELS 75¢



### FREE LOVELY GIFT BOX

1000 Gold Stripe, 2 Color, gummed, padded Labels, printed with ANY name, address & Zip Code, 75¢ + 10¢ pstg. & hdg., or 85¢ in all. Or, 3 sets, all the same or each set different, only \$2.40 ppd. Fund raisers write for quantity prices.

Money Back Guarantee. FREE GIFT BOX! Pls. allow up to 6 wks. for delivery.

LABEL CENTER Dept. L-531  
808 Washington St. Louis, Mo. 63101

## Make Rubber Stamps for BIG PAY



Need more money? Earn \$60-\$76 a week, spare time, at home making rubber stamps for offices, factories, individuals. Hundreds of uses. Hundreds of prospects—everywhere. Right in your own community. Turn out special stamps for names, addresses, notices, prices, etc., in minutes with table-top machine. We furnish everything and help finance you, at less than bank rates. Write for free facts. No salesman will call.

Rubber Stamp Div., 1512 Jarvis, Dpt. R-24-GJ, Chicago, 60626

## NEW NUCLEAR THREAT

(Continued from page 12)

hydrogen. The advantage of fusion, if a breakthrough can be achieved, is that it will provide a virtually unlimited amount of energy. The hydrogen could come from the oceans and a fusion reactor would not create weapons grade materials.

President Carter, who had training as a nuclear engineer and worked on nuclear submarines, is acutely aware of the potentials and the dangers involved in the uses of nuclear energy. He believes that dependence on nuclear power should be kept to minimum. Carter has put forth a three step proposal for limiting the risks of using nuclear energy.

First, he would like to see a world energy conference sponsored by the U.N. "to help all nations cope with common energy problems."

Second, he has called for more in-

ternational agreements to limit the spread of nuclear weapons.

Third, Carter would like to see more international action to make the spread of peaceful nuclear power less dangerous. Included in this would be the banning of the sale of nuclear reprocessing centers which, in his words, "can only spread nuclear explosives around the world."

Ultimately, further technology will have to be a part of the solution to the nuclear dilemma. Successful solar energy research may lead to the further use of the sun to meet the world's energy needs. Solar power is already being used to heat buildings and hot water. Scientists are seriously exploring the possibility of launching solar generating systems into space and then relaying electric power to earth with lasers or microwaves. Large generators could be built as part of the space shuttle program. ■

## It's Your Business

(Continued from page 5)

"Perhaps a cabinet position is what we need but we would be taking more chances on the government to really make it effective. For example, it wouldn't be valuable to me if the President appointed one of his cronies—cabinet positions usually go to presidential friends or friends of friends who never sold \$1 worth of anything, to help with my problem."

Doyle replies that small business people must stop looking merely at today and tomorrow and think about a future within a governmental system that is changing. It's a system that definitely won't return to yesterday. Actually, a positive, aggressive strategy on the part of the government is necessary if small business is to survive, he claims. "Achieving the solution to its situation will involve some revision of existing enclaves and that will be another problem . . ."

From Prof. Doyle's point of view, consequently, a cabinet position for small business is virtually the only way left to provide a vast array of proprietors with an effective voice in federal decision-making and week to week contact with the White House. Yet those whose business is small business still have reservations. Some are suspicious of bigness, an endless list of agencies and inefficient bureaucrats who, they fear, might create as many problems with a new department as long-standing difficulties still being tossed from agency to agency.

You can't really blame the businessman, either. He's had his fill of theories, promises, hassles, correspondence and regulation after regulation. Disillusionment has turned to skepticism.

### Should there be a Department for Small Business, then?

I believe it can be seriously considered if the following issues are dealt with:

- ▶ The disenchantment that appears to exist among a number of proprietors about government participation. With some, it's deep-rooted and can only be resolved by a well-planned educational program to logically show that such a unified department and high level officer will actually help them individually.
- ▶ That the selection of the secretary for small business would actually come from the ranks of active small proprietorship; someone with a wealth of small business experience and enough government background to know how to go about dealing with the bureaucracy from within.
- ▶ A practical definition of what constitutes small business today. There are too many descriptions and too much guesswork as to what is and what isn't a small business.
- ▶ An elimination of agencies and regulatory bodies in other departments whose task has been to monitor and restrict small business for punitive reasons.
- ▶ Finally, the creation of a department in the field as well as Washington which serves regions of the country with experienced or retired business persons to expedite a constant flow of two-way communication between the proprietor in his shop and the department, Congress and the White House.

What do you think?

Address your questions and comments to John C. Behrens, c/o The Elks Magazine, 425 Diversey Parkway, Chicago, Illinois, 60614. ■

## Obituaries

**PAST DISTRICT DEPUTY** Jack E. Carver of Delray Beach, FL, Lodge died recently. In 1960-1961 Brother Carver was named District Deputy Grand Exalted Ruler for the Southeast District.

**PAST DISTRICT DEPUTY** Chester A. Eaton of Myrtle Creek, OR, Lodge died May 8, 1977. Brother Eaton was appointed District Deputy Grand Exalted Ruler for the South District in 1969-1970.



## Job Boredom: Nation's No.1 Killer

(Continued from page 9)

increased and turnover was practically eliminated. Syntex Corp. allowed two groups of its salesmen to set their own work standards and quotas. Sales increased 116 percent and 20 percent respectively over groups of salesmen who were not given that freedom.

**Let workers see the end product.** Chrysler has sent employes from supply plants to assembly plants so they can see where their parts fit into the finished product. The company has also put assembly-line workers into inspection jobs for one-week stints.

**Let workers set their own hours.** In West Germany, some 3500 firms have adopted "sliding time." Company doors are open from 7 am until 7 pm and factory or office workers can come in any time they like, provided that they are around for "core time," from 10 am to 3 pm, and they put in a 40-hour week. Productivity is up, staff turnover is down, and absenteeism has fallen as much as 20 percent.

**Treat workers like adults.** A few firms are attempting to give workers more status and responsibility. For example, in its Topeka, Kansas, plant General Foods has eliminated reserved parking spaces for executives, banished time clocks, made office size dependent not on rank but on need, abandoned the posting of inplant behavior rules and put the same carpeting in workers' locker rooms as in executives' offices.

"Workers want control over their destiny," says Professor R. W. Revans, a former manpower chief for the British coal board and now an industrial adviser in Brussels.

The sentiments of European workers were indicated in an episode in the Netherlands. A thick chalkline was drawn across a corner of a Unilever Corporation factory and workers forbade entry to all who could not give a satisfactory explanation of their mission. When an electrician came to put in a new light bulb, the workers said they were perfectly capable of doing this job themselves and took the bulb from him.

Progress is being made, slowly but surely, to prevent job boredom. Some "with it" corporations have their top executives study the emotional needs of workers. For example, three times a year, the Menninger Foundation, the mecca of psychiatry in the country, conducts a week-long seminar for executives entitled "Toward Understanding Men."

The idea is to reach the people who can influence thousands of other lives and thereby do the greatest good. The executives are exposed to an intensive grounding in psychology by top men

in the field. Men who spend their working lives with profit and loss figures, construction, design and executive recruitment—or the thousands of other tasks that make up the business world—suddenly are exposed to Freud, motivation, id, ego and superego. It's a step in the right direction.

Professor Wickham Skinner of the Harvard Business School claims the potential of the work ethic as a positive force in American industry is extremely great.

"We simply have to remove the roadblocks stopping individuals from gaining satisfaction on the job," he says. "The work ethic is just waiting to be refound."

As philosopher Albert Camus once

wrote: "Without work all life goes rotten. But when work is soulless, life stifles and dies."

Donald M. Morrison, in an essay in *Time* magazine on whether the work ethic is going out of style, summed up his sentiments in these words: "It will be a long while, if ever, before men figure out ways to make the work of, say, a punch-press operator or a file clerk soul-enriching. While waiting for that millennium—which may require entirely new forms of work—bosses who expect loyalty from their employes should try to satisfy their demands for more freedom, more feeling of participation and personal responsibility, and more sense of accomplishment on the job." ■

# There's a "Gold Mine" Right Where You Live!

Look in the parking lot where your wife does her grocery shopping. Examine the parking areas in your local airport—the nearby shopping centers, school yards. Every public parking lot is filled with cans, papers, cigarette butts, and litter of all kinds.

Can you imagine how much it's worth to clean up that mess? \$10,000, \$25,000, \$50,000 a year? If you guessed \$50,000 you might be low. Full-time parking lot maintenance can be worth more than \$50,000 a year. Part-time parking lot maintenance can be worth more than \$15,000 a year.



You can get in on this untapped bonanza—there's an opportunity for your whole family on a full or part-time basis. If you're fed up, and want to have a business of your own. You can become your own boss—you can find the "Gold Mine" right where you live.

We do not sell Franchises and we have no fees. We have created a cleaning system using the most versatile and economic equipment available (financing easily available). We will train you to use it, teach you how to get business, show you how to bid for jobs and gain financial independence.

**Send no money! Just let us know if you are sincerely interested in being your own boss! Fill out the coupon and mail it today!**



Supervac®  
By Schwarze Industries, Inc.  
Route 3 Box 12 Jordan Lane North  
Huntsville, AL 35806

Gentlemen:

I want to learn all about the "Gold Mine" where I live. Please send me all the information about Parking Lot Maintenance. I understand no salesman will call.

Print Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

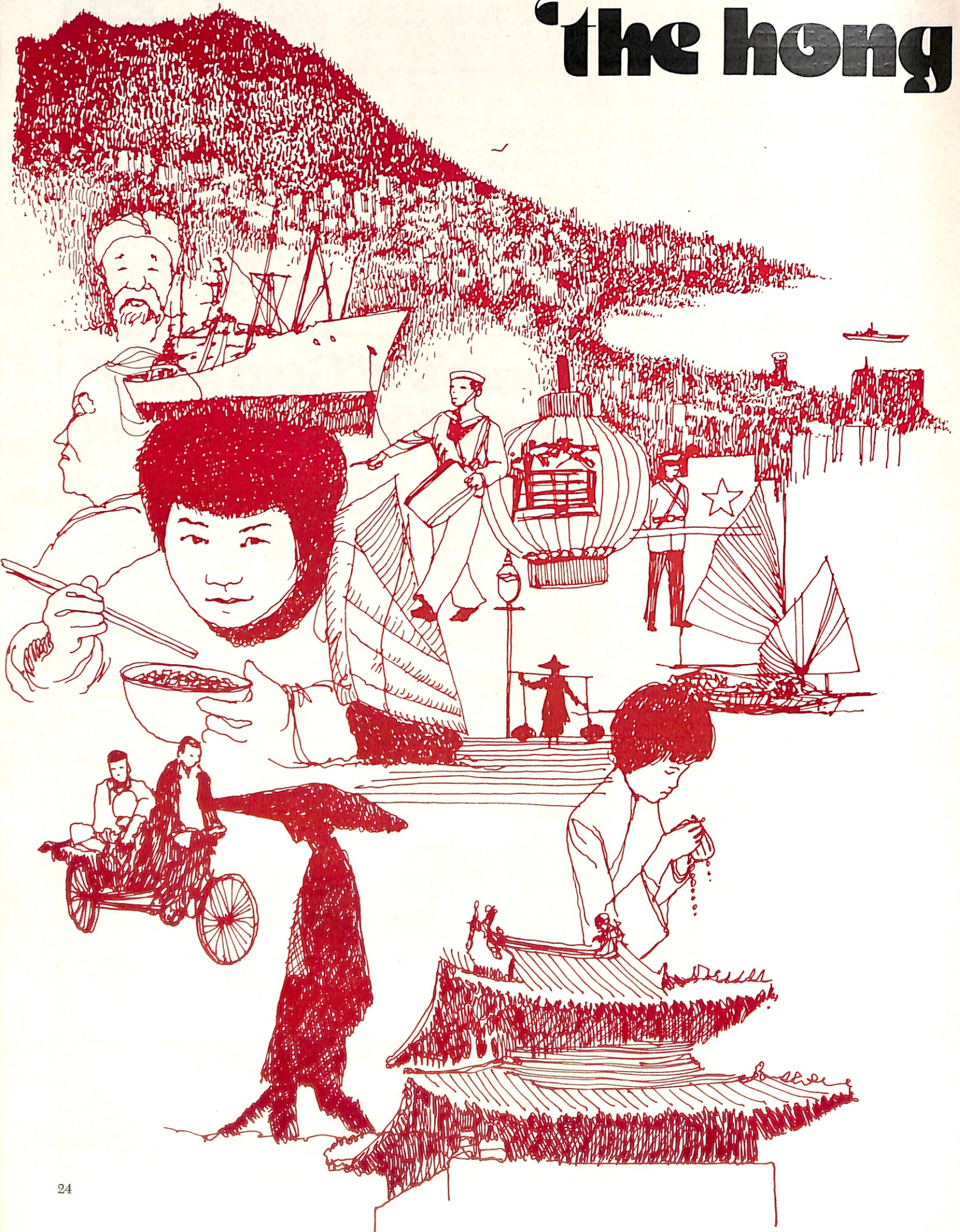
Zip \_\_\_\_\_

©1977, Schwarze Ind., Inc.

E 87



# 'the hong





# Hong Kong Exception

by Jerry Hulse

In a year of continuing inflation, with the price of travel on the rise, the package tour to Hong Kong is a remarkable exception. Hong Kong has caught the imagination of the travel industry and the price war is on. One bargain is a \$700 package (West Coast departure) that includes air fare, hotel for two weeks, daily continental breakfasts, tips and transfers. Another operator is featuring a \$749 off-season package highlighting such extras as champagne breakfasts, cocktail parties and an authentic Chinese feast. And for those seeking only transportation, the flight can be booked for under \$500.

It is for this do-it-yourself tripper that I've been out scouting Hong Kong's economical hotels. While not in the same category with the Hiltons and the Mandarins, nevertheless they're friendly, clean and economical.

At the rock-bottom bottom of the list is the Luk Kwok at 67 Gloucester Road where a single starts at \$11 a day and doubles are available for \$15. Each of the 102 rooms contains a refrigerator, a color TV and a push-button console which operates the lights. Across the bay on the Kowloon side, 84 rooms are up for grabs at the equally inexpensive August Moon at 25 Kimberley Road, which is a block off Nathan Road and four blocks from the waterfront. While the name is far more romantic than the hotel, the rates make it a popular choice for vacationers on a budget. Singles at the August Moon start at \$14 a day and doubles at \$19. "Your home away from home," says the sign on the reception desk.

Among Hong Kong's inexpensive gems is the Empress, which is operated by the Peninsula Group at 17-19 Chatham Road. Facing Victoria Harbour, it offers views of sampans, steamers and the lights of Hong Kong itself. The tariff at the Empress starts at \$16 single and \$20 double. Figure on between \$6 and \$10 extra for a harbor view. A full American breakfast costs the guest under \$3, lunch is available for less than \$4 and the buffet dinner comes to around \$6. There is no better bargain in all of Hong Kong.

For the visitor desiring to escape the frenzy of Kowloon, try the Carlton Hotel on a hillside 4½ miles north of the waterfront in the direction of the New Territories. Overlooking Hong Kong at an elevation of 2,000 feet, it

offers a dazzling view of the harbor, the jets landing at Kai Tek Airport and the nightly spectacle of Hong Kong's water-to-peak string of lights. Ian Fleming once remarked, "Dinner at the Carlton unfolds one of the world's most memorable panoramas." Its 46 rooms start at \$17 single and \$21 double. Two- and three-bedroom suites bring \$36 to \$54 a day. More of a resort than a hotel, the Carlton provides a veranda, a swimming pool and lush gardens that flow over the hillside. For those wishing to shop, bus service on the hour is provided to the arcades of Kowloon. (A word of advice: ask for a room away from noisy Tai Po Road.)

Meanwhile, nearby Macao still attracts daily boatloads of Hong Kong's visitors. Once the seamiest spot in the Orient, today it appears as sleepy as some remote Mexican village during the siesta hour, a place of narrow crooked streets and pastel-colored buildings and white-shuttered windows, a European-Oriental city that rises like a transplant from the sunny Mediterranean. Macao is an anachronism: old and ugly and beautiful, its narrow cobblestone streets running past ancient temples and crawling over hills with glimpses of mainland China.

As the oldest European settlement in the Orient, Portuguese Macao displays Old World charm in a number of small shelters, mainly the Pousada de Macao, the Bela Vista and the Caravela. For the traveler who seeks simplicity rather than the chromium-plated glitter of Macao's modern hotels, these establishments will prove a joy, with one exception: Avoid them during the chill of winter. Without central heat, the guest has only one choice: Leap into bed and bundle. The smallest of the group is the Pousada de Macao, a 100-year-old colonial gem of only four rooms, each bid at \$14 a night double (plus 15 percent tax). In addition, Pousada de Macao possesses one of the settlement's finest dining rooms, the specialty being spicy African chicken served with vinho verde, the delicious Portuguese wine. Another century-old mansion, the Bela Vista, occupies a hilltop position with a superb view of offshore islands and the muddy estuary of China's Pearl River. Fans spin in high, old-fashioned ceilings, the 25 rooms up for bid at \$11 a night single and \$15 double.

For romantics a third choice is the quiet, rose-pink Caravela whose white-shuttered windows frame the Pearl River while lights beam back from mainland China. Rates for the Caravela's rooms—19 with bath—start at \$9 a night single and \$16 double, with suites available from \$20 to \$28 a day. You'll recognize the Caravela by two ancient rickshas at the door, paint peeling, green canvas roofs faded by the hot Asian sun.

Years ago Macao's crowds packed the old Central Hotel. It was here, too, that William Holden joined Jennifer Jones in "A Many Splendored Thing" and, as I recall, there was another scene from Ernest Gann's "Soldier of Fortune." In its glory the old Central rated more sin, room for room, than any hotel in Asia. Sinister figures always seemed to be slipping through its lobbies while dark-haired Eurasian beauties peered from its doorways. And always there was the pungent odor of opium drifting through its hallways. The old Central was sinfully exciting. I recall, too, the Villa Tai-Yap, the ramshackle old inn where I took up residence during my first encounter with Macao. Unlike the Central it wasn't sinful. It wasn't even romantic. Rather, it was a nightmare. The beds sagged, the floors were bare and the shower was so cold it nearly froze the blood. That was 15 years ago when the Tai-Yap was considered first class, which gives you an idea of





## 'The hong kong exception'

the sort of accommodations that were available in those days.

Well, it's all changed, of course. Macao has its new hotels that are anti-septically modern, and none is particularly sinister. The newest is the Sintra. With 260 rooms, central heating and air conditioning, TV and telephones, cocktail lounges and a 24-hour coffee shop, it is disappointingly un-Oriental and sadly lacking in Portuguese atmosphere. And then, of course, there's the Lisboa, which is fussier than the Fontainebleau, as lavish as Las Vegas, a Portuguese-Chinese palace etched in gold and crawling with high rollers. Built at a cost of \$20 million, it contains 600 rooms, nearly a dozen restaurants, shopping arcades and a couple of casinos with action 24 hours a day, 365 days a year.

Like Las Vegas, there's never a holiday. Instead of Scotch or bourbon, dolls in flesh-fitting cheongsams slip hot tea to Chinese gamblers intent on games of blackjack, roulette, craps, fan tan, sik po and paikau. Upstairs in a VIP gaming room, high rollers lose up to \$100,000 in a single turn of the dice. During intermission they take their fill of steaks in the Grill Room, tempura in the Furusato restaurant and shark's fin soup and lemon chicken in the Lisboa Room. Counters in the shopping

arcade groan with gold, jade and ivory. It makes no difference that you've lost your last dime in the casino; signs displayed throughout the hotel welcome American Express, BankAmericard, Diners Club and American and Japanese travelers checks. Rates at the Lisboa start at \$14 single a day and \$19 double, with top-floor suites available at \$100 a night for two bedrooms, a living room, three baths, his and her TV sets and valet service around the clock.

High rollers as well as nickel-and-dime gamblers crowd other gaming rooms aboard the Macao Palace, a floating casino the locals refer to as the Pirate Ship. It takes little imagination to figure out why. TV cameras peer from an ornate, pagoda-style roof, and those not wishing to be seen by other gamblers lower their bets in wicker baskets from upper decks. Macao is to Hong Kong what Las Vegas is to the U.S., only far closer. Jetfoils make the 40-mile trip in just under an hour, hydrofoils splash across the muddy Pearl River estuary in one hour, 15 minutes, and colorful ferries do the cruise in 2½ hours (although friends of mine were delayed four hours when the engine on their ferry sputtered and died midway downriver).

Hong Kong and Macao travel agents are selling two- and four-night week-day packages for \$55 and \$79 respectively, including transportation from

Hong Kong, double-occupancy room, breakfast, lunch and sightseeing. While generally relaxful weekdays, Macao is maddening on weekends. Up to 20,000 Chinese ride the jetfoils and hydrofoils down from Hong Kong. Chinese New Year's is even worse. Hotels overflow. Rooms are sought in pousadas and small inns, and even private homes. Roulette wheels spin constantly and slots—they're called "hungry tigers" here—gulp coins voraciously. To make room for its crowds, Macao built a slick bridge from the mainland to a couple of offshore islands, Taipa and Coloane. Plans are under way for a 600-room hotel on Taipa to be surrounded by gardens, tennis courts and swimming pools. Other developers have in mind a rash of new guest rooms on Coloane, along with a golf course, riding stables and a huge convention auditorium. Fleets of double-decker British buses carry visitors to island beaches, to the ruins of St. Paul's, the Monte Fortress, Sun Yat-sen's former home and Ma Kok Miu Temple, with its incense smoke and burning joss sticks. Crowds of Chinese, Indonesians, Japanese, Filipinos and Americans stroll through Lou Lim Ieoc, the classic, Peking-style garden with its bamboo groves and fish ponds and pavilions for moon watching. Others visit the border, staring across the brief no-man's land toward Chinese guards who patrol their side.

## ELKS NATIONAL SERVICE COMMISSION

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



Cigarette coupons collected by Whitehall, NY, Vets Chm. Floyd Pickett (left) from area stores were redeemed for a 19-inch television set, razors, and radios for patients at the Albany VA Hospital. Helping Brother Pickett count the coupons was Mike Khoury, who came up with the idea for the project.



Among the gifts donated by the Hanover, PA, Elks to the Lebanon VA Hospital were two television sets. Participating in the presentation were (from left) PDD Russell Mummert, Abraham Chapman, John Smith, State Vets Committeeman Harold Templin, PDD George Swartz, Hanover Vets Chm. and Chap. Robert Lehman, Treas. Charles Cromer, then-DDGER Lloyd Yost Jr., and then-ER Harry Niehoff Jr.



The Elks of Jupiter, FL, remembered the veterans at the VA Hospital in Miami with a 19-inch color television set. On behalf of the patients, Mr. C. Fragola (center) thanked Vets Chm. Nelson Day (right) and Co-Chm. Edward Jerger, who made the delivery.



While the Portuguese remain in Macao, their troops are gone—along with much of the old intrigue.

Finally, for the visitor wishing to see the old China but who's unable to get a visa, the island of Cheung Chau is only 60 minutes by boat from the hustle of Hong Kong. Although belonging to the British colony, it rises up like old China itself.

Pressed ducks hang from tattered awnings and noodle vendors weave their way through a maze of narrow, twisting alleys, chanting to housewives who peer from the shadows of ancient structures. Only a mile square, the island is remindful of mainland China itself, sunk in the South China Sea 10 miles southwest of Hong Kong.

Supported primarily by fishermen, Cheung Chau faces a miniature harbor choked with sampans, walla wallas and junks. Standing on the deck of his boat, Ho Wai Fong looks off into the sunset, giving thanks to the gods who fill the sea with fish and his bowl with rice. Soon he will sail into the darkening waters, lanterns lit for nighttime fishing. While Ho Wai Fong is away, his wife will pray at Pak Tai Temple, lighting joss sticks as an offering for his safe return. Pak Tai, islanders say, is the patron deity of Cheung Chau's first fisherman. Plague that struck the island was suppressed, they insist, by placing an image of their deity in the temple. Later when a storm swept the island, superstitious villagers attributed the disaster to the influence of evil spirits, the ghosts of fishermen murdered a century earlier by a band of pirates. The pirates fled but they say the spirits remain.

Because of evils past, an annual ceremony is conducted to appease the gods who appease the spirits. During the fourth moon of the Chinese lunar calendar everybody—small fry and grown-ups alike—takes part in a three-day frolic billed as the Bun Festival. At the same time the entire island goes on a vegetarian diet. The cats are especially grateful; while the action continues they're safe from the pot. This goes for Cheung Chau's dogs, too. Meat is wiped entirely from the menu. During the festival Cheung Chau presents its answer to the Pasadena Tournament of Roses. Only instead of flowers, floats are covered with bakery buns. There's even a bun queen followed by a procession of paper tigers and dragons. Youngsters gussied up in ancient Chinese costumes do their acts as well, riding floats, walking on stilts and waving to proud mamas and papas lining the route. At the same time, towers of bakery buns 60 feet high are paraded through the streets to appease both ghosts and gods. Finally, precisely at midnight on the final day of the festival,

thousands of islanders scramble up the towers to grab off the buns as a token of good luck. The higher the bun the better the luck. (It takes no genius to figure out that at 60 feet if some poor bloke takes a tumble, likely he'll end up a ghost himself.) Held ordinarily in June, the ceremony attracts huge crowds from Hong Kong.

Meanwhile, journeys to the island are conducted daily throughout the year by Watertours of Hong Kong. Passage over and back in one of Watertours' ornate junks, complete with beer and soft drinks, come to \$10 a head. Or if you prefer to skip the frills you can board one of the nifty triple-decker public ferries sailing to Cheung Chau for 80 cents round trip from the Outlying Islands Ferry Pier in Central Hong Kong. Weekends you will pay about half a buck more. Beer, soft drinks and hot dogs are served up in a snazzy snack bar in the first-class section while the ferry drifts past dozens of islands.

Other ferries call at Lantau, an island 4 miles northwest of Cheung Chau on the Pearl River Estuary. Twice the size of Hong Kong, Lantau supports barely 20,000 persons, mainly fishermen in the market town of Tai O. Friendly Tours of Hong Kong does an 8½-hour island-hopping swing calling at Cheung Chau and little Peng Chau as well as

Lantau, all for \$13 (U.S.) which includes lunch, light refreshments and pickup at your hotel.

Meanwhile, back in Hong Kong, Watertours runs other nifty cruises, one of which follows the traditional route to Canton by junk through Victoria Harbour and northwest past the islands of Tang Lung Chau, Lantau and Ma Wan to Castle Peak. It returns along the New Territories shoreline past Pearl Island, Tsing Yi and Stonecutters Island. Other cruises take in Aberdeen, the fishing village of Lei-U-Mun and Typhoon Shelter, weaving among junks, sampans, walla wallas, ferries, tugs, warships and freighters. Terri Olsson, the Big Mama of Watertours, pays special praise to her "Romantic Evening Cruise," a two-hour sail to Aberdeen priced at \$13. The tab includes fine drinks, soft breezes and soothing melodies.

Here are the addresses of the various tour operators: Hong Kong Watertours, 905 Star House, Kowloon, Hong Kong; Friendly International Tours Ltd., G.P.O. Box 5385, Hong Kong; Hong Kong Lantau Peak Travel Co., 8-14 Connaught Road West, 17th Floor, Hong Kong; Ned Kelly's Last Stand, 11A Ashley Road, Kowloon, Hong Kong. (To reach the public ferry, go to the Outlying District's Ferry Pier on Hong Kong Island.)

## Electronic Ceiling Projector Clock



**Projects the Time on your Ceiling**

Invisible electronic beam projects the time in big, easy to read numerals.



**See the time at a glance—  
from anywhere in the room**

At last someone has invented an alarm clock that clearly shows the time in the dark! This new electronic clock projects the correct time on your ceiling in big, 3 inch digital numerals. Time projector feature will run continuously, or you can switch it off and tell the time from the conventional dial face. Wakes you up with a firm but gentle alarm. Measures 3" X 6" X 6½" high.

**MADE IN U.S.A.**

- INVISIBLE BEAM HAS NO GLARE TO KEEP YOU AWAKE
- CORRECT TIME IS PROJECTED CONTINUOUSLY ON CEILING—OR CAN BE SWITCHED OFF
- PLEASANT BUT FIRM ALARM BUZZER

**\$19<sup>95</sup>**

A division of Robert Kahn Enterprises, Inc.  
ELECTRONICS INTERNATIONAL  
210 SOUTH DESPLAINES STREET, CHICAGO, ILLINOIS 60606

**MONEY BACK GUARANTEE!**  
ELECTRONICS INTERNATIONAL Dept. CHD-46  
210 South Desplaines St. Chicago, Illinois 60606  
 Please rush on money-back guarantee. Electronic Projector Clocks at \$19.95 each, plus \$2 postage and handling.  
 I enclose \$\_\_\_\_\_  Send C.O.D. I enclose \$2 deposit (Ill. residents please add 5% sales tax)

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_

**YOU MAY CHARGE YOUR ORDER**  
 M Charge  BankAmericard  American Exp  
Acct. No. \_\_\_\_\_ Good Thru \_\_\_\_\_  
Interbank No. (Find above your name) \_\_\_\_\_  
Signature \_\_\_\_\_



# NEWS OF THE STATE ASSOCIATIONS



THE HILTON INN in Memphis was the scene of meetings, contests, banquets, and dances during the March 31-April 2 gathering of the Tennessee Elks. Then-GER George and Ruth Klein, PGER Edward and Maggie McCabe, Grand In. Gd. James Fesmire, PSP Ted and Mrs. Callicott, and PSP Bill Stanfill were among the approximately 600 people in attendance.

Kingsport Lodge was again judged the ritualistic champion for the state. Bristol Lodge came in second, with Paris Lodge ranking third. Three members of the Kingsport team were named to the all-state team. Co-winners of the Eleven O'Clock Toast Contest were Bristol ER Bill Stump and Kingsport ER Bob Patterson.

Per capita contributions of \$5.75 from the Fayetteville Elks to the National Foundation earned the lodge the Hugh Hicks Award. Nashville Lodge's donation of \$1,910 to the state's Benevolent Trust was the largest amount of money given by a single lodge. On a per capita basis, Kingston Lodge took the honors.

Cecil White of Bristol Lodge, Ross Reed of Greeneville, and Clay Jared of Fayetteville were named to the Elk Hall of Fame. The Brothers were awarded trophies to commemorate their distinction. Elk of the Year from the Upper East District was Harvey Anderson of Elizabethton Lodge, while David Arnold of Fayetteville represented the Middle District in receiving that same honor.

The Trustees of the National Foundation this year announced 29 scholarships ranging from \$700 to \$1,000 and 30 allocated scholarships of \$600 each. Nursing students will benefit from 26 \$900 scholarships made available by the Tennessee Elks Benevolent Trust. One of the scholarships was a gift of the Elks' ladies of Nashville Lodge. During the convention, the Elks' ladies

organized statewide and elected their first president, Mrs. Lynn Thune of Nashville.

Directing the state association for 1977-78 is SP Harry Lester of Nashville Lodge. He will be assisted by President-Elect Paul Elliott, Knoxville; Vice Presidents Oscar Kitchens, Elizabethton; William Bush, Oak Ridge; Bryant Baugher, Lewisburg; Michael Baloga, Camden; Secy. Joe McCulloch, Nashville, and Treas. Clyde Webb, Athens.

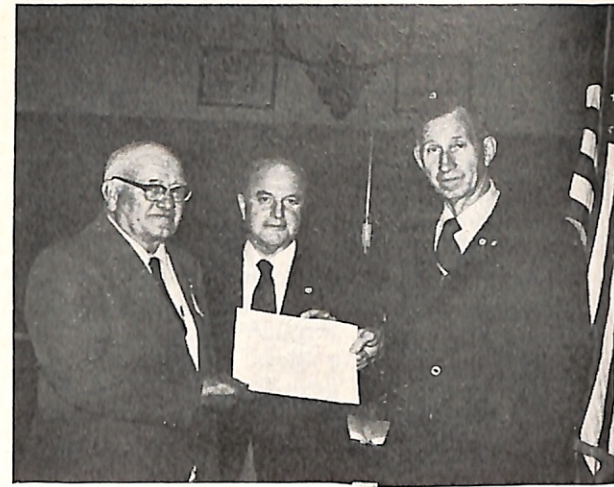
Fall and spring meetings of the Tennessee Elks are planned to be held at Trenton and Nashville, respectively.

PRESIDING at the 48th annual conclave of the New Mexico Elks Association was outgoing SP Ray Camp, who welcomed then-GER George Klein, the principal speaker, PGER Robert Boney, the state sponsor, PGER Francis Smith, and Colorado SP A. Wayne Patterson to the proceedings. Total attendance at the April 14-16 gathering in Albuquerque was recorded at 601.

SP Ike Alarid of Santa Fe Lodge heads the slate of newly elected state officers which includes Vice Presidents Greeley Myers, Las Cruces; Willis Claus, Albuquerque; Secy. Howard Nunez, Albuquerque, and Treas. E. H. Jahraus, also of Albuquerque.

GER Klein, PGERs Boney and Smith, and the state and local officers and their wives were the guests of Albuquerque Lodge at a special dinner. Santa Fe Lodge hosted a reception honoring the new state president, who is a lodge member, and Gallup Lodge staged its traditional luau. The social highlight for the ladies was a luncheon and style show with Betty Newlander of Albuquerque in charge.

In the ritualistic contest, Carlsbad Lodge took team honors with a score of 94.963. All-state ritualistic coach was PER Fred Bloss of Carlsbad, who



*The Wyoming Elks State Association saluted its outgoing president, Ed Young (left), with the gift of a National Foundation honorary founder's certificate, presented by PGER Robert Yothers (center) and Lusk Lodge Foundation Chm. Victor Heckman. Per capita donations of \$6.82 from members brought Lusk Lodge the award for the highest Foundation contribution in the state.*

also won the Flag Charge Contest. The Sportsmanship Trophy went to Alamogordo Lodge. For his work as State Ritualistic Chairman, Stuart Rucker of Gallup Lodge was chosen Elk of the Year.

The New Mexico Elks Association had its best year ever for the National Foundation, with over \$28,000 contributed. The State National Service Committee reported that over \$7,000 was collected in the Deer Hide Drive. Over \$105,000 for cerebral palsy was realized in the 1976-1977 major project fund drive, another record. The PGER Horace Wisely Traveling Trophy for largest net membership gain was awarded to Rio Rancho Lodge.

No dates were set for the October meeting of the state association to be held in Carlsbad, but the 1978 annual convention is scheduled for April 13-15 in Las Cruces.

NEARLY \$35,000 was collected for the Southern Eye Bank, the state major project, during the past year, it was reported at the April 22-24 meeting of the Louisiana Elks Association. A social hour, a banquet, and a dance entertained the 250 members and guests present for the annual convention hosted by Monroe Lodge. During the proceedings, the ritualistic trophy was presented to Baton Rouge Lodge's team.

Shreveport was chosen for next year's annual convention, which will take place April 6-8. The Louisiana Elks will convene in Baton Rouge November 5-7, 1977, for their fall meeting.

The new state officers received the congratulations of special guests PGER Willis McDonald, the state sponsor, and





A delegation of Elks and city officials including Mayor Harry Kinney, representatives of the Greater Albuquerque Chamber of Commerce, local ER Ken Littell, and incoming SP Ike Alarid extended a red carpet welcome to then-GER George Klein (second from right) and his wife Ruth, and PGERs Robert Boney (right) and Francis Smith (third from left) as they arrived in Albuquerque for the New Mexico Elks' convention.



Proudly displaying the Ohio ritualistic trophy were the members of Lima's winning team (seated, from left) Est. Loyal Kt. Don Prochnow, ER Ralph McClain, Est. Lead. Kt. Mike Schroeder, Est. Lect. Kt. Dave Warris, and (back row) Coach Howard Brinkman, Chap. Al Scrivner, In. Gd. Robert Buchanan, Esq. Bruce Plumb, and Coach Jim Shirey. Eight teams competed for the state title during the annual conclave in Columbus.

PGER William Wall. SP Ray Majure, Shreveport; President-Elect Fulton Mahan, Houma; Vice Presidents Fred DeJean, Opelousas; Darrel Walton, Baton Rouge; Treas. C. W. McGill, Slidell, and Secy. Ellis Ponthieux, Shreveport, were chosen to lead the state association for the coming year.

THE CIRCLEVILLE Elk Singers, under the direction of Terry Anderson, performed at the memorial service scheduled during the 79th annual convention of the Ohio Elks Association. Outgoing SP Floyd Shambaugh presided at the April 28-May 1 sessions in Columbus which attracted approximately 1,200 delegates and guests from 100 lodges throughout the state. Featured speakers for the convention proceedings were PGER E. Gene Fournace, the state sponsor, PGER Willis McDonald, and Ohio Attorney General William Brown.

Honored at a youth luncheon were 15 national scholarship winners who received awards of \$700 each, 16 additional state scholarship winners who were awarded \$600 each, and the state "Hoop Shoot" champions. The Ohio Elks had allotted more than \$128,000 during the year to foster youth activities.

On the roster of new state officials are SP Robert Kennedy, Dover; Vice Presidents James Ekelberry, Delaware; Richard Baker, Findlay; David Straight, Parma, and Secy. Paul Sedor, Salem.

HONORED GUESTS at the Iowa Elks Association meeting in Ottumwa were PGER Glenn Miller, the state sponsor, and Mrs. Miller. A total of 468 Elks and ladies were officially registered for the

May 6-8, 1977, event.

During the past fiscal year, the state Elks supported the Easter Seal Society of Iowa, which sponsors sales of products made by homebound people. Expenditures for this program totaled \$40,000.

Fairfield is the home lodge of incoming SP Robert Moore. Also on the slate of new officers are Vice President-Elect Darwin Hammer, Fort Dodge; Vice Presidents John Winger, Mason City; John Goldman, Sioux City; Larry Hart, Centerville; Claude Drake, Atlantic; Secy. Sanford Schmalz, Muscatine, and Treas. C. Tex Carter, Ames.

The Iowa Elks will reconvene in Des Moines on November 3-5, 1977, and will hold their annual meeting in Fort Dodge on May 5-7, 1978.

DOCTOR KENNETH SWAN, director of the University of Oregon Health Sciences Center, was named to the Oregon Hall of Fame during the yearly convention of the Oregon Elks which took place May 5-7 in Seaside. PGERs Frank Hise, the state sponsor, and Robert Pruitt were among the nearly 2,500 participants who witnessed the presentation of the Hall of Fame plaque to Dr. Swan.

The generosity of the state Elks was confirmed in their charitable contributions for the past year. Totals of \$39,784.88, \$19,179.01, and \$4,806.99 were recorded for the Elks Eye Clinic, the Meadowood Springs Speech Camp, and the Elks National Foundation, respectively.

Installed as State President for 1977-1978 was Salem Lodge's Ernie Zielinski. His fellow officers are Vice Presidents Bruce Reed, Beaverton; Dick Herndob-

ler, Ashland; Jack Sweek, Pendleton; Norman Polley, Ontario; Loyd Peterson, Florence; F. Braatz, Eugene; Don Stephens, Lake Oswego; Secy. Orville Mull, Keizer, and Treas. H. M. Randall, Salem.

Seaside will again be the site of the annual conclave next year. It will be held May 4-6.

FOUR-YEAR SCHOLARSHIPS of \$475 were received by Kori Graham and Angelo Kallas as part of the Wyoming Elks' state major project. The winners were announced during the April 29-May 1 convention of the Wyoming Elks State Association in Riverton. Also named were Most Valuable Student finalists Daniel Tomich, Christy Mercer, and Bryan Hassler, and alternates Monica Bertagnolli, Matthew Kelly, Susan Freeman, and Daniel Sanders.

Some 250 Elks and ladies, including PGER Robert and Dorothy Yothers and Montana VP Robert and Kay Greene, witnessed the election of the new state officers. Chosen were SP Gene Dunn, Laramie Lodge; Vice Presidents William Kupper, Sheridan; Lee Beezley, Cheyenne; Fred Houchens, Jackson, and Secy.-Treas. Jack Cash, Cody.

Lodges with the greatest membership gain on a percentage basis were recognized with the presentation of plaques. Tops in the South District was Riverton Lodge, which recorded a 15.22 percent increase, while Gillette Lodge led the North District with a 12.63 percent gain.

The Wyoming Elks will gather in Cheyenne September 9-11 for their 1977 fall meeting. January 20-22 were the dates chosen for the mid-winter meeting to be held in Gillette.



# DIGEST OF ANNUAL REPORTS



This digest consists of excerpts and summaries of the Annual Reports of the Grand Exalted Ruler, the Elks National Service Commission, the Elks National Foundation, the Elks National Memorial and Publication Commission, the Board of Grand Trustees, and the Grand Secretary.

George B. Klein



## Grand Exalted Ruler

The opportunity and privilege of serving our Order as Grand Exalted Ruler is one of the greatest honors that can come to any man. The year has been a most exciting and wonderful experience for Ruth and me as we traveled throughout America visiting State Associations and Subordinate Lodges. We have been able to see first hand those things that we had read and heard about, but not seen. The experiences have deepened our feeling that the Benevolent and Protective Order of Elks is truly the greatest of all fraternal organizations. The enthusiasm of the members and their lovely ladies has been most impressive. Through their activities they have brightened the image of Elkdom in their communities.

For many years I have enjoyed the friendship and guidance of my good friend and sponsor, Past Grand Exalted Ruler H. L. Blackledge. Through his good offices my name was placed before the Grand Lodge as a candidate for Grand Exalted Ruler and for this and all his other support I will be forever grateful.

Ruth and I have enjoyed the warm hospitality and friendliness that has been extended to us during our visitations. You have given us a year of memories that will forever be cherished.

Without the guidance of the members of the Advisory Committee, made up of the Past Grand Exalted Rulers of our Order, it would be impossible for the Grand Exalted Ruler to carry out the duties of the office. The willingness

with which these dedicated Elks give of their time and talents is a source of inspiration to all Elks. During the past year it has been my privilege to work with these men and visit in their areas. The respect accorded to them is well deserved and I say to them for the guidance and friendship given to me in the past and especially this year, a heartfelt thank you.

Having had the privilege of serving on the Board of Grand Trustees, I am well aware of the tremendous responsibility that rests with the Board members. As the general fiscal agent of the Order, the Board is charged with the preparation of the annual budget and supervision over all of the expenditures in connection therewith, control and investments of funds, and control of the Grand Lodge Pension Fund.

To Robert Grafton, Chairman of the Board, and all of his fellow Grand Trustees I give the thanks of all for their dedicated service to the Order during the past year.

In preparation for the office of Grand Exalted Ruler the Grand Secretary gives invaluable aid to the candidate and during the year in office many problems are met and solved in the office of the Grand Secretary. To my good friend, Homer Huhn, Jr., I offer my everlasting thanks for the job he has done as Grand Secretary. Every request for information or assistance has been promptly and efficiently handled. This year has seen additional duties assigned to the Grand Secretary; the Public Relations Department now operates under the direction of the Grand Secretary.

I also wish to express my appreciation to Paul Zimmer, Sol Solomon, Dorothy Morris, Keith Barrett, Stanley Kocur, Bob Sconce, and all of the other members of the staff for their dedicated service to the Order.

Much of the image of Elkdom, as projected in our communities, is based on our activities for Youth. The many

programs as carried out by Elks and their ladies represent not only great expenditures of money, but a contribution of countless hours of dedicated service to our young people—America's greatest asset.

This year over three million youngsters across the land participated in the "Hoop Shoot" contests on the Subordinate Lodge level, in State contests, regional contests, and the finals in Kansas City. The sixty finalists competed to determine the six best free throw shooters and were awarded appropriate trophies and, in addition, their names will be inscribed in the Naismith National Basketball Hall of Fame in Springfield, Massachusetts.

Again this year we have seen an increasing interest in the Business Practices Committee and the Officers Training Committee. Many times a Lodge in financial difficulty can get helpful advice from experienced business-oriented Elks. There are many Brothers willing to help and all that is needed is a request to the Business Practices Committee.

The emergence of Officer Training programs has been instrumental in preparing Officers to become the chief executive Officers of their Lodges. The lessons learned in these training courses will help insure a successful Lodge operation.

### Recommendations

1. If our Order is to continue its record of continual growth it is of utmost importance that we place continuing emphasis on the matter of lapsation. The loss of members, whether by non-payment of dues or absolute dimits is an indication of either poor indoctrination or failure to provide activities to keep the interest of the Brothers. If we are successful in keeping our Brothers involved in the activities of the Lodge, the lapsation problem will be diminished.
2. I urge that more stress be placed upon the matter of Officer training. The programs instituted in several of the states have proved to be highly successful, and contribute to the stability of a Lodge. It is important that the Officers know their duties in managing the affairs of the Lodge, and learn the importance of communication and knowledge of the Statutes governing the activities of the Subordinate Lodges within the Grand Lodge structure.
3. I recommend that on all levels, every effort be made to project the image of Elkdom through adequate public relations programs. Each Subordinate Lodge and State Association should have working publicity committees and the Director

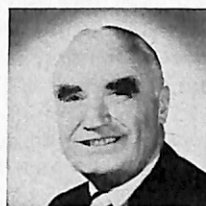


of Public Relations for the Grand Lodge should furnish as much assistance as possible.

4. I recommend that the business practices committees set up under the recommendation of the State Association Committee be staffed by capable men who can render assistance to Lodges that are in financial trouble. District Deputies should report to the State Association those Lodges that are experiencing difficulty and members of the Business Practices Committee should be assigned to assist them in solving their problems. It is becoming ever more difficult to manage the financial affairs of a Lodge, and too many Subordinate Lodges have proved incapable of managing their affairs without supervision from the Business Practices Committee.
5. I recommend the extended use of probation for Lodges that are in trouble financially, or in violation of Grand Lodge Statutes. The probation of these Lodges would require the notification of the members of the probation so that the concerned Elks in the Lodge can bring pressure to bear on the Officers to see that the problems are corrected. Notification of Lodge members can be accomplished by posting on bulletin boards, reading at Lodge meeting, and by mailing or printing in Lodge publications.
6. I recommend that the District Deputy's report be revised so that additional information is furnished to the Exalted Ruler and the Lodge, so that steps can be taken to comply with the recommendations of the District Deputy. The format of the present report does not now provide a written record for the guidance of the Subordinate Lodge.
7. State Associations should be strengthened and greater emphasis given to the important role such Associations have in our Order. It must be recognized that the Grand Lodge programs cannot be carried without the cooperation of these groups. The Grand Lodge State Associations Committee should continue to give emphasis to the programs carried out by the State Associations.
8. I believe it is highly important that the Grand Lodge Statutes be simplified and codified. Since most of the reference to the Statutes is by lay persons they must be written in such a manner that the intent of the law can be readily understood. At present there are conflicting opinions and decisions which make it extremely difficult to comply with our laws.

9. In line with the previous recommendations by PGER Gerald Strohm and PGER Willis C. McDonald, I would recommend that the State Associations and our Subordinate Lodges be aware of legislation in the various governing bodies of our government. It is not recommended that any partisan or political activity be pursued, but rather a protective policy to prevent the further erosion of our rights.
10. It is recommended that the possibility of association with other fraternal groups be explored to discuss mutual problems and probable solutions.

William J. Jernick  
Chairman



## Elks National Service Commission

Our long-standing and often repeated pledge never to forget hospitalized veterans has been faithfully kept by our dedicated hospital committees who welcome this necessary assistance from the lodges.

While we are proud of this record we know that what has been accomplished is not nearly so important as what we do in the future. The development of a sound relationship between hospital committees, lodges, District Deputies and State Associations is vital to continued progress. Too often in the past the responsibility of our "Mission of Mercy" to hospitalized veterans has been delegated to our hospital committees. Only with a spirit of cooperation by the lodges can the needs of the veteran patients be adequately met. In these days of ever-mounting costs the regular grants from this Commission to hospital committees are to be considered solely as "seed" money or "pump priming" funds for bare essentials. The intent is to provide a continuity of limited program planning and prevent interruption of our service. The need for "extras" for special occasions, holiday observances, and other programs always exists. They can be met only through help from all lodges. It is gratifying to report that this necessary help for the hospital committees is rapidly being recognized through an ever-growing concern by lodges, districts and State Associations. It must be understood that the distance of a veterans hospital from a lodge is not a valid excuse for non-participation in the project. A veteran

from a lodge's home community seeking treatment would have to apply to that distant hospital.

An objective for participation by all lodges is attainable. The realization of its accomplishment is in the willingness of the lodge leadership to assume some portion of the debt we owe to the now sick and disabled defenders of our flag.

Translating all of our high ideals and purposes into charitable deeds are our faithful and devoted Elks and their ladies who bring our message of encouragement and cheer into the hospitals. They are truly noble exemplars of Brotherly Love. Their compassionate fulfillment of the Elks pledge not to forget our veterans has greatly enhanced the esteem in which our Order is held. All Elks shine in the reflection of their great patriotic work. We are all profoundly grateful to each and every one of them.

Constant devotion to duty without occasional encouragement can often lead to loss of enthusiasm. Our Grand Exalted Ruler George B. Klein in his extensive travels throughout the country never missed an opportunity to seek out our committee workers for praise and commendation. For his many visits to Veterans Administration hospitals and the recognition and encouragement he extended to all, we offer our sincere thanks.

As always, Grand Secretary Homer Huhn, Jr. and his cooperative staff gave constant assistance in the many details of our program. We are most grateful.

Funds and a limited staff would not permit our rendering proper monthly reports directly to over 1,600,000 members of our Order. Thanks to the generosity of *The Elks Magazine* and the gracious cooperation of Publisher/General Manager John R. Ryan, valuable space is assigned each month to keep our membership informed of our work. We are greatly indebted to the skilled and talented writing of the Editorial staff who so cheerfully and willingly present our story month after month.

The measure of success in any Elk endeavor is due primarily to the interest and enthusiastic support of our Past Grand Exalted Rulers, Grand Lodge Officers and Committeemen, District Deputies and State Association officials. This support has always been given freely and in abundance. We wish to record our appreciation for this wonderful cooperation.

Our Order is particularly fortunate in that we have an abundance of sincere support from the very heart of Elkdom—the subordinate lodge officers and members, without whom no activity, however worthy, could ever succeed. With the establishment of a National Service Committee in each lodge, we are certain that as in many in-



stances in the past the cooperation will be freely given in time and deeds. We are also confident that the practice of augmenting the carefully budgeted hospital allocations by contributions from individuals, lodges and State Associations will continue. Herein lies the success we have enjoyed in the past year. With this cooperation the hope to have the Elks program the finest in the nation will be realized. Just as it is true that wars cannot be won without foot soldiers and the support of their families, so our war against sickness, disability and discouragement could not be won without the loyal service from the backbone of our Order, the subordinate Lodge and its members.

We are most grateful for the extensive coverage given to messages from this Commission to the lodges by the editors of all State Association and lodge bulletins. Their constant cooperation has meant much to the success we enjoyed last year.

The interesting and educational slide/tape report of the Commission's program, which was created by our Public Relations Department, is now being extensively used by lodges and State Associations. For this handling of the sets, which are always available at that office, and the cheerful willingness of its staff to assist us in every area, we are most appreciative.

The nationwide planning and specialized programming of the Commission's many diversified activities, together with the necessary coordination with the Veterans Administration and other government agencies, require competent and experienced administration. Thanks to Executive Director Brother Bryan J. McKeogh, his assistants, George M. "Bud" Hall, George Malekian and an efficient and faithful office staff we have again this year maintained the high standard of operation which has characterized the management of the affairs of the Commission through the years.

While our present efforts are focused on aid and comfort for hospitalized veterans, the Elks National Service Commission was created to be the Order's agency to implement any request of our national government for assistance in time of need. We have answered many calls for aid in the past and we are continuing with our assignment in the veterans hospitals. In these days of tension and threats against our American way of life, it is impossible to predict what responsibilities we will be asked to assume in the future. As America's leading patriotic fraternity, we pledge anew our willingness to cooperate and our ability to perform any duty that will contribute to the preservation of our beloved nation.

John L. Walker  
Chairman



## Elks National Foundation

Increased contributions, a conservative investment program, and sales of securities have resulted in another record year financially for the Elks National Foundation. The Foundation's annual report for the fiscal year April 1, 1976, through March 31, 1977, reveals contributions totaling \$2,486,922.01, bringing the 49-year cumulative figure to \$29,490,961.00 in donations. Sales during the year brought the cumulative gain on sales of securities to \$2,672,005.00.

During the 1976-1977 fiscal year the Foundation experienced its largest year of contributions in the history of the Foundation, an indication that the individual member is becoming apprised of the importance of the benevolent agency which has been created in our Order.

The following report of disbursements, made possible through the gifts of members and philanthropic-minded individuals outside our Order, contains no item of expense for administrative purposes. The Foundation emphasizes again that as the Order's principal benevolent trust, it makes no deduction from income to defray administrative costs which amounted to \$377,580.16 and were paid by Grand Lodge.

Disbursements from Foundation income in 1976-1977 totaled \$1,317,017.80 and were distributed in the following manner:

State Association Projects—\$310,000.00. Foundation Funds annually assist State Associations with established major projects and those being organized.

Scholarships Allocated to States—\$278,339.82. Scholarship awards to students nominated by State Association scholarship committee judges.

"Most Valuable Student" Awards—\$356,223.52. This program provided scholarship awards ranging from \$700.00 to \$3000.00 to outstanding students selected by State and National judges.

Emergency Educational Fund—\$288,954.46. This fund makes scholarship assistance available to the children of any Elk in good standing who lost

his life or has become totally incapacitated.

Youth Leadership Scholarship Awards distributed in the 1976-77 academic year totaled \$500.00 and represents the reserves held for students who had earned awards prior to the combining of the leadership with the scholarship program three years ago.

"Hoop Shoot" Free Throw Competition—\$80,000.00. The Foundation made this sum available to the Grand Lodge for its youth program recognizing boys and girls in younger age brackets.

T. L. Bear Fund (Grants for Vocational Training)—\$3000.00.

The annual report states that no part of the principal fund is distributed for any purposes; it is income earned through wise investment that perpetuates our charitable programs.

We invite our members to read the statistics of the Foundation's annual report, particularly those holding office and charged with leadership, and decide for themselves whether they and the areas under their Elks guidance are supporting the Elks National Foundation as generously as they should.

Robert Grafton  
Chairman



## Board of Grand Trustees

Following the close of the Grand Lodge Session and installation of Officers in Chicago, Illinois, July 8, 1976, the Board of Grand Trustees met, organized and elected Robert Grafton, Chairman; Leonard J. Bristol, Vice Chairman; Marvin M. Lewis, Approving Member; William H. Collisson, Secretary; H. Foster Sears, Home Member; Edward M. Schlieter, Pension Member; A. Lewis Heisey, Building Applications Member-East; and Frank Garland, Building Applications Member-West.

The Board held meetings during the year as follows: October, 1976, Elks National Home, Bedford, Virginia; February, 1977, San Antonio, Texas; May, 1977, Elks National Home, Bedford, Virginia; and beginning July 7, 1977, at the Fairmont Hotel, New Orleans, Louisiana. This last meeting will adjourn at the conclusion of this Grand Lodge Session.

By direction of the Grand Lodge in session in Chicago, Illinois, the Board procured and presented suitable testimonials to retiring Grand Exalted Ruler Willis C. McDonald; retiring Chairman



of the Board of Grand Trustees Alton J. Thompson and retiring Vice Chairman of the Board of Grand Trustees Kenneth V. Cantoli.

The Board reviewed the limits of the Fidelity Bond covering all Officers, Officials and employees of the Grand Lodge and considered these amounts to be adequate.

The Board reviewed the coverage and limits of insurance on the buildings and other property of the Elks National Home and its operations and they have been adjusted to conform with the best judgment of the Board.

The New England Merchants National Bank of Boston, Massachusetts, continues to act as investment counselor for the investments of the Grand Lodge.

The Board of Trustees has been concerned about having the Trust Funds provide, as near as possible, the annual requirement for pension payments. It has been determined that the services of a Financial Advisor should be used to provide the desired results and steps are being taken at this time to turn over the control for investments to such a firm. The Continental Illinois National Bank & Trust Company will continue to serve as custodian for the Pension Trust and will act as the paying agent for monthly pension payments.

From May 1, 1976 to May 1, 1977 the Board received and reviewed 323 applications from Subordinate Lodges requesting approval to purchase, sell, erect new buildings, make alterations or additions to existing buildings, purchase new furnishings, and to place mortgages upon their property. Authorization was granted by the Board and concurred in by the Grand Exalted Ruler for all of said applications in an amount totaling \$50,843,720.01.

Wade H. Kepner  
Chairman



## National Memorial and Publication Commission

In its report to the Grand Lodge Session of 1921, covering surveys made and consideration given, in connection with its authorized responsibilities, the National Headquarters Commission further recommended the following:

*"That the sum of \$2,500,000.00 be appropriated for the purpose of purchasing a site and constructing a National Headquarters Building. That in*

*addition thereto, the unexpended balance of the War Relief Fund remaining in the hands of the War Relief Commission be also applied to this said purpose. That an appropriate sum be raised by special levies against the Subordinate Lodges, proportionate to the respective membership from time to time as needed, not to exceed \$1.00 per capi'a in any calendar year."*

In that report there also appeared the following:

*"It will be remembered that more than 70,000 members of the Order of Elks were in the service of our Country during the World War.*

*"More than 1,000 of these Brothers made the last supreme sacrifice and laid down their lives in exemplifications of their fidelity to the obligation of loyal patriotism and devotion to country which they assumed at our altars."*

Thus was born the idea of the National Memorial Building—a war memorial conceived and executed in the mood of a spiritual victory and a bountiful peace that seemed eternal.

While the Building was originally dedicated in July, 1926, as a memorial to the Elks who served in World War I and particularly to those who made the supreme sacrifice in that conflict, 20 years later it was rededicated to include not only those members of the Order who served in World War I but also all members of the Order who served in World War II. Then, on July 4, 1976, an impressive rededication ceremony was held commemorating America's Bicentennial and the Golden Anniversary of the Elks National Memorial Building, recognizing those who served, and memorializing those who died, in the Korean and Vietnam conflicts.

In describing the Elks National Memorial it is difficult to avoid superlatives. The majesty of its architectural design, the beauty of its interior, its masterpieces of art, have led artists, poets, critics and laymen alike to acclaim its perfection and to accord it high place among the notable memorials of the world.

During the past year more than 65,000 people visited the Building. Since its erection total visitors number over 3,000,000. Expenses covering maintenance of the Building are paid from the earnings of *The Elks Magazine*.

There have been printed over the years six editions of Memorial Books. Copies of the latest edition, "The Story of Elkdom," are currently available at the price of \$3.50 per copy. The book not only reports the accomplishments of the Order, but presents in full color many of its beautiful murals and other artistic embellishments. Orders should be mailed direct to the office of Grand

Secretary of Elks, 2750 Lake View Avenue, Chicago, Illinois 60614.

The Fidelity Appraisal Company of Milwaukee, Wisconsin, in its report of April 29, 1977, has appraised the Memorial and Magazine Buildings at a replacement cost of \$14,683,000 and a sound value of \$10,230,000.

Appropriate insurance coverage is maintained at all times by the Commission.

### *The Elks Magazine*

"It is not to be a mere bulletin or calendar of events, but a vigorous, high class, literary and fraternal journal, of which contents will render it worthy of a place upon any library table." (From the salutatory which appeared in the June, 1922 issue.)

On May 31, 1977, there was concluded the 55th year of the publication of *The Elks Magazine*. During the year ended on that date there were printed 19,955,620 copies of the Magazine. Total pages in the 12 issues for the period being reported, including covers, amounted to 720—an average of 60 pages per copy.

*The Elks Magazine* was conceived and instituted to be entertaining, as well as instructive. Primarily its purpose is to place in the hands of each one of the more than 1,624,000 Elks comprising the Order a monthly volume of fraternal information that will insure recognition of the Order's beneficent power; a keen appreciation of its uplifting mission; a deeper pride of membership and a constant inspiration to the renewal of fraternal obligations and an incentive to greater fraternal activity.

The present members of the National Memorial and Publication Commission sincerely hope they have adhered consistently to the standards set by the founders of the Magazine.

Established for three purposes: to publish news of the Order's activities on local, state and Grand Lodge level; to provide articles and features, both interesting and informative, for its readers so as to encourage their interest; and to maintain the best production standards in the interest of its advertisers by providing them with a suitable medium in which to display their messages to full advantage, thereby obtaining revenue over and above subscription income, to defray costs and produce a surplus.

During the past year the Magazine has continued to strive for the highest standards in its articles and feature material. The editor, in reviewing approximately 3000 manuscripts per year, seeks material of most appeal to Elks and their families.

Emphasis in articles the past year continued to be on such areas of wide reader appeal as business, human inter-



est, medicine technology, sports, and current events. In the field of medicine, for example, the Magazine carried an article entitled, "CPR Saves Lives," which led to a number of Lodges organizing courses in cardiopulmonary resuscitation. A look at new developments in Hyperbaric Medicine inspired letters from across the country.



Homer Huhn, Jr.

## Grand Secretary

During the year ended March 31, 1977, our Subordinate Lodges added to their membership rolls 116,219 by initiation, 21,850 by dimit and 12,140 by reinstatement. In the same period 80,207 were dropped from the rolls for non-payment of dues, 283 expelled,

32,831 granted dimit and 23,325 lost by death. The total membership of the Order as of March 31, 1977 is 1,624,702, showing a net increase of 13,563. The total number of Lodges on March 31, 1977 is 2,214.

The Order continues to grow. Our gain in membership represents a normal, healthy growth comparable to that attained in the last few years. We are still plagued with the perennial problem of Lapsation but much improvement has been shown in this area due to the work being done by the Lapsation Committees of our Lodges. This problem demands the attention of Exalted Rulers, Secretaries and Committeemen, for it is only in the Subordinate Lodge that it can be solved. I urge the Exalted Rulers, Secretaries and Committeemen to analyze the membership tables contained in this report and endeavor in the coming year to improve upon this year's membership record, not only by adding to their rolls but by devoting an intensive effort to saving the delinquents.

The net assets of the Subordinate Lodges have reached the total of \$600,744,559, an increase of more than

\$39,738,716 over last year. The reports indicate that while some Lodges are experiencing financial difficulties many others are enjoying a healthy financial condition due to the establishing of good business practices.

The Lodges are annually increasing their contributions in Charitable, Welfare and Patriotic Work. This year \$14,257,597.00 was expended in these worthwhile endeavors.

Our record to date is truly impressive and we can and do aspire to greater things in the years ahead. As membership is the basic ingredient in the success of any of our endeavors, we must continue to introduce Elkdom into new communities in the form of new Lodges. We must, by increasing patriotic endeavors and community service, maintain and enhance the public image of all our Lodges, thus attracting new members and strengthening pride in membership which is so important a factor in keeping members off the delinquent rolls. Membership in its various phases—Procurement, Indoctrination and Lapsation should be of paramount concern to all.

## New Lodges

GRANTED DISPENSATION	NAME AND NUMBER OF LODGE	INSTITUTED
<b>Granted by Grand Exalted Ruler Willis C. McDonald</b>		
2-13-76	Poway, Cal., No. 2543	
2-23-76	Issaquah, Wash., No. 2546	5-8-76
5-24-76	Eatonton, Ga., No. 2549	6-19-76
6-9-76	Willingboro, N. J., No. 2550	
6-25-76	Ramsey, N. J., No. 2551	
<b>Granted by Grand Exalted Ruler George B. Klein</b>		
	Poway, Cal., No. 2543	9-25-76
	Willingboro, N. J., No. 2550	7-24-76
	Ramsey, N. J., No. 2551	10-17-76
7-13-76	Dallas Redbird, Texas, No. 2552	8-28-76
8-23-76	Sand Springs, Okla., No. 2553	9-25-76
10-8-76	Lexington, Ohio, No. 2554	11-6-76
10-12-76	Sayreville, N. J., No. 2555	2-27-77
1-21-77	Brunswick, N. Y., No. 2556	3-13-77
2-9-77	Lebanon, Mo., No. 2557	3-27-77
3-7-77	Okeechobee, Fla., No. 2558	5-1-77
3-8-77	Sun City, Ariz., No. 2559	5-14-77
4-29-77	Peninsula, Wash., No. 2560	
6-8-77	Summit County, Colo., No. 2561	

## Benevolent Activities

Below is a list of Charitable, Educational, Welfare and Patriotic activities in which Subordinate Lodges are engaged, together with the total monies expended for the same during the Lodge year from April 1, 1976 to March 31, 1977:

ACTIVITIES	AMOUNT
Relief of Members, Widows, Orphans, Dependents, Burials, etc.	\$ 886,954
Summer Outings, Camps and Health Resorts	596,136
Cerebral Palsy	1,933,221
Crippled Children	1,677,908
Medical Aid and Hospitals	774,813
Care of Needy Families, including Thanksgiving and Christmas Baskets	1,293,276
Elks National Foundation	1,069,857
Youth Work (except for scholarships, free textbooks, etc.)	2,387,730
Scholarships, Free Textbooks, etc.	910,370
Red Cross, Salvation Army, etc.	332,228
Veterans' Relief	497,319
Miscellaneous	1,268,634
Flag Day, Constitution Day, Fourth of July, etc.	629,151
<b>Total</b>	<b>\$14,257,597</b>

## Membership Gains And Losses By States

State	Gain	Loss
<b>Lodge Year Ended March 31, 1977</b>		
Alabama	15	
Alaska	491	
Arizona	193	
Arkansas	486	
California	1,717	
Canal Zone		
Colorado	441	
Connecticut	165	
Florida	1,129	
Georgia		
Guam		4
Hawaii	84	
Idaho	253	
Illinois	72	
Indiana	925	
Iowa	68	
Kansas		735
Kentucky	193	
Louisiana		38
Maine	360	
Maryland, Delaware and Dist. of Columbia	18	
Massachusetts	866	
Michigan	1,273	
Minnesota	283	
Mississippi		105
Missouri	625	
Montana	469	
Nebraska	200	
Nevada	185	
New Hampshire	236	
New Jersey	605	
New Mexico	163	
New York	552	
North Carolina		586
North Dakota	42	
Ohio	940	
Oklahoma	852	
Oregon	1,096	
Pennsylvania	158	
Philippine Is.		87
Puerto Rico		2
Rhode Island		166
South Carolina		74
South Dakota	323	
Tennessee		64
Texas		810
Utah	253	
Vermont	235	
Virginia		212
Washington	332	
West Virginia		438
Wisconsin	394	
Wyoming	561	
<b>TOTALS</b>	<b>17,253</b>	<b>3,690</b>
<b>NET GAIN</b>	<b>13,563</b>	

## Activities By States

The following table shows the amount expended in Charitable and Welfare work by each State and Special Jurisdiction, during the period from April 1, 1976 to March 31, 1977:

State	Amount	State	Amount
Alabama	\$ 142,513	Nebraska	163,091
Alaska	166,755	Nevada	70,747
Arizona	251,245	New Hampshire	80,718
Arkansas	58,128	New Jersey	1,158,975
California	1,941,136	New Mexico	215,753
Canal Zone	20,736	New York	920,670
Colorado	567,665	North Carolina	136,423
Connecticut	250,570	North Dakota	118,166
Florida	700,374	Ohio	350,073
Georgia	88,259	Oklahoma	196,537
Guam	15,792	Oregon	580,590
Hawaii	49,451	Pennsylvania	647,366
Idaho	182,538	Philippine Is.	19,259
Illinois	426,897	Puerto Rico	5,547
Indiana	304,850	Rhode Island	90,887
Iowa	121,440	South Carolina	94,425
Kansas	111,157	South Dakota	124,510
Kentucky	60,199	Tennessee	110,598
Louisiana	60,612	Texas	372,335
Maine	101,611	Utah	130,757
Md., etc.	237,689	Vermont	111,299
Massachusetts	821,252	Virginia	126,056
Michigan	410,349	Washington	535,389
Minnesota	134,876	West Virginia	92,817
Mississippi	36,306	Wisconsin	186,227
Missouri	175,374	Wyoming	57,834
Montana	122,774	<b>Total</b>	<b>\$14,257,597</b>

The foregoing Digest of Annual Reports was prepared by the Staff of *The Elks Magazine* from texts of the official reports involved. Each of the reports was published separately in its entirety. In addition, the Grand Exalted Ruler, the Grand Secretary, and the several Chairmen presented supplementary remarks at Grand Lodge Session held in New Orleans, Louisiana, July 10-14. These remarks appear in the printed Proceedings of the Grand Lodge Session.



# LODGE VISITS

GRAND EXALTED RULER  
**GEORGE B. KLEIN**



An awards banquet with GER George Klein as featured speaker was one of the highlights of a recent meeting of the Utah Elks hosted by Provo Lodge. Brigham City Lodge was named the state ritualistic winner during the affair.

◀ Southern hospitality with a Western accent was extended to GER George Klein (left) when he visited Kissimmee, FL, Lodge. Then-SP Charlie Pride (right), then-DDGER H. A. Durnell, and Brother Klein examined the banner which proclaimed the lodge's welcome.



Dalton, GA, Lodge was the scene of a state association meeting which was attended by several hundred Elks, including GER George Klein (center) and PGER Robert Pruitt (second from left). Discussing the new state major project with the special guests were (from left) Phil Bailey, meeting chairman, then-SP Matt Hitlin, and then-ER Bill Cook Jr. of Dalton Lodge.



Then-SP Earl Case and PSPs Charles McGinley, Fred Reno, James Ebersberger, Alex Brady, and Edward Brown were among the more than 1,000 Elks and ladies who heard the address of GER George Klein during a dinner-dance held in Monroeville under the sponsorship of Pennsylvania's Metropolitan District.



A trip to the Oaklawn Track during an official visit to Hot Springs, AR, Lodge provided GER George Klein (seventh from left) and his wife Ruth (sixth) with a chance to relax and "horse around." Along with State President Elect Maurice and Beverly Bell (third and second) and then-ER Paul and Barbara Clark (fifth and fourth), the Kleins discussed the track record of the horse "Gun Bows Music" with owners Caroline and Jim Manning and racetrack personnel.



# NEWS OF THE LODGES

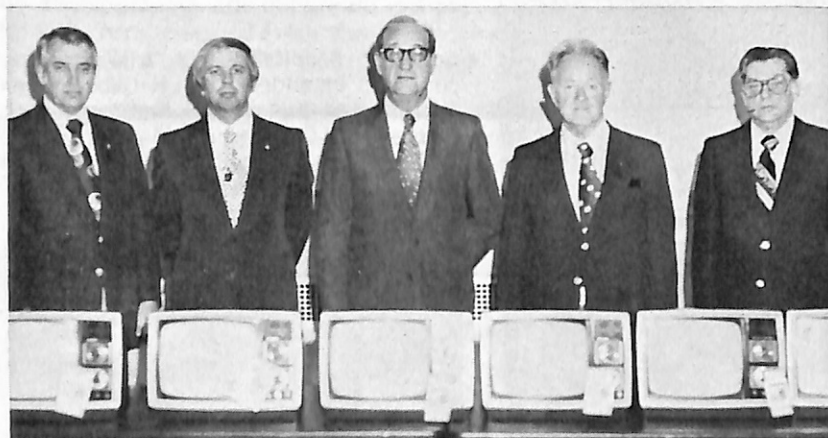
(Continued from page 21)



**SCHOLARSHIP** recipients Edward Kennedy (second from left) and Dorothy Evanik accepted \$100 U. S. Savings Bonds from Scholarship Chm. and PER Bart Hallingse (left) and then-ER George Millward. The youths were winners in Hillside, NJ, Lodge's competition and later became district first-place winners.



**THE YOUTH ACTIVITIES** Committee of Torrington, CT, Lodge recently sponsored a program in honor of a group of Eagle Scouts. Presentations were made to the youths by state, district, and local Elks (seated, from left) ER Allen Hopkins, DDGER David Brady, SP Francis Joyce, VP Joseph Palmer, and (standing) Est. Loyal Kt. Ronald Morse, Est. Lead. Kt. Gordon Benedict, and Est. Lect. Kt. Rudy Diulo.



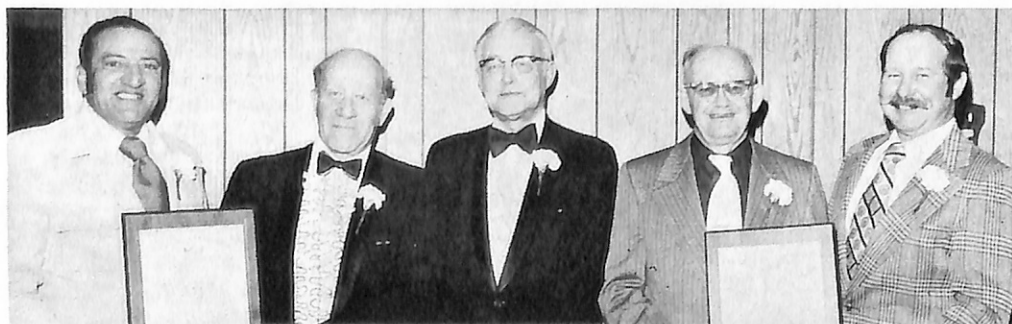
**THE VETERANS** hospital in Clarksburg, WV, received six 12-inch television sets from Morgantown, WV, Lodge. (From left) PDD W. C. DeWeese, Tiler Alan Voorhes, Paul Phillippi, hospital director, F. W. Lang, chairman of the veterans charities committee, and Trustee Rex Riffle were on hand for the presentation.



**HONORED** for 30 years of dedicated and meritorious service to hospitalized veterans, Rod O'Connor (second from left) of Albany, NY, Lodge, accepted a plaque from Joseph Bruno, state senator. PER Paul Marinello (left) and Vets Hospital Chm. Clarence Smith (right), both of Mechanicville, NY, Lodge, were present to offer their thanks and congratulations.



**TWENTY-TWO** organizations whose goals range from medical research and aid to social improvement and educational advancement received funds raised throughout the past year by Lynbrook, NY, Lodge. Then-ER Robert Britton (seated, fifth from left) distributed the donations to representatives of the charitable groups.



**CITIZEN** of the Year Guy Isola (left) and Brother Fred Hagerman (right), Elk of the Year, were the guests of honor at a dinner-dance sponsored by Mount Pleasant, PA, Lodge. Plaques recognizing the gentlemen's contributions to the community and Elkdom were presented by PER Raymond Grosser, then-ER Glenn Wolfe, and PER Robert Kalp.





**K. PAUL BARTLOW** (left) stepped into his father Kenneth's shoes as Treasurer of Owego, NY, Lodge when the senior Brother Bartlow (second from left) retired from that office and installed his son. Another proud father on that occasion, PDD J. Edmond Morton (third), himself going into his 35th year as secretary, installed his son James as Tiler.



**OUTGOING ER** Walter Kulley Jr. was the first father at Chestertown, MD, Lodge to install his son as Exalted Ruler. Newly elected ER Walter Kulley III presented his father with a plaque in recognition of his outstanding service for the lodge and Elkdom during the past year.



**A LOCAL "HOOP SHOOT"** contest, awards night, park outing, and camping trip were some of the activities that filled National Youth Week in Plantation, FL, sponsored by the local lodge. Watching Mayor Frank Veltri (seated) sign a proclamation honoring the community youth were (from left) ER Paul Pike, Est. Lead. Kt. Barney Hooper, Trustees Chm. Emmet Main, and Youth Activities Chm. Tom Ryan.



**THE CEREBRAL PALSY** Foundation was the recipient of \$1,800 from Huntington, WV, Lodge. Accepting the donation from then-ER Tom Cooper on behalf of the Foundation was Brother Joe Barta.



**A GATHERING** of the Pennsylvania State Elks Association in Seven Springs saw the renewal of an old friendship between PGER William Wall (second from left) and Bert Burns (third). Joining them for a chat about their days as District Deputies in 1936 were (from left) then-Grand Secy. Homer Huhn Jr., PGER E. Gene Fournace, and PSP James Ebersberger.



**A FAMILY ATMOSPHERE** prevailed at Little Falls, NY, Lodge when two PERs installed their sons as officers. The newly elected ER G. Gerald Fiesinger (left) was installed by his father, PER George Fiesinger (second from left), and PER Eugene Pawluk (third) installed his son Robert as Esteemed Loyal Knight.



# TALL EXTRA TALL & BIG MEN TALL

## FED - UP WITH CLOTHING STORES

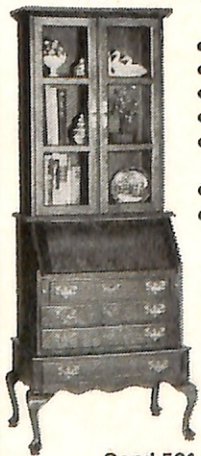
Sick of searching for your size, only to find last year's styles at this year's prices . . . and they still don't fit? Step into a "clothing store" that specializes in you. Where everything is in your hard-to-find size and is proportioned to fit you comfortably and correctly or your money back. You've never seen anything like The KING-SIZE Co. catalog . . . brand name clothing and shoes for Tall, Extra Tall and Big Men exclusively. Send for your Free Copy Today to look your best in the styles you want and the sizes you need. We guarantee to fit you, even in suits . . . or money back.



### SEND FOR FREE CATALOG

My Telephone Number \_\_\_\_\_ Area \_\_\_\_\_  
 Height \_\_\_\_\_ Weight \_\_\_\_\_ Shoe Size \_\_\_\_\_  
 Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
**King-Size Co.** 1697 King-Size Bldg.  
 Brockton, MA 02402

## DO-IT-YOURSELF FINE FURNITURE KITS



- Heirloom quality
- Solid 3/4" hardwoods
- Easy to assemble
- Many models
- Money back guarantee
- Factory direct prices
- Prompt shipment



Send 50¢ for color catalog.  
Refund on first purchase.

**EMPEROR®  
CLOCK COMPANY**

WORLD'S LARGEST MANUFACTURER  
OF GRANDFATHER CLOCKS

Dept. F-32 Emperor Industrial Park  
Fairhope, Alabama 36532

## ELKS FAMILY SHOPPER

More for your money

by Mike LeFan



### CHANGE OF SEASONS

August signals a change of seasons, and this month's bargains reflect that.

Back-to-school items are on sale, as are early fall fashions, plus clearances on summer clothes—and especially swimsuits. Other clothing buys include furs, men's and women's coats, and clothing accessories. Baby needs are also cheaper now.

Ring up savings on household items like bedding at the white sales, also drapes and curtains, furniture and decorative furnishings, housewares, lamps, and gardening supplies.

New cars are priced to sell this month (the outgoing year's models), so look them over if you're thinking "new car." If you need shoes for your old car, remember that tires are on sale through August. Look for good buys on air conditioners and on camping gear. For you letter writers and office keepers, stationery supplies are on sale now.

Supermarket Snoop suggests these fresh produce buys: blueberries, nectarines, peaches, pears, plums, prunes, sweet corn, eggplant, plantains, and okra.

Room air conditioners are now on sale. Even at sale prices, however, some makes and models are better bargains. Learn which makes and models are most economical. Order *Room Air Conditioner Certification Directory* (also available: *Refrigerator-Freezer Certification Directory*). They're 50¢ each from AHAM, Dept. MM, 20 N. Wacker Dr., Chicago, IL 60606.

The psychologists tell us that manufacturers have packaging tricks designed to make you buy on impulse, based on colorful and appealing packages. Placement is also a factor, and you're especially vulnerable in supermarket or discount store check-out lines. Be aware of those rack displays designed to catch your eye and snatch your dollars. Before you buy, ask yourself, "Do I need it?" and "Can I afford it?" Forewarned is forearmed.

"Dear Mike: For the lady having trouble with sparrows, I've read that you can make small cheesecloth or nylon net bags, fill with moth balls, and hang where you want to discourage sparrows. Have also read of a 'Roost No More Bird Repellent' you can make which is said to prevent pigeons and starlings from nesting or landing where applied. Find out about it from National Bird Control Lab, 5315 W. Touhy Ave., Skokie, IL 60076."—F. E. Kruchten, Fort Dodge, Iowa.

Attention Mr. Home Handyman: If the face of your hammer is chipped, dented, or cracked, it's time to throw it out and get a new one. This will save you some bother—and could prevent a painful and costly injury from a broken hammer.

"Dear Mike: I'd also like to know if there is someone else that makes custom-made shirts."—Joseph Elsom, Bothell, WA.

Thanks for writing, Joseph, and by now you should have seen our May listing of custom shirt makers. We've

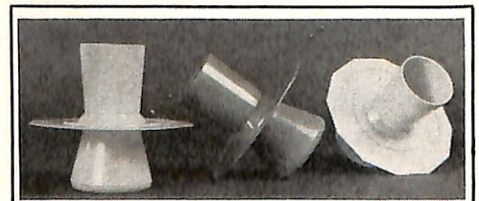
## Scamp BUILD YOUR OWN TRAVEL TRAILER



- Hunting
- Fishing
- Camping
- Sleeps 4
- Guaranteed

For the first time — a fiberglass Do-It-Yourself Kit! No welding. Scamp kit includes all parts you need and fully-illustrated step-by-step assembly manual. Scamp can be completed in 60 hours with minimum tools. Also available ready to hitch-up-and-go.

Write SCAMP Industries, Inc., Dept. E-8  
5651 Manitou Rd., Tonka Bay, MN 55331 for beautiful 12-pg. full color catalog. Please enclose \$2.00 for postage and handling.



The unique TUMBLE NOT TUMBLER™ is designed to reduce spills and cleanup. The catch ring makes it easy to pick up and handle. Kids like it. Mothers love it. Ideal for outdoor activities. Great for anyone with arthritic conditions or failing eyesight. No tiresome assembly and disassembly. Dishwasher safe on top rack. The Thoughtful Gift Idea.

\$2.40 PPD. Specify Red, Blue or Green  
Pat. Pending  
**TUMBLE NOT TUMBLER, INC.**  
P. O. BOX 66EM  
LOOGOOTE, INDIANA 47553



gotten follow-up recommendations on the firms we mentioned from these folks: Joe O'Rourke, Harrisburg, PA; Frederick Miller, Oakhurst, NJ (Asbury Park Lodge No. 128); John Masserwick; Fred Stroo, Hattiesburg, MS; and Ken Cox, Attleboro, MA. Thank you, fellows.

Clothes are expensive these days, but you don't have to hock the family jewels in order to dress well—if you're willing to do a little bargain hunting. The moneysavingest places are Goodwill, the Salvation Army, and similar outlets. Top quality outfits may go for \$5 or less in every size, shape, and color. Sometimes you'll even find new items. It takes time and effort, but the savings are worth it.

Clothes are on racks, but not sorted by size so you'll do some looking. Dressing rooms are nearly unknown, so wear something that will let you try on over it. Take your time and look for items you specifically need or want. Resist buying something just because it's cheap. I've seen costly Paris originals evidently worn once by a wealthy lady and donated to charity for tax reasons. You'll also find similar fantastic buys on clothes for men and children. So check the Yellow Pages for Goodwill, the Salvation Army, or local church groups selling "Clothing—Used."

If it leaks, chips, clogs, cracks, or just won't work, you can fix it with the help of *The Home Repair Book*, by James L. Bright (published by J. G. Ferguson Publishing Co., Chicago). It's 365 pages of photos, drawings, and directions for saving time and money on plumbing, painting, carpentry, electrical work, home security systems, and more. Price: \$12.95 at your bookstore (ask them to order it if it's not in stock).

The water in your car's battery, says Auto Authority, is one of the most neglected areas of car maintenance. It's especially important to keep a check on it during hot weather. Take the caps off and make sure the water comes up to the bottom of the filler neck, just touching it slightly. If it's lower than that, add water up to

the proper level (some batteries have a mark indicating "Fill to this point").

It's a good idea to check battery cables too, making sure they're tight and not frayed. A whitish powder around the terminals is corrosion and should be cleaned off with a stiff brush. **Warning:** Do not smoke when working with a car battery since they can give off explosive gases.

When buying a new battery, don't sacrifice quality to save a few bucks. A cheap battery—especially in an older car—is asking for trouble, so get the best. You'll like the performance and durability of the new no-water batteries in particular.

Speaking of cars, there's a new innovative fix-it book called *The General Motors Diagnosis and Repair Manual*. It uses a new concept of graphics—instead of text—to show you what's wrong with your car and how to fix it. If you want to do some of your own car repairs, you'll find this manual easy to use. It's good for all GM cars and many other makes too. Price: \$4.95 from GMDR Manual Headquarters, Dept. MM, P.O. Box 1185, Southfield, MI 48075 (make checks payable to GMDR Manual Headquarters).

*Budget Motel List.* Gotten very good response, and a lot of nice letters, too. If you're still waiting, could be you forgot to enclose a return address with your 50c. Know who you are, just don't know where. More For Your Money, 1802 S. 13, Temple, TX 76501.

*Whoops.* Mentioned last year's price for the *Toll Free Digest* in the June "More For Your Money." It's still a bargain at \$3 plus 50c for postage and handling from Toll Free Digest Company, Inc., Box 800, Claverack, NY 12513.

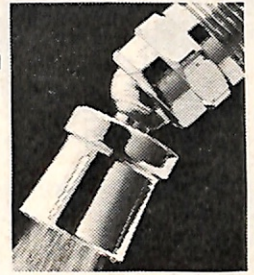
*Money Saver of the Month:* Cut paper napkins in half and get two for the price of one. You'll also aid the ecology effort by using less paper. You're welcome.

Send questions and tips to Mike LeFan, c/o More For Your Money, 425 W. Diversey, Chicago, IL 60614. ■

## SPECIAL OFFER for readers of

*Elks*

New kind of  
**shower  
head  
saves  
energy,  
water, money!**



**Amazing new Eco-Flo Shower Head cuts flow up to 60%! Gives stimulating, cleansing showers, yet saves so much on fuel and water it pays back up to twice its \$12.95 price every month you use it! Try it for 90 days at our risk**

Ordinary shower heads are shamefully wasteful! Most use *three times* as much water and heating fuel as is actually required for hot, satisfying showers.

But now comes the unique Eco-Flo Shower Head! It cuts use of water and heating fuel for showers by 60%, saves *big* dollars!

Depending on how much your family showers, and on what you pay for fuel and water, savings per month could range from several dollars up to \$30 or more!

### You'll love the Eco-Flo shower!

Many users will save *thousands* of dollars with Eco-Flo over the years! Incredible? We'll prove it with facts and figures when we send your Eco-Flo for a 90-day trial.

Most people who try Eco-Flo, with its patent-applied-for baffling action, prefer it to other showers. It's brisk, cleansing, stimulating — *feels* like you're getting *lots* of water!

### Try it for 90 days at our risk!

More Eco-Flo benefits: less water used means lower sewer bills, less septic tank back-up. Eco-Flo makes the hot water in your tank go further; produces a good spray where water pressure is low, as in camps or boats.

Eco-Flo is a quality product: solid brass body, mirror-chrome finish, two year guarantee against defect in manufacture. Not sold in stores. May be installed without tools.

Try the economical, ecological Eco-Flo for 90 days. Unless delighted, return it for complete refund.

Order by credit card 24 hrs. a day, 7 days a week:  
**CALL TOLL-FREE: 1-800-327-8912**

..... Eco Products, Dept. 10-H, .....  
44 Post Road W., Westport, Conn. 06880

Rush \_\_\_\_\_ Eco-Flo Shower Head(s) at \$12.95 each plus \$1 shipping & handling. (SAVE! Order 2 or more and we pay shipping & handling!) I must be pleased or I may return my purchase within 90 days for my money back.

Enclosed is check or money order payable to Eco Products. (Conn. residents add tax.)

Or charge credit card:  American Express  
 Master Charge  BankAmericard

Card No. \_\_\_\_\_ Exp. \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ & Zip \_\_\_\_\_

Model shown:  
12 foot  
Pearl Mist®  
\$354.95



## GREENHOUSES

Send today for my FREE fact filled, informative COLOR CATALOG. Full size, quality REDWOOD home greenhouses.

FREESTANDING MODELS, From **\$11295**  
LEAN-TO AND DOMES!

Peter Reimuller THE GREENHOUSEMAN®  
980 17th Ave. Dept. 12-H, Santa Cruz, Ca. 95062

### BUSINESS CARDS

RAISED LETTERS—THERMO-ENGRAVED  
BUY DIRECTLY FROM THE MANUFACTURER  
250 cards same copy \$8.00  
500 cards same copy \$9.00  
1000 cards same copy \$10.00  
3000 cards same copy \$25.00  
3 DAY SERVICE

#### Brilliant Black Ink on Ultra White Stock

Send your copy or present card and let our staff of experts prepare your new card, or write for free order form and samples. BPOE Logo and lodge number if desired.

Also wedding and social or business announcements from \$12.00 per 100. Send \$1.00 for samples, refundable with order.

Cards Sent Postpaid—Fla. Res. Add 4% Sales Tax  
SEND CASH, CHECK OR MONEY ORDER TO:

**Palm Beach Thermo-Graphics**

DEPT. E-1, P.O. BOX 3797  
WEST PALM BEACH, FLORIDA 33402



**OUR ANNIVERSARY SALE**  
**BODY CONTROLLERS**<sup>T.M.</sup>  
*Guarantees Inches Off!*  
**BACK SUPPORT...STOMACH CONTROL**

**BUY 1 and GET 1 FREE!**

**Style M2581**  
 Reg. \$14.50  
**NOW 2 for \$14.50**

**Style M4195**  
 Reg. \$10  
**NOW 2 for \$10**

**SIZES (at chest)**  
 SMALL 32-34,  
 MEDIUM 36-38,  
 LARGE 40-42,  
 X LARGE 44-46,  
 XX LARGE 48

**White only**

**SIZES AT WAIST**  
 SMALL 30-32,  
 MEDIUM 34-36,  
 LARGE 38-40,  
 XLARGE 42-44,  
 XXLARGE 46-48

**CALL TOLL FREE**  
 (East of the Mississippi  
 except N.Y. & Florida)  
 Monday thru Friday  
**800-645-1292**

N.Y. — 212-526-7440  
 L.I. — 516-868-0800

Mail Coupon to: **MAGIC MOLD, Inc. Dept. MEK9**  
 210 Hanse Ave., P.O. Box 3000, Freeport, N.Y. 11520

- PREPAID. Enclose Check or Money Order for total.  
 COD. Enclose at least \$2.00 for deposit.

STYLE	CHEST SIZE	WAIST SIZE	QUANT.	PRICE

MR. (PRINT) \_\_\_\_\_

N.Y. SALES TAX  
 POST. & HANDLING **85¢**

ADDRESS \_\_\_\_\_

TOTAL \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

YOU MUST BE SATISFIED or return items within 30 days for refund (less postage)



**REMOVE HAIR FOREVER**

Perma Tweez electrolysis safely and permanently removes all unwanted hair from face, arms, legs and body. No-puncture safety feature—clinically tested and recommended by dermatologists.

**14 DAY MONEY BACK GUAR.**

**\$19.95**—send check/M.O.

Cal. residents add 6% sales tax

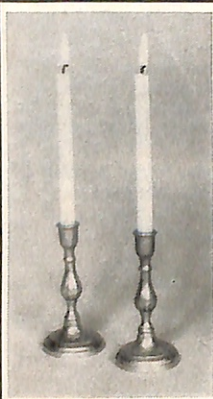
- COD requires \$4.00 deposit. Balance includes COD charges.  
 I enclose \$19.95 in full payment.  
 BankAmericard/Master Charge #/Exp. date

**GENERAL MEDICAL CO., Dept. E-26**  
 1935 Armacost Ave., W. Los Angeles, CA 90025



REPLACEMENT OR REFUND IF DEFECTIVE

©1977 GENERAL MEDICAL CO.



**COLONIAL CANDLESTICKS**  
**Absolutely Elegant!**

These candlesticks have been designed from originals used in eighteenth century New England. They'll team up with your tallest tapers to add a beautiful touch to a table setting or mantel. Made of Armetale, a special fusion of 10 metals that produce the warmth and beauty of fine pewter. They stand 4" high and come in sets of 2 or 4. No. 175—Set/2 candlesticks \$9.98. No. 176—Set/4 candlesticks \$18.98.

**WALT'S GIFTS**  
 Rt. 1, Box 6841,  
 Show Low, Arizona 85901

**1000 RETURN ADDRESS LABELS**  
**\$1.00**

**FREE HANDY BOX**

Mrs. Frederick D. Johnson  
 221 S. 23rd Street  
 West Highland Park  
 Anytown, Kansas 60940

Quick and easy way to put your name and return address on letters, books, records, etc. Any name, address and zip code up to 4 lines beautifully printed in black on crisp, white gummed labels. 1 3/4" long. Free decorative box for purse or desk. Set of 1000 labels, just \$1 plus 20¢ postage & handling. Money back if not pleased. Don't know your zip code? We'll look it up for you.

**Walter Drake** 3298 Drake Building  
 Colorado Springs, Colo. 80940

**NEW HAN-DI GARMENT HANGER DRAPES**

Don't wrap material around a wire hanger—use a HAN-DI hanger. Can be used for both wet and dry garments. When using HAN-DI hangers, you will find there is no muss, no fuss, no snag and not one hanger mark on your garments. Insert hanger up through Drape. The HAN-DI hangers are terrific for knits, crocheted, permanent press, and polyester knit garments. Store your good garments on a HAN-DI hanger, also fur capes and coats.  
 A perfect gift for someone who has everything.

Pkg. of 3 for \$3.00 ppd.

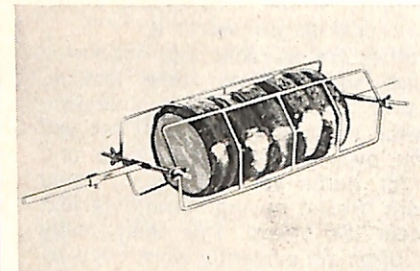
**C. A. STEIN** Beaver, Pa. 15009  
 (412) 774-6372



**Elks Family Shopper**

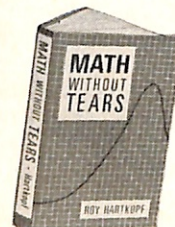


**VOLLEY FOLLY.**  
 New from The Rising Sun Collection is this original, hand-formed whimsical sculpture made of Plexiglass. This unique figure stands approximately eight inches tall and is certain to please your favorite tennis partner. Only \$9.95 plus \$1.00 shpg. from The Rising Sun Collection, 4005 Novar Drive, Chantilly, VA. 22021.



**ROTO-ROAST RACK** cradles meat to produce juicier, more tender roasts, turkeys, lamb and up to 6 golden-crisp chickens. No need to spit meat on a rod and lose juices. Adjusts to any thickness; fits all motorized grills up to 27". \$10.98 plus 50¢ shpg. Colonial Garden Kitchens, 270 W. Merrick Rd., Dept. ELHE, Valley Stream, N.Y. 11582.

**MATH WITHOUT TEARS**



In lively non-technical language Roy Hartkopf gives you a basic understanding of many of the everyday applications of mathematics.

Emphasizing the practical aspects of math, the author avoids mathematical terms and jargon and takes the reader from simple counting to trigonometry and calculus.

**MATH WITHOUT TEARS** is written with a light touch and is filled with interesting anecdotes, spiced with humor.

Learn math in the comfort of your own home at minimum cost. ORDER NOW: \$7.95 plus 60¢ handling. 10-Day Money-Back Guar.

**EMERSON BOOKS, Inc., Dept. 996C**  
 Buchanan, N.Y. 10511

**ADJUSTABLE T.V. POLES**



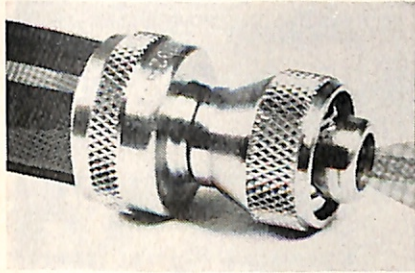
Hold your portable T.V. right where you want it, without awkward tables or stands. Takes any width, up to 14" deep. 17" high. Brass tone finish pole has spring tension rod to adjust to 7 1/2 to 8 1/2 ft. ceiling heights. Can be set up in Hi or Low position. Hi position is great for reclining watchers! Made in U.S.A. Extension for higher ceiling, add \$2.00.

Prompt Shipment

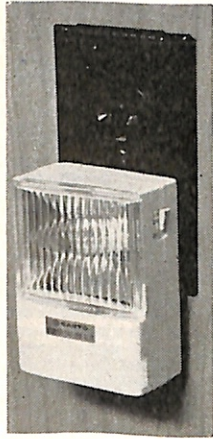
**\$13.99** Plus \$1.00 postage  
 Write for FREE catalog  
**Holiday Gifts**  
 Dept. 708-7A  
 Wheat Ridge, Colorado 80036



# Elks Family Shopper



**ADJUST-A-POWER HOSE NOZZLE** has the only adjustable nozzle with a solid jet stream. Fingertip control permits adjusting to pin-point fan spray, solid jet stream or shut-off. Precision-made of solid brass with stainless steel ball bearings. Leakproof. \$3.43 plus 45¢ shpg. Larch, Dept. EL8, Box 770, Times Sq. Sta., New York, N.Y. 10036.



**DON'T BE IN THE DARK** when power fails. Your Sanyo Power Failure Flashlight always lights when you keep it plugged into any socket. Powerful NiCd batteries stay at peak charge and if power fails, it automatically goes on for use as a hand lantern. \$16.95 plus \$1.00 shpg. J. W. Holst, Dept. EL-87, 1864 E. US-23, East Tawas, Mich. 48730.

## SPECIAL Modern Type Dial PHONE



Complete with standard cords, dial, ringer and plug. (Pa. residents add Sales tax)

**BLACK . . . \$18.95 - COLORED . . . \$22.95**

Above prices include shipping and handling charges anywhere in continental U.S.A. IF this ad is included with order. Send check or M.O. to

### SURPLUS SAVING CENTER

Box 177, Dept. EFS-87, Waymart, Pa. 18472

## COLLECTION OF UNITED STATES STAMPS ALL 50 TO 95 YEARS OLD—Only 10¢

Get-acquainted Special — A collection of 10 different old U.S. stamps, each issued at least 50 years ago. Send only 10¢. Big lists also included. MYSTIC STAMP CO., Inc., Dept. E-31 Camden, New York 13316



## 10 foreign coins, 10¢

We'll send you, for 10¢, seldom seen coins from Iceland, Israel, Pakistan, Algeria, etc. Just to get your name for our mailing list. You'll also receive wonderful price lists of U.S. and foreign coins and paper money. Offer to **ADULTS ONLY**. Send 10¢ to:

Littleton Coin Co. Dept. BM-5  
Littleton, New Hampshire 03561



## Triangle & Diamond-Shaped Stamps -Only 10¢

Scarce Nicaragua airpost triangle picturing wild Tapir. Spectacular Olympic sports issues. Hard-to-get stamps from Upper Volta, Monaco, Congo, etc. Big lists included. Offer to **ADULTS ONLY**. Send only 10¢ for over 25 Triangle and Diamond-Shaped Stamps to: GOLIATH CO., DEPT. T-32, Bethlehem, N.H. 03574



EVERYONE NEEDS. . .

# ensectric™

ATTRACTS, ELECTROCUTES AND CONTAINS FLIES, AND OTHER FLYING INSECT PESTS!

**NEW DEALER OFFER!**

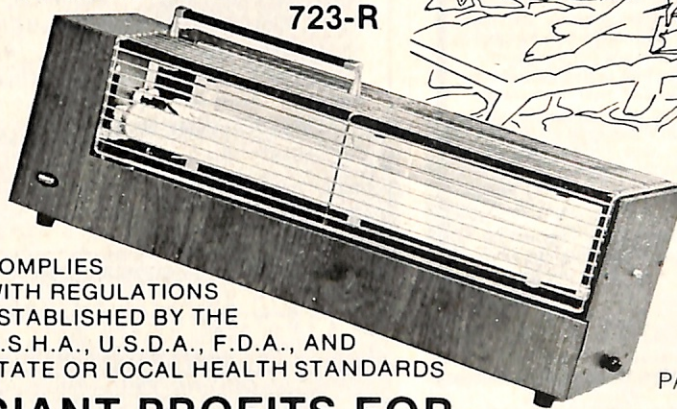
**\$153.65**

SHIPPED F.O.B. FACTORY DIRECT FROM JONESBORO, ARK.

ALMOST EVERYBODY IS A POTENTIAL BUYER ON THE JOB

- IN RESTAURANTS DRIVE-INS
- IN BAKERIES, DELIS
- IN HOSPITALS, REST HOMES
- IN VETERINARY CLINICS
- ON FARMS, RANCHES
- OR AT HOME
- IN THE KITCHEN
- ON THE PATIO
- IN THE WORKSHOP

UL  
723-R



COMPLIES WITH REGULATIONS ESTABLISHED BY THE O.S.H.A., U.S.D.A., F.D.A., AND STATE OR LOCAL HEALTH STANDARDS

PORTABLE SAFE LIGHTWEIGHT ECONOMICAL RUGGED 5 YR. WARRANTY

MODEL 606 RUNABOUT PATENT NO. 647803

## GIANT PROFITS FOR DEALERS

BUY WITH DEALER'S DISCOUNT OF 30% AND MAKE A WHOPPING \$65.85 ON EVERY SALE. WHERE QUALITY CONTROL AND/OR SANITATION IS IMPORTANT, EVERYONE NEEDS ENSECTRIC!



YOU MAY USE YOUR  
 BANKAMERICARD  
 MASTERCHARGE

SEND NAME, ACCOUNT NO. EXPIRATION DATE AND INTERBANK IDENTIFICATION NO. WITH M/C

CALL FREE 800-643-9282  
START TODAY...MAIL THIS COUPON TO PLACE AN ORDER. OR GET ALL THE FACTS MAIL TO: DON GILBERT INDUSTRIES P.O. BOX 2188, JONESBORO, ARK. 72401

HERE'S MY CHECK OR M.O. FOR 153.65 (219.50 LIST PRICE)—SEND ONE DEMONSTRATOR UNIT AND DEALER INFO  
 PLEASE SEND MORE LITERATURE TODAY

NAME \_\_\_\_\_  
PHONE \_\_\_\_\_  
SHIPPING ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

## FACTORY SPECIAL — \$289.95

Manufacturer to you still in crates fully assembled. Dozer blade and grass catcher available.

Full delivered price to your nearest freight office.



Big powerful 7 H.P. Briggs & Stratton engine. Compare at \$489.95. Brand new 1977 models with full factory warranty.

RIDING MOWER

Order now or send for free picture brochure while they last.

MOW-ITT MFG. SALES, DEPT. E  
407-B Lillard Rd., Arlington, Tex. 76012 817/461-2751

## GREENHOUSES

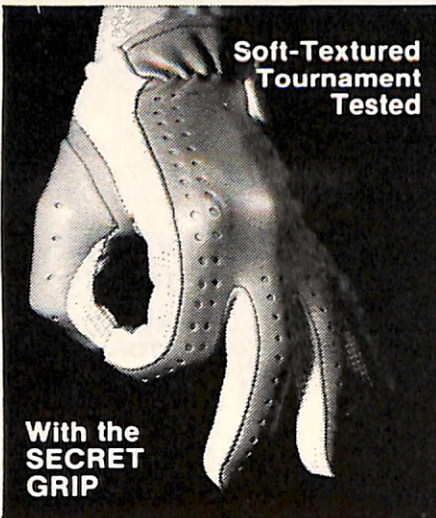
from \$88<sup>95</sup>!



Grow Super Vegetables and flowers —we show

you how! All bolted fiberglass and California redwood. Portable. Write MCGREGOR GREENHOUSES, Box 36-8B, Santa Cruz, CA 95063. (408) 476-5390.





Soft-Textured  
Tournament  
Tested

With the  
**SECRET  
GRIP**

**FREE**

**Golf  
Glove**

Designed by Golfers for Golfers

Heavy double chain stitching affords long-lasting, tough wear. Soft-textured won't stiffen or crack from perspiration dry-out. Machine washable. Ventilated between fingers for cool-wear. Designed to expand and contract gently... with out binding, for that perfect grip. Extra wide Velcro™ fastener for best fit possible. Satisfaction guaranteed or your money back. **Buy One Master Touch Glove @ \$6.95 and get one FREE!!!** Add \$1 total for handling and postage. Limit: 6 gloves @ 6.95 each.

Choice of:  White  Lt. Blue  Red  
Number of gloves to be worn on Right Hand

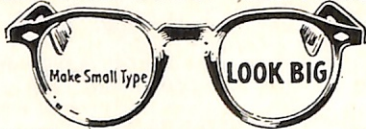
**MEN'S  
LADIES'**

Long-Life — Perfect Fit  
Has "Breathing" Qualities  
**ONE SIZE FITS ALL**

Send coupon with check or money order to:

**Carol Sport's Lt'd.**  
Box 308, Santa Ynez, Calif. 93460

**MAGNIFYING GLASSES**



**A Blessing For Folks Over 40**

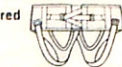
Read newspaper, telephone book, Bible and do close work easily. **SEE CLEARER INSTANTLY.** Not Rx or for astigmatism or eye diseases. 10 day trial. Sturdy, good-looking. Impact resistant lenses. Frames have metal hinges. State age and sex. **SATISFACTION GUARANTEED.** Order Now. Only \$5.95 + 55¢ handling. Precision Optical, Dept. 41-C, Rochelle, ILL 61068

**NOW! Improved and Patented  
RUPTURE-EASER®**



(A Truss)  
No laces — instant  
pull-strap adjustment  
No Fitting Required

**\$7.95**



**Double \$9.95**

Pat. No. 3097641  
Strong, form-fitting washable support for reducible inguinal hernia. Snaps up in front. Soft, flat groin pad. No steel or leather bands. Unexcelled for comfort. Also used as after operation support. For men, women, children. Send measure around the lowest part of abdomen and state right, left side or double. Add 75c postage. **PIPER BRACE CO.** Dept. EK-87 • 811 Wyandotte • Kansas City, Mo. 64105

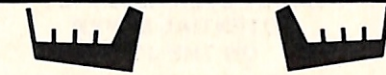
**ROJAN MUSIC YOU CAN PLAY**

Read Rojan Music Scores as easily as you now read a book! Play 2 songs 1st day, Piano or Organ, or your money back!



\$5.95

KEYBOARD CHART INCLUDED



Why spend years learning 52 lines and spaces? Rojan simplicity enables you to play rich modern chords on sight, excellent arrangements other beginners can't touch! **BOOK 1** (\$5.95 + .65c postage) has 14 songs... Shenandoah, Sheherazade, etc. **BOOK 2** (\$5.95 + .65c postage) has 13 songs... Fascination, Bill Bailey, Clair de Lune, Bach's Prelude in C, etc., plus keyboard harmony. **BOTH BOOKS ONLY \$9.95 + \$1.00 postage & handling.** Remember, you **MUST** learn to play, be thoroughly delighted, or return for full refund!

Send Check or M.O. Money back guarantee.  
**J. W. HOLST, Inc.** Dept. ER-87, 1864 E. US-23  
East Tawas, Michigan 48730

**THIS LOOKS LIKE  
AN ORDINARY SHOE**



**BUT IT ISN'T.**

This handsome shoe is one of the famous **ELEVATORS®**, specially designed to make a man look about **TWO INCHES TALLER!** The man who wears them knows their amazing secret... everyone else only knows how much better he looks. Sold by mail and Guaranteed by the **ONLY** maker of these remarkable shoes. Send for **FREE** Catalog, showing the wide style selection of **ELEVATORS®**.

**RICHLIEE Shoe Company**  
847 Lake St., Brockton, Mass. 02403

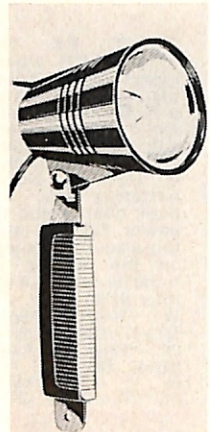
Send me **FREE** catalog of **ELEVATORS®** shoes, without obligation now or ever.

Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

**Elks Family Shopper**



**FOR THE GAL WITH SENSITIVE EARS, Hypo-Allergenic Pierced Earrings.** All are exquisitely crafted with surgical steel posts and fittings. Choice of silver or gold electro-plate. Choose from above, each \$1.50 a pair. Give style number and finish. **Happy House, Dept. HE-E1, 2631 Merrick Rd., Bellmore, N.Y. 11710.**



**FLAMELESS BLOWTORCH** blasts paint off instantly. Torchlamp shoots out a halogen beam at temperatures from 300° to 1125° without flame. Heats plastic counter tops to bend easily around corners; removes old mastic from tile, softens putty. With 75-hour lamp (replacements available) and free welder's glasses. \$34.95 plus \$1 shpg. **The John Sturges House, Inc., Dept. EL, 49 Riverside Ave., Westport, CT. 06880.**



**LEVEL AND INCLINE MEASURING** by one person alone is easy with Split Image Transit. Revolutionary instrument indicates level and shows how much correction is needed. Also measures inclines to a fraction of an inch. \$16.95 plus \$1.50 shpg. Leatherette case, \$4.95. **J. W. Holst Inc., Dept. ET-87, 1864 E. US-23, East Tawas, Mich. 48730.**

See Advertisement on Inside Front Cover

**SALE! Executive Cut KNIT SLACKS**  
**HABAND COMPANY, 265 North 9th Street**  
Paterson, New Jersey 07530

**3 PAIRS NO-IRON BUSINESS SLACKS 18.95** We Pay Postage

**FULL GENTLEMAN'S CUT in YOUR Exact Size!**  
Waist 29-30-31-32-33-34-35-36-37-38-39-40-41-42-43-44-45-46-47-48-49-50-51-52-53-54. Inseams: 26-27-28-29-30-31-32-33-34.

COLOR	How Many	What Waist	What Inseam
BLUE			
GREEN			
BROWN			
GREY			
BLACK			
Burgundy			

**ALL THREE PAIRS FOR \$18.95!**  
Dear Sir: Please send me the \_\_\_\_\_ pairs of business dress slacks specified hereon, for which I enclose \$ \_\_\_\_\_ remittance in full. **72L-052**

Name \_\_\_\_\_  
Street \_\_\_\_\_ Apt. # \_\_\_\_\_  
City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_





D. CURRIER & IVES WINTER



A. CURRIER & IVES SPRING



B. CURRIER & IVES SUMMER



C. CURRIER & IVES AUTUMN

**Genuine 22 Karat Gold-Trimmed Collectibles!**

**Currier & Ives  
"Four Seasons"**

**GENUINE  
PORCELAIN  
HANDCRAFTED  
PLATES**

**Each Currier & Ives  
scene in beautiful  
FULL COLOR!**

**ONLY \$5 PER PLATE**

**SPECIAL OFFER: the complete 4-plate set \$14.98**

Our own magnificent By-Mail EXCLUSIVE! Now we've combined the splendor, the tranquility and all the historical excitement of Currier & Ives' world-renowned art with the genuine porcelain of beautiful handcrafted plates . . . to give you an exceptional set of Collectibles!

"The Four Seasons" represents Currier & Ives' most memorable lithographs, capturing rural American life in the 19th century in a romantic and nostalgic way. And each genuine, decorative porcelain Plate measures 8" in diameter and comes with a special loop ready for hanging. Think how they'll brighten your kitchen or dining room wall. Imagine how charming they'll look on a display shelf or hutch! These magnificent porcelain plates, decorated in FULL COLOR and trimmed with real 22-Karat Gold go beautifully with any decor. So order extras for gifts, too!

**Order Quickly!**

We expect a flood of orders for these lovely plates, both because of their price and because of their special attraction to Collectors, as treasured and valuable Collectibles. So order now. If not delighted, return within 14 days and your money will be refunded in full (except postage and handling). MAIL COUPON TODAY!

© 1977 American Consumer, Inc., Caroline Rd., Phila., PA 19176

..... MAIL NO-RISK COUPON TODAY .....

AMERICAN TREASURY, Dept. CIP-3  
Caroline Road, Philadelphia, PA 19176

Please rush me the following Currier & Ives Collectible Plate(s) trimmed in genuine 22 Karat Gold at \$5 each plus 50¢ for postage, handling & insurance.

\_\_\_ (#800) Scene A      \_\_\_ (#818) Scene B  
\_\_\_ (#826) Scene C      \_\_\_ (#834) Scene D  
\_\_\_ (#842) Complete set of 4 only \$14.98 plus \$1.50 postage, handling & insurance.

**SAVE!** Order 2 sets for only \$28.98 plus \$2.50 shipping.

If after receiving my order I'm not delighted I may return it within 14 days and you will refund the full purchase price (except postage & handling).

Total amount enclosed \$ \_\_\_\_\_ PA residents add 6% sales tax. Check or money order, no CODs please.

**CHARGE IT:** (check one) Exp. Date \_\_\_\_\_  
 BankAmericard       American Express  
 Master Charge  
 BANK NUMBER \_\_\_\_\_

Credit Card # \_\_\_\_\_

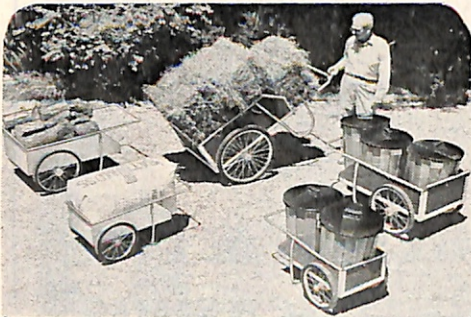
Name \_\_\_\_\_

Address \_\_\_\_\_ Apt. # \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
8554

.....Div. of American Consumer, Inc. ....





## Carry TEN TIMES a Wheelbarrow Load with INCREDIBLE EASE!

These BIG, strong carts are perfectly balanced on two huge wheels — roll easily over lawns and gardens — carry up to 400 lbs. of load — huge volume capacity means you make fewer trips — you'll save time and steps.

If you are still struggling with a wheelbarrow or inadequate cart (with tiny wheels) send for FREE Cart Catalog. Build-it-yourself kits, too.

Garden Way Research,  
Charlotte, Vermont 05445.

GARDEN WAY RESEARCH

Dept. 74408

Charlotte, Vermont 05445

Please send FREE CART CATALOG.

Name .....

Address .....

City .....

State ..... Zip .....



## ATTENTION: COLLECTORS BEER and POP CAN PANELS ONLY \$12<sup>95</sup>

A Great Hobby for the Family - lots of  
Fun on Vacations and Educational.

The perfect display rack for your collection. Each 2 x 4' panel displays up to 100 of the 12 oz. cans. Do a complete wall in beer cans, or how about a door or bar. The kids will love this new idea for their collection. Mom, a great idea for getting all those cans off the floor. Your entire collection mounted in minutes. White plastic panel mount with self-stick wall mounts. Cans stick to self-adhering surface. Won't come loose or fall out. Approximate weight of the Display Panel alone is 2 lbs. Beer cans not included. If you do not collect beer or pop cans - now's your chance to start your hobby in an organized way. Each 2 x 4 ft. panel is \$12.95 plus \$1.00 shipping. (Ill. residents add 5% sales tax.)

Send check or M.O. to:

**GOOD IDEAS Inc.**

One Ranch Mart

Buffalo Grove, IL 60090

**"SAVE  
YOUR  
HEART"**

with a **STAIR-GLIDE®** Stairway Elevator

**RENTAL-PURCHASE Program Available**

Your STAIR-GLIDE® installs easily and in less than 2 hours. No marring walls or stairway. No special wiring required. Shipped directly from factory within 4 days. STAIR-GLIDE®...the nation's largest selling stairway elevator! UL LISTED.

USED BY THOUSANDS: CARDIAC PATIENTS, ARTHRITIS, SENIOR CITIZENS, PHYSICALLY RESTRICTED, POST OPERATIVES...and household convenience.

WRITE FOR FREE BROCHURE AND NAME OF DEALER NEAREST YOU.

**AMERICAN STAIR-GLIDE® CORP.**  
4001 East 138TH ST., Dept. E-87  
Grandview, Missouri 64030

### STOP GUESSING YARDAGE

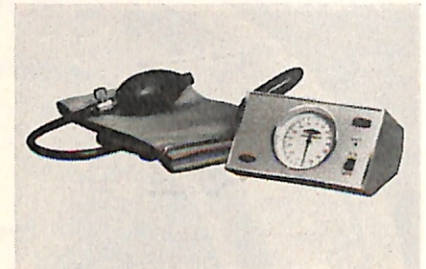
That distant flag can easily fool you—is it 150 yards, 170 or 190 yards? With our compact (2" long) precision Golf Scope you can accurately judge the distance from your lie to the flag. Also helps you see your golf ball on the fairway, brings it six times closer! Weighs only 2 oz. 6 power, 15mm coated lens. Scale indicator is plainly legible, but can double as a tiny telescope. Field of view at 1,000 yards is 390 feet. Complete with instructions, neck strap, carrying case. Only \$29.95 plus \$2.00 pp & hdg. Great gift.

15 day Money Back guarantee

**J. W. HOLST, INC.** Dept. ES-87, 1864 E. US-23  
East Tawas, Mich. 48730

**STIK-MIT** Major innovation in golf club gripping. Slips over wrist, one size fits all. Unique material holds like vice wet, or dry. Light, sensitive, washable, extremely durable. \$3.95 ea. plus 25¢ postage. Send check, or money order to: Sweet Swing Golf Products, PO Box 945, Michigan City, Ind. 46360.

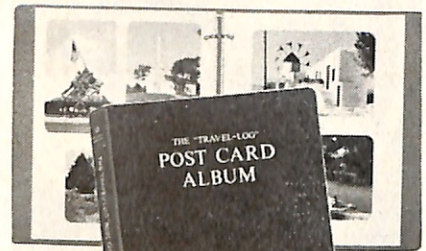
## Elks Family Shopper



**TRANSISTORIZED ELECTRONIC BLOOD PRESSURE UNIT** doesn't even need a stethoscope. This new unit is completely portable, weighs less than 2 pounds, requires no electrical outlet. 1-yr. warranty. Kinlen Hemo-Sphyg™, \$89.90 plus \$2 shpg. (Mo. res. add 4%.) Kinlen Co., Dept. EK-87HE, 811 Wyandotte, Kansas City, Mo. 64105.



**T-STRAPS ARE "IN"** and the genuine leather Sorrento fits the foot to a "T". Roomy, rounded toe, extra sturdy built-up strap, adjustable buckle, durable sole, and 1½-inch heel ensure good fit and comfortable walking. Bone, Black or Navy. Sizes 5 through 10; B, C, D, E, EE and EEE widths. \$12.99 plus \$1.50 shpg. Lana Lobell, Dept. M-3362, Hanover, Pa. 17331.



**BEAUTIFUL POST CARD ALBUM** holds up to 200 U. S. and foreign cards in curved corner slots that make cards easy to insert or remove. Faint guide lines assure neat captions. Binder has padded covers of leather-grained vinyl titled in gold. \$8.95 plus \$1 shpg. 2/\$17.50 ppd. The Writwell Co., 837 Transit Bldg., Boston, Mass. 02115.

See Advertisement on Inside Back Cover

You try our famous Haband SHOES AT NO RISK!  
HABAND COMPANY, 265 N 9th St.,  
Paterson, N. J. 07530

**2** Pairs for only **19<sup>95</sup>** We Pay Postage

Sirs: Please send me \_\_\_\_\_ pairs for which I enclose \$\_\_\_\_\_. I have checked my choice of style, size, & color and I await with interest. SHIP AT ONCE!  
THIS ORDER GETS FREE TWO-WAY BELT!

Keep the belt even if you return shoes for full refund!  
72K-441(916) Belt size \_\_\_\_\_

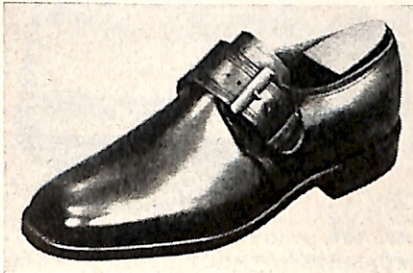
STYLE	Size	Width
BLACK Reptile		
BROWN Reptile		
BROWN Side Buckle		
BLACK Loafer		
BROWN Gator		
BROWN Executive Boot		

Name \_\_\_\_\_  
Street \_\_\_\_\_ Apt. # \_\_\_\_\_  
City \_\_\_\_\_  
State \_\_\_\_\_ Zip \_\_\_\_\_

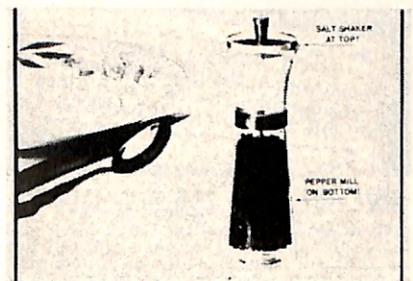




**SOLVE THE ASCOT PROBLEM.** New Open Collar Ties shape to the neck, adjust to size and stay in place with Velcro closure. Solids in Polyester from Italy, fancies in Estron, Paisley or Dots: Navy, Wine, Brown, Green, Solids: Navy, Wine, Brown, Beige, Green, Yellow, Rust, White or Black. \$6.95 plus 75¢ shpg. OST Cravates, Champlain, N.Y. 12919.



**SHOES AT WHOLESALE PRICES.** Tell your friends about famous Hanover Shoes at wholesale prices and these famous shoes or modern dress boots can be yours free. You can build a spare-time income of up to \$300 a month too. Send for free selling kit and full details on this offer from Hanover Shoes, Dept. 1918, Hanover, Pa. 17331.



**PEPPER MILL AND SALT SHAKER TEAM** up to make one decorative table accessory. Salt is kept in the top and pepper corns fit in the base to be ground with a quick twist. Useful too for spices. Stands 8" high and comes boxed. Only \$5.00 for this beauty plus 50¢ shpg. P. C. Sales, Dept. ESP7E, 4188 North Elston, Chicago, Ill. 60618.

See Advertisement on Back Cover

**JAY NORRIS Corp., 31 Hanse Ave. Dept. 105-25, Freeport, N.Y. 11521**

Please rush me one **Miracle Car Brush #R119** at purchase price of \$3.99 plus 80¢ shipping and handling.

**SAVE!** Order **TWO** at purchase price of only \$6.99 plus \$1.00 shipping and handling.

**SAVE MORE!** Order **FOUR** at purchase price of only \$12.99 plus \$1.50 shipping and handling.

Enclosed is  check or  money order for \$ \_\_\_\_\_

Sorry, no C.O.D.'s—(N.Y. residents add sales tax.)

PLEASE PRINT \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

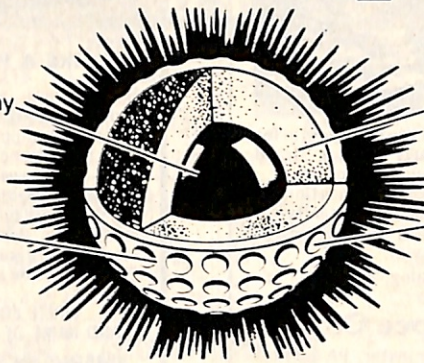
CITY \_\_\_\_\_

STATE \_\_\_\_\_ ZIP \_\_\_\_\_

# Mention This Ball And Golf Hustlers Clam Up!

Core out-rebounds any other by up to 51%.

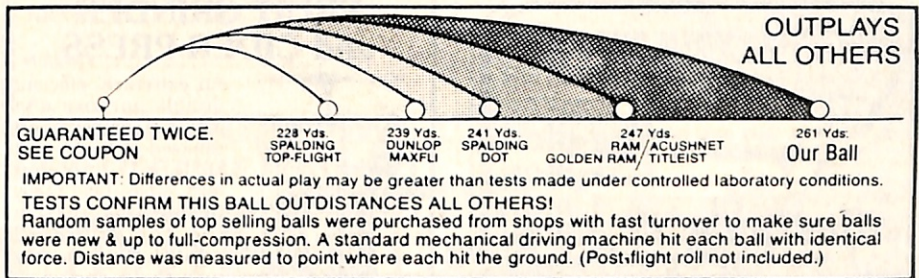
Lifetime Cut-Proof Cover. No more "smilers"



High-tension winding bonded both to cover and core.

Extreme compression and perfect roundness locked in for life!

It drives 20-30 yards longer. Puts like a billiard ball. Straightens out hooks & slices. Trims 3 to 5 strokes off your score! Guaranteed! To prove it we'll send 1 ball FREE. (Be convinced or don't pay!)



**WARNING: Illegal for USGA Tournament Play!**

By regulation, no U.S.G.A. approved ball can come off the clubhead at a velocity of more than 250 feet a second. But our golf ball can, and does! So, they made it illegal in the U.S. Our ball comes off the clubhead faster! It travels farther with more roll and less bounce!

On the green it puts like a dream and is so deadly in money play that one top tournament pro commented, "They'd have to make every course in America 2,000 yards longer if this ball was ever legalized." (You know who he is, but if we used his name in this ad he'd sue our pants off.)

**How it Works**

Our golf ball is smaller in circumference, yet weighs the same as the American ball. This means it has greater density, and higher compression packed into a smaller area. So, it comes off the clubhead like a cannon shot, with a flatter, lower trajectory. It handles better in wind, goes straighter and 30 yards farther! What's more, it cuts down on hooks and slices be-

cause, its smaller size makes more contact with the clubhead's "sweet spot"! No wonder the same pro states point-blank, "any time you have the choice, it's silly to play the big ball."

**Like Putting Into a Barrel!**

Our ball drives at least one club longer. You will hit one club less on shortirons. On long par 5's, reach the green in 3 (or even 2 if you're already a long hitter). You'll birdie shorter par 4's. Even duffers will find themselves shanking fewer shots, because you can actually hit this ball off-center and it'll still go straight! On the green, it puts like a billiard ball, so you'll sink more short putts and leave long-putts closer to the hole. Our golf ball starts off faster and runs truer, and you worry less about the way the putt will break! Furthermore, because the ball-to-cup ratio is changed dramatically in your eyes, you'll feel like you're putting into the mouth of an open barrel!

With all this going for you, if you don't cut at least 3 to 5 strokes off your score, you aren't really trying!

**Golf Balls, DEPT. 5151, 49 Riverside Ave., Westport, CT 06880.**

Gentlemen: Please send me the following packages of YOUR Golf Balls.

How Many? \_\_\_\_\_ Dozen(s) for \$15 PLUS 1 FREE (Add \$1.50 Delivery)

Still not convinced?  Try 3 for \$5 (add 75c delivery)

I understand I may play these balls entirely at YOUR risk. I must be 100% delighted, or I may return them within 30 days for full refund of the entire purchase price. The free ball is mine to keep.

I further understand that every ball is covered by a LIFETIME GUARANTEE of FREE replacement should it ever cut, go out-of-round or lose its built-in perfect balance.

CHECK OR MONEY ORDER ENC. for \$ \_\_\_\_\_ (CT residents add sales tax.)

Or, Charge:  Carte Blanche  Diner's Club  Master Charge  BankAmericard (Min. Charge: \$10 plus postage, handling)

Card No. \_\_\_\_\_

Expire Date \_\_\_\_\_ Master Charge Bank No. \_\_\_\_\_

Signature \_\_\_\_\_

PRINT NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

© The John Sturges House, Inc., 1977



## Send now for your Free Burpee 1977 Fall Garden and Gift Ideas Catalog

— with dozens of Christmas and  
holiday gift ideas for gardeners.

Burpee's 1977 Fall Garden and Gift Ideas Catalog has 64 big colorful pages of finest quality bulbs that produce large beautiful blooms — grapes — berries — fruit trees — flowering shrubs — trees — house plants — harvest and garden aids.



Send for your free Burpee Catalog today and get your entry form for the first Burpee's Garden Party Drawing. Grand Prize: Trip for 2 to the famous gardens of Holland and England — the kind of vacation that most gardeners dream about, and very few ever experience. Hundreds of other prizes. (No purchase necessary to win).

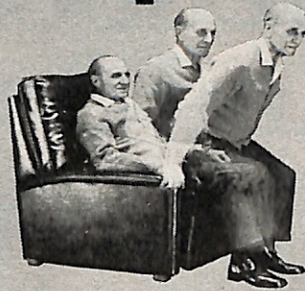
For your free Burpee Catalog, write to nearest address below.

### W. Atlee Burpee Co.

7107 Burpee Building, Warminster, PA 18974  
Clinton, IA 52732 • Riverside, CA 92502

Burpee's Garden Party Drawing ends Dec. 30, 1977.  
Void where prohibited by law. © W. Atlee Burpee Co. 1977

## EASY-LIFT™



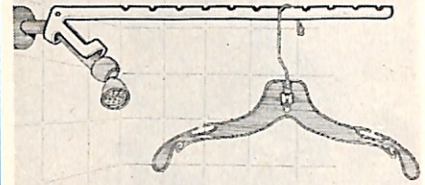
### LIKE A HELPING HAND.

Many people—senior citizens, arthritics, and those suffering from Multiple Sclerosis, Muscular Dystrophy or Parkinson's disease—need help getting in and out of a chair. The EASY-LIFT power cushion recliner gently lifts you forward as well as up to a semi-standing position. The lifting angle adjusts to fit your needs, controls are easy to reach, and it runs on household current. EASY-LIFT—like a helping hand.

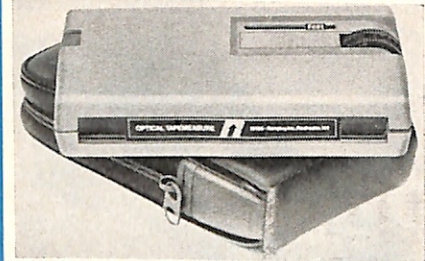
WRITE FOR FREE BROCHURE  
AND NAME OF DEALER NEAREST YOU.  
**AMERICAN STAIR-GLIDE CORP.**

4001 East 138th Street, Dept. EE-87  
Grandview, Missouri 64030

## Elks Family Shopper



**HANDY HANG-DRYER** dries your washables overnight in the shower. No dripping on the floor. Fits all showerheads; slips on and off instantly or stays put. Solid steel with rust-proof vinyl finish. Holds 11 hangers. Fits in suitcase, \$3.25 each; 2 for \$5.75. Add 50¢ shpg. Order from American Century, Dept. 67E, P.O. Box 36232, Los Angeles, CA. 90036.



**MEASURE WITHOUT USING TAPE** or moving an inch. With Optical Tapemeasure, you sight an object through viewfinder, turn dial until two images merge and read distance on scale. Measures from 6 ft. to 100 feet. 5"x3"x1". \$19.95 plus \$1.00 shpg. Carry Case, \$4.95. J. W. Holst, Inc., Dept. E8-67, 1864 E. US-23, East Tawas, Mich. 48730.

Shows Actual Size

YOUR NAME & ADDRESS  
(and/or anything else you want)  
Printed Like This on 2 to 5 Lines  
ON 300 GUMMED LABELS

### WORLD'S BEST GIFT

Labels of De Luxe Quality! Large & readable. Print (not typewriter) type. Centered lines. Rich blue ink. Snow-white gummed paper. Any copy up to five 35-character lines. Sparkling gift box. 300 for \$2.00. Any 3 orders, only \$5.00. 4-wk. del'y. Ppd. & guaranteed.

SEND NO MONEY NOW! Pay for labels after they arrive and prove satisfactory.

Writewell Co., 836 Transit Bldg. Boston 02115

### ENJOY GOLF WITH ONE CLUB!

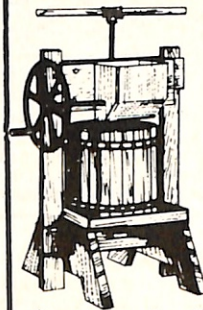
**PUTTER**  
**DRIVER**  
**3-IRON**  
**5 IRON**  
**7 IRON**  
**9 IRON**

**adjustable®**  
ALL-IN-ONE GOLF CLUB

Get plenty of exercise playing golf without being tired from carrying a bag full of clubs! You'll have fun and exercise with the Adjustable All-In-One golf club. One club adjusts for all shots — driver, 3, 5, 7, 9 iron and putter. Play the easy way and enjoy the game. A real quality club. Carry it anywhere. **Special August offer** — FREE headcover, balls and tees — everything you need to play — with orders received by August 31, 1977. Money back if not pleased. \$44.90 postpaid, 2 for 79.50. Master Charge and BankAmericard accepted. Send card number and expiry date. Specify right or left handed and height for proper club length.

**INTERNATIONAL GOLF PRODUCTS**  
18655 Campeau St., South Bend, Ind. 46617

## NEW! Complete Home FRUIT GRINDER and CIDER PRESS

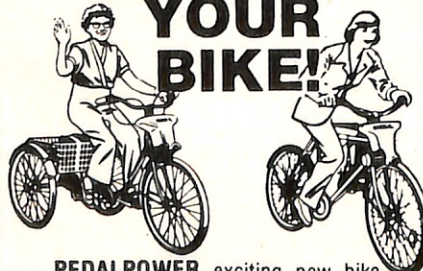


An extremely efficient double purpose unit available completely assembled or in low cost kit form. Grind your own apples (and many wine making fruits) in the top mounted grinder—then press the pulp to produce delicious cider and fruit juices. Enjoy fresh pure cider, and vinegar for year 'round cooking.

from bruised or fallen apples. Full bushel capacity—over 4 ft. tall! Constructed from spruce and Vermont maple hardwood to last a lifetime. Plans and kits also available. Send for free catalog.

**GARDEN WAY RESEARCH**  
Dept. 74418P Charlotte, Vermont 05445

## ELECTRIFY YOUR BIKE!



**PEDALPOWER** exciting new bike drive tames tough hills. Be independent. Shop when you want. Fits all Bikes, Adult Trikes. Installs in minutes. Thousands sold. Recharges overnight. Travels 100 miles for a dime.

Send for FREE illustrated booklet  
**GENERAL ENGINES CO.,**  
5493 Mantua Blvd., Sewell, N.J. 08080

## FAMILY CREST RINGS



Ring #11  
16x14mm top

Solid 14k Gold  
\$195.00

Sterling Silver  
\$90.00

### WE WORK IN THREE BASIC WAYS

1. If you do have a coat of arms, just send us a photo-stat or picture of it and that is what we engrave.
2. If you do not have a coat of arms send us your name and we'll look it up for you at no extra cost, or you may check it against our list (see below).
3. If you wish you may design your own coat of arms.

### SEND FOR OUR FREE COLOR CATALOGUE

If, in addition to our free catalogue you wish to get our booklet containing over 20,000 names for which we have records of coats of arms and for which this jewelry is available, plus instructions on "how to design your own coat of arms". SEND US \$1.00.

**HERALDICA IMPORTS, INC.** Dept. EL  
21 WEST 46th ST. NEW YORK, N.Y. 10036



### LOOK SLIM AND TRIM!

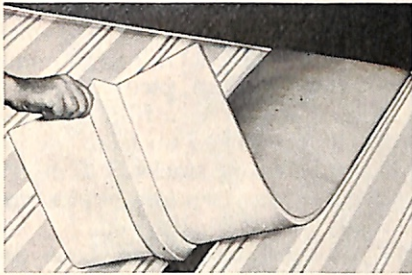
Have a pot belly? Put it in its place! Look and feel more attractive the minute you put it on. Instant grip Velcro fastener makes it easy to put on and take off. 6" wide, adjusts from 26-50" Machine wash. For men and women. \$4.99 plus 70¢ pstg.

### HOLIDAY GIFTS

Dept. 708-7B, Wheat Ridge, Colorado 80036



# Elks Family Shopper

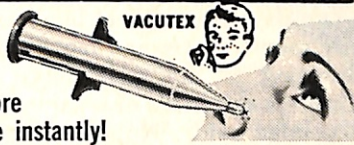


TURN TWIN BEDS INTO A KING-SIZE BED with King Bed Converter. Just place comfortable polyurethane Span-A-Bed between two twin beds. Fits snugly; you'll never know it's there. 6' long, 14" wide, it supports the strongest man. Rolls to store. \$4.99 plus 75¢ shpg. Holiday Gifts, Inc., Dept. 708-7D, Wheat Ridge, Colo. 80036.



YOU CAN TRIPLE YOUR READING SPEED by reading this clear, concise basic guide to high-speed reading. A noted reading specialist tells which reading habits to eliminate, which to cultivate and how to do both. "Rapid and Efficient Reading" by Colin Mares, \$6.95 plus 60¢ shpg. Emerson Books Inc., Dept. E8, Buchanan, N.Y. 10511.

## Ugly Blackheads—Out in Seconds



Look more attractive instantly!

Keep your complexion free of blackheads. This scientifically designed vacuum pump "lifts" out ugly blackheads gently, safely. No pinching or squeezing. Made in U.S.A.—beware of imitations. Try it for 10 days at our risk. You must be delighted with the results, or return it for prompt refund. Complete, only \$2 plus 50¢ postage and handling. Send your order now direct to us.

**BALLCO PRODUCTS CO., INC.**  
Dept. 403-A  
191 Main Street Westport, Conn. 06881

## Amazing Mini-Vac

# PUMP

Pumps Water Out or In by the TON

Gets Rid of Water anywhere, Instantly: Homes, Pools, Boats, Farm, Cabins.

Pumps up to 350 gallons (1 1/2 tons) per hour... lifts water 20 feet... pushes water 50 feet high. Just plug into any electrical outlet and it's ready to use. It will drain or empty flooded basements, boats, pools, sumps, tanks, silt pits etc. Or in reverse it will water gardens, fill pools, fill a boat's water supply, etc. Everything complete in one kit. Built to commercial professional standards. Instant self-priming pump. Stainless steel wear plates, glass fiber reinforced case, rock rubber impeller. System includes air cooled motor, six-foot heavy-duty ground cord, two suction and discharge hoses, brass strainer, etc. Ten year replacement plan guarantee. **\$49.95** plus \$3.50 pp. and Hdtg.

Send check or M.O. or Charge American Express or BankAmericard (Give Acct. No. and Exp. Date) ...15 day Money Back guarantee...  
**J. W. HOLST, INC.** Dept. EP-87, 1864 E. US-23 East Tawas, Mich. 48730

## SENSATIONAL OFFER!

# Vitamin E 400 I.U.

LIMIT ONE BOTTLE PER HOUSEHOLD

100  145  500  700  1000  1350

## COMPARE AND SAVE UP TO 60%

<b>VITAMIN C</b> 500 mg. <input type="checkbox"/> 100 - 90¢ <input type="checkbox"/> 500 - 4.25	<b>B-COMPLEX TABLETS</b> <input type="checkbox"/> 100 - 59¢ <input type="checkbox"/> 500 - 2.50	<b>DOLOMITE TABLETS</b> <input type="checkbox"/> 100 - 35¢ <input type="checkbox"/> 1000 - 1.90	<b>ZINC TAB 10 mg.</b> <input type="checkbox"/> 100 - 45¢ <input type="checkbox"/> 1000 - 4.40	<b>LECITHIN</b> 19 gr. <input type="checkbox"/> 100 - 1.15 <input type="checkbox"/> 500 - 5.50	<b>BRAN TABLETS</b> <input type="checkbox"/> 100 - 44¢ <input type="checkbox"/> 500 - 1.50
<b>VIT. B-6</b> 25 mg. <input type="checkbox"/> 100 - 64¢ <input type="checkbox"/> 300 - 1.75	<b>BREWERS YEAST</b> <input type="checkbox"/> 300 - 65¢ <input type="checkbox"/> 1000 - 4.25	<b>VIT B-12</b> 25 mcg. <input type="checkbox"/> 100 - 45¢ <input type="checkbox"/> 1000 - 4.25	<b>WHEAT GERM OIL</b> 11 min. <input type="checkbox"/> 100 - 79¢ <input type="checkbox"/> 500 - 3.85	<b>GRAPEFRUIT DIET TABLETS</b> LOSE WEIGHT & EAT 2 MEALS A DAY <input type="checkbox"/> 90 2.49 <input type="checkbox"/> 180 4.85	
<b>VITAMINS FOR HAIR</b> 50 SOLD ELSEWHERE FOR 9.95 <input type="checkbox"/> 50 3.95 <input type="checkbox"/> 100 7.45		<b>100 THEREMS</b> EQUIVALENT TO SQUIBB THERAGRAN REG. 2.49 NOW <input type="checkbox"/> 1.49		<b>PURE-NATURAL VITAMIN E BEAUTY CREAM</b> 2 OZ. REG. 2.00 NOW <input type="checkbox"/> 89¢	

Eik-9

Name \_\_\_\_\_

Address \_\_\_\_\_

TOTAL AMOUNT ENCLOSED →

Apt. \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_

Zip \_\_\_\_\_



**Vitamin Products**  
16 NASSAU AVENUE  
ROCKVILLE CENTRE  
NEW YORK 11570

TEAR OUT AND MAIL TODAY

## "NEW LIFETIME TOOL!"

# ROTO STRIPPER Powers Paint Off



- FURNITURE • METALS, MASONRY
- AUTOS AND BOATS
- HUNDREDS OF BIG AND LITTLE JOBS

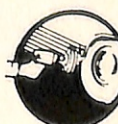
Never buy expensive, paint removers again. Caustic chemical removers are dangerous to skin and eyes and highly flammable.

Works on a patented new principle to do the job cheaper, safer and last a lifetime. Made of solid steel, not cheap plastic! High-speed "whipping action" makes paint, rust, scale vanish as if by magic!

SAFE TO FINE FURNITURE when used as directed. Leaves a satin smooth finish, ready for paint or stain. No sanding needed (won't raise wood grain as liquids do).

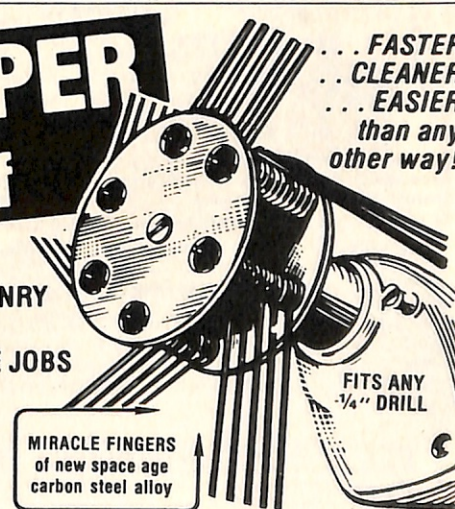


**BOATS, HOUSE SIDING,** does all big jobs in a fraction of the time.



**STOPS RUST DEAD,** strips rusted spots down to bare metal fast! Cleans masonry and swimming pools effortlessly.

**SUPER VALUE**  
\$12.95  
only 12



... FASTER  
... CLEANER  
... EASIER  
than any other way!

MIRACLE FINGERS of new space age carbon steel alloy

FITS ANY 1/4" DRILL

## RUSH ORDER COUPON

**ROTO STRIPPER (Dept. 1435)**  
49 Riverside Ave. • Westport, CT 06880

Please rush \_\_\_\_\_ ROTO STRIPPERS @ \$12.95 ea., two for \$23.95. Sorry, no CODs. Add \$1. handling for each.

Order:  COARSE for big jobs.  FINE for furniture.

I enclose \$ \_\_\_\_\_ Interbank # \_\_\_\_\_

Charge:  Carte Blanche  BankAmericard  
 Master Charge  Diner's Club

Card No. \_\_\_\_\_ (PLEASE PRINT)

Exp. Date \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

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

ADD APPLICABLE SALES TAX

LIFETIME WARRANTY FULL INSTRUCTIONS INCLUDED  
Made in America NOT YET AVAILABLE IN STORES

THE ELKS MAGAZINE AUGUST 1977



# Att. Elks: Vacation in Miami at Half the Price\*

In Miami Beach you can get top line oceanfront resorts at literally \*half the price most of the year as compared to the winter season. For example, one luxurious oceanfront resort charges as high as \$24.00 daily per person in the winter, but as low as \$9.50 in the spring, summer and fall...and just listen to this...plus a rental car free for the first 3 days out of seven. In addition there are money saving family rates with 2 children free...plus free golf and tennis...wide sunny beaches for that golden tan...fishing and boating plus loads of other exciting vacation pleasures for you and your family to enjoy. Yes, it's a smart way to go. For more information as to names and places of these great vacation values; Write to:

Dept. EM, P.O. Box 6725  
Miami Beach, Florida 33154  
Yours, Barbara White  
Paradise Resorts



## PERSONALIZED BOWLING SHIRTS

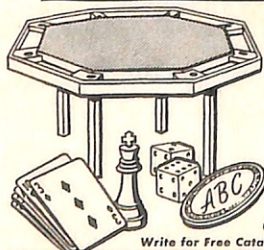
Complete with Elks Emblem, lodge name and location on back; member's name above pocket. Fully washable . . . fully guaranteed!

Permanent Press Double Knit . . . . . \$16.95\*  
Permanent Press Dacron® & Cotton . . . \$13.95\*  
Sturdy, Lightweight Chadel . . . . . \$11.95\*  
\*F.O.B. Chicago Write for complete information

To serve you better, we have moved to larger, more modern quarters.

**RH** **RUSSELL-HAMPTON CO.**  
Dept. E, 2550 Wisconsin Avenue  
Downers Grove, Illinois 60515  
(A Chicago Suburb)

## GAME ROOM EQUIPMENT



The Biggest Selection of Finest Quality

- POKER TABLES
- Non-Duplicate Monogrammed POKER CHIPS
- Imprinted PLAYING CARDS
- Monogrammed PERFECT DICE
- DICE CUPS

at the right price!  
Write for Free Catalog Today!

**GEORGE & CO., 615 Main St. Dept. E, Buffalo, N.Y. 14203**

## HEARING AIDS

**SUPER SAVINGS!** Newest, Finest. All types. Buy **DIRECT** & save up to **HALF!** No salesmen. Sold by **AIR MAIL** on **HOME TRIAL**. **FREE** Catalog. Write: **MONEY SAVERS**, Dept. EKB 9530 Langdon Ave., Sepulveda, Cal. 91343

SAVE 1/2!

**FREE CATALOG — WRITE!**

“Lend me your ears . . .”

(Continued from page 16)

remember you need to have your best outfit cleaned by Friday. This means you should get it to the cleaner today, and you know they close at . . .

When you get back to the talker you find some added words have zipped through your head without hitting anything. You weren't there; you were at the cleaner's. You may have most of your thinking time open, but it occurs in such brief chunks that any tangent thought you chase causes you to miss something.

Use your open thinking time so it works for you. As you take in more words and thoughts, roll them into what's already been said and do some summarizing. Or if possible—if the message is logically delivered—anticipate what might be said. Not second-guessing or jumping to conclusions, but honest anticipation of what *might* follow based on what you've already heard. But whether summarizing or anticipating, stay with talker and topic the whole time.

Routine distractions such as other conversations and external noise can cut into your listening ability. You may be able to control these distractions in a private conversation and you probably do so at times. If you're discussing yesterday's ball game with Uncle Joe you might do it well in a people-filled room. However, if you're trying to hammer out some serious personal differences you'll want to go where it's quiet.

If you're part of a listening group you may not be able to control distractions—the chatterers behind you, the brawl in the next room, the speaker's annoying habit of saying uuuuhh! every five words. You can't control these things, but you can reduce their effects with deliberate concentration.

One last listening barrier is outlined for people who find it helpful to take notes at times. The problem lies in the tendency to try to listen with the paper. I got caught by this time and again in school. The professor would say we were about to hear the seven great pearls of wisdom, and we'd better know them cold. Next week's test, you know.

I'd try to catch everything only to find I was still frantically scrawling pearl number two and the

professor was already voicing number five. I'd leap to number five, catch a piece of number six, then quickly try to fill in the gaps. By the time I looked up from my page of erratic chicken tracks, I'd discover the speaker was two new topics down the road.

If you must take notes, keep them brief. Remember the suggestion to listen for ideas and whole thoughts? Do this, and catch each in a two or three word phrase or a single key word. Later you can use these words and phrases as mental triggers when you begin to rework and expand upon your notes.

Through all of these words about listening the notion of concentration has popped up several times. Concentration—deliberate focusing of mental effort—will give you the best start on becoming a better listener. To this concentration add your determination to separate talker from topic, listen for ideas instead of facts, avoid rushing reactions, control your emotions, and fight distractions. Then you'll be ready to begin building improved listening habits.

It's been said that man is the only animal who can talk his way into trouble. Most of us slip once in a while; I have days when I feel like I only open my mouth to change feet. Take heart; listening is not only more valuable than speaking, it's also safer. As Calvin Coolidge said, “Nobody ever listened himself out of a job.”

To be an effective listener, keep your mouth closed and your mind open (*don't* get these turned around). In the words of Wilson Mizner: “A good listener is not only popular everywhere, after a while he knows something.”



“No thanks. I'm just smellin.”



Haband incredible value SHOES 100% man-made in U.S.A.

TAKE ANY

**2 PAIRS**  
**19<sup>95</sup>**  
in your EXACT SIZE

for only

And GET THIS EXTRA TWO WAY BELT FREE!

Go with the style leaders! This is the look you'll see in the newest, most expensive executive shoe lines. But you don't have to pay the high prices you see in shoe stores today! Haband, the mail order people from Paterson, NJ sell more than a million pairs of shoes a year because we offer a fine American-made luxury product at important savings!

\*This elegant high fashion belt is black on one side, brown on the other. Custom made for these shoes!



**2** pairs for **19<sup>95</sup>** AND A FREE BELT!

But these are **NOT CHEAP SHOES!**

They are the new longer wearing executive shoes, lasted on full fitting executive lasts and made from new materials that scuff at scuff, are completely waterproof & hardly ever need a shine. You get the tough, life-of-the-shoe one-piece heel and sole. Flexible built-in support shank in the arch. Built-in elastic side gores. Sturdy heel counters. Heavy metal buckles & trim. Full side zipper on boots. Comfortable, roomy box toe construction and excellent fit for both size and width!

Are You Fed Up with Higher and Higher Shoe Prices?

**HERE'S WHAT YOU CAN DO:**

Send for 2 pairs. Try them on. Wear them around. Show your friends. Then decide!

**KEEP THIS GUARANTEE!**

If at any time you are not 100% delighted, return the shoes for full refund of every penny you paid us!

Note for Conservationists: Above new reptile grain is man-made so you save enormous money on the fashion and never hurt the reptile!

**HABAND**

265 N. 9th St., Paterson, NJ

All Weather Executive Boots



Even the Boot! 2 for 19<sup>95</sup>



New Side Buckle Loafer

2 pairs 19<sup>95</sup> Black Slip-On & Brown 'Gator Grain Use Coupon to see this Incredible Value →

You try our famous Haband **SHOES** AT NO RISK!

HABAND COMPANY  
265 N 9th St., Paterson, NJ 07530

Sirs: Please send me ..... pairs for which I enclose \$ ..... I have checked my choice of style, size, & color and I await with interest. **SHIP AT ONCE!**

Is Your Size on this Chart?

	5 1/2	6	6 1/2	7	7 1/2	8	8 1/2	9	9 1/2	10	10 1/2	11	12	13
A														
B														
C														
D														
E														
EEE														

**THIS ORDER GETS FREE Two Way Belt!**  
Keep the belt even if you return shoes for full refund!

BELT SIZE: .....

72K-441 (916)

Name ..... Apt. # .....

Street .....

City .....

State ..... ZIP CODE .....

STYLE	Size	Width
BLACK Reptile		
BROWN Reptile		
BROWN Side Buckle		
BLACK Loafer		
BROWN 'Gator		
BROWN Executive Boot		



# NEVER AGAIN DRIVE A DIRTY CAR!



**Super-action Miracle Brush keeps your car "showroom new"... without water, waxes or hard work!**

**Brush lasts for years!**

Do people judge you by the soiled, grimy-looking automobile you drive? Now you can keep your car gleaming clean and bright—with that shiny "showroom-new" look. And you don't need a hose, you don't need a bucket, you don't need costly waxes, pastes or cleaners. What's more, you don't have to line up every Saturday to plunk down \$1.50 or \$2.00 for a car wash.

All you need is this super-action Miracle Brush and a few minutes of spare time.

**Never again be ashamed of how your car looks!**

This remarkable, chemically-treated Miracle Brush cleans and polishes your whole car in minutes—without water, waxes or hard work. It's almost like magic! Millions of dirt-hungry fibers attract dust and grime *automatically*—by molecular magnetism *then gobble it up!* You never have to rub or scrub. Simply *glide* the Miracle Brush over your car. It actually cleans as it polishes . . . is 100% safe even for new car finishes—even for a Rolls, Caddy or Continental!

**Switch to this amazing no-water method!**

Say goodbye forever to hoses, buckets and sponges! Never again risk rust, rattles, squeaks—and wet feet! This amazing, easy-care, *no water* way to clean your car is already used and preferred by millions. Bring back the gleaming-clean beauty of your automobile. Drive with pride . . . win compliments from friends and neighbors. Best of all, save \$75.00 to \$100.00 in car wash money! Your chemically-treated Miracle Car Brush costs only \$3.99—and stays effective up to 12 months. (Then you can renew it.) Brush itself lasts for years!

**Quickly pays for itself!**

Figure out how much car washes are costing you—and you'll see how the Miracle Brush *pays for itself in only two to four weeks!* And—incredible as it may seem—it **MUST** work the way we say . . . or it costs you nothing! Check our no-nonsense 90-day guarantee . . . and be convinced. Then mail the risk-free coupon today for sure!

**MILLIONS SOLD IN AMERICA! NOW ONLY \$3<sup>99</sup>**



So effortless, a child can do it.



Fantastic inside your home, too. On furniture, floors, blinds.

**90-DAY MONEY-BACK GUARANTEE!** Use Miracle Car Brush for 90 days. You must be absolutely delighted with it—or return for prompt refund of purchase price.

**BUY WITH CONFIDENCE! ORDER TODAY!**

JAY NORRIS Corp., 31 Hanse Ave. Dept. 105-25, Freeport, N.Y. 11521

- Please rush me one **Miracle Car Brush** #R119 at purchase price of \$3.99 plus 80¢ shipping and handling.
- SAVE!** Order TWO at purchase price of only \$6.99 plus \$1.00 shipping and handling.
- SAVE MORE!** Order FOUR at purchase price of only \$12.99 plus \$1.50 shipping and handling.

Enclosed is  check or  money order for \$ \_\_\_\_\_  
 Sorry, no C.O.D.'s—(N.Y. residents add sales tax.)  
**PLEASE PRINT:**

NAME \_\_\_\_\_  
 ADDRESS \_\_\_\_\_  
 CITY \_\_\_\_\_  
 STATE \_\_\_\_\_ ZIP \_\_\_\_\_

© **JAY NORRIS** CORP. 1977

31 Hanse Ave., Dept. 105-25, Freeport, N.Y. 11521  
 Serving Satisfied Customers for Over 25 Years.  
 Canadian Residents please send orders to:  
 Jay Norris Canada Ltd., 8595 Langeller Blvd.  
 Dept. 105-25, St. Leonard, Quebec H1P3B6