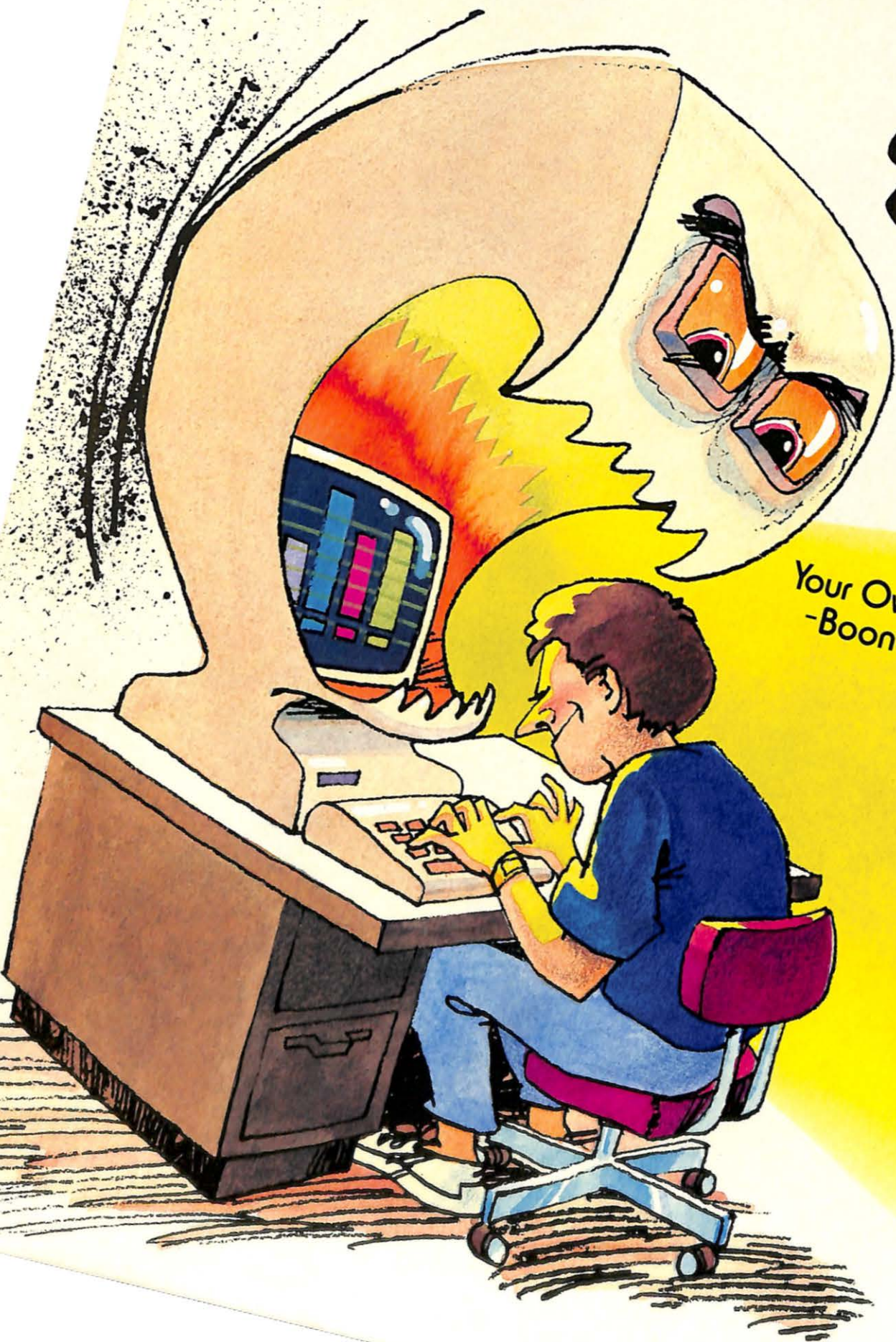


the
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magazine
February 1984



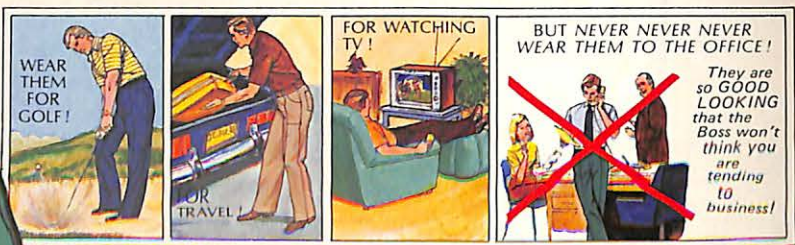
Your Own Computer
-Boon or Bane?

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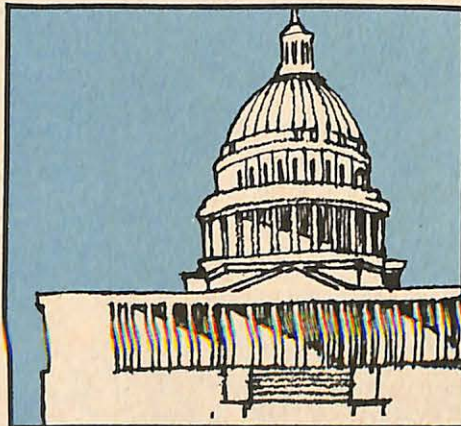
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Your Own Computer



boon or bane?

by John A. Libertine

"There are three kinds of people out there."

I was browsing through the magazine rack at a local computer store and couldn't help overhearing a salesman who was obviously breaking in "the new man." He continued: "The first one is completely ignoring computers. Don't worry about him. You won't see his kind in here. The second is frightened to death of them. But he'll keep coming in like a teenager to scary movies. The third guy isn't afraid at all. Watch him. He's so gung-ho to try everything that he'll demolish every keyboard in sight and half our disks if you let him."

Never underestimate the astuteness of a salesman. This one has pegged the whole personal computer revolution in less than a hundred words. To begin with, his use of the masculine gender is neither accidental nor chauvinistic. The overwhelming majority of people interested in computers is male. I'll leave it to others to explain this, but it is a simple, observable fact.

His placement of customers in three niches is right on target. You can probably put yourself and most of your friends into one of these slots easily. Yet the simple truth is that if you have any interest in a computer, you'd be far better off if you were a combination of all three.

Ideally, you should have just a touch of "fear"; enough to respect the things. It will also help to have enough confidence so a machine won't intimidate you. And while I don't think you can ignore computers, it won't hurt to have an objective "I can take them or leave them" attitude. Buying one should be a fairly long and logical process. Too often it turns out to be an impulse purchase made for all the wrong reasons.

If this is so, then what are the right reasons? And how do you go through this process? What I hope to give you here is a compilation of my own personal trials, frustrations and ultimate joys plus the consensus of the so-called experts and, perhaps most important, a distillation of the typical experiences of real people who have been through it all.

From the start I'm going to make the assumption you have some interest in computers (doesn't everyone today?)

for either personal or business use. If you're typical, you are confused. Why shouldn't you be? There are (depending on whose count you care to believe) somewhere between 150 and 300 different computers to choose from! And that doesn't include "Models" and other variations. Sometimes it looks like all of them are advertising in the same paper or magazine at the same time. No wonder we're all confused. After reading about "bits and bytes" or "RAM and ROM" or "CBASIC and COBOL", it's a wonder anybody bothers to buy one at all.

Don't let anyone kid you. This jargon is being used for the same reasons as is the slang of pop culture or the legalese of government forms. If you take my advice to go slow, all this gobbledygook will begin to make sense after a time. Yes, you have to become educated about computers just as you must learn the languages

of auto mechanics or carpentry if you intend to do anything in those areas.

So, step one is to get educated. How? Start by reading everything in sight about computers. Go to a computer store and look through the magazines. Buy a couple that look as though they speak your language. Be careful. Some are written for electronic engineers only! While you're there listen to a sales pitch. Then go to another, and another store and do it all over and over again. Don't take any one person's opinion. Listen, read, learn. Do read the ads. Send away for literature. Attend some of the free seminars offered by stores or manufacturers in your area. You could even take an evening course at your local high school or extension college.

In your travels from store to store, ask about local computer clubs. They are located almost everywhere, town or city. Most welcome visitors and the

dues are very modest. Here's where you can get the low-down on possible problems and the facts on software that will never be heard from a salesman or in an ad! Some of these clubs are set up for specific computer brands (The Apple Club, Atari Club, etc.) and others by user interests (CP/M Clubs, Visicalc Clubs, Word Processing Clubs, etc.) A really large club (The Boston Computer Society, for example) is a combination. The full club covers all of these and there are "sub-clubs" covering both computer and user interests. The Boston club is one of the oldest and largest in the country. It lists a calendar of events which includes at least three or four meetings a week. Some user groups (The Osborne Group is typical) meet at least twice a month. By all means, visit if not join one or two of these in your area.

There is one other source you can tap. If a friend or relative has a computer, by all means pick his brain. After all, he's already gone through it all. Just one caution. Chances are (assuming he's happy with his model) you are going to be given a sales talk on why you should buy the exact same machine. Maybe he's right, but maybe he isn't. Let him try to convince you, but keep an open mind. It is possible that he will suggest ideas and uses you never dreamed of.

In short, the idea is to expose yourself to all the information available.

(Continued on page 39)



Many systems incorporate innovations that make their computers more "user-friendly" to the novice. The touch-screen shown can make giving the computer instructions as easy as pointing your finger. Photo courtesy of Hewlett-Packard.

7 Hints for choosing your computer

1. Learn as much as you can about computers and their potential uses:

- To determine the feasibility of owning a computer.
- To insure you will not be disappointed later to find your computer inadequate for your intended or developing interests.
- Take courses at local schools/clubs, etc....
- Read magazine, and newspaper articles, intended to assist you in making these determinations.

2. Define your area of interests; devise a plan based on your interests, ie:

- Home use, for pleasure, for an educational experience.
- Business/professional use.

3. Talk to people about their experiences, try to find a group of people with similar interests, they will usually be glad to share their ac-

complishments and personal anecdotes; keep an open mind.

- Join a club; attend meetings.
- Attend conventions; exhibits, ask questions.
- Try to discuss your plans with novices, established hobbyists and professionals if you can to get a cross-section of views.
- Pay as much attention to software as you do hardware.

4. Develop a budget; costs can easily get out of hand in this field. Budget the following:

- Initial computer purchase.
- Software purchase.
- Training costs.
- Add-ons.
- Expendables such as floppy disks, paper.
- For business use, a maintenance contract.

5. Narrow down your choices, take your time, shop for the best value; compare manufacturers and retailers for:

- Assistance offered by the retailer to learn the operation of your new computer.

- Support offered by the retailer and manufacturer to assist in solving problems after the purchase.
- Software availability.
- Expandability.

6. Get demonstrations of the software under consideration on the machine you are planning to buy; don't assume it will do what you want.

- Is it easy to learn?
- Is it easy to use?
- Are the instructions clear and concise?
- Is there a troubleshooting guide in case of difficulty?
- Can the capacities of the software and hardware adapt to your growth needs?
- Will the computer hardware support your volume of data?

7. Before taking your selection home, insist on having your salesman plug it in to verify its proper operation. If you will need to interconnect cables, ask to be shown how its done; take notes. You'll avoid much frustration and even possible damage to your purchase.

A MESSAGE FROM
THE GRAND EXALTED RULER



Pride and Reflection

February has a great deal of historical interest to us as Elks. It is, of course, the month known as the Birthday of Presidents; George Washington and Abraham Lincoln were born in February and our current President, Ronald Reagan, also first saw the light of day in February. Of great interest to us, as Elks, is the birthdate of our Order. The date of February 16, 1868, saw the beginnings of the Order of Elks. We should proudly reflect on the fact.

During our travels, Ruth and I have been hosted at many pleasant affairs at some truly beautiful Elks buildings; we are pleased to see these lodges prospering and showing their pride in being a vital element in their communities.

In reading the reports of the District Deputies that have come in from across the land, it is apparent to me that there are more than a few lodges that project a very poor image in their neighborhoods because of the dilapidated condition of their buildings. In many cases a simple cleanup of house and grounds would help a lot. In other situations it will take a real effort to rehabilitate the properties.

Take a good look at your building and see if you would like to be an adjacent property owner. If the answer is no, then you have some work to do. Pride in your property will also have an effect on the type of membership that you will attract. The ladies also feel happier about an attractive building, and we should keep that in mind.

Sincerely & fraternally,

A handwritten signature in cursive script that reads "Kenneth V. Cantoli".

Kenneth V. Cantoli
Grand Exalted Ruler

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- Oak Ridge Boys: Gt. Hits 44417
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- Van Halen: Diver Down 44205
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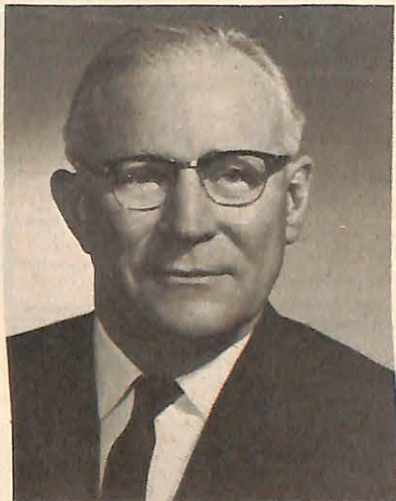
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Past Grand Exalted Ruler Ronald J. Dunn



RONALD J. DUNN, Grand Exalted Ruler of the Benevolent and Protective Order of Elks for the 1963-64 lodge year, died at his home in Oneida, New York on the morning of December 6, 1983. He was born February 22, 1903, in State Bridge, New York and was educated in the public schools of the City of Oneida, New York.

He received his B A degree from Holy Cross College, Worcester, Massachusetts in 1925 and his LL B from Fordham University School of Law in 1928. He commenced his practice of law in the City of Oneida, New York in the same year and was subsequently elected to serve as Oneida City Judge for three terms. In addition he served as a clerk of Madison County, New York Surrogate Court. He had the reputation as one of the most capable trial lawyers in central New York State. He and his son, Peter M. Dunn, were partners in the Dunn and Dunn law firm of Oneida, New York. He was a member and Past President of the Madison, New York, County Bar Association and also New York State and American Bar Association.

He was the recipient of the Oneida, New York Rotary Club's Roses to the Living Award, the Man of the Year Award from the Oneida New York Junior Chamber of Commerce and the Silver Beaver Award from the Boy Scouts of America. He was a member of the Board of Trustees of the Oneida Public Library, the Board of Governors of the Yahnundasis Golf Club in Utica, New York; the Oneida Chamber of Commerce and the Board of Directors of the Oneida Valley National Bank.

During his illustrious lifetime, he exhibited continuous devotion to his beloved family, his legal profession and the Benevolent and Protective Order of Elks.

The many attributes he possessed, among which were his high ideals of service and unique qualities of leadership, were recognized immediately by his fellow lodge members following his initiation in 1929 into Oneida, New York Lodge 767. Accordingly, he was elevated by his lodge through all the subordinate stations and became Exalted Ruler in 1936. He was appointed District Deputy Grand Exalted Ruler in 1941 by the then Grand Exalted Ruler John McClelland. He was elected President of the New York State Elks Association in 1945 and served as Grand Esteemed Leading Knight in 1947 and again in 1951. In 1953 he was elected to the Board of Grand Trustees and became Chairman of that body in 1957. He was Justice of the Grand Forum from 1960 until 1963, which office he resigned when he was elected Grand Exalted Ruler at the Grand Lodge Convention in San Francisco, California in 1963.

He became Chairman of the Grand Lodge Advisory Committee in 1967. Poor health caused him to resign this position in 1977 when he was once again honored by being named Chairman Emeritus of the Grand Lodge Advisory Committee. From 1969 until his death, he served with distinction as a member of the Elks National Service Commission.

Past Grand Exalted Ruler Dunn is survived by his wife, the former Helen L. Williams, whom he married in Canastota, New York on December 28, 1935; a son, Peter M. Dunn; a daughter Ann (Mrs. Donald Morey) and eight grandchildren. Services were held December 9, 1983 at St. Patrick's Church, Oneida, New York. Past Grand Chaplain Francis A. White was the homilist.

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LETTERS

• I was pleased to note in the acceptance speech of GER Kenneth V. Cantoli (September issue) that the Elks will focus their assistance in the area of drug awareness.

I would like you to know that for the past two years the local Lodge, No. 1557, New Smyrna Beach, FL, has been of great assistance in supporting our local United Parents group. This support takes the form of financial aid to purchase educational materials designed to heighten community awareness of the growing problem of drug abuse.

By also opening their Lodge for meetings, our local Elks help us to reach parents, children, educators, churchmen and other interested community agencies.

Ellen Weller, President
United Parents of Southeast Volusia
New Smyrna Beach, FL

article needed to make us better Elks and better people.

Keep up the good job that the magazine is doing for us.

James E. Galen
Ephrata, PA

• You are to be commended for the objective attitude with which the subject of massive seismic disaster was treated in your recent (October) article, "Waiting for the Big One."

Though many Californians feel that the subject has been much belabored, it is refreshing to see it handled without sensationalism and untoward sarcasm. Many residents in the path of "The Big One" are forced to remain by fixed incomes, career considerations or family ties. These folks naturally resent being characterized as members of some sort of suicidal lunatic fringe, as they all-too-often are described in the popular press.

Congratulations on your sensitive, responsible approach to a problem that affects many thousands of ordinary, hard-working individuals.

Alfred Korda
San Clemente, CA

• Your magazine is improving; especially good in the September issue was the article on the Civilian Conservation Corps.

My congratulations to your staff and to Mr. Duhse for this outstanding piece of historical nostalgia.

Samuel M. Adler
Edison, NJ

• Bravo to John Behrens for his October column, "Phone Customers Not Saved by the Bell."

For too long, Ma Bell has been so much a part of the American landscape that most people think they cannot cope without her.

With divestiture imminent, it's vital that all business people study telephone alternatives. By relating his personal telephone buying experiences and offering outside predictions, Behrens has helped demystify A T & T. There is life after Ma Bell disappears—a life, Behrens reveals, that is more economical for consumers.

Moreover, by explaining the possible consequences of remaining a Bell System customer after January, Behrens has touched on critical points which every telephone user should consider before deciding whether to lease or purchase telephones.

The business community should consider Behrens' sage advice carefully.

Ellen Portnoy Abelow
Utica, NY

• I would like to congratulate the staff of *The Elks Magazine* on the splendid Civilian Conservation Corps article that appeared in the September issue.

Being a member of that organization during the depression, I can testify that it taught us many things—to live together, work together, and, most important, it taught us the value of brotherly love. These worthy principles for all to live by.

Thanks for the memories!

Edward F. Sheehan, Jr.
Middleton, CT

• Thank you for the fine story, "Inside the Elks National Foundation" (November, 1983). I found the article most informative; it is, I feel, the type of

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YOU & RETIREMENT

by Grace W. Weinstein

CONSIDER EQUITY CONVERSION

Are you (or your parents) house-rich but cash-poor? If so, a variety of "equity conversion" or "reverse equity" plans are becoming available to help older homeowners convert the value of a house to cash, while retaining the home as a place to live. The income can be used to repair the house, to meet medical expenses, or simply to raise your standard of living. Each of these plans has one thing in common: repayment can be deferred until a later date. Each also has risks along with advantages.

Here's a rundown of some current equity conversion plans. Bear in mind, as you read, that not all are available everywhere.

Reverse Annuity Mortgage

The opposite of a conventional mortgage loan, the reverse annuity mortgage is a loan paid to the homeowner in monthly increments, the amount determined by the amount of home equity borrowed against, the interest rate, and the length of the loan. The loan amount is typically from 60 to 80 percent of the appraised value of the property (and this, as other equity conversion methods, is appropriate only when there is little or no debt already outstanding on the house). The length of the loan is typically five to ten years (a potential problem if an elderly homeowner outlives the loan). Some programs are publicly-sponsored, designed for people with lower incomes; other, private programs, have no income restrictions.

Under a program of the San Francisco Development Fund, reverse annuity mortgages are offered to people over 62 years old, living in owner-occupied single family homes or condominiums, with low to moderate income. Here's an example of how this program works, provided by the Special Committee on Aging of the U.S. Senate: A reverse mortgage loan of \$120,000, at a fixed rate of 14 percent for a 10-year term, plus a 1 percent loan origination fee and other charges, would yield a monthly income of \$463. If an initial disbursement of \$5,000 is made to make repairs on the house, the monthly income would be \$386. After 10 years the loan must be repaid or renegotiated.

Under a brand new program offered

by American Homestead Mortgage Corporation of New Jersey, homeowners over 65 can mortgage their homes and receive monthly payments until they sell the house or die; the loan can then be repaid with proceeds from the sale of the house. Borrowers can add to their monthly income by pledging a percentage of the property's appreciation to American Homestead along with the mortgage amount. For example: a 75-year-old man, pledging 50 percent of appreciation, would receive \$108 each month on a \$70,000 house mortgaged at 12.5 percent. With a 100 percent pledge, he could receive \$210.

Sale/leaseback

Under this method of tapping home equity, an investor purchases the house and grants the seller either life tenancy or a more limited tenancy in exchange for a specified rental payment. The investors receive the tax benefits of ownership. And the seller, who can receive payment in a lump sum, in equal monthly payments based upon an annuity purchased by the investor, or in monthly mortgage payments from which the monthly rent is deducted, may be able to claim the one-time capital gains deduction of up to \$125,000 on the sale that is available to the homeowners over the age of 55.

A contract must spell out the seller's right to continued occupancy, the rent schedule, and responsibility for the future maintenance and care of the property. Under a program offered by the Fouratt Plan of California the lease establishes a lifetime right of occupancy. The investor/buyer is responsible for major repairs and maintenance, property taxes, and insurance. Here's an example of how such a plan might work: A 79-year-old widow sells her house, appraised at \$80,000, to an investor for \$63,200. She receives a 10 percent downpayment of \$6,320 and a 12-year promissory note for the \$56,880 balance. She receives a monthly payment of \$679 from the investor, including interest at 10 percent, from which she pays rent of \$285 back to the investor, leaving \$394 as her net income. The buyer purchased an annuity which will

(Continued on page 33)

"I PAY ONLY 12¢ A BOTTLE FOR GREAT EUROPEAN BEER — WHY NOT YOU?"

Hello. My name is Bud Weckesser, President of Bierhaus International, Inc. in Erie, Pennsylvania.

As you know, the Europeans make great beer. Light lagers, amber pilsners, and superb dark beer.

The only trouble is that they cost an arm and a leg. Develop a taste for a good German beer, for example, and you'll end up paying \$15.00 to \$20.00 a case. Maybe more.

Now there is a way that you can enjoy great European or American style beer for less . . . much less. In fact, for as little as \$2.50 per case.

Let me explain . . .

FISHING IN IRELAND

While I was on a fishing trip in Ireland in 1978 one of my Irish friends offered me a glass of light lager. It was fantastic beer . . . crystal clear with a thick creamy head rising half an inch above the rim of the glass.

After trying several varieties of his pilsner and ale, I was absolutely flabbergasted. I'd never tasted beer this good. It was far superior to any commercial American beer I'd ever tried.

"What kind of beer is this?" I asked.

"It's my own," he replied.

I accompanied him back to his house. There he showed me his 7½ gallon professional Mini-brewery. The brewing formula he used was the same one used by commercial breweries in Germany. Pure barley, imported hops and a special European yeast culture. It was hands down the smoothest beer I'd ever tasted.

I was so impressed that I obtained a few of his special brewing kits to give my friends back home. They enjoyed them so much that they told their friends. And within six months, we were getting calls from people all over the United States wanting to order kits.

Today we offer the same kits throughout the U.S. and Canada . . . and only with the following absolute guarantee:

If you don't agree this is the best beer you've ever tasted in your life, I'll buy the kit back.

What's more I'll pay the return postage and, I'll send you an extra \$5.00 for your time and trouble. No conditions. No excuses.

MYTHS VS. FACTS

Let me separate some myths from actual facts:

QUESTION — "I remember my Dad used to make 'home brew' years ago. It was flat and cloudy."

FACT — Old fashioned "home brew" was lousy. No argument. But we're not talking about old fashioned home brew. The Bierhaus Mini-brewery is TOTALLY different. It contains a professional brewer's fermentation tank . . . the finest hops in the world, imported from Europe . . . 100% PURE barley malt, also from Europe . . . and a superb lager yeast imported from England. The entire brewing process is anerobic . . . just like the best commercial breweries.

QUESTION — Is it easy to make?

FACT — Absolutely. Even a klutz can brew excellent beer in just 27 minutes on a regular kitchen stove. If you want to make 6-8 cases of 12 oz. bottles, it may take 45 minutes. Let it remain in the fermenter for seven days, pour in bottles. Or keg it. You're done.



- No more late night trips to the carry out.
- No more lugging back empty beer cases in the trunk of your car.
- No more chemistry set taste.
- No more standing in line to pay \$10.00-\$15.00 for a case of beer.

QUESTION — Don't the large commercial breweries with all their expertise produce the best beer in the world?

FACT — That's like saying because cellophane wrapped pie in the supermarket is baked by a national bakery, it has to be better than a homemade apple pie fresh from the oven.

If you use our Mini-brewery and follow the instructions carefully, your beer will be better than commercial beer. We absolutely guarantee it.

One reason is that commercial breweries are allowed to use up to 52 different artificial ingredients . . . tannin, enzymes, plus a host of other chemicals to prevent gushing and to stabilize foam . . . plus three coal tar dyes for artificial color. And they don't even have to list these ingredients on the label.

Our Mini-brewery uses NO ARTIFICIAL INGREDIENTS OF ANY KIND. Absolutely none. As a result, the beer has a fantastic pure taste. You have to TRY IT TO BELIEVE IT.

QUESTION — Can I re-use the kit to make different kinds of beer?

FACT — Yes. You can use your kit over and over again for years. Here are just a few of the beers you can make . . .

LIGHT PILSNER

Very similar to most American premium beers. The light taste of pure barley together with mild hops gives this beer superb body without being filling. A great beer for parties.

BAVARIAN DARK LAGER

This nut brown lager has exceptional taste and heartiness. Excellent with sandwiches or any late night snack. Should be ordered with an extra packet of Hallertauer hops. These traditional German hops are grown in the Munich area and packaged for us in nitrogen sealed pouches.

BRITISH CLUB MILD

Originally brewed for the private clubs of Northern England, this beer contains fewer calories and carbohydrates than most commercial beers yet has a unique flavor and light amber color that make it popular in many parts of Europe. The ingredients we supply include the original Yorkshire barley malt and English hops necessary to recreate the true British flavor.

ENGLISH PALE ALE

Not to be indulged in lightly, this exquisite pub favorite was originally brewed in Newcastle, England. It has a distinctive crystal clear copper color and a potency variable from 7%-10% alcohol by volume. You should age it 6-7 weeks before drinking.

DANISH LIGHT

One of the most popular choices for brewing because of its similarity to some of the premium Canadian lagers. The alcoholic content is similar to U.S. beer but, like all of our products, contains absolutely no artificial ingredients or additives. Lightly hopped with a very clean smooth taste. Serve about 40°-44° fahrenheit.

ENGLISH/IRISH STOUT

If you've ever enjoyed a real Stout in a pub, you owe it to yourself to brew several cases for special occasions. We include true dark malt — not the artificially colored kind. These original ingredients let you brew an actual British Stout which you'll be proud to serve your most discerning guest.

DUTCH PILSNER

Very similar to Pilsner Light, but slightly stronger. Dutch Pilsner has a distinct amber color and special vibrant effervescence.

WHERE DO I GET SUPPLIES ONCE I GET THE KIT?

Just call us to reorder ingredients. We stock hundreds of different items . . . malt, hops, and yeast of all kinds. Remember, you can use your Mini-brewery over and over again for years. Federal law allows you to brew up 200 gallons a year. No Federal license is required. No taxes either.

Your new Bierhaus Mini-brewery contains an FDA foodgrade 7½ gallon fermentation tank, air lock, bottle caps, and enough ingredients to make your first test brewing of approximately 2½ cases. The ingredients will be for a standard lager beer so you can compare it to your favorite American commercial beer.

\$5.00 FREE

Our guarantee is simple.

Order the kit and make the beer. Serve it to your family and friends and ask them to compare it to their favorite beer. You do the same. If everyone doesn't agree it's better — far better than commercial beer — simply return the kit. I'll pay the return postage. And I'll send you a check for your full purchase price of \$39.95. And I'll send you an EXTRA \$5.00 for your time and trouble — total \$44.95. What's more, I'll send your refund within three working days from the time I receive the returned kit.

If I'm wrong, you just made \$5.00.

But, what if I'm right?

FOR EXTRA FAST SERVICE, call us at 814/833-7747 and order your Mini-brewery with MasterCard or VISA. Please call weekdays between 8:30 A.M. and 5:00 P.M. Eastern time.

Or send your check or money order for \$39.95 or MasterCard/VISA number and expiration date to: Mini-brewery, Bierhaus International, Inc. Dept. 62, 3721 West 12th Street, Erie, PA 16505. Canadian residents add \$6.00. You pay UPS charges upon delivery. Pennsylvania residents please enclose 6% sales tax.

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IT'S YOUR BUSINESS

by John C. Behrens

PRODUCTIVITY CONCERNS ALL OF US

A number of stories in the daily media and from my own experiences as a business and public relations consultant cause me to reluctantly agree with an article in *USA TODAY* that said America's "biggest obstacle to progress in productivity is management that simply doesn't know what to do."

The newspaper reported on a survey of 700 industrial engineers which found 63.5 percent think managers, supervisors and owners don't know how to improve the quality or quantity of goods and services.

In fact, managers and workers believe that Japan will overtake the U.S. within a decade, the article claimed.

To me, that's a self-fulfilling prophesy. Say it enough, blame the other side enough and squabble continually about it and it's bound to occur.

Personally, I don't agree with the premise nor do I believe it will necessarily happen. At the same time, I don't feel I'm either naive or a partisan optimist. But what is most disturbing is that a number of Americans are willing to accept such a prediction.

I've been to Japan; I've met and interviewed Japanese industrial leaders and respect their resolve and ambition. It was the late 1950s, Mitsubishi wasn't a household word here, neither was Nissan or Toshiba. But Coca-Cola, RCA, General Motors, Ford and a host of others were well-recognized in the Asian countries I visited. They still are.

American know-how and technology haven't been eroded. American workers—blue and white collar—appear to have less motivation today than during previous decades.

The *USA TODAY* piece offers some evidence. The survey noted that nearly half of the engineers queried said they are "not very enthusiastic and optimistic" about their workplace. But a number of these engineers offered a solution to the problem that sounds logical. Sixty-three percent said personal recognition would boost morale and most experts I've talked to believe morale is a major factor in productivity. Personal recognition, it's interesting to note, ranked higher than monetary rewards in the survey.

But engineers aren't the only group to provide such a view. At a Northeastern

private college where the salary schedule is below the state college level as well as some other private institutions, the faculty were surveyed about their concerns.

More than half of the faculty replied and again the answer was not what might be expected; a demand for higher salaries. The number one concern of the faculty? The quality of students' performance in their classrooms. The salary scale was ninth on their list of priorities!

Both surveys and a number of others which have appeared in recent years should tell management that when it comes to productivity, their employees—whether professional, skilled or production workers—have sound answers and are eager to help. And they should be praised, not scorned or intimidated for trying to create better products or services, and, obviously, better places in which to live and work.

Management has as much listening and learning to do as any employee in the plant. Furthermore, owners need to monitor middle management carefully as they implement policy and create internal and external relations for the company.

I've found that some employees in family businesses lose enthusiasm rapidly when they discover that the family has no intention of rewarding them with promotion. Perhaps it's a relative who steps into the position upon death or retirement, perhaps it's a family member who is promoted above others to take the founder's position. The message to employees is clear; hard work won't improve your status or responsibility in the company. You may be given more money—good people are hard to find—but personal recognition may have come elsewhere.

Corporations can dampen the enthusiasm and the productivity of hard-working employees just as easily.

Several years ago, a business executive acquaintance told me how he finally walked out of a management position after discovering how several others had been promoted at his expense. "I was being paid well but each new vice president had used my internal memoranda—my ideas and information—as if it was

(Continued on page 27)

ADVERTISING

50% Hotel/Motel Discounts Available

Now available in this issue is a special half price rate program for those travelers to enjoy substantial savings of 50% off hotel expenses at participating leading hotels, motels and luxury resorts that include Marriotts, Hiltons, Sheratons, Holiday Inns, Stouffers, Ramada Inns, Howard Johnsons, plus many others.

SAVE 50% ON NEXT HOTEL STAY. All members receive 50% discounts on lodging accommodations with the Travel America Coupon Book as indicated on each individualized coupon which gives a complete description of facility, nearby attractions and restrictions, if any. Those traveling on auto trips, vacations, weekend getaways, trips to your favorite resorts will find this program a must. When you consider the example of a three-night stay in a hotel that cost \$48.00 per night, the regular published rate charge would be \$144.00, but as a Travel America member you pay only half the price and save \$72.00.

COMMENTS FROM ELKS READERS. Since there are many using this book, here is a sampling of what some had to say about the money they saved using this program:

"Using our Travel America coupon book we were able to save \$403.75. The rooms at all the hotels and motels were excellent and there was no difference even though we were staying at a discount. Without this program we would have only been able to take a one week vacation; instead, we were able to take a two week vacation. The program makes nice hotels available at reasonable prices. We would definitely recommend this program to other ELK Club members."

TERRY MARTINMAAS
Sioux Falls, South Dakota

"We had a wonderful Hawaiian vacation earlier this year. We were treated like royalty; we've never experienced anything like it! The Sheraton Waikiki put chilled champagne and fresh pineapple in our room for us; the service was great. With our savings of \$339 we decided to extend our vacation an extra six days. We found the accommodations everywhere to be excellent and it is a wonderful opportunity to go places at very little cost. We think the club is great and hope to use it further this year. Totally recommended!"

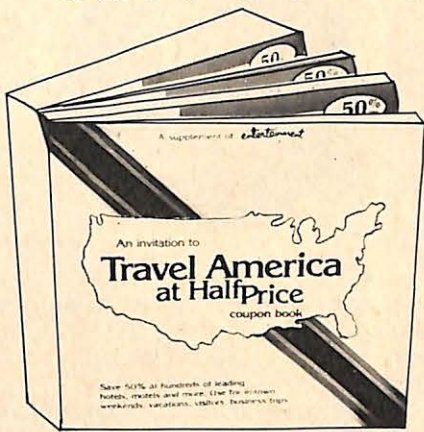
MRS. BEN L. MATZEK
Spring Hill, Florida

"On our trip to California we were able to save \$250.00 using our Travel America at Half Price membership. This program is fantastic; a great inspiration for traveling. We never would have found the great hotel we stayed at without our coupon book. We received good quality accommodations and were not treated any differently because we were on a discount. Using the coupon book, we will hopefully save at least another \$200.00 before the year is out. We have told a lot of people about the program and would most definitely recommend it to anybody."

MRS. PAT RUSSOMANNO
Deal, New Jersey

EXTRA BONUS-25% DISCOUNTS ON MEALS. Now through March 31, 1984, all readers are eligible to join this half price program. You will also receive 25% discounts on meals at restaurants nationwide. To take advantage of this money-saving program and save 50% off your next hotel stay and 25% off meals, complete and mail your application today. Inquiries call (703) 548-8694.

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You'll never pay full price while saving 50% at preferred leading hotels and motels nationwide

Afford the Best and Pay Less

With the Travel America at Half Price coupon book you receive 50% discounts on your lodging accommodations at participating leading hotels, motels and luxury resorts that include **Marriotts, Hiltons, Sheratons, Holiday Inns, Stouffers, Ramada Inns, Howard Johnsons, Best Westerns**, plus hundreds of other famous name accommodations in major cities and almost every state including Hawaii, and in Canada.

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Each member receives the '84 edition of the Travel America book with all coupons valid through December 31, 1984, that's good for up to two people sharing the same room.

Consider These Examples of Savings

This plan should not only pay for itself the first time you use it, but will offer substantial savings throughout

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the year. For example, from your book select a weekend getaway to a favorite city or resort for a three night stay that costs \$126.00. . . you pay only \$63.00. Travel on an auto or business trip and take a one-night stop over in a room that costs \$52.00 per night . . . you pay only \$26.00 . . . vacation in Disneyworld for 7 days and 6 nights that costs \$228 for your hotel stay . . . you pay only \$114.

In these three trips alone you saved \$203, and it afforded you the luxury of first class accommodations.

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7009



ANGOLA, IN. The Elks of Angola, IN, took the Little League team which they sponsor to the Museum of Science and Industry in Chicago. After a day at the museum, the Elks then took their boys and girls to see a baseball game between the Chicago White Sox and the Baltimore Orioles.

WINTER HAVEN, FL. Lodge recently hosted 14 children and five adults from the Harry-Anna Crippled Children's Hospital in Umatilla, FL. The guests were given lunch in the lodge dining room and then taken to the Florida Cypress Gardens for an afternoon of fun at the bird show, the animal pens, and the water ski show.

BIRMINGHAM, AL. The Alabama Elks Association sponsored its first float ever in the Birmingham Veterans Day Parade. The float committee, chaired by Pat Kelley of Fairfield, AL, Lodge, decided on the main theme "As long as there are veterans in our hospitals, the Elks will never forget them."

Committeemen Clarence Leftwich, Neil Palmer, John Penn, and Richard Waters, all of Roebuck (Birmingham) Lodge, added this year's Elks slogan "Charity—Cornerstone of Elkdom" to the float.

Leading an entourage of Elks and their families aboard the float was Roebuck ER Pat McGuire. Inspired by the Elks Rose Parade Float, Alabama Elks plan to make this float an annual event.

HAGERSTOWN, MD. The Lady Elks of Hagerstown, MD, Lodge dedicated a tree on the lodge grounds to the late PER Arthur Chambers, Jr., who founded the Lady Elks in 1966. This group now numbers several hundred active members.

From left are Mary Della-Toffalo, president of the Lady Elks; Vergie Dean, charter member and first president of the group; and Barbara Chambers, widow of PER Arthur Chambers, Jr.

PARAMUS, NJ. Recently, Paramus, NJ, Lodge and the Dayton's Raiders Auto Club held their Sixth Annual Charity Rod and Custom Car Show.

The show was held at Paramus Lodge, with 154 hot rods, street machines, vans, four-wheel-drive vehicles, bikes, and trucks on display and in competition for trophies as being the best in their vehicle classes.

As a special added attraction, this year's show featured the "General Lee" from the TV show "The Dukes of Hazzard."

The proceeds of this charity show are donated to Elks Camp Moore, a summer camp for handicapped children funded and directed by New Jersey Elks. Eighteen guests of Camp Moore attended the show.

Birmingham, AL.



Hagerstown, MD.



This year's show netted \$4,500, bringing the six-year total to more than \$22,000. Over 100 members and their families work to make the show a success.

BAKER, OR. The Baker Elks Drum and Bugle Corps, known throughout Oregon for its parade and concert appearances, promotes Elkdom and Americanism through its music at its many performances each year.

The highlight of the year for the corps is attending the Oregon State Elks Convention in May. The group also performs at the Annual Hobo Dinner at Pendleton, OR, Lodge and at many other community events.

In 1969, the corps played at the in-



Hillside, NJ.



Orlando, FL.

stallation of then-GER Frank Hise at the Dallas national convention.

HILLSIDE, NJ. The Americanism Committee of Hillside, NJ, Lodge presented a flag to the Second-Year Brownies Girl Scout Troop 822 of Saybrook and St. Catherine's Schools. Elks in photo are ER George Helock and Chm. David Pearse.

Celebrating its 50th anniversary, Hillside Lodge in as many years has been presenting flags to youth groups and religious and charitable organizations in the community.

WESTBROOK, CT. The annual fall meeting of the Connecticut Elks PER Association at Westbrook Lodge Sunday, September 11, had special patriotic significance. Some 235 persons attended.

As part of the day's activities at this affair, the association's Americanism Committee conducts a service for the fitting disposal of unserviceable American flags. Most of the flags are gathered and saved through the year by the state's Elks lodges.

On the Friday preceding the meeting, when President Reagan announced that Sunday, September 11, would be a National Day of Mourning for the 269 persons who died on the ill-fated Korean Air Lines Flight 007, it was decided by the committee to dedicate the flag disposal program to that memory.

Almost 200 unserviceable American flags were honorably destroyed at the ceremony. The Connecticut PER Association is proud to have been one of the few organizations in the state which conducted a public ceremony dedicated to the memory of Flight 007 on that day.

NORWOOD, MA. Lodge held a mortgage-burning ceremony to celebrate the paying off of a \$750,000 mortgage that the lodge had obtained to build a new lodge home three years ago.

ER Wolfred Morganstern was joined by many state officers and 300 Brothers and their guests for the ceremony.

PENDLETON, OR. Lodge was very pleased when its float won second place in the Civic Division of the Dress Up Parade that starts off the Annual Pendleton Roundup.

The float, depicting a cowboy on a bucking elk, was titled "Riding Hard," and showed the benevolent work of the Elks. Showing involvement in the Meadowood Springs Speech Camp, the Elks Eye Clinic, the "Hoop Shoot," scholarship programs, and youth activities, the float told the message that Pendleton Lodge is truly "Riding Hard for Elkdom."

ORLANDO, FL. Lodge held its "Miss BPOE 1984 Scholarship Pageant." This is a recognized preliminary pageant for the "Miss Florida/Miss America Pageants."

The winner of the title "Miss BPOE 1984" was Dorothy Renee McLeod, pictured with ER John Beutel. She won a \$500 scholarship donated by Orlando Lodge. Miss McLeod will represent the lodge in June in the "Miss Florida Pageant."

The major beneficiary of the Orlando pageant was the Florida Elks Harry-Anna Crippled Children's Hospital.

PALO ALTO, CA. Four clowns from Palo Alto, CA, Lodge participated in the Jerry Lewis Muscular Dystrophy Telethon. Unfortunately, they did not appear on the TV show, but they did entertain for six hours outside the studio at the curb site for the money drop. Donations came from people in all walks of life.

(Continued on page 30)

Videotaped Highlights of Honolulu Convention and USS Arizona Memorial Service

51 minute videotape features 1983 Convention highlights and ceremony aboard USS Arizona Memorial— as well as historical films on attack on Pearl Harbor, interviews with Elk dignitaries and Pearl Harbor survivors.

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"...The Cornerstone Of Elkdom"

Added Support for Michigan Major Projects



Michigan Elks efforts on behalf of those in need of physical, speech and special therapy, wheelchairs, orthodontia and diabetic care received a boost in the shape of a \$5,000.00 check recently presented by PER James T. Brown and ER Terry R. Fike of Lapeer, Mi, lodge (left). Accepting on behalf of the Michigan Elks is Major Projects Director, Milton McKay; SP Alan Tappenden looks on from the rostrum.

Oregon Elks Children's Eye Care Clinic



\$23,710.80 was donated to the Elks Children's Eye Clinic in Portland, Oregon, at the Oregon State Elks Association Mid-year Convention held in Salem, Oregon. This donation will go far in helping the 3,000 visually impaired children who are treated at the clinic each year.

As an example of the tremendous work that is accomplished through the Oregon Elks donations, Dan Leiper, a 16 year old boy from the Oregon School for the Blind in Salem, held a recital on the floor of the convention. Dan mesmerized the assembled Elks and their ladies with his beautiful voice and skilled piano renditions.

A generous donation was made to the Department of Ophthalmology at the Oregon Health Sciences University in Portland, OR, by the Milwaukie, OR, lodge. Mrs. Carol Wold, First Vice President of the Milwaukie Elkettes, presents an external macro camera to Dr. Frederick T. Fraunfelder, Chairman of the Department.

This camera photographs the external structures of the eye at high magnifications. It will be used to help diagnose eye disease in many of the 13,000 children, adults and veterans who are treated at the Department of Ophthalmology and the Elks Children's Eye Clinic each year.

New



The Ultra 200's sleek, contemporary good looks are a welcome departure from older humidifiers. Compact and portable, moves easily from room to room. Even use as a vaporizer in sick room. Measures only 14" x 6" x 10".

Ultrasonic Humidifier Puts Moisture Back Into Heated Air

Winter heating removes moisture from the air. The Ultra 200 generates a vapor-like mist to replace moisture lost thru heating. Try one FREE for 30 days.

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Now there's a revolutionary new way to replace health-giving moisture in the air you breathe: The Bionaire Ultra 200 Ultrasonic Humidifier. It generates a fine, cool mist that lets you breathe easy again...puts back the moisture you need for health and comfort.

Space Age Way To Humidify The Air

Unlike older, bulkier humidifiers, the Ultra 200 uses silent ultrasonic vibrations to create a mist so fine it's quickly and easily absorbed into the air. And it's quiet...so quiet it won't wake you or

disturb you while you watch TV or listen to your stereo.

Ordinary humidifiers depend on fiber belts that wear out and sponges that need to be replaced. There's virtually no maintenance with the Ultra 200. No parts to replace. Just fill it and forget it.

Adjustable For Comfort, Simple to Use

A slide-rule humidistat control actually measures the amount of moisture in the air and shuts the unit off automatically when the humidity level you have selected is reached. Mist control also allows you to select light or heavy misting.

The Ultra 200 is ultra-convenient to use. The see-through water reservoir removes easily for filling at any faucet; water level is visible at a glance. One tank of water can humidify up to 1500 sq. ft. and runs up to 16 hours without refilling. When the tank is empty, the Ultra 200 shuts off automatically. Plugs into any standard 110 volt outlet.



Ultra 200 control panel lets you set any humidity level you prefer.

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by Jerry Hulse

This is the month we set aside each year for our special tips guide for Elks who travel. In this article you'll discover items ranging from renting a villa in Greece to doing Portugal on the cheap. These plus notes on customs, passports and a variety of other useful hints to make your vacation planning easier. All of us wish you happy traveling in 1984.

Health Care

A new toll-free telephone line to secure free advice on health care overseas has been installed by a Washington, DC-based company. Provides up-to-the-minute information on health conditions worldwide. Data obtained from the Center for Disease Control in Atlanta, the World Health Organization and the U.S. Department of State. Telephone Health Care Abroad at (800) 368-3531.

Customs

"Know Before You Go" is the title of a booklet that lays down the rules for declaring purchases made abroad. This handy pamphlet slips into purse or pocket. Tells about customs declarations, duty-free allowances on alcohol, cigarettes, duty rates on other purchases plus information on mailing goods purchased abroad. For a free copy write to the U.S. Customs Service, P.O. Box 7118, Washington, DC 20044.

Villas in Greece

Niki Tours of Los Angeles is into the villa rental game in Greece. One on the island of Hydra features four bedrooms, two baths, a veranda, courtyard—only minutes from the island's colorful little port. Others are described in a free brochure titled "Villas of Greece." Everything from seafront properties that accommodate 10 or more vacationers to intimate apartments for two. For a free copy write to Niki Tours, 373 N. Western Ave., Suite 11, Los Angeles, CA 90004, or telephone (213) 464-8427.

Calculator

A company in Connecticut is plug-

ging a new money converter that does everything but speak a foreign language. It's a credit card-size calculator that works out your money worries with the press of a button. Simple to operate. You enter the local rate of exchange in the calculator's "memory" unit. When you're ready to make a transaction, just enter the foreign figure, press a button and up pops the answer in dollars. Price: \$19.95 plus \$1.50 for mailing. Write to Traveler's Checklist, Cornwall Bridge Road, Sharon, CT 06069 or telephone (203) 364-0144.

Condominiums

Holiday Condominiums of Nebraska is offering a new money-saving standby rental program for condominium rentals in the United States, Mexico and the Caribbean. Works similarly to the standby operations of the airlines. Discounts 25%-30%. Everything from studios to three-bedroom units (apartments must be booked within 21 days of arrival date). Contact Holiday Condominiums Inc., 7701 Pacific St., Omaha, NE 68114, or telephone toll-free (800) 228-0002.

Free Baggage Tags

Joe Travis, who heads up the Oklahoma City-based travel organization NEAR, is angry with the airline industry. He believes they are encouraging burglaries by insisting that all bags carry identification tags. "It gives thieves hanging around the airports clues to the location of homes whose owners they have just watched leave on a trip," says Travis.

As a result, Travis is giving away free baggage tags with a personal identification number (no name or address) and NEAR's toll-free telephone number. If a bag is lost, the

finder calls NEAR and NEAR arranges for its return. No cost for the service. For your free, laminated baggage tag write to NEAR, 1900 N. MacArthur Blvd., Oklahoma City, OK 73127, or call NEAR toll-free at (800) 654-6700.

Passports

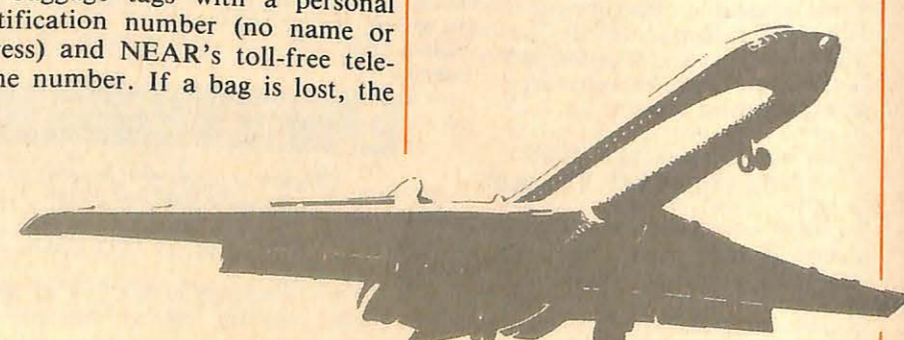
The day of the \$10 passport is over. From now on you'll be paying \$35. But look at it this way: The old passport was good for only five years; your new one will be good for 10. Travelers under the age of 18 are the exception. They'll pay \$20 for a five-year passport. There is also a \$7 "execution fee." For details contact your local passport office or post office.

Swiss Bargain

Here's a super buy for someone going to Switzerland—called the "Swiss Travel Invention." It's a plan where-by you prepay your land arrangements before leaving the United States. Vouchers are on sale in five categories. Everything from pensions to deluxe hotels. Prices: \$15 a day up. Cars can be rented for as little as \$129 a week. Or there are rail passes. Details from your travel agent or SwissAir.

Portugal on the Cheap

Some awfully good buys in Portugal this year. Six nights on the coast at Estoril for only \$99 (this is about 15 miles from Lisbon). The \$99 package includes accommodations at the Estoril Sol Hotel, continental breakfast daily, greens fees, transfers between the airport and your hotel,



etc. It's even cheaper down along the Algarve: \$84 at the Aparthotel Alvor. Contact your travel agent or Jet Exchange, 14613 Whittier Blvd., Whittier, CA 90605. Meanwhile, winter rates on the Algarve at the slick Luz Bay Club run about \$10 a day in the off-season. This is a villa resort in the little fishing village of Praia da Luz. A beach, three swimming pools, three restaurants, tennis courts, a children's playground. Golf and riding nearby. The address: Praia da Luz, 8600 Lagos, Algarve, Portugal.

London/Paris by Train

BritRail Travel International is promoting a five-day holiday, London to Paris, for \$170. That's the starting price. Includes round-trip travel between London and Paris plus four hotel nights in Paris and continental breakfast. For other rail information, get a copy of "Eurail Guide: How to Travel Europe and All the World by Train." Information on more than 100 low-price train passes and discounts world-wide plus timetables for 9,000 rail excursions. On sale at your bookstore (\$10.95).

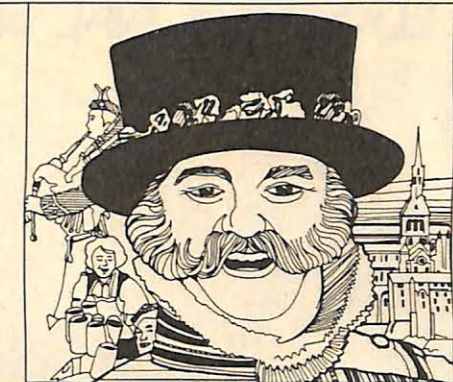
Backpack Service

A new service for backpackers will be offered by Ralph Miller who does horseback trips into the wilds of Yellowstone. Instead of carrying your gear on your back, Miller relieves you of the burden. Drop packs, sleeping bags, cooking gear, food, tents. All you do is hike to your camping spot. Miller does the rest. Tailors trips to order. On request, he'll provide food (fresh daily). Even a cook. Or if hiking to high country seems strenuous, Miller will deliver you to your campsite by horseback. You can hike out later. All downhill. Afterward, Miller returns with his horses to pick up your gear. Basic fee is \$35 a day for each saddle or pack horse. Because most drops involve only one day, service is cheap. Details from Ralph Miller, P.O. Box 1083, Cooke City, MT 59020, or telephone (406) 838-2310.

Colorado

I wish someone would put a fence around Colorado and keep everyone out. It's too pretty to spoil. The trouble is, Colorado wants tourists. As a result, 20 state parks are taking part in a new reservation service. Charge is \$3. You call ahead toll free to TeleCheck Services Inc., (800) 328-6338. Campsites come with picnic tables, sanitary facilities, grills.

(Continued on page 25)



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ELKS NATIONAL SERVICE COMMISSION

"So long as there are veterans in our hospitals, the Benevolent and Protective Order of Elks will never forget them."



During Veterans Remembrance Month, Glen Burnie, MD, Lodge hosted disabled veterans from the Fort Howard Medical Center and Baltimore City Hospital to a dinner-dance at the lodge. In photo are (from left) James Kelfer, co-chm. of the lodge National Service Committee; veteran Andy Kuryla; and Fred Stoddart, committee chm.



Madison, NJ, Lodge presented two color TV sets to the VA Medical Center at Lyons, NJ. The sets were donated by lodge's National Service Committee. Standing from left are Chm. Carl Will, PER Richard Fisher, Paul Scappetto, and David McGowan. Accepting for the center is James Green (foreground), assistant director of volunteer services.



A microwave oven was donated to the Veterans Hospital in Walla Walla, WA, by Milton-Freewater, OR, Lodge. Disabled veterans will be taught to cook with the oven, easing their food preparation tasks at home. From left are veteran Ralph Freeze; ER Mike Lusk; lodge National Service Chm. Artis Moore; Robert Stephenson, hospital chief of volunteer services; and District National Service Chm. Harold Rhodes, first ER of Milton-Freewater Lodge.



Guilderland, NY, Lodge presented 300 square feet of finished leather for use at the Albany, NY, VA Medical Center. From left are Dr. Rose Capurso, Coordinator, Day Treatment Center; ER Edward Counterline; Barbara Carey, Chief, Occupational Therapy; and John Zahnleuter, lodge National Service Chm.

TUCSON EAST, AZ. During the past year, the Elks of Tucson East, AZ, Lodge and their ladies donated the following items and services valued at \$20,243 to the Tucson VA Medical Center: 14,470 paperback books, 3,301 magazines, 39 jigsaw puzzles, five pairs of crutches, and \$150 for the Christmas party.

HUNTINGTON, WV, Lodge donated \$365 to the Huntington VA Medical Center. The money was for the purchase of a color TV set for a patient room in the new wing of the center.

NATICK, MA, Lodge presented a plaque to Ms. Colleen Hughes, newscaster for WKOX, Framingham, in recognition of her assistance with publicity that resulted in a donation of \$20,000 worth of books. These books were collected from listeners in the Natick-Framingham area and were given to the Jamaica Plain Veterans Hospital in Boston.

LANCASTER, OH. During the past year, the National Service Committee of Lancaster, OH, Lodge has collected and distributed more than 8,000 pounds of material to the patients of the Veteran's Hospital in Chillicothe, OH. This total included clothing, reading material, playing cards, games, and a variety of other donations.

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Obtain the HUD property report and read it before signing anything. HUD neither approves the merits of the offering nor the value, if any, of the property.



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did you know..



New Mexico Elks always give a big boost to Elks Patriotism Week. This year it is scheduled for Feb. 20-26.

It's not unusual for mayors of New Mexico cities and the governor of the state to proclaim "Elks Patriotism Week."

Grand Exalted Ruler Kenneth V. Cantoli has placed new emphasis on the program to stamp out drug abuse.

According to statistics given by the Grand Lodge Youth Activities Committee, over one-third of all children in America have used illegal drugs. One in 16 high school seniors smokes mari-

juana daily, averaging three and a half cigarettes or "joints" per day.

In his acceptance speech, GER Cantoli outlined the need for Elks to become aware of the extent of the drug problem in our society and to support and participate in a nationwide program against the ever-increasing use of illegal drugs by our school children.

The Grand Lodge Youth Activities brochure provides guidelines for this program. In addition a Grand Lodge Drug Awareness Manual has been prepared to assist each Exalted Ruler in implementing the program.

State Drug Awareness Chairmen have been appointed in each state and in some instances, District Drug Awareness Chairmen have been named.

Your lodge should also have appointed a Drug Awareness Chairman. If you'd like to help stamp out this problem with our youth, see your Exalted Ruler.

Georgia Elks are "proud as punch" of their major project, the Elks Aidmore Children's Home at Conyers.

Total contributions this past year reached \$121,366. Lodge contributions reached a 10-year high of \$73,955. Not

only that but the Georgia Elks Ladies hit the second highest amount ever contributed to Aidmore by the gals—\$47,411.

Georgia Elks put it this way—"Remember your ABC's: Aidmore Benefits Children."

While we are on the subject of major projects here's an unusual situation. Back in 1969, 9-year-old Thomas Hernandez was the poster child for the California-Hawaii Elks Major Project—aiding handicapped children.

Today Tom is an Elk. He was initiated into Montebello, Calif., Elks Lodge No. 2051.

Law Enforcement Nights have been successful events in many lodges. They provide an opportunity for Elks to show their appreciation for the job Law Enforcement officers do in the community.

For instance, when Bellefontaine, Ohio, Lodge No. 132 recognized the officers in their county, the featured speaker was none other than the commander of the Ohio Highway Patrol, Col. Jack Welsh.

Perhaps your lodge will want to make such a program an annual event.

Get involved with drugs before your children do.



Sooner or later, someone's going to offer to turn your children on. It could be their best friends. And chances are, you won't be anywhere in sight.

So what can you do?

Obviously, the time to talk to your children about drugs is before they have to make a decision on their own.

Which means you have to learn something about drugs.

Learn the dangers. And learn to recognize the signs of drug use. Listlessness in your child. Sudden drop in school grades. Temper flare-ups and staying out late a lot.

Learn about peer pressure on a twelve-year-old. Then show them you understand how important their friends are to them. But also tell them that real friends won't insist they do drugs.

Check your own personal habits. You can't tell a child about the dangers of drugs with booze on your breath.

But it's through love and understanding that you can be the most effective. Threatening to tear their arms off just won't work.

You can get a lot more ideas from the booklet, "Parents: What You Can Do About Drug Abuse." Write: Get Involved, P.O. Box 1706, Rockville, Maryland 20850.

Remember, it doesn't always happen to someone else's kids.

After all, there are over 35 million drug users in America.

And they're all someone's children.

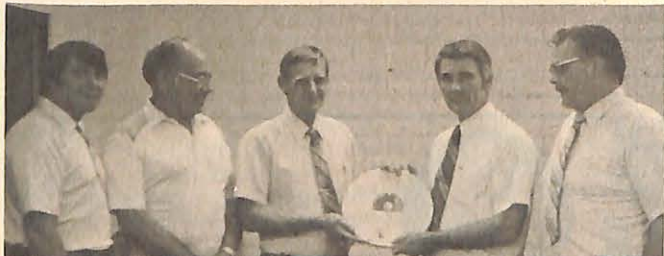
Ad Council A public service of this publication and the National Institute on Drug Abuse.



Drug Awareness Education Program



In a ceremony arranged by Huntsville, AL, Lodge, Mike Gillespie, chm. of the Madison County Commission, and Huntsville Mayor Joe Davis signed a joint proclamation declaring "Elks Drug Awareness Education Week." Present for the signing ceremony were (standing, from left) Dr. Richard Chapman, county superintendent of schools; Dr. Mary Jane Caylor, city superintendent of schools, ER Joe Mercier, and lodge officers Harold Pizitz and Tom Smith. Huntsville Lodge has established a toll-free number for citizens to anonymously report drug pushers to investigative authorities.



Bullhead City, AZ, Lodge donated a film for the Drug Awareness Education Program at the Bullhead City junior high and intermediate schools. ER Jodie West (left), Youth Activities Chm. Chuck Koop, and Subchm. Chuck Bier presented the film "Epidemic! Kids, Drugs, and Alcohol" to School Superintendent Doug Lutz and Junior High School Principal Ray Stevens.

SANTA BARBARA, CA, Lodge sponsored two presentations of the Twelfth Night Repertory Company's performance of "Use and Abuse" at the Juvenile Hall in Santa Barbara.

Performed by a group of professional actors, the presentation provides a way for teenagers to give thoughtful examination to the decisions they are making regarding drug and alcohol use.

Through the use of a narrative format interspersed with flashback vignettes and original music and dance, the story follows the experience of three teenage friends. Issues such as peer pressure, self-esteem, and societal expectations are sensitively portrayed. The show concludes with the friends discovering the constructive alternatives to drug and alcohol abuse.

According to officials at Juvenile Hall, the presentations had a very positive im-

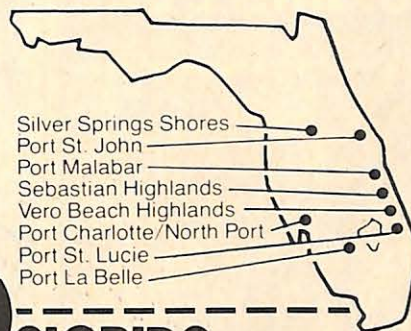
pact on the young people being held at the hall. The sponsorship of this program by Santa Barbara Lodge was greatly appreciated.

STILLWATER, MN, Lodge hosted a party for chemically dependent youth. The theme of the party was "Being Straight Is Great." Lodge members were pleased with the turnout and plan to host more parties for the group.

Secy. John Pominville presented one-year sobriety pins to two of the young people.

LYNDHURST, NJ. In conjunction with the Grand Lodge Drug Awareness Education Program, Lyndhurst, NJ, Lodge won the thanks of police officials for purchasing the tape "The Drug Abuse Test" that will aid in fight against drug use.

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Travel Tips

(Continued from page 21)

Some with electrical hookups, showers, laundry facilities. For other camping information write to the Colorado Division of Parks & Outdoor Recreation, 1313 Sherman (No. 618), Denver, CO 80203, or telephone (303) 866-3437.

Washington State

If camping isn't your thing, the tourist people in Washington State suggest vacationing in a country inn. Some rustic, others modern. One thing they share is solitude. Kalaloch Lodge is on a bluff overlooking a beach strewn with driftwood. Inland from the ocean, other vacationers cozy-up at Lake Quinalt Lodge in the Olympic National Forest. Features a huge fireplace, canoes, rowboats, a dining room overlooking the lake. For other seclusion there's the Capt. Whidbey Inn on Whidbey Island and Hotel de Haro that once hosted Teddy Roosevelt on San Juan Island. In Port Townsend, a collection of gingerbread mansions provide other shelter for vacationers. And in

Mt. Rainier National Park, Paradise Inn (beamed ceiling, stone fireplace, Indian decorations) takes summer guests. For information on these and other inns/lodges, write to the Washington State Tourism Division, 101 General Administrative Building, Olympia, WA 98504.

The Grand Tetons

If you're the outdoor type, you'll be able to check in at Colter Bay Village in Wyoming's Grand Tetons beginning May 27 for only \$12.50 a night. That's the rate for two persons at the Colter Bay tent village. These are canvas cabins, already set up. Regular cabins will cost you \$27 and up and rates at Jackson Lake Lodge start at \$53 for a double. A bus meets all airline arrivals. Details from the Grand Teton Lodge CO., Box 250, Moran, WY 83013.

Maps, Guides

A map of Vermont (pinpoints covered bridges, campgrounds, fishing spots, hiking trails, golf courses, crafts centers, etc.) is free by writing to the Vermont Travel Division, Vacation Kit, 134 State St., Montpelier, Vt. 05602. Other hotels, motels, resorts are listed in a guide published by the New York State

Hotel & Motel Assn., 40 West 38th St., New York 10018. Meanwhile, a Nevada guide (Las Vegas, Reno/Tahoe, fishing, camping, parks, water sports) is available from the Nevada Department of Tourism, Capitol Complex, Carson City, NV 89710.

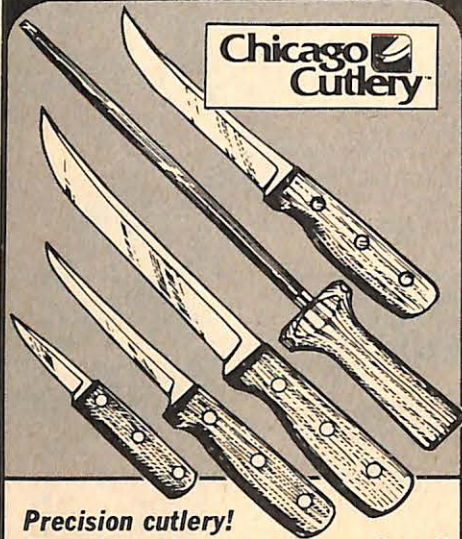
Handicapped

C-V Ranch/Old West Tours of Jackson, WY, has produced a special program for the handicapped. An opportunity to ride, swim, join a float trip, overnight campout. These are one-week vacations. Each handicapped guest is assigned a counselor. The program is offered in June, July. Rate: \$850, including three meals daily, accommodations, activities. Contact C-V Ranch/Old West Tours, P.O. Box 3322, Jackson, WY 83001, or telephone (800) 443-6846.

Senior Citizens

Here is one for the over-50 set: Veteran traveler Bob Dunn has compiled a list of "101 Tips for Mature Travelers." Tells about medical documents, prescriptions, insurance, credit cards, packing, motoring, jet travel, shopping and dozens of other topics. Copies are free. Write to (Continued on page 27)

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ON TOUR WITH

Kenneth V. Cantoli



At the Fall Meeting of the Oregon State Elks Association at Salem, GER Kenneth V. Cantoli (second from left) was the featured speaker at a banquet held in his honor. Shown with the GER are PER Bob Robinson, PGER Frank Hise (second from right) and ER Al Schaeffer.



GER Kenneth V. Cantoli (center) visited the New Jersey Elks Camp Moore, one of the state's Major Projects. Pictured with him are (from left) PGER Homer Huhn, Jr., state Major Projects Chm. Eric Flanagan, Mrs. Ruth Cantoli, Eloise Cornelius, SP Earl Cornelius, and Mrs. Jo Huhn.



During his visit to San Juan, PR, Lodge, GER Kenneth V. Cantoli and his wife Ruth (third and fourth from right) were taken to the "Palmas del Mar" development, a resort on the eastern part of the island. Also pictured are (from left) PER and Mrs. Luis Rodriguez, ER and Mrs. Octavio Wysz, and PGER and Mrs. Robert Grafton.

Travel Tips

(Continued from page 25)

Dunn c/o Grand Circle Travel, 555 Madison Ave., New York, NY 10022.

New Mexico

You can obtain an updated road map of New Mexico by calling toll-free (800) 545-2040. Attractions include the Bisti badlands, Hawikuh ruins, the Apache Kid grave site, White Sands, Ernie Pyle's home, Sitting Bull Falls, the Butterfield Trail, state parks, wildlife refuges, lakes. More than 200 camping and picnicking areas are featured. If you fail to get through by telephone, write for your free copy to New Mexico Tourism and Travel, Room 751, Bataan Memorial Building, Santa Fe, NM 87503 or the New Mexico State Highway Department, 1120 Cerrillos Road, Santa Fe, NM 87503.

Roman Holiday

If you're going to Italy, buy yourself a Rome Pass. Costs \$3.60. Good for unlimited subway, bus travel for three days in the Eternal City. Contact CIT Tours, 666 Fifth Ave., New York, NY 10019. For an extra \$2.15 you can get a combination pass that gives you entry to museums plus the bus/subway travel. ■

Business

(Continued from page 14)

their own and taken credit for it. I was frustrated at first but finally I got up the nerve to take my case to the company president. He listened and then abruptly told me that I obviously wasn't much of a team player. Such complaints should have been handled through my superiors, not his office. The problem was, of course, each of my superiors were the very people taking my ideas," he said.

His reward came several jobs later when an energetic young vice-president became president, spotted his ambition and rewarded it.

Some time ago while advising a client about consulting his employees concerning a major decision he had made on reorganizing the company, I was stunned by his comment. I asked how he was going to inform his workers. "They don't need to know until it happens," he said with a quick smile and a wink. "The less they know the less they have to think about."

I thought he was kidding but I politely pointed out that if we took his premise seriously it could cause difficulties and create bad management/employee relations in the near future. Problems, I was well aware, that could be disruptive to the company, the community and the employees. ■

He dropped his smile quickly and snarled, "What are you doing? Are you joining them?" he hissed pointing to a group of secretaries and staff members in the outer office. "They're paid well, they will do what they're told."

What is needed?

Managers who understand their tasks well, who respect their workers and encourage their participation in a well-defined structure that is constantly looking for ways to reward creative effort and hard work.

A wounded Marine who was a member of the U.S. peace-keeping force in Lebanon said it best when he greeted his commanding officer after he was so severely injured by the recent Beirut bomb blast he couldn't talk.

It takes dedication to be a Marine and the Corps relies on a mutual respect between its officers and men. A Marine learns what is expected of him and also the respect of all who wear the Corps' colors.

His words to the commandant of the Marine Corps have a lot of meaning in so many ways today. Perhaps the words of the young Rome, NY Marine could be the beginning of a better relationship between employees and managers.

"Semper Fi," he wrote on a piece of paper, "always faithful" in non-Latin Marine Corps language. All of us could certainly use such trust in today's marketplace. ■

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Yes, you can make \$1000 a month and more with just a hack saw in your spare time.

Will I Get Rich?

No, you will not get rich, but you can make over \$1000 a month in your spare time and have a ball doing it.

I tried all those "Get Rich" gimmicks that are advertised, that never tell you anything until you've sent them your \$25, and then you find out their gimmicks were not for you. Well, I've tried them all and I'm still not rich.

All I ever wanted was something I could do in my spare time with my hands, make a little money and enjoy myself and not have to buy \$3000 worth of tools or merchandise to do it.

Believe It Or Not

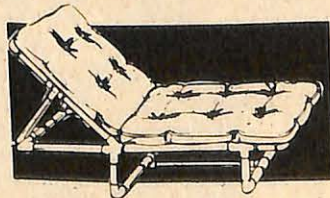
I found the most enjoyable and profitable business working with my hands and the only tools I use are a hack saw and measuring tape. The really nice thing about it is any man, woman or ten-year-old can do it.

What Do I Do?

I make beautiful indoor/outdoor P.V.C. pipe furniture. Such as chairs, lounges, tables, swings, and all kinds of baby furniture out of P.V.C. pipe; even birdhouses and feeders. P.V.C. pipe furniture is the hottest selling furniture on the market today, because it is unique and beautiful and will not rot or rust and it virtually last a life time.

Profit Unbelievable!

The fantastic part of this business is the profit.



Just go look at some of this furniture in the stores and see some of the unbelievable prices it is selling for.

A chaise lounge that costs \$62.25 in material and three

hours of work is selling for over \$228 in the stores. I can sell my chaise lounge for anything I think my labor is worth. For once, the big manufacturing companies cannot compete with me or you on prices. You will find you will have more orders than you want!

Where can you buy the P.V.C. Pipe?

You can buy the P.V.C. pipe from any local hardware store to start. Plus I will supply you with the names and addresses of cushions and pipe manufacturers who will sell to you wholesale, plus I will supply you with my shop manual and six detailed shop drawings with pictures and measurements of six different designs.

Do you need my shop drawings?

No, you don't need my shop drawings unless you want to save hundreds of hours of trial and error work and thousands of dollars that I had to spend before I finally

found the right design and measurements and tricks to the manufacturing of P.V.C. pipe furniture. I only wish that when I started, I could have bought these shop drawings and I would have gladly paid \$100 for just one of them.

I will pay you!

Yes, I will pay you \$25 for any unique design shop drawing that I can use in my collection and workshop manual.

How do you start?

1) Decide if you like to work with your hands to create things and want to make money.

2) Can you afford \$12.00 for my shop manual and six drawings.

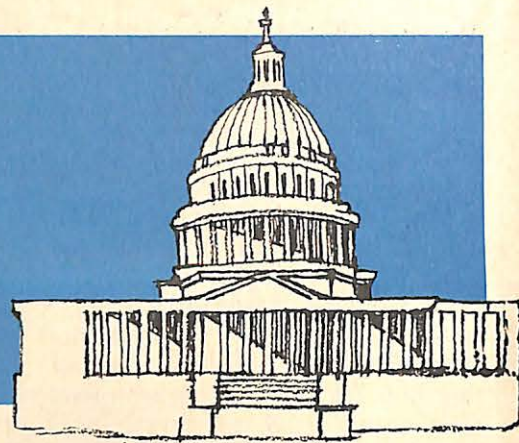
3) Send me your name and address along with your check for \$12.00 to:

Philip E. Brancato Sr.
P. O. Box 237E1
Riverview, Florida 33569
(813) 677-6948

Please allow about two weeks for delivery.

KENNETH V. CANTOLI IN WASHINGTON

Drug Awareness Program Praised by Congressmen



"We believe drug abuse poses today's greatest threat to our country's most precious resource: its youth," said Grand Exalted Ruler Kenneth V. Cantoli to members of Congress in announcing the new national drug abuse education program on November 9, 1983.

Cantoli sought congressional endorsement of the program at a reception for the 91 members of Congress who are Elks. Rep. Peter W. Rodino, Jr. (D-NJ) and Rep. Matthew J. Rinaldo (R-NJ) hosted the event held in the House Judiciary Committee chambers.

Cantoli outlined plans for the long-term drug awareness program. These plans, previously detailed in *The Elks Magazine*, include the appointment and training of drug awareness chairmen in every state, and training seminars for all 2270 lodges, where members will be responsible for implementation in their local communities.

The national program funded through the Grand Lodge will include public service announcements to be distributed to radio and television stations throughout the country, and a six-part radio and newspaper series on the hazards of drug abuse among young people. For the first six months, the Elks National Foundation has allocated funds to begin the national effort, Cantoli told the congressmen. A full transcript of GER Cantoli's remarks to the congressmen follows.

Cantoli's remarks were made a part of the Congressional Record by Sen. Frank Lautenberg (D-NJ), who commended the Elks "for their outstanding leadership on this critical problem."

Urging endorsement of the program, Cantoli stated that, "The Elks are committed, leader by leader, lodge by lodge, member by member, to eradicating the use of harmful drugs among our children. The minds and bodies of our young people are at risk. Our moral fiber and national character are at stake."

Among the congressmen attending the reception was the Elks' newest member, Rep. Sam Stratton (D-NY). Congressman Stratton was initiated into Schenectady Lodge No. 480 the night before. GER Cantoli and PGER Robert Yothers signed Rep. Stratton's membership card at the reception.



Rep. Peter Rodino, Jr. (D-NJ) and Rep. Matthew J. Rinaldo (R-NJ) display plaques presented to them by GER Cantoli for their efforts in enlisting Congressional endorsement of the Elks Drug Awareness Education Program.

Congressmen Rodino and Rinaldo were presented plaques by Cantoli for their efforts in enlisting Congressional support of the program. Rep. Rodino is a member of Newark Elks Lodge No. 21; Rep. Rinaldo is a member of Camden Elks Lodge No. 293.

Transcript of Remarks by GER Kenneth V. Cantoli To Members of Congress

"I would like to take this opportunity to thank the Honorable Peter W. Rodino, Jr., and Matthew J. Rinaldo for arranging this event. You are most gracious hosts, gentlemen.

And I would like to thank all of you for spending this time with us. We are very proud of the strong representation our Order has in the Senate and House of Representatives. Over 80 of your colleagues in Congress are members of this great family of Elkdom.

As members, you are all well aware of

the Order's contributions to this country over the past 115 years. In excess of \$430 million dollars has been given to worthy causes, agencies and services since the Order was founded in 1867. Each year national, state and local programs conducted by our 1.6 million members in the United States, focus on special projects that need assistance.

- Last year we were once again among the leaders in educational support with over \$1.7 million dollars contributed in scholarships for worthy, needy students.
- In that same year, we contributed over \$5.6 million dollars to youth programs.
- The handicapped and needy received an additional \$9.4 million dollars from the Elks last year.
- In all, our charitable contributions for 1982 exceeded \$25 million dollars, and that does not include the millions of volunteer hours contributed by our members.



Sen. Bill Bradley (D-NJ) in his office with GER Kenneth V. Cantoli, PGER Homer Huhn and PGER Robert Yothers.



PGER Robert Yothers discusses the Elks Drug Awareness Education Program with Rep. Guy Vander Jagt (R-MI).



GER Kenneth V. Cantoli and Sen. Quentin Burdick (D-ND) at Elks in Congress reception.

Congressman Clarence Miller (R-OH) signs his Elks membership card in the presence of PGER Homer Huhn, PGER Robert Yothers, and GER Kenneth V. Cantoli.



Rep. Sam Stratton (D-NY) looks on as GER Cantoli signs his membership card. Stratton represents the Albany-Schenectady area in Congress and is third-ranking member of the Armed Services Committee and chairman of the Subcommittee on Procurement and Military Nuclear Systems.

This year we are embarking on a new program—one that could prove to be the most important in the history of our Order. Last year the Elks conducted a national survey of mayors to determine the greatest areas of need for volunteer help in our nation's communities. In response to the findings of that survey, the Elks are undertaking a national drug awareness education program. We view this program as a long-term commitment in addition to the yearly special projects and other volunteer works of the Order.

Drug awareness chairmen have been named in every state and training seminars are being conducted now for those chairmen. They will duplicate that seminar for all of our 2270 lodges in the country, where members will be responsible for implementing the drug awareness education program in their local communities.

The Grand Lodge will produce Public Service Announcements that will be distributed to radio and television stations throughout the country. It will also be sponsoring a six-part radio series and a six-part newspaper series on the hazards of drug abuse among our young people. For the first six months, the Elks Foundation has allocated almost one quarter of a million dollars to begin this program.

We believe drug abuse poses today's greatest threat to our country's most precious resource: its youth. Drug abuse destroys the potentials of tomorrow's leaders before those potentials can develop. If this trend is not reversed our citizens will be severely hampered in their ability to find and elect men and women of your caliber and talents to lead our country in the future. Our businesses and industries will be restricted in finding and developing teams of executives, managers and employees.

Our educational institutions will suffer—in fact we are seeing the effects already in high schools. Students, suffering from the effects of short term memory loss as a result of getting high on drugs, have literally lost vital portions of their formal education. Facts, figures, insights and experiences are irretrievably gone; pushed out of recall by mind-dulling drugs.

We simply cannot allow this trend to continue. The Elks are committed, leader by leader, lodge by lodge, member by member, to eradicating the use of harmful drugs among our children. We greatly appreciate your support in our efforts to combat this insidious chemical intrusion in our society. The minds and bodies of our young people are at risk. Our moral fiber and national character is at stake. We urge your endorsement and assistance in this national effort." ■

NEWS OF THE LODGES

(Continued from page 17)



LIVERPOOL, NY. Lodge's poster child Brian Fox was presented with an "Elks Care" jacket from the members and auxiliary of the lodge. This event kicked off a series of fund-raisers to help combat cerebral palsy. Standing from left are ER John Dobkowski, Brian's father Larry Fox, Auxiliary Cerebral Palsy Chm. Sally Miller, and lodge CP Chm. Jim Brown.



ALBANY, NY. During the New York State Elks Association's Fall Conference in Albany, an award was presented to Rudolph Petrucci (center) of Scarsdale Lodge for his outstanding achievement as State Major Projects Chm. during 1980-83. During his three years as chm., Brother Petrucci helped the state's 151 lodges raise \$1,000,000 for the Major Project, home treatment of cerebral palsy patients. The award was presented by PSP Theodore LaVenture, chm. of the State Major Projects Corp., as Daniel Capella, current State Major Projects Chm., looked on.



JERSEY CITY, NJ. Mayor Gerald McCann (third from left) and PER John Howard of Jersey City Lodge hold a proclamation declaring November Veterans Remembrance Month in Jersey City. This marks the ninth annual proclamation signing by successive mayors of the city. Also pictured are (from left) ER Louis Gamba; PER Edward Meehan, chm. of the district and lodge Americanism Committees; Est. Loyal Kt. Charles Lehr, chm. of the lodge National Service Committee, and Est. Lect. Kt. Edward Lehr.



RUMFORD, ME. "Many thanks," said Mrs. Dot Sanchas, wife of Brother Arthur Sanchas and chairperson of the Rumford Community Hospital Fair. Pictured with Mrs. Sanchas are Brothers Alton Stone and Maurice Lecours, co-chm. of the fair's Elks booth. Some \$1,700 was raised to be used for needed equipment for the hospital.



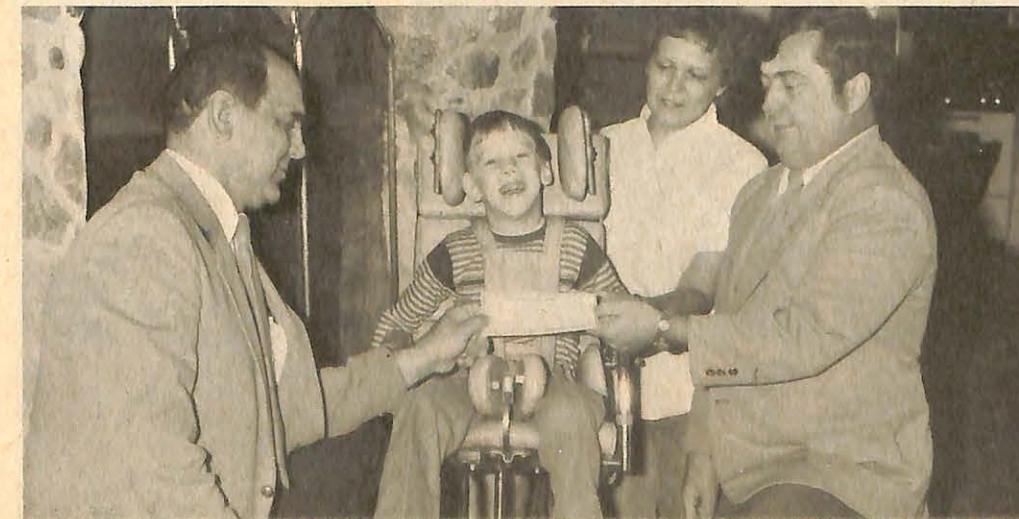
AMSTERDAM, NY. Lodge held its Annual Baseball Awards Night to honor the two Wee Men baseball teams that the lodge sponsors. This year both teams captured championships in the Major and Minor Divisions. Shown with trophies won by the teams are players Joe Perdecky (left) and Tony Santamatic, and (back row, from left) DDGER Kenneth Caswell, ER Donald DeVito, and VP George Desormeau.



WAUCHULA, FL. Kimberly Krichbaum, representing Wauchula, FL, Lodge, won the Florida State Elks Association's "Golden Girl" title in two days of competition held at the Harry-Anna Crippled Children's Hospital in Umatilla. The contest was open to entrees from all 112 Elks lodges in the state. Kimberly will be the youth representative of the hospital and the state association for one year.



HUNTINGTON, NY. A record turnout of 236 golfers took part in Huntington, NY, Lodge's Annual Scholarship Golf Tournament. Proceeds from the event amounted to a substantial sum which was donated to the Huntington Elks Scholarship Fund. Pictured from left are Tony Denoyer; Steve Gerdik, co-chm. of the Golf Committee; Dr. Frank Del Bosco, chm. of the Scholarship Committee; ER Alex Hunter; and Dick Mustapitch, co-chm. of the Golf Committee.

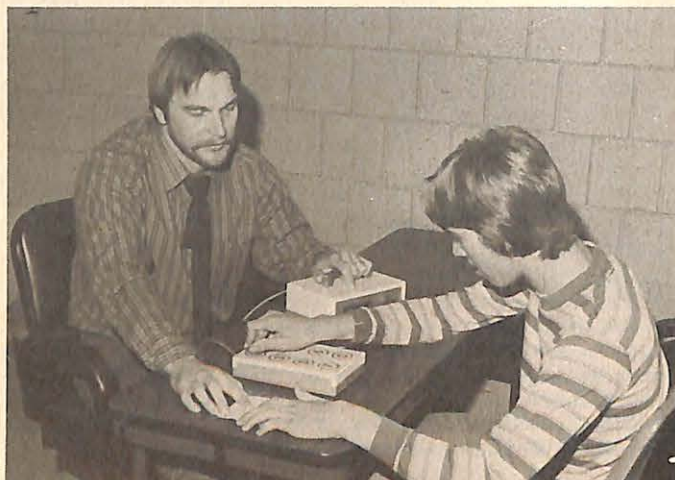


TROY, NY. Nine-year-old Eddie Fredericks, Jr. grins with gratitude as Troy Lodge's Est. Lead. Kt. Sam Finelli and ER James Doherty present a check from the Northeast District of New York for \$500. Brother Finelli is the chm. of the Northeast District Cerebral Palsy Drive. The gift means that Eddie's mother, kneeling beside him, will no longer have to strain herself lifting Eddie and his wheelchair into his father's van. The money will help pay for a special hydraulic lift which will do the job instead.

(Continued on page 46)

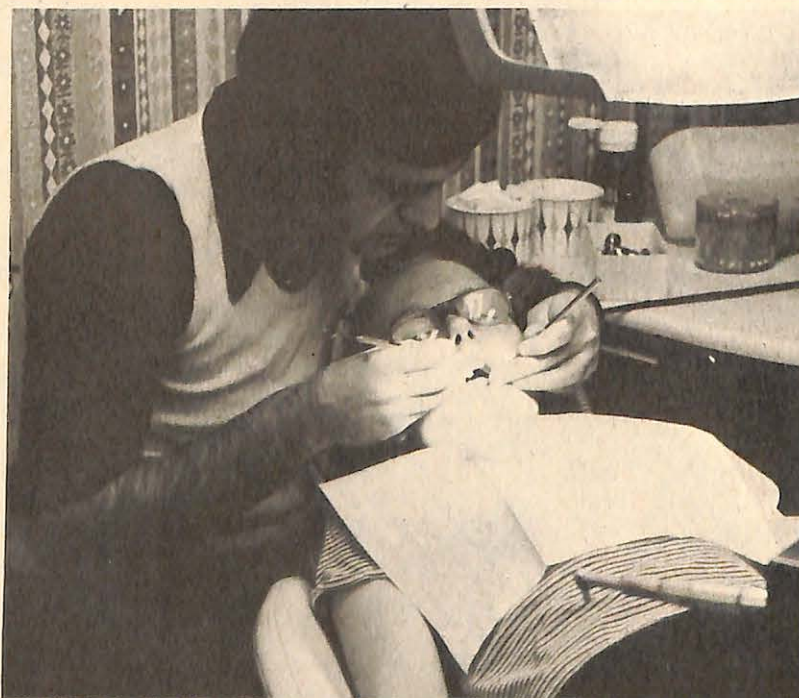
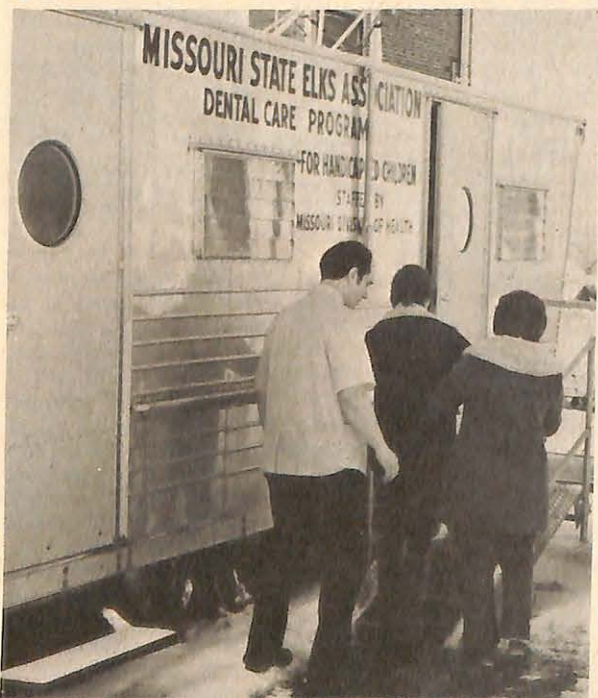
THE JOY OF GIVING

Elks National Foundation
2750 Lakeview Avenue • Chicago, Illinois 60614



The Benevolent and Protective Order of Elks donated an electronic Form-A-Phrase to the Southeast Arkansas Human Development Center in Warren, AR. The Form-A-Phrase enables clients who have never been able to speak to communicate "verbally" with 128 pre-recorded messages on computer tapes. This device is unique in that each client can have his or her own "customized" tape, recorded in a male or female voice, with that client's "special" vocabulary and communication needs.

In left photo, speech/language pathologist Hilton McDonald (left) is shown "talking" with Hattie Gibson, using the 144-symbol communication board. In right photo, Mr. McDonald demonstrates use of the eight-symbol numerical board for Paul Hogue. This project is funded in part by the Elks National Foundation.



The Major Project of the Missouri Elks Association is the providing dental care for handicapped and mentally retarded children and adults. The program is operated by the Missouri Elks Benevolent Trust, Inc. The dental students and instructors who perform the dentistry come from the Washington University School of Dentistry in St. Louis and the University of Missouri—Kansas City Dental School. Missouri Elks have seven mobile dental units. Each is staffed with two dental students

and one instructor. These units were purchased and equipped at a cost to the Missouri Elks of \$225,000. There are also permanent facilities in both St. Louis and Kansas City. During the 1981-82 lodge year, dental care worth \$525,000 was provided for 1,200 children and adults.

The photo at left shows one of the mobile dental care units. The photo at right shows a patient receiving dental care. This project is funded in part by the Elks National Foundation.

Retirement

(Continued from page 33)

maintain the \$679 monthly payment after the loan is paid off.

There are other methods of equity conversion. In *split equity* the elderly homeowner retains title to the house and lifetime tenancy; the sponsoring agency—usually a public body—makes payments to the homeowner in exchange for taking title to the property at the homeowner's death. With a *deferred payment loan* elderly homeowners can draw upon home equity to maintain and repair their homes, while deferring payment of all principal and interest on the loan either for a specified term or until the house is sold.

Is home equity conversion a good thing? It can provide needed income, but it also contains some risks. Here are some guidelines suggested by the Senate Special Committee on Aging:

- Equity conversion provides more money when the value of the home is greater, but even the equity in a modest home can provide some welcome extra cash. Equity conversion, however, is practical only when the home is not encumbered by existing debt.

- Equity conversion plans which guarantee lifetime income payments are most appropriate for homeowners over the age of 75. For people in their sixties

a lifetime annuity may be too expensive to be practical.

- High mortgage interest rates have an adverse effect on income amounts under reverse annuity arrangements. Such mortgages may provide more money, and be more readily available, when rates are lower.

- If you are interested in equity conversion, be sure to compare several different plans and their costs in interest plus fees and commissions. Under some plans you may receive less than full market value for your property, and may not receive the benefit of subsequent appreciation.

- Look at the financial stability of the lender before you make a commitment; you don't want a lender who may default on monthly payments.

- Consider the effect that inflation may have on the spending value of your monthly payments. Ask to see the amount of income which would result under various payment schedules and interest rates.

- If variable interest rates are employed, be sure you understand the impact of any rate change on both payments and loan balance.

- Find out if there are any prepayment penalties or penalties for revoking the agreement. Find out, too, the tax status of payments under the agreement.

Equity conversion, especially because it comes in so many shapes and forms,

is extremely complicated. It's very important to obtain full disclosure of all the related facts and figures—all of the above, plus the schedule of payments and any adjustments of interest or payment level, your equity position over time, the amount and terms of any annuity, and so on. It's also very important to discuss the plan thoroughly with your attorney and with any heirs, to be sure that your rights and interests are fully protected and that the consequences of the plan in terms of repayment of the loan, eventual ownership, and disposal of the property are fully understood by all parties concerned.

More details on equity conversion in general are available in a Senate Special Committee on Aging publication called *Turning Home Equity Into Income For Older Homeowners*; it is available for \$3 from the Consumer Information Center, Dept. 235L, Pueblo, CO 81009. More information is also available from:

- National Center for Home Equity Conversion, 110 East Main St., Rm 1010, Madison, WI 53703.

- American Homestead, 724 Signal Light Rd., Moorestown, NJ 08057.

- Fouratt Senior Equity Plan, the Fouratt Corp., P.O. Box K, Carmel-by-the-Sea, CA 93921.

- Reverse Annuity Mortgage Program, San Francisco, Development Fund, 645 Tamalpais Drive, Corte Madera, CA 94925. ■

Father Flanagan's Boys Town

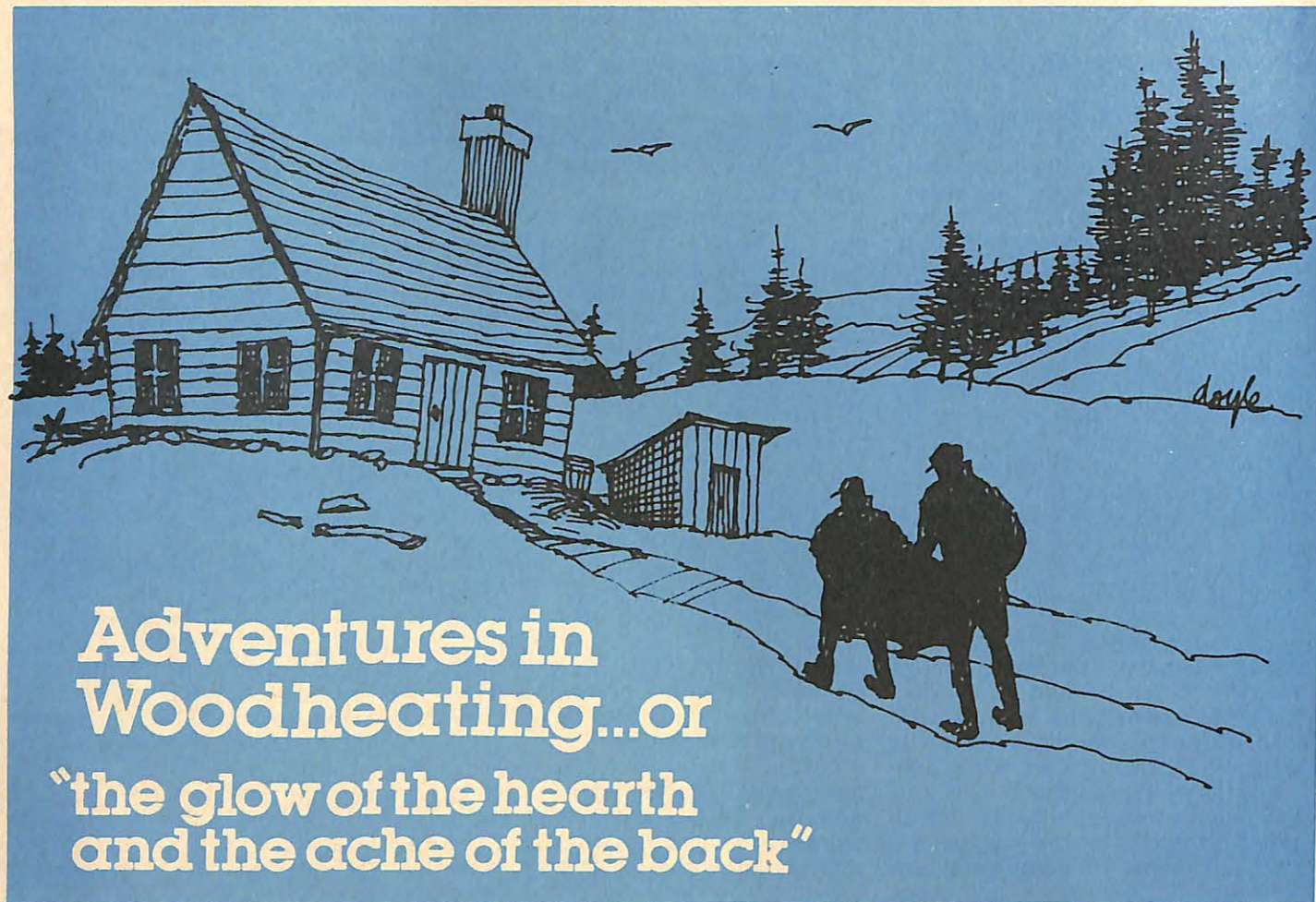
Boys Choir

Frank Szynskie
Director

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Fall of 1984
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Boys Town, Nebraska
68010





Adventures in Woodheating...or "the glow of the hearth and the ache of the back"

by Gordon A. Reims

It all started abruptly one chilly October day when my visiting son gestured at the woods behind our house, and remarked "why not set up that old woodstove for a few days—no need to turn on the oil burner yet!"

It seemed a better idea the more we talked about it. In fact, it didn't take more than five minutes for us to get around to saving an entire winter's oil supply. The wood fire would spread a warm glow throughout our small house with ease—and just look at the natural wood supply at hand! Providing wood would be like cooking the proverbial duck soup!

Other people in our area were heating with wood; no reason why we couldn't do the same. In the back of my mind, of course, I realized that our neighbors had stoves in place, with stacks of seasoned cordwood piled to shed ceilings. We, on the other hand, had nothing more than—well, mentally surveying our burnable possessions, I could only recall one broken axe handle, a few sticks we'd used to support garden plants, and the sagging end of an unused barn shelf. In the room where we sat there

was also a broken yardstick in the corner. But no harm, I supposed, in setting up the stove and building a quick fire—just to see how things went.

The wood stove in question was one of those rectangular affairs, cloaked in a tan metal cabinet to make it look reasonably presentable. It rested in a small out-building about 60-yards from the house and weighed as much as a miser's safe.

Pushing, sliding, grunting, and hoarsely shouting at each other, we managed to get the stove onto a dolly, across the lawn, and into the house. Using a few stovepipes on hand we then managed to connect the stove to a wall chimney opening; an operation not as easy as it seemed. It may be logical to assume that one 45° angle joint at top and another at bottom will cause the section between to fit smoothly but it's not necessarily so. Pieces of tin don't seem to know the rules of common geometry. It took much pounding and bending to finally secure the piping in place, but eventually we were ready for our first fire. We had, of course, converted a previously inviting study area into some-

thing resembling the winter work-room of a crazed Ozark woodsman.

The broken yardstick and some twigs from the lawn served as kindling, along with two empty farm egg cartons. Then a jog to the barn for the old axe handle and the broken shelf end. I also scooped up two fallen dead branches from our old apple tree—and pulled up two garden stakes for good measure. The fire roared nicely, and warmth radiated through the downstairs rooms just as we'd envisioned; we gave out victory shouts.

But the euphoria lasted all of ten minutes, and then we were in sudden, desperate need of more axe handles, additional broken shelves, and a new supply of fallen apple branches. The situation prompted sober thought; there was, after all, an entire winter ahead. Would we have to buy axes wholesale and break them? I had visions of tearing down attic shelving and dismantling the barn board by board.

Not wishing to give up too soon, I made a tentative foray into the woods, not realizing it was the first of at least 100 such expeditions. The

first pickings were easy: broken branches, felled by recent storms, were scattered about and I eagerly hauled them in. Just 15 minutes' walk brought in what seemed a day's stove supply.

But our stove had evolved into a ravenous monster. Though I fed it length after length, it demanded more. I reluctantly realized that I would have to devote a full hour each morning to gathering and sawing just one day's wood supply.

Telling myself that I'd still be better off than the poor souls who spent winter mornings commuting on icy roads in traffic, I armed myself with a hand saw the next morning and began my regular hikes up the hill. Yes, most people went into the woods with gasoline-powered chain saws, but we had an *electric* chain saw—and its 14-foot cord would not reach too far into the woods and up the hill. It was therefore necessary to secure wood first by whatever means, and then drag it down to be chain-sawed into stove lengths.

Aside from discovering that much good firewood is embraced in tangles of vine, or is out of reach overhead, one learns many frustrating things as a novice woodsman. All those branches lying handy on the ground, for instance; in crisp sub-freezing air they look temptingly easy to pick up and drag homeward. But when you get some of them down into your warm cellar, and they thaw, you discover what waterlogged, rotting, worm-eaten messes you've hauled in.

Once you leave your path, various ills present themselves. Twigs you don't even see snap viciously at your face, and some you do see have an uncanny ability to wait until you think you're safe, and then zap you with fiendish, flesh-cutting accuracy.

Our hill has some enormous raspberry brambles: satanic plants with evil, preternatural cunning and razor-sharp claws the size of boat hooks. They were undoubtedly nurtured by Fu Manchu. They reach determinedly for bare skin, and if you manage to duck they'll resort to teamwork. One branch will rake the back of your hand while another yanks off your cap and a third snags itself in your hair—digging into the scalp, of course, as you try to get away.

Working in the woods keeps you basically warm, but when it's really cold you discover that the gloves you found comfortable in town will allow

(Continued on page 43)

But Seriously...

If you're thinking of heating with wood and want a bit of serious comment or advice:

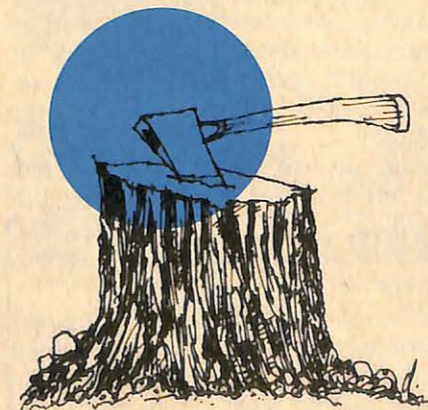
1. Stove set-up and safety: Stove should sit on a metal apron about two feet out from wall. Peak fire danger is where stovepipe goes through wall into chimney (or to outdoors). Pipe gets extremely hot and must be well insulated where it meets wall. Logs usually burn at a sedate heat level; fast-blazing light wood is more dangerous.


2. Soot build-up can lead to chimney fires, but if you burn seasoned dry natural wood (no creosoted railroad ties or painted hatracks), and if you go easy on pine and fruitwood, you should have no problem. Since our one chimney cleanout three years ago, we've had no trouble. Do clean your stovepiping at least once a year.

3. Wood selection. If you buy wood, get seasoned hardwood split logs that can be delivered dry. Rain-dampened logs, once stacked, can take weeks to dry. If you cut your own, give live wood a year to season—especially pine. If you seek wood to be burned immediately, as we did, don't pick up branches that have been long on the ground. Select dead branches and trees that are in the air, and favor those that are bare of bark (moisture settles under bark).

4. When wood-gathering, watch your eyes. Semi-visible branches can snap back dangerously.

5. Don't envision a jaunt into winter woods as a primitive chore. It's a pleasant, cheery break from the winter dulls, and it's certainly healthy if you don't overdo. I'm a senior citizen and I survived it, enjoyed it (despite the problems) and heartily recommend it.





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It's a Beautiful Day Not to Ski, Robert Redford

by Richard Evans

Skiing is an unnatural act. Even the most beef-witted creature would have to acknowledge that an activity that cannot be learned without falling down numerous times is unnatural. It's just not fun to fall down, and anybody who says different has obviously done it once too often.

I base these admittedly opinionated and bitter statements on my first skiing experience, suffered during a recent vacation trip to Utah. Skiing was my wife's idea, bless her soul. I was content to confine my snow play to sending the kids hurtling down hills on inner tubes, but Susanne insisted.

"C'mon, you're a good athlete, you'll pick it up in no time," she assured me.

I wasn't assured. Somehow, while growing up in a poor neighborhood of a big city, I never got around to learning all those middle-class balance activities like ice skating, water-skiing or snow-skiing. I tried roller-skating once, when I was 10, and promptly landed so hard on my

"... Headlines flashed before my eyes: 'Redford Hospitalized by Crazy Skier' "

left buttock that I still have problems finding pants that fit right in the seat. Ever since that painful day I've had a fear of any venture that requires trusting my uprightness to anything shakier than a tennis shoe. I'm more into urban sports, like softball or basketball; sports where my feet remain reassuringly close to the ground.

But, my wife loves to ski—a fact she hid from me until well after our wedding vows were spoken—and since we were on vacation I decided to humor her.

The day we picked for skiing was gloriously sunny. By the time we got to the Sundance Ski Resort it was so warm people were whooshing down the white stuff in shorts and t-shirts.

Of course, I didn't notice the people at first. I was too busy feeling out

of place while trying to park our battered, canary yellow station wagon amidst all those Porsches, 280-Zs and Corvettes.

After parking I did notice the people, and I almost didn't get out of the car. I was wearing about six layers of clothing, including long johns, and I knew that everyone who saw me

would recognize me as a rookie and a buffoon.

"Do we have to do this?" I asked Susanne.

"Oh, knock it off, sissy," she said, sympathetically. "We're already here. You've got to at least try."

"What do you mean, 'at least try'?" I thought you said I'd be a natural at this?" She just laughed and helped me shed the first sweater.

Four sweaters later we were ready to rent skis. That was easy. It filled me with confidence to be in the capable hands of the friendly, and attractive, rental attendant. She could have rented me anything.

Coping with the lift pass was tougher. They sold me a metal gizmo that looked like it should hook on my belt, and a piece of paper with adhesive on one side. I knew it should be easy, but the pressure of not wanting to look like a boob completely blocked my mental processes and I tore the pass to shreds trying to attach it to me. I made Susanne trade the pieces in for a new one while I cowered around the corner.

Just then four smirking, sun-tanned ski patrol types walked by carrying a stretcher full of one groaning skier. The victim held one arm over his eyes and twitched a lot.

Susanne assured me, again, that accidents only happen to skiers who get cocky and try to be hot dogs. Again, I wasn't assured.

I became more confident when I managed to get on the lift without incident, although the lift attendant did burst out laughing, to my extreme embarrassment, when she saw the way I had attached my lift pass.

I fell off the other end of the lift. I understand that's a common occurrence for beginners, but that's little consolation when you're trying to stand up and people keep getting off and whizzing past you making witty comments like, "That's only the first time, buddy."

I started down the hill. I fell. I got up. I fell. I got up again. I fell again. I had gone 15 feet.

The first time I fell, it was mildly amusing. The second time, it was less amusing. By the third time, my comments caused a mother passing in the lift above my head to hold her hands over her child's ears and shout "Shame on you!"

I muttered something about a possible relationship between my skis and her person.

(Continued on next page)

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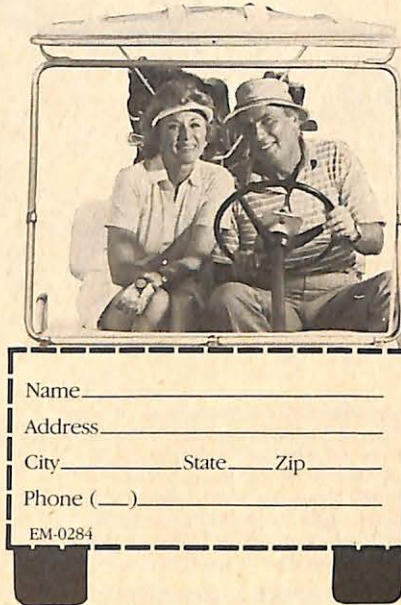
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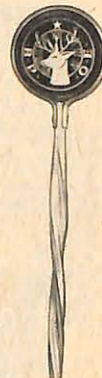
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Beautiful Day . . .

(Continued from previous page)

About two dozen falls later I was at the top of a steep slope, in sight of the lift, and decided to rest. Besides, I'd fallen again and was too tired from picking myself up innumerable times to do it again.

Women and little kids kept asking if I needed help. I didn't mind the women so much, but it griped me beyond words to have some freckle-faced six-year-old hotshot whiz to a stop next to me and say, "Want me to help you, mister?"

"You want to live to be seven, punk?" I thought, picturing in my mind how nice my ski poles would look jutting out of the brat's ears.

Eventually I worked up the energy to stand and attack the last slope. I tried to snow-plow, but ended up traveling well over the speed of sound, waiting for the sonic boom that would mercifully knock me down.

I knew I was doomed if I didn't stop, so I flung myself sideways. You can't do that when you are traveling down. The next I knew I was rolling, my mind irrelevantly mulling over how a person with six-foot boards attached to his feet can roll.

Again I rested. When my buttocks started to go numb I removed the cursed skis, hefted them over my shoulder, and marched resolutely down the slope, determined to not ski again that day and never attempt that reckless activity until I had received some professional instruction.

On the way down I heard a lot of female giggling and looked up, ready to assault anyone who might be laughing at me. They weren't. They were all staring at Robert Redford, owner of Sundance.

He was walking right toward me, and suddenly all my frustration welled into anger directed at him. Headlines flashed before my eyes: "Redford Hospitalized by Crazy Skier" and "Actor Needs Plastic Surgery After Attack."

I didn't do it, of course, but did get some consolation when he walked past me and I realized he is much shorter than he looks on film.

The slopes may be yours, Robert Redford, but anytime you want to go one-on-one with a basketball, I'm ready.

Your Own Computer . . . Boon or Bane?

(Continued from page 5)

But don't expose your wallet or credit cards yet. You are not ready to buy. You are probably not even ready to decide if you should buy.

If you do all this for a reasonable period of time (at least weeks if not months) some things will begin to register. You will notice that there are three broad categories of personal computers. The first is devoted essentially to games. Now, while zapping green Martians may be fun, these glorified pinball machines are not true computers since they can do only one thing. (In the jargon, they are "dedicated" units.) For this reason, we can ignore this type altogether.

The second broad group consists of inexpensive models that either look like rather large calculators or are basically keyboards that hook up to your TV or a special separately-purchased "monitor". A monitor is nothing more than a TV but it lacks channel selectors, antennas, and other things that make it possible to pull in a program. No matter, in this crazy world, they will cost more than a TV! (See, you're not only learning some of the language but a few facts of life.) Those in the third group have a keyboard, plus a monitor (separate or attached) and something called "disk drives". You can also spot them by their price tags which start at well over a thousand bucks and go up . . . way up.

As so often is true in today's world, there is an unfortunate inescapable correlation between "what you pay and what you get". You cannot expect to spend \$400 and get everything a \$4000 unit has to offer. On the other hand, the less expensive one may be all you want or need. We now come to the key question: *What are you going to use it for?* If you know the answer to this already, you are in a minority. You are about to be let in on a little secret. Until you have and use a computer, you will never know the real answer to this question. As with so many things in life, you have to experience it to really understand it.

There are two broad reasons why people buy a computer: for home or business use. For home use, some

people want to become "computer literate," or they want their children to have this benefit. Other reasons often mentioned are to "balance the checkbook" or "keep track of my record (or cooking recipes, etc.) collection." Let me simply say these latter are *not* good reasons to buy. You can do any of these things more quickly and easily with a \$10 calculator and a handful of file cards. Don't misunderstand. If you have a computer, you should try to do these things, but do it for practice and educational reasons, not practical. On the other hand, simply teaching yourself or your family to use a computer could be one of the wisest investments you can make.

For business use, the answer is simple. There is hardly any business that cannot do some things better, more quickly and less expensively with a computer. Unfortunately, business buyers tend to look for a machine that they can put in front of a secretary and expect her to be a whiz in a week or so. It doesn't work that way! Someone has to *learn* how to run it! My advice is that the first person to do so should be the owner or manager of the business. If you fail to do this, you could find yourself at the complete mercy of whoever knows how to run the "magic machine." Once you computerize your business, you have crossed the Rubicon.

There are innovations that can help make various systems more "user friendly" and much easier with which to gain proficiency. "Menu-driven" systems, for example, enable the new user to select the most efficient programs easily; "Touch Screens" and "Mouse Cursors" allow the new user to give certain systems commands without mastering some of the more esoteric signs of "computerese;" "Help Screens" give the user instructions describing program tasks and how to initiate these tasks. Even raw beginners can get a solid understanding once they put their "hands-on" this kind of hardware. There is no turning back. You had very well better be able to control the situation!

This shouldn't stop you. Learning the operation of a computer should be a challenge. After all, you did have to study and learn many things (some by long experience) before you became a competent businessman, didn't you? In retrospect, wasn't it

(Continued on next page)

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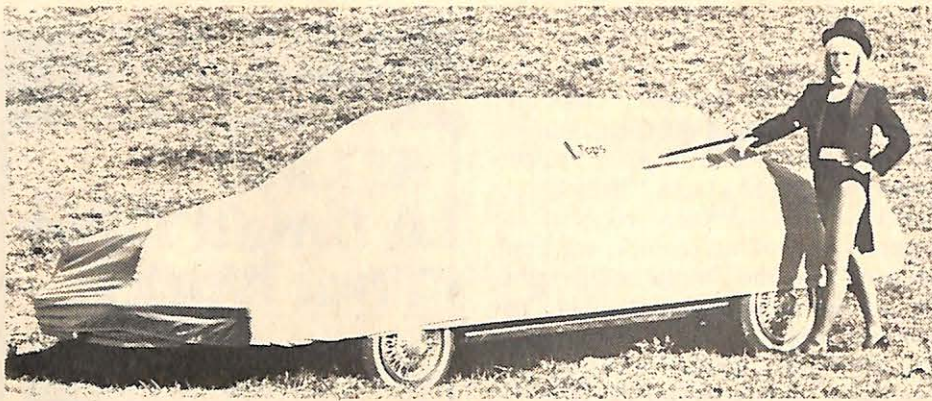
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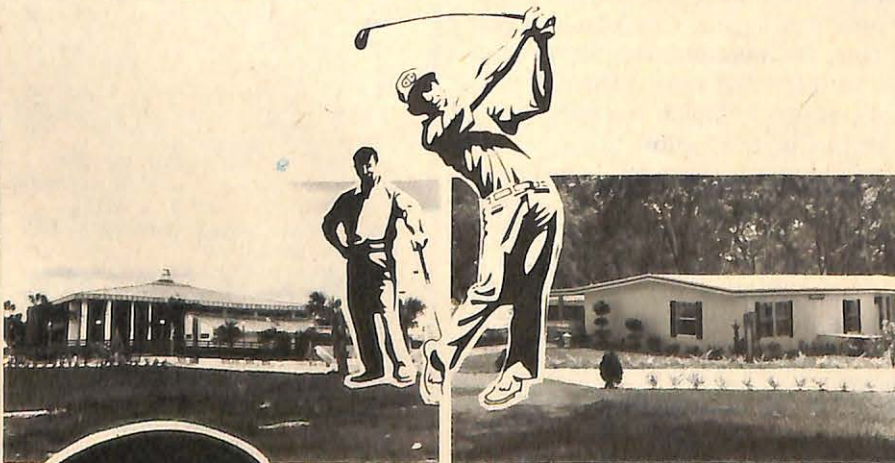
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well worth the effort? If, however, you have any qualms about spending the time and effort (more than you can imagine at first) to learn, then my advice is to forget it. You can get into some nasty situations if you leave it to somebody else.

If I haven't discouraged you by now, what's the next step? Go back and read my advice about shopping for a computer. The real key is to take your time. Whether for home or business use, you are talking an expenditure of both time and money. The more time you spend in the attempt to turn this "expenditure" into an "investment" the greater will be your return.

If you take this road, let me give you a few tips. For business use, check out service. Computers are (really!) machines. They break down and they wear out. Let that happen when your payroll is half done and you have a problem. Be sure you can get someone down fast! That means in-house service. Expensive? You bet. Necessary? Absolutely.

Buy your business computer from a manufacturer or a store that specializes in business systems. If you see a bunch of outer space games in the store, walk out. Not only do they not know your needs, it's almost a sure bet they have little or no back-up service. For a real business computer, you are talking a minimum investment of \$4000 and you can go up... way up!

For any real business applications, you must have at least one storage medium (disk drive) that is removable, for the sake of back-up of data program files. For most small businesses, two drives are absolutely essential: the removable (floppy disk) drive and a second disk drive. The choice of the second system, either floppy or hard disk must be determined before purchase, based on the user's individual need.

It is not hard to change a disk now and then; in fact, it can save the user literally hundreds of dollars. But, if it is determined that your business is large enough to require the much more extensive data storage capabilities of the hard disk drive, it should be considered at the outset. Although it is no great effort to add a hard disk system later, it does require a substantial financial expenditure; consideration must be given to this matter when the system is purchased to avoid the additional expense of

subsequently adding a hard disk drive to a system comprised of dual floppy disks.

Every business user must also buy a printer. The home user will probably want to add one if he doesn't get it with his computer. Choose your printer as carefully as you pick a computer. There are many kinds available. You can probably forget the state-of-the-art stuff (laser printers) unless your father is an oil sheik. At the other extreme, stay away from "thermal" printers. These are very cheap toys which use a special heat-sensitive paper. The output is gosh-awful and most don't hold up to even minimal use.

That leaves two kinds that are worth investigating. The most common, and less expensive, is the "dot-matrix" type. This produces printing that looks "typically computerish". If you look at each letter closely, it is made up of fine individual dots. The primary advantages of this type are cost (lower) and print speed (much faster). The disadvantage is appearance.

The other kind of printer is technically called "full impact" but more commonly "letter quality". This produced results comparable to a top quality electronic typewriter. Some of them (at the low end of the price scale) use IBM "balls". The better ones use a "daisywheel" (they are about 3" in diameter and the type is at the end of long "petals"—hence the name.)

Dual-speed dot-matrix printers are now available. These, at a lower speed, will produce near correspondence quality output, at top speed they produce "computerish" but readable results.

Matrix printers start in the \$200 price range and some of these aren't bad for home use. For business, figure at least \$1000 for a medium quality unit that will stand up for a while. Letter quality machines start around \$600 and go to the \$5000 range. Again, except for home use, forget the low end. Figure on at least \$2000 for a real business machine. If you want a standard to compare, look at the Xerox (Diablo) 630. It is one of the best available and has just about everything you'll need.

If your primary use is for correspondence, reports, manuals and the like, go for a letter quality printer. For statistics or accounting, a matrix printer will do. It won't look as good,

but it will be adequate and, more important for this type work, it will print considerably faster. For those in need of both, consider the dual-speed dot matrix printer. Whichever type you decide upon, be sure it has a full 15" wide carriage. It will cost little if any more and provides much more flexibility. For business, be sure your printer will accept a "tractor" adapter which allows use of paper with sprocket holes along the sides. You need this for good register and form work.

When choosing a home computer,

do it like a businessman. In other words, shop for value. That doesn't always mean the lowest price. You should be sure of one thing: Buy a computer that can be upgraded. In other words, if you want to add on devices like a printer, disk drives, etc., be sure it can be done. Don't take anyone's word for this. Check it out.

Take nothing for granted. The people who are most happy with their home computers are those who have gradually added to their original in-

(Continued on the next page)

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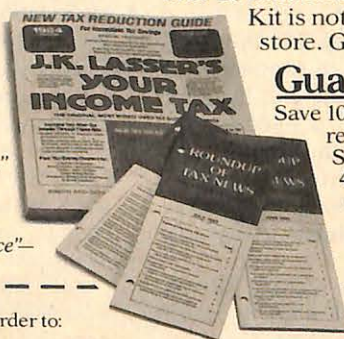
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Inside the Grand Lodge Computer Department

Staff Report

It can be said without fear of contradiction that the advent of the computer age has revolutionized many facets of American life. Not only have computers come to the fore in business and industry, they are making themselves felt in ways that were undreamed of only a few short years ago.

Recognizing the many advantages of computerization in January of 1981, the Grand Lodge Advisory Committee created a new Computer Department within the Order. Rudy R. Wicht, a computer professional with ten years of related experience, was named to supervise the selection, acquisition, installation and utilization of a sophisticated computer system.

Wicht's assessment of the Order's immediate computer needs, combined with an eye toward adaptability and expandability for future needs eventually narrowed the choice of a computer system down to the Hewlett-Packard 3000, Series 40. The system is made up of four disk drive units with 1.6 gigabytes (1.6 billion bytes) of memory storage, a main computer unit featuring an additional 1.5 megabytes (1.5 million bytes) of memory storage, a high-speed tape drive, and two line-printers.

Other factors influencing this choice of system were its high rate of productivity, its track record of reliability and the high level of customer support offered by the manufacturer. Further, the system has proven itself to be cost-effective; requiring only a small staff working as a professional team to keep it running efficiently and at peak productivity.

The computer performs literally dozens of important functions but its primary areas of involvement may be sketched by identifying the departments utilizing the system and by giving a brief description of the functions being utilized.

Grand Lodge/Grand Secretary's Office:

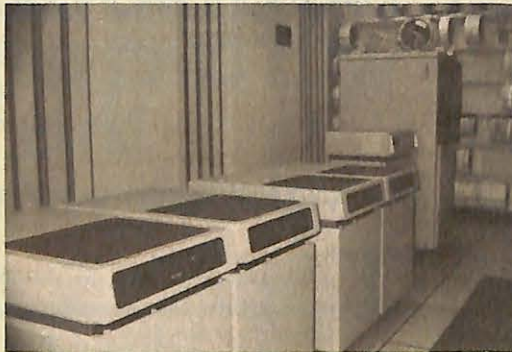
- Word Processing
- Accounts Receivable Bookkeeping
- Inventory Control (processing of Lodge-supply orders)
- Preparation of Quarterly and Annual Reports
- Stray Elk Program

Elks National Foundation:

- General Accounting, Financial

The Hewlett-Packard 2624-B CRT terminal in use. The system can accept input from up to 32 of these units; 18 are in current use.

Rudy R. Wicht supervises the operations of the Grand Lodge Computer Department. A professional with 10-years of computer experience, Rudy has plans for expanded applications for his system.



The hardware: Hewlett-Packard's Model 3000, Series 40. Four disk-drive units in the foreground, the main computer unit and high-speed tape drive complete the system.



The Hewlett-Packard 2608-S Line Printer generates GL statistical reports, ENF correspondence and pledge certificates and the mailing label that is attached to the cover of this magazine.

Statements

- Pledge Accounting and Reporting
- 55-Year Record of Past Pledges
- Word Processing, Budgets
- Scholarship Administration

Elks Magazine:

- Maintenance of official mailing list of membership (This list is updated on a daily basis with an average of 60,000 to 80,000 changes monthly.)
- Manufacture of mailing labels (The system produces labels for *The Elks Magazine* and many State Associations utilize the system to provide a similar service for their individual publications. This service is available to all State Associations at a minimal charge.)
- Pre-sorting of subscriber addresses by carrier route (Affords a savings to the Order of many thousands of dollars annually by achieving lower postal rates.)
- Provides each lodge with an annual membership roster (Especially important that each lodge secretary update these rosters to include new members and delete dropped

members; changes of address may also be included. The cooperation of each lodge secretary is imperative to keep the roster up to date and accurate.)

Although the system is busy now, Supervisor Wicht, working with Department Heads and Supervisors, are jointly formulating proposals for even further streamlining of many existing manual and antiquated computer systems. These proposals will achieve faster and more efficient recall of records, timely and more accurate reports and speedier handling of subscribers' change of address requests.

In short, from the tabulation of an individual lodge's membership roster to the formulation of multi-million dollar charitable projections, the Grand Lodge Computer Department functions at peak efficiency due in large part to the cooperation, assistance and direct involvement of such department heads as Grand Secretary Stanley F. Kocur, ENF Director James C. Varenhorst and *Elks Magazine* Publisher/General Manager John R. Ryan. These men, their staff members and supervisors provide invaluable input aimed at achieving even better service to the Order in the future.

HHG.

vestment. Some of them end up with a system that could be used in business. You may not want to go that far, but you should have the option. One way to assure this is not to fall for the "toys" on the market being sold as computers. You definitely should have a "typewriter-like" keyboard. You will quickly outgrow the "calculator button" and "membrane" kinds.

Not everyone will agree with me on this, but I would say anything less than \$750 rock-bottom minimum is not going to give you the future potential you may very well want in a few months.

One final caution. Don't buy a computer which uses magnetic tape cassettes for storage. They will do nothing but give you aggravation and disappointments. For home use, you can start off with one floppy disk drive instead. Be certain you can add on a second one without any problems. That means you have to really study the literature because a salesman can honestly say "You can add a second drive anytime" without mentioning that it can be a major operation! You will probably be better off by buying the best you can afford right from the beginning.

You may also be puzzled about when to buy. Should you wait for prices to come down further? Wait for the Japanese to come up with something new? Wait for the next generation of computers? My advice is to buy when you know what you want and can afford it. No one can see into the future.

I honestly think a computer can be a boon, but it can too often be a disaster. To prevent the latter, learn all you can before you buy. Listen to everyone and compare ideas. Above all, *take your time*. Just following those three simple rules can eliminate 90% or more of your potential problems.

If you do all this, chances are you're going to end up with a good computer. Notice, I did not say "best." The simple truth is that even your second or third best choice can still be more than adequate. Don't try for perfection. Try for a logical, sensible choice.

You too can be a participant in the computer revolution. You can profit by it. You can learn by it. You will certainly find it a challenge. And, perhaps most important, you can have fun doing it!

Woodheating . . .

(Continued from page 35)

your fingers to freeze after 20 minutes' work in the snowy outdoors. Yanking at stubborn branches will also wear holes in both gloves and hands a lot faster than will carrying a briefcase.

It's when you drag your prize catches out of the woods that the cold really gets to your fingers and the felled branches themselves don't cooperate. For some strange and devilish reason, the slightest knob or protrusion on a dragged branch will invariably catch on to any tree it passes and hold on for dear life. You find yourself forever pausing to dislodge them.

There are menaces other than plant

life. For instance, you may be mistaken for a deer. One late November day I wandered into the woods without the red cap I usually wear. Glancing westward I suddenly saw a distant touch of red through the trees. Must be a new boundary flag where two properties meet, I thought. I went on about my business.

Then, a few minutes later, I saw the bright cloth again, this time much closer. It startled me, because I'd been walking away from it rather than toward it. And then I saw that it was a man in red, stealthily approaching, rifle in hand, looking straight at me. He was on my neighbor's property, but he was a stranger.

I decided immediately that I needed no firewood on that occasion, and began to move homeward. "Hi!" I

(Continued on next page)

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Woodheating . . .

(Continued from previous page)

called cheerfully, waving wildly in what I hoped was a very human manner. The bemused hunter just stared at me a bit and then melted away; I never saw him again.

Perhaps I needed a protective companion in the woods, and when a relative's dog paid us a visit I did have a companion, for a few days anyway. Oh yes, he was a real playful companion. The first time he saw me put down an armful of wood chunks he grasped two of them in his teeth and playfully raced back into the woods with them! A day or so later he ran off to visit a female dog on the other side of the hill, was captured by that dog's owner, and had to be retrieved at the dog pound. This ended my classic, bucolic man-dog hillside relationship.

Winter weather set in with snow and bitter cold; I added a ski mask to my woodcutter's clothing gear costume. The demon stove, redoubling its efforts, steadily ate away the modest wood surplus I'd been able to accumulate on the porch. I was losing ground. My wife understandably had visions of the kitchen sink freezing over. Keeping a sizeable kindling supply was becoming a problem too. We needed a lot of it. Fires burn out, I discovered, when you work at your desk, watch TV, or read a book, obviously in a snit for your not paying attention to them. Fire-starting newspaper was burned at a record clip also, and there were times when we upended waste baskets to obtain precious kindling paper.

By mid-winter the conversion of our study to a replica of a crazed Ozark woodchopper's hut was complete. Rough boxes filled to overflowing with various sizes of firewood ranged along the wall between stove and walnut serving table, pieces of twigs and bark regularly littered the carpeted floor. Ashes too helped reduce the civilized appearance of the room. They had to be regularly taken out and dumped at the edge of the woods. Sometimes, when one tripped, ashes had a tendency to fly about the room and proved difficult to eliminate.

But the absolute nadir of the season was the time of the big smoke. It had gradually become increas-

ingly difficult to get a good fire going without smoke backing into the room, and the fire would burn more slowly. When smoke gathered in the room, we had to open doors to clear it, thereby letting in the icy winds. It got so bad that even with the stove door tightly closed the smoke wisped out of seams in the stove piping! I glumly realized that we had a chimney problem.

When you take apart a big black pipe that sticks out into a room of your house, the procedure borders on the esoteric rather than merely mechanical. Huge globs and clouds of jet black soot have a tendency to come flying out all over the place. Go ahead, spread newspapers first, but, as you tug carefully at one pipe joint the joints two above come apart in a simultaneous burst and a violent explosion of clanging stovepipe and black soot ensues. The soot flies purposefully to every nearby surface. Try to dust it politely into a dustpan and it smears into a black slash on floor or table. In our case, we had generous amounts of soot everywhere, including on ourselves.

We finally got the room vacuumed and all the pipes cleaned and reassembled. It was not an easy job. What once has fitted need not necessarily fit again, we discovered.

Much to our dismay, the fire still would not draw properly, and we realized we had an *upper* chimney problem. We called in chimney cleaners, who immediately took apart our painstakingly assembled piping, and attacked the chimney with brushes from both ends—the roof and the wall opening. After about two hours they put everything back together and left with the cheerful news that some of their customers needed cleaning twice each winter.

The fire now burned cleanly again, but we soon discovered there were *other* kinds of chimney disorders.

Our basic chimney is built of concrete blocks, and stands outside the house, touching the wall. It rises about five feet above the roof of the ell in which our stove is located, and is then topped by an eight-foot extension of light stovepiping, anchored to house and ground by guy wires.

The main guy wire to the ground is the one I ran the wheelbarrow into.

Action was immediate; there was a twanging sound reminiscent of a bluegrass record being played backwards; the towering stovepipe extension teetered, swayed, and then came crashing

down loudly, first onto the roof and then off down into the yard, where it sprawled, dented, in the tangle of its wires.

Crawling out a window onto the roof in a chill breeze, my wife and I attempted to put the bulky thing back in place, but only succeeded in nearly falling off the roof ourselves. Fortunately, the fire drew satisfactorily without the extension, and we were able to await our son's assistance a few weeks later.

Then the electric chain saw gave up the ghost.

I could find nothing wrong with it within the scope of my own meager knowledge of electrical appliances, and so took it to a repair shop. It would only be a day or two, they assured me, and I felt I could certainly saw stove-length logs by hand for that short period. Next day I gathered smaller branches to make it easier, but the stove gleefully burned wood of this size much faster, so that two sawings a day proved necessary.

By the end of the first "day or two"—which stretched into a week—my shoulder was getting a bit sore and weary. "Just waiting for a part," they said as I sawed my way through a second solid week. And at some point in either the third or fourth week I confess to turning on electric baseboard heat on more than one occasion. The relative bliss of chain-sawing returned after the fourth week and was thoroughly welcomed.

The final weeks of winter actually went smoothly and reasonably fast, late winter rains being the only problem. Rains are always the worst enemy—they soak every stick of wood so thoroughly that nothing you cut will burn until dried for hours or days. Some heavy March snow piled in, making boot-trudging a bit rough on the hillside, but it wasn't all bad. In deep snow there was a peaceful serenity and beauty on the hillside—and long views out into the valley that summer foliage always blocked.

Satisfied that we'd done, did we say "never again?" Not quite. Next winter we did do it again, and have done so now for four consecutive winters—each time better prepared than the year before.

Admittedly, we now order an occasional load of logs, and turn on the electric baseboard heat when the weather gets rough, but we do continue to heat by wood fire—flowers now bloom where our oil tanks used to stand.

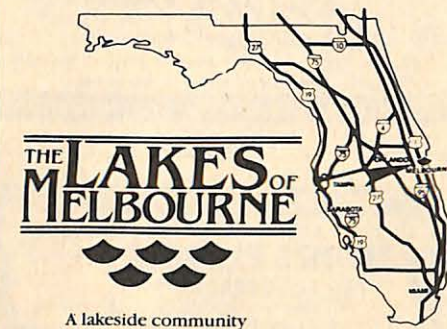
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News of the Lodges

TUCSON, AZ. During its Midyear Meeting in Tucson, the Arizona Elks Association Major Projects dedicated a trophy showcase and a heritage corner at the Elks Long Term Care Unit in Tucson.

Honored guests at the dedication were PGER Horace Wisely; SP Terry Rice; Harold Browne, state Major Projects Chm.; H. Berkeley Rourke, state National Foundation Chm.; and Arthur Hatton, state Americanism Chm.

PARADISE, CA. In appreciation for being so well received by Paradise Lodge as well as by the community as a whole, the U.S. Air Force Band of the Golden Gate, stationed at Travis Air Force Base, CA, presented a plaque declaring Travis and Paradise to be "Sister Cities."

For the past three years, the 45-piece band has given concerts at the Elks Annual Labor Day Barbecues. The band is enthusiastically received, and the young professionals composing the band reflect that feeling by their stirring music and friendly attitude.

WESTWOOD, NJ, Lodge held a testimonial dinner for PER Richard Burton. He was honored for being a member of the lodge for 50 years.

SANTA MARIA, CA, Lodge held its Annual Law Enforcement Appreciation Night. Over 400 law enforcement officers and their wives, local government officials, and Elks attended.

The highlight of the evening was the presentation of awards to the five officers recognized as being the "Officer of the Year" in their respective departments.

SEWARD, AK. The Chamber of Commerce of Seward, AK, is most grateful to Seward Lodge for its hosting of a picnic July 17 for a delegation of 50 persons from Seward, NE.

The Chamber of Commerce sponsored the visit from Nebraska, but ran short on funds to host a planned picnic. The Seward Elks had planned their annual picnic for the same day and offered to include the Chamber of Commerce and the guests from Nebraska.

Over 200 persons turned out for the picnic on a beautiful Alaskan summer day. Plenty of food, drink, and games ensured everyone of a good time. The picnic was a tremendous success thanks to the Elks.

ARLINGTON-FAIRFAX, VA. Quentin Hatchl, chm. of the Social and Community Welfare Committee, and PER

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Departed Brothers

Douglas Hedrick of Arlington-Fairfax, VA, Lodge presented a check for \$1,500 to Mrs. Joan Spencer and Mrs. Beverly Mefferd, co-chm. of the Haycock Elementary School PTA Play-Ground Committee. This was a donation toward the construction of a community playground.

BLOOMFIELD, NJ, Lodge, with the help of neighboring lodges and other community organizations, raised \$1,500 for the Christy Mossey Fund.

Christy, an 11-year-old, had her fingers nearly blown off July 8 when she mistook an M-80 firecracker for a candle. She had microsurgery done on her left hand and is receiving therapy three times a week. The medical expenses for the Mossey family have been enormous.

INVERNESS, FL, Lodge is proud of its "Candyman," Brother Frank Zess. He has placed 30 candy-donation boxes in various businesses in the area, with the proceeds going to the Harry-Anna Crippled Children's Hospital.

Brother Zess travels 22 miles each day and has been doing this since October, 1981. To date, he has collected \$3,200 for the hospital.

ARCADIA, CA. Lord March of England presented a trophy to jockey Eddy Delahoussaye in recognition of his 3,000 career wins. The trophy was donated by Arcadia Lodge, and Brother Dick O'Shaughnessy took part in the presentation. Delahoussaye is best known for winning the 1982 and 1983 Kentucky Derbies.

MANASQUAN, NJ. The Fight Night Committee of Manasquan, NJ, Lodge held another successful amateur boxing fund-raiser.

One thousand attendees enjoyed the bouts, sanctioned by the New Jersey Amateur Boxing Association and held at the Sea Girt, NJ, Armory. The proceeds were assigned to the lodge's Crippled Children and Community Affairs funds.

SAN DIEGO, CA, Lodge held a "Law Enforcement Night" to honor the men and women who serve on the San Diego Police Force and the San Diego Sheriff's Department.

Officer Ron Shankle, regional chm. of the California Narcotics Officers Association, delivered an informative talk on Drug Abuse and how Elks can assist in the prevention of Drug Abuse.

GOVERNEUR, NY. Est. Lead. Kt. William Cooper was presented the 1983 "Good Citizen of the Year Award" by the community through the VFW. Brother Cooper was honored for his unselfish service to Gouverneur, Elksdom, and those in need.

PAST DISTRICT DEPUTY Hunter B. Thacker of Lynchburg, VA, Lodge died recently. Brother Thacker served as District Deputy Grand Exalted Ruler for the Southwest District of Virginia in 1976-77.

PAST DISTRICT DEPUTY James A. MacMillan of Camden, NJ, Lodge died recently. Brother MacMillan served as District Deputy Grand Exalted Ruler for the South District of New Jersey in 1941-42.

PAST DISTRICT DEPUTY James L. Cinnamon, Sr. of Cynthiana, KY, Lodge died recently. Brother Cinnamon served as District Deputy Grand Exalted Ruler for the East District of Kentucky in 1955-56.

PAST DISTRICT DEPUTY Norris J. Hyatt of Havre, MT, Lodge died November 28, 1983. Brother Hyatt served as District Deputy Grand Exalted Ruler for the North District of Montana in 1974-75 and 1979-80.



PAST DISTRICT DEPUTY Thomas M. Hart of Scranton, PA, Lodge died recently. Brother Hart served as District Deputy Grand Exalted Ruler for the Northeast District of Pennsylvania in 1981-82.

PAST GRAND LODGE COMMITTEE-MAN William I. O'Neill of Milwaukee, WI, Lodge died November 28, 1983. Brother O'Neill served as a member of the GL State Associations Committee in 1947-48 and as a member of the GL Lodge Activities Committee in 1948-49 and 1952-53. He was also a past district deputy and a past president of the Wisconsin Elks Association.

PAST DISTRICT DEPUTY D.H. "Hank" Everman of Beaver Dam, WI, Lodge died October 20, 1983. Brother Everman served as District Deputy Grand Exalted Ruler for the Southeast District of Wisconsin in 1962-63. He was also a past president of the Wisconsin Elks Association.

PAST DISTRICT DEPUTY John D. Graham of Revere, MA, Lodge died recently. Brother Graham served as District Deputy Grand Exalted Ruler for the Metropolitan District of Massachusetts in 1982-83.

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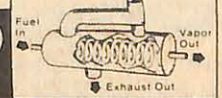
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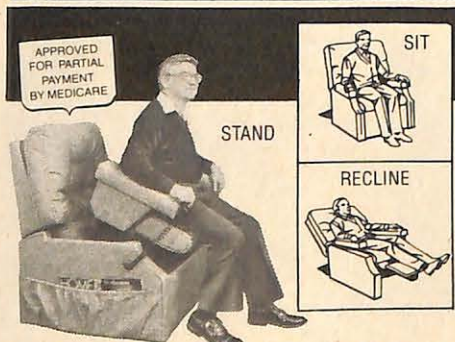


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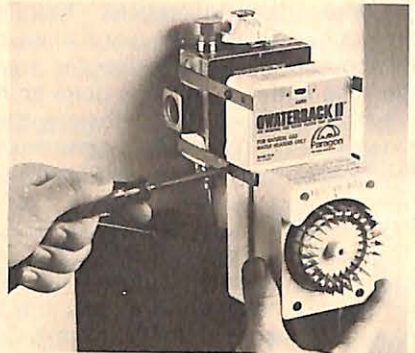
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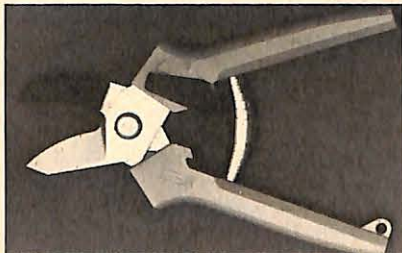
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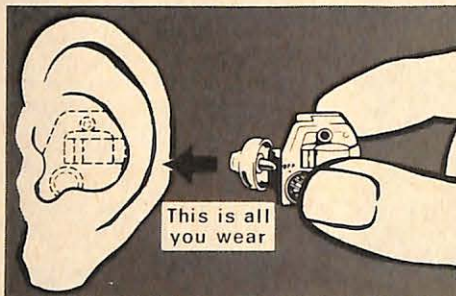
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Elks Family Shopper

consumer/news

If your obstetrician suggests routine sonograms during the course of your pregnancy, discuss the reasons before you agree. Sonograms—another name for ultrasound images—use sound wave technology to determine how the baby is developing with less risk to the mother and baby than X-rays or amniocentesis. But that doesn't mean that sonograms are perfectly safe.

To explain the different uses of ultrasound and what the possible risks might be, the Food and Drug Administration has reprinted an article from its magazine, *FDA Consumer*. For your free copy of *The Unknowns of Ultrasound*, write to the Consumer Information Center, Dept. 609L, Pueblo, Colorado 81009.

One of the uses of ultrasound is to determine whether or not you're pregnant, as early as the sixth or eighth week. And, it lets the doctor, and you, see the position, development and condition of the fetus. A sonogram can also tell you the age of the fetus, which is critical if a Caesarean section is required for delivery. After about the 20th week of pregnancy, ultrasound can detect pronounced physical abnormalities that occur in about 3 out of every 100 births. And, if a pregnancy is high-risk, ultrasound can help keep a close watch on the mother's and baby's condition.

However, since ultrasound is a form of radiation, no one can say for sure that ultrasound is harmless, according to the Food and Drug Administration.

While there are no obvious short-term effects on the fetus, according to a panel from the March of Dimes organization, there is concern about possible delayed reactions. The professional organization of radiologists, the American College of Radiology, suggests a conservative approach.

(Continued on page 52)

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Additionally, our specialists have added a soft molded cushion around the collar of the shoe where your ankle

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Elks Family Shopper consumer/news

They recommend that "routine ultrasound examination of the pregnant uterus not be performed, and that use of ultrasound be limited to medically indicated cases."

The booklet points out that ultrasound is of tremendous value in high-risk pregnancies, where the known benefits outweigh the theoretical risks. However, scientists and medical groups are advising reasonable caution in using ultrasound during pregnancy.

So if your doctor suggests a sonogram during the course of your pregnancy, ask why it's necessary before you agree.

Ultrasound can be helpful surgically, therapeutically and in dentistry. For example, your dentist can use an ultrasonic scaler vibrating at high speed to remove calculus from tooth surfaces. To learn some of the other uses, send for a copy of *The Unknowns of Ultrasound*.

An increasing number of health care practitioners, beauticians, and cosmetologists are claiming that they can perform facelifts using a low-powered or "cold" laser. Advertisements for laser facelifts usually claim that this is a revolutionary new method of removing wrinkles, and that it is a painless, less costly alternative to surgery. However, promoters of laser facelifts asked by the FTC to prove these claims have

(Continued on page 54)

See Advertisement Inside Back Cover

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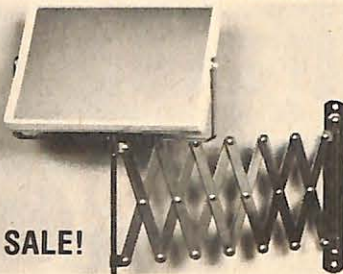
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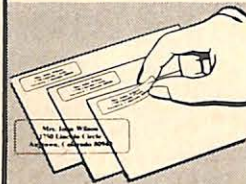
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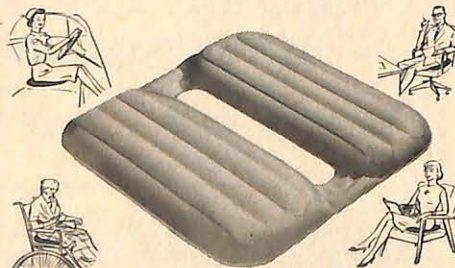
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New Twin-Rest Seat Cushion gives blessed relief to sensitive areas. Fights fatigue and soreness. Avoids siderocking and maintains balance because each half inflates separately with contact-free center space. Unlike embarrassing "ring cushions", it fully supports each thigh independently. Deflates for travel. Ideal for car, home, office, sports, wheelchair. Handsome vinyl 16 x 17" — \$9.95. Green percale zipper cover — \$3.89 extra. Add 50¢ postage & handling. NJ residents add 6% tax. We ship promptly. Money back guarantee.

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Elks Family Shopper consumer/news

not been able to produce evidence that the procedure actually works.

Advertisements for laser facelifts typically omit these three important facts:

- (1) Laser devices have not been approved by the FDA for facelifts;
- (2) There is no valid evidence that these lasers are effective for facelifts; and
- (3) The use of lasers to perform facelifts is an experimental procedure.

If you received an unsatisfactory laser facelift and cannot obtain a refund, you may wish to contact your local consumer protection agency or the Better Business Bureau. Additionally, if you received unsatisfactory treatment from a health care professional (for example, a chiropractor, acupuncturist, or physician), you may wish to notify the local professional society or state professional licensing board.

The Federal Trade Commission is interested in your experience with laser facelifts. While the FTC cannot resolve individual disputes, the information you provide may help to show if there is a pattern of practices requiring action by the Commission. Write: FTC, Division of Service Industry Practices, 6th and Pennsylvania, N.W., Washington, DC 20580.

HELP!

The Elks Magazine postage fees have skyrocketed!

Help us cut costs by reporting any address change to your lodge secretary and The Elks Magazine Circulation Department.

Be sure to include lodge and membership number or an address label from the magazine.

Notice should be sent 6 to 8 weeks before your move.

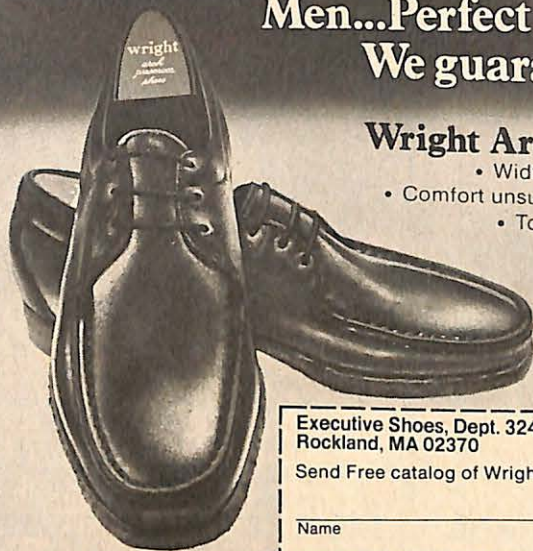
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New Address:
Name _____
Address _____
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State _____ Zip _____
Lodge No. _____
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Mail to: Circulation Manager
The Elks Magazine
425 W. Diversey Pwy.
Chicago, IL 60614

2-84

Men...Perfect Fit—by Mail!
We guarantee it!



Wright Arch Preserver® Shoes

- Widths AAA to EEE, Sizes 6½ to 16.
- Comfort unsurpassed by any other footwear.
- Top quality standards maintained for 108 years.
- 70 handsome styles in men's footwear.
- Prompt delivery from factory stock of 30,000 pair.
- Guaranteed satisfaction or money back.

Executive Shoes, Dept. 324, Box E
 Rockland, MA 02370

Send Free catalog of Wright Arch Preserver Shoes.

Name _____
 Address _____
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**He saved
 \$1000.
 You can too!**



Easy-to-build semi-kit can save you money. Engine is completely assembled; frame is welded and painted. You just bolt everything together (using common tools and our 22" x 34", fully illustrated instruction sheet) and start hauling!

- 16 H.P. or 11 H.P. Briggs & Stratton engine
- Hydraulic disc brakes with parking brake standard.
- Electric start standard.
- Automatic transmission with forward and reverse.
- Full, one-quarter ton payload capacity.
- Dumping bed measures 44½" x 40" x 11".
- 4-wheel models with cab also available.

For your **FREE** color brochure call or write:
TOLL FREE: 1-800-253-1030;
 in Michigan call 616/849-3400.

Carl Heald, Inc.,
 Dept. KZW P.O. Box 1148,
 Benton Harbor, Michigan 49022

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 DOWNSTAIRS...**



STAIR-GLIDE® Stairway Lift

America's largest selling stairway lift is the ideal solution for people who can't or shouldn't climb stairs.

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- Will not mar walls or stairs
- Economy and Outdoor models available

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**MEDICARE
 APPROVED**



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**LONGEST SEAT-LIFT
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Save now on a comfortable power Recliner or Swivel Rocker. Burke seat-lift chairs let you stand and sit when you want, with no strain. Reclines to any position, automatically elevating your feet and legs. Write or call TOLL-FREE for information and compare.

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 QUALITY SUNGLASSES
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Each pair features: Impact resistant lenses • Handcrafted • Polished glass lenses • Hardened metal frames • No non-sense guarantee.

FREE—limited time only—deluxe velour lined case with each pair of glasses ordered (a \$3.00 value). Credit cards accepted. Dealer inquiries invited.

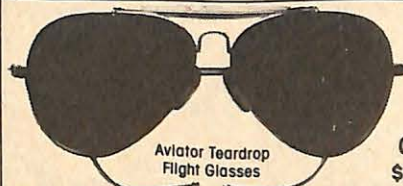
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**Only
 \$7.95**

World Famous Pilot's Glasses

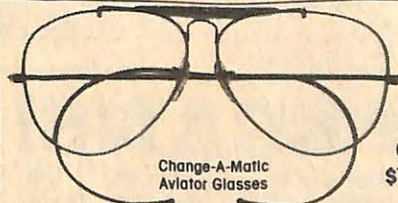
#20P These precision flight glasses are now available to the public for only \$7.95. If you could buy them elsewhere, they'd probably cost you over \$20.00, available in gold or silver frames. A \$20.00 value only \$7.95. 2 pairs for \$14.00.



**Only
 \$9.95**

Aviator Teardrop Flight Glasses

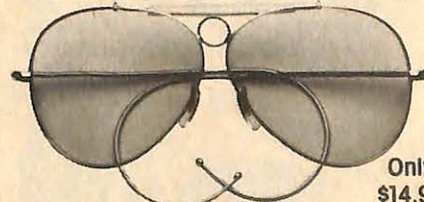
#30A Flexible cable temples, gold frame only. A \$30.00 value only \$9.95. 2 pairs for \$18.00.



**Only
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Change-A-Matic Aviator Glasses

#30C Lenses darken outdoors, change back to lighter tints indoors. gold frame only. A \$30.00 value only \$14.95. 2 pairs for \$28.00.



**Only
 \$14.95**

Professional Driving & Shooting Glasses

#30D Wide angle amber lenses brighten visibility, gold frame only. A \$30.00 value only \$14.95. 2 pairs for \$28.00.

To order your U.S. Optics™ sunglasses, send check or money order to U.S. Optics, Dept. 302, P.O. Box 14206, Atlanta, Georgia 30324. Credit card customers please fill in card # and Exp. date.

QUANTITY	MODEL #	GOLD	SILVER	PRICE
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Add Postage, Handling, and Insurance \$1.00 per pair

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FREE case with each pair.



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In Norway, where people take good health seriously, people have been taking vitamins formulated by Scandinavian Laboratories for over 50 years. Now available in America, these choice vitamins are sold exclusively through our Royal Harvest catalog. We invite you to try them at our expense.

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Your big 3-pack sampler includes multi-vitamins for every family member. Children love delicious Sonatol, which tastes like a mouthful of oranges. People on the go like our convenient tablets and travel blisterpack. And everyone enjoys the cold, refreshing drink our vitamin granules make.

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Or mail completed coupon to Scandinavian Laboratories, Inc. P.O. Box 7292, 1255 West Broad Street Stratmar Station Bridgeport, CT 06650

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LIMIT: ONE PER HOUSEHOLD. THIS OFFER EXPIRES DEC. 31, 1984.



1883
RACKETEER NICKEL
\$8.75

This nickel was designed without the word "Cents" on the back. Many were gold-plated and passed as \$5 gold pieces, making them known as the "Racketeer" Nickels.

Mastercard and Visa accepted.
Add 75¢ postage. Brochures included.
IMMEDIATE SHIPMENT.
Money-back guarantee.
**VILLAGE COIN SHOP, INC. DEPT. E
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See Advertisement Outside Back Cover

Satisfaction Guaranteed! Mail Coupon Today

OLD VILLAGE SHOP, Dept. VM-4175
Bldg. #9, Hanover, PA 17333

Please rush _____ prs. of the Genuine Leather "Ranchero" Dress Boot for the low price of just \$18.88 plus \$3.60 postage and handling on same money-back guarantee.

SAVE MORE! Order two pairs for just \$36.88 plus \$6.90 postage and handling on same money-back guarantee.

____ prs. Cordovan Brown (M246470B) Size _____ Width _____
____ prs. Black (M236356B) Size _____ Width _____
(Please add \$2.00 for wide width.)

CHARGE IT: American Express Diners Club VISA
 MasterCard

Enclosed is \$ _____
Acct. No. _____ Exp. Date _____
PRINT NAME _____
ADDRESS _____
CITY _____ STATE _____ ZIP _____

Check here and send 50¢ for a year's subscription to our full-color catalog of fine shoes (M289892). Our policy is to process all orders promptly. Credit card orders are processed upon credit approval. Delays notified promptly. Shipment guaranteed within 60 days.

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PECANS!

Specially Selected PECANS... the freshest of the new crop direct from our Georgia grove. These shelled, tasty and meaty fancy pecan halves are delicious for snacking or your baking pleasure. Five pounds are carefully packed in our Pecan Carton.



Only **\$21.95**
Delivered!!
5-Pound
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The finest in choice nutmeats from the heart of America's Southland and around the world — gift ideas for yourself, friends, family and business. Satisfaction Guaranteed or your money back.

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Now you can drill a water well or a free-flowing spring in your backyard. Have all the pure, fresh water you want **FREE!**

OVER 35,000 SOLD!

Easy to operate as your power lawn mower!

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Or clip coupon and mail TODAY!

DeepRock 384 Anderson Road
Opelika, Alabama 36802
Please mail your FREE brochure.

Print Name _____
Address _____
City-State _____ Zip _____

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See Advertisement Inside Front Cover

Haband's Long Wearing Casual Style SLACKS

HABAND COMPANY 265 N. 9th St., Paterson, NJ 07530
O.K., Haband, you may send me _____ pairs of your all season Off Duty Slacks, for which I enclose my remittance in full of \$ _____ plus \$1.95 towards the postage and handling.

OR, TO CHARGE IT: VISA Master Charge
Acct. # _____ EXP. DATE: _____

Guarantee: I understand that, if upon receipt I do not choose to wear the slacks, I may return them within 30 days for a full refund of every penny I paid you.

726-090
Name _____
Street _____ Apt. # _____
City & State _____ Zip _____
Haband is a conscientious family business operating by U.S. Mail since 1925.
Is your size on this chart?

AVAILABLE SIZES
Waists: 30-32-34-35-36-37-38-39-40-41-42-43-44-46*48*50*52*54*
*Please add \$1.50 per pair for 46 thru 54.
Inseams: S(27-28), M(29-30), L(31-32), XL(33-34)

COLORS	090	Waist	Inseam
Light Blue	B		
Midnight Blue	A		
Sand	D		
Brown	E		

4 Pairs for 32.95
ALL FIVE for 39.95!

NOW! YOUR LAWN STAYS GREEN THROUGH DROUGHT AND HEAT!



**FREE
UP TO
900
PLUGS!**

Lakeland's *Famous*® 30-Below-Zero Zoysia Takes Wear, Tear, Cookouts, Children's Games . . . After 30 Below Zero Winters, It Bounces Back Green, Thick, And Beautiful! Closest Thing to An Indestructible Lawn You Have Ever Seen!

Zoysia Lawn Wasn't Mowed Or Watered For A Month! Not A Weed In Sight!

If your family is like mine, you're squeezing every dollar to make sure you have enough to go around. And it looks like things are going to stay that way.

One way to cut expenses is to cut the costs, and work, of lawn care. For example, a woman wrote about her zoysia lawn that she had mowed it only twice ALL SUMMER. She hadn't spent a cent on weed-killers. Not one cent for fertilizers. Yet her lawn was as green and weed-free as a pile carpet.

DROUGHT PROOF

Let the scorching sun burn lawns around you into hay—your zoysia stays fresh and green, an emerald isle of beauty. I have yet to water my own zoysia lawn. One day I saw that my sprinkler had gotten cobwebs! In Iowa, a zoysia lawn was declared the area's "Top Lawn—nearly perfect." Yet this lawn had been watered only once that entire summer!

CUT YOUR WATER BILLS. SAVE THE WORK OF LAWN SPRINKLING. START A FAMOUS ZOYSIA GRASS LAWN NOW.

Weed-killing chemicals are NOT NEEDED for a weed-free Famous® Zoysia Lawn

How is it possible that Famous Meyer Z-52 Zoysia stays weed-free without using expensive, risky chemicals? It grows so thick that crabgrass (weed) seeds don't get enough light to germinate!

Has Cut Mowing To Once A Month

Zoysia grows sideways, not just up like ordinary grass. It forms a thick, interwoven carpet of turf that keeps its well-groomed look weeks longer. It cuts your mowing by half, 2/3 or more!

No-Reseeding—Not Ever!—With Lakeland's Famous® Zoysia

Plug in Lakeland Zoysia and never buy grass seed again. Zoysia lawns don't grow old; they just grow better. They sparkle under 100° heat. . . stay green through droughts. They resist diseases and insects which ruin ordinary grasses. After sharp frosts, they only give up their green color, then green up better than ever each following Spring. Famous Zoysia gives you the closest thing to an indestructible lawn you have ever seen.

Ends Washouts on Steep Slopes Perfect Where Other Grasses Do Poorly

Deep-rooted zoysia holds soil in place, stops it from washing away from slopes. It's your perfect answer for worn out or weedy areas, too.

In a typical newspaper article I read (quote): "upgrading your current lawn" requires the right selection of grass seed plus "regular applications of fertilizer (and lime where needed)." This article also said you need, "weed, insect and disease control." Sound familiar? Of course!

Why not forget all that work and expense, and plug in Famous Meyer Z-52 Zoysia? To upgrade your lawn with zoysia, don't dig it up. Just set plugs into holes in the soil a foot apart more or less. Let those plugs spread toward each other to form a carpet of solid turf. Growth is so vigorous it chokes out old growth you want to get rid of, WEEDS INCLUDED.

**NO NEED TO DIG UP YOUR LAWN
PLUG IN *Famous*® Z-52 ZOYSIA**



**From Coast to Coast
People Write to
Mike Senkiw**

From Hudson, N.Y., E. La-Roche writes how he planted plugs "in the worst possible place—clay with weeds and gravel. . . It formed a 4" thick carpet of grass. Not children, dogs, cats, rabbits, extremely hot sun or drought could kill it."

From Sacramento, Calif., J. M. writes how he bought our Zoysia "for a weed infested spot—it took care of the problem."

From Indiana, M.A. Low, Sr. writes how he visited a physician friend in Albert Lea, Minn. where he saw a "whole back yard was entirely in zoysia and it was beautiful. . . a deep green."

The success of many thousands of delighted Famous® Zoysia owners awaits you. Prove it to yourself today.

Poor Soil? No Problem!

Our Famous Zoysia plugs are so vigorous we guarantee them to grow whatever your soil—from heavy clays to sandy sub-soils. You cannot lose.

**IT'S SO EASY AND INEXPENSIVE TO START
A MAGNIFICENT ZOYSIA LAWN**

Start your own magnificent, perennial zoysia lawn with as few as 100 plugs. Just let your plugs establish solid turf. Then take up transplants and plug in other places to your heart's desire. Plugged areas grow right back into solid turf. Your supply of plugs is endless.

Prices and Bargains

If you plant more grass that sits there and struggles—or dies on you—you may not miss your work and money. It's the time you cannot recover! So please don't confuse Lakeland's 30-Below-Zero Zoysia with any ordinary turf offered as a "bargain." If our plugs cost a little more in the beginning, they remain, in the long run, the only true bargain for your lawn.

Order guaranteed *Famous*®

zoysia plugs now, for delivery from our nearest shipping point. Your order will be sent at the earliest proper time to plant in your area.

Orders not accepted from Wash. or Ore. States.

Meyer Z-52 Zoysia Grass was perfected by the U.S. Govt. and released in cooperation with the U.S. Golf Association.

"Same Day Fresh"

The day we cut your plugs is the day they are on their way to you. Because freshness counts, Lakeland has 2 shipping points, one in the Midwest and one in the East. Your plugs go out from the nearest point "Same Day Fresh" and ready to grow, shipping charge collection the most economical way. On credit card orders, the shipping cost will be prepaid by us and billed to your account.

Lakeland's Total Guarantee

- Drought Won't Kill It • Heat Won't Kill It
- Diseases Won't Kill It • Cold Won't Kill It

Even though we don't know your soil, we guarantee EVERY plug of Famous Z-52 Zoysia to live and grow in it. No ifs. No buts. Should any plugs fail to grow, just let us know within 60 days. We refund or replace them FREE. That guarantee clearly means that Famous Zoysia has to do everything we say—and more! Otherwise there's no way we could give you such unique protection.



**LAKELAND NURSERY SALES, Dept. NL-2177
Bldg. #5, Hanover, PA 17333**

Please send me the certified and guaranteed Famous® Zoysia plugs checked.

NAME _____ (please print)

ADDRESS _____

CITY _____

STATE _____ ZIP _____

I enclose check or m.o. for \$ _____ (KS res. add sales tax) Shipped "Transportation Collect" the most economical way. To

avoid delay in delivery of orders above 1,000 plugs please include your day phone number:

(Area Code) _____

CHARGE TO MY: MasterCard Diner's Club American Express VISA

Acct. no. _____ Exp. date _____

FULL SIZE NO-BEND PLUGGER ONLY (L000778H) \$4.95

100 PLUGS (L000927Y) + 30 FREE PLUGS
Value \$7.65 . . . Only \$5.88 . . . You Save \$1.76

100 PLUGS & PLUGGER (L000950Y)
+ 30 FREE PLUGS
Value \$12.59 . . . Only \$9.95 . . . You Save \$2.64

200 PLUGS (L000935Y) + 60 FREE PLUGS
Value \$15.29 . . . Only \$10.95 . . . You Save \$4.34

200 PLUGS & PLUGGER (L000968Y)
+ 60 FREE PLUGS
Value \$20.24 . . . Only \$13.95 . . . You Save \$6.29

PLUGGER INCLUDED FREE WITH ORDERS OF 500 OR MORE PLUGS

500 PLUGS (L000976Y) + FREE PLUGGER & 150 FREE PLUGS
Value \$43.17 . . . Only \$25.95 . . . You Save \$17.22

1000 PLUGS (L003301Y) + FREE PLUGGER & 300 FREE PLUGS
Value \$81.39 . . . Only \$35.95 . . . You Save \$45.44

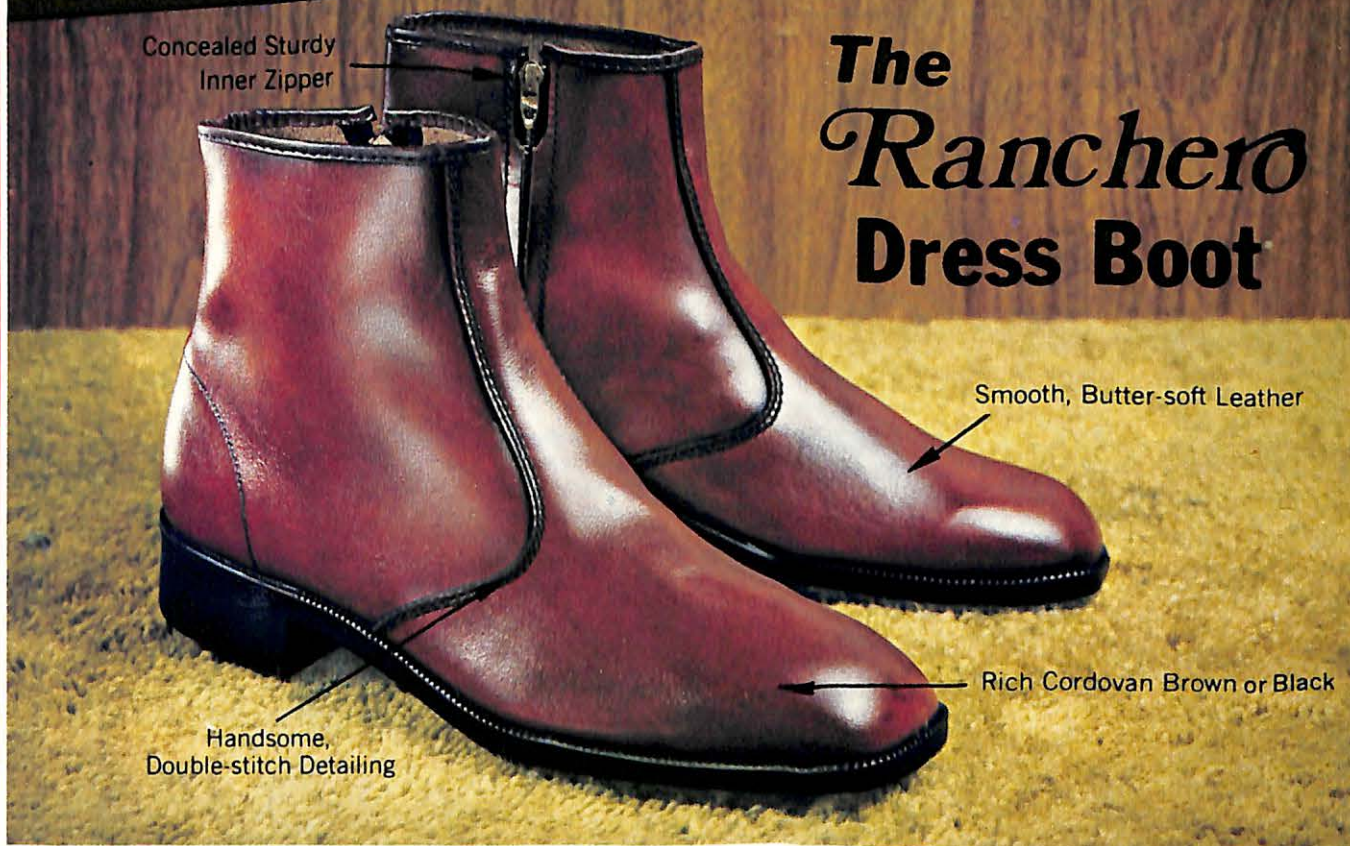
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Value \$157.83 . . . Only \$54.95 . . . You Save \$102.88

3000 PLUGS (L001990Y) + 2 FREE PLUGGERS & 900 FREE PLUGS
Value \$239.22 . . . Only \$73.95 . . . You Save \$165.27

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Sale! LAST TIME AT THIS PRICE!

Due to the soaring cost of GENUINE LEATHER, we cannot hold this price much longer. Order now!



The *Ranchero* Dress Boot

Genuine Leather

Not ~~\$49.95~~ Not ~~\$29.95~~

Only \$18.88
2 prs \$36.88

- Cobbler-Crafted • American Made
- Long-wearing Composition Sole and Heel

TRY THEM AT OUR RISK!
Return Within 14 Days

If not delighted return for a full refund of purchase price (except post. & hdg.).

Satisfaction Guaranteed! Mail Coupon Today

Here's the town boot of the range-riding Westerner...rugged, uncluttered, no-nonsense. No wonder the man of style has adopted it for his versatile way of life! The bold, square-toed detailing goes great with sports clothes and jeans and the sleek, lean design gives a "with it" look to the business suit.

This Season's Dress Boot

You'll wear these boots every day, everywhere. They're hard to beat for comfort. The supple leather breathes and the high shaft cradles ankles. There's a concealed inner zipper so the boot slips on and off as easily as a loafer. Man-made sole and heel really stand up to wear and tear. Don't miss the chance to get this season's best boot buy at an incredibly low price!

Men's Sizes: 7½, 8, 8½, 9, 9½, 10, 10½, 11, 12

Widths: C, D, fits medium width. E fits wide width

Colors: Cordovan Brown, Black



OLD VILLAGE SHOP

Hanover, Pa. 17333

OLD VILLAGE SHOP, Dept. VM-4175
Bldg. #9, Hanover, PA 17333

Please rush _____ prs. of the Genuine Leather "Ranchero" Dress Boot for the low price of just \$18.88 plus \$3.60 postage and handling on same money-back guarantee.

SAVE MORE! Order two pairs for just \$36.88 plus \$6.90 postage and handling on same money-back guarantee.

___ prs. Cordovan Brown (M246470B) Size _____ Width _____
___ prs. Black (M236356B) Size _____ Width _____
(Please add \$2.00 for wide width.)

CHARGE IT: American Express Diners Club VISA
 MasterCard

Enclosed is \$ _____

Acct. No. _____ Exp. Date _____

PRINT NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

Check here and send 50¢ for a year's subscription to our full-color catalog of fine shoes (M289892X). Our policy is to process all orders promptly. Credit card orders are processed upon credit approval. Delays notified promptly. Shipment guaranteed within 60 days.

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