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**Elks**  
magazine  
JULY/AUGUST 1985

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Then-GER Garland attends wreath-laying ceremony and visits with key members of Congress, bringing them news of the Elks Scholarship Awards and Drug Awareness Education Programs.

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In dozens of villages throughout Indiana, celebrations will be drawing visitors this autumn.

**Jerry Hulse**

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Conquering world hunger will take more than merely exporting surplus food from the United States.

**George Heymont**

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Finalists from across the nation vie for top honors in Indianapolis.

**Staff Report**

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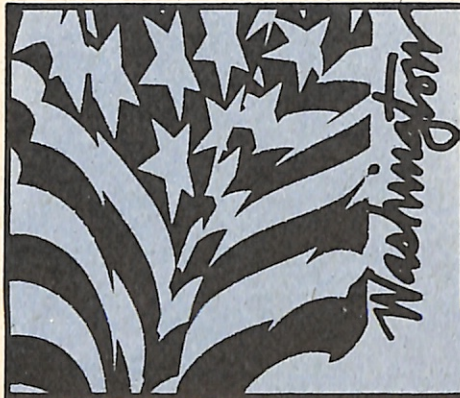
Top college players uphold the Elks' "New Tradition of Excellence" with fast-paced cage excitement.

**Staff Report**

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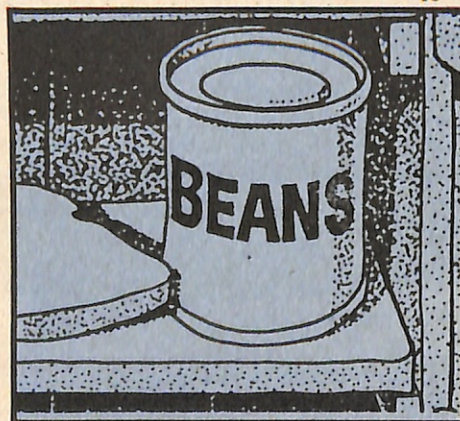
**Cover:** Congressman Patrick Williams and then-GER Frank O. Garland at wreath-laying ceremony in Washington, DC. Photo by S. Rebecca Harrington.



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# LETTERS

• Reading then-GER Frank O. Garland's message, "A Year of Pride and Progress" (March issue) brought back a memory of my early days in the Order.

Nearly fifty years ago, I was initiated into our local lodge. A few days later the community newspaper carried an article on the initiation, naming the new Brothers. Shortly thereafter, I met a very good friend of my mother's who greeted me with words to the effect: "I was very sorry to hear that you joined the Elks."

I was (and am) very proud to have been accepted by the Order and asked the lady why she felt as she did. Her response was: "Because Elks drink!" The lady was an ardent member of the WCTU and would hear no arguments on the topic.

Years later, as a newly-appointed member of the lodge's Welfare Committee, whose job it was to pack and deliver Christmas baskets of food and essentials for the needy, I happened across the name of the same person who had sorrowed at my membership.

When I asked if there was a mistake, I was told, "Oh, no, that lady has received a basket for years. Without it she probably would have no Christmas at all."

I have never forgotten the incident. It is a small remembrance in light of Brother Garland's impressive reports of the massive good works of Elkdome, but it is my personal reminder of why I'm proud to be an Elk.

Warren Thurber, PER  
 Brandenton, FL

• Sandra Konte's article "Teen Suicide: The Untimely End" in the May, 1985, issue carried very personal interest for our family.

In February, our 18-year-old son, Steve, walked into his room, sat down on his bed, and took his own life with a pistol. What appeared in the article about "Mark" could have been written about our son. It was an incredible shock to all of us.

We have established a memorial fund for the prevention of teen suicide. We hope to support a program designed to supply parents with the type of information you provided, and to help teenagers cope with their unique problems. We wish to help others avoid the devastating alternative our son, and many other teenagers, chose.

Judith A. Whittenburg  
 Carbondale, IL

• I'm an avid reader of *The Elks Magazine*, and want to congratulate you

on your up-to-date and excellent articles. Most recently, you have appealed for donations for the restoration of the Statue of Liberty and Ellis Island.

Just as the moon has no light of its own and must depend upon the sun, the Statue of Liberty is lighted by our own emotional response to her. We bring the statue to life, each in our own way. There is an aura surrounding the statue, similar to that of the American flag, and what it represents goes beyond intellectual comprehension.

Elks throughout our nation are to be commended for their efforts in the restoration of the Statue of Liberty. Long may this spirit prevail!

Virginia Fox  
 Fremont, OH

• I have read the "Letters" column of recent issues with great interest, especially those in reference to Richard Grant's excellent article in the February, 1985, issue on "Buffalo Bill." I am, no doubt, one up on most of your readers.

As a child, I actually rode with "Buffalo Bill" on his horse in the Wild West show. The gentleman I was named after was a personal friend of Cody's, and when the show was presented in my hometown, he arranged the ride for me. It was great, and something I've never forgotten!

Barton T. Douglas  
 Gainesville, FL

• Samuel Greengard's article, "In Defense of Dozing" (May issue), was nicely done and substantially correct. It is not, however, completely accurate to say that "a leisurely snooze...is only beginning to get some respect here in America."

A *gules* (Latin for siesta) after lunch has long been a custom for those Jesuits in this country who have been able to work it into their schedules.

In my own life and work, I find that a fifteen-minute doze around midday cons me into believing that I am starting out fresh once more.

(Father) Joseph T. McGloin, S. J.  
 Omaha, NE

• We would like to thank *The Elks Magazine* for its fine article, "Mile-High Vacationing in Colorado" by Jerry Hulse, which appeared in the May, 1985, issue.

Telluride Elks Lodge No. 692, one of the grand old Colorado lodges, would like to invite all visiting Brothers to share our hospitality while vacationing in the area.

John W. Hopkins, PER  
 Telluride, CO



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Congressional reception hosts, Senator Alan K. Simpson, R-Wyoming (left) and Representative Thomas S. Foley, D-Washington (right), are shown with then-GER Frank O. Garland (second from right) and his wife Polly.

## Frank O. Garland Visits Washington



Shown at the White House meeting are (from left) Jack Cash, Cody, Wyoming; John Murphy, Houston, Texas; PGER Homer Huhn, Jr., Latrobe, Pennsylvania; PGER George Klein, Lincoln, Nebraska; then-GER Frank O. Garland, Centralia, Washington; and Douglas Riggs, assistant to President Reagan.



PGER Homer Huhn, Jr. (left), and then-GER Frank O. Garland meet with Senator Robert Byrd, D-West Virginia, Democratic leader of the Senate, in his office in the U.S. Capitol.



Senator Paula Hawkins, R-Florida.



Representative David O'B Martin, R-New York.



Representative Joe Skeen, R-New Mexico.



Representative and Mrs. Don Bonker, D-Washington.

**T**he Benevolent and Protective Order of Elks paid tribute to one of its most illustrious departed Brothers in a ceremony in Statuary Hall of the United States Capitol.

A wreath was placed before the statue of Charles M. Russell, long-time member of Great Falls, Montana, Lodge, by then-GER Frank O. Garland and Rep. Patrick Williams (D-MT), a member of Helena Lodge. Across a circle of red and white chrysanthemums was a ribbon lettered, "B.P.O.E."

Attending the wreath-laying ceremony were PGERs Gene Fournace, George Klein, and Homer Huhn, Jr. Jack Cash, secretary of the Wyoming Elks State Association, was also on hand. Both Montana senators, Max Baucus and John Melcher, came by to greet the visiting delegation of Elks.

Russell is the only artist honored with a statue in the magnificent room just off the Rotunda of the Capitol. Each state may honor two of its citizens in this way; Montana selected Russell for its tribute.

Russell's great painting, "The Exalted Ruler," is reproduced on the business card of the Grand Exalted Ruler each year. It captures the spirit of a vanished era. Atop a mountain peak stands a majestic elk with his head erect. Retreating down one side of the mountain is the defeated leader of the herd. But coming up the other side is a younger bull, preparing to lay claim to the top position.

"The painting teaches humility," said Garland. "It reminds me that I am the Grand Exalted Ruler for just a brief time. My term lasts for only one year; then someone else takes over."



The original painting hangs in the lodge in Great Falls, where it is insured for six million dollars. A gift from Russell to the lodge, the painting is signed, "To My Brothers. C.M. Russell. 1912."

Congressman Williams recalled that Russell is particularly loved in his part of the United States. Born in St. Louis, the artist moved to Montana at an early age and worked as a cowboy, learning to love the magnificent country and capturing it on canvas to share with the world.

While in the nation's Capitol, then-GER Garland visited with key Members of Congress and other government officials.

He and his colleagues were warmly received. As Sen. Alan K. Simpson (R-WY), a member of Cody, Wyoming, Lodge, observed, the Elks were the only group to visit his office who were not seeking special benefits in the tax bill or protesting the budget proposals.

They discussed the Elks National Foundation and the \$16 million dollar scholarship awards with Dr. Edward M. Elmendorf, Assistant Secretary of Education. He commended the organization for its efforts, which he noted are particularly important for many young people in light of cutbacks in federal scholarship support.

The Elks Drug Awareness Education Program was praised by many officials, including Sen. Paula Hawkins (R-FL), who chairs the Subcommittee on



(Continued from preceding page)

Alcoholism and Drug Abuse of the Senate Committee on Labor and Human Resources. Mrs. Hawkins recalled that her father was an active member of the Elks. The committee staff director, John Dudinsky, welcomed support from the Elks in the campaign to increase awareness of drugs among the nation's young people.

His sentiments were echoed by Douglas Riggs, special assistant to President Reagan, who met with the Elks delegation at the White House. Mr. Riggs also thanked the Elks on behalf of the President for their extra efforts in their many volunteer programs.

Then-GER Garland was honored at a congressional reception attended by many of the 96 Members of Congress who are Elks. Hosts for the affair were Sen. Simpson, majority whip of the Senate, and Rep. Thomas S. Foley, a member of Spokane, Washington, Lodge, and majority whip of the House of Representatives.

Other senators and congressmen also attended, urging Brother Garland to extend their greetings and support to Elks from their home states and commending the Benevolent and Protective Order of Elks for its great work nationwide.

## Frank O. Garland Visits Washington



Senator John Heinz, R-Pennsylvania, and PGER Homer Huhn, Jr.



Senator Don Ritter, R-Pennsylvania.



Representative Raymond McGrath, R-New York.

PGER Gene Fournace; Senator Alan K. Simpson, R-Wyoming; Jack Cash; and Representative Jim Saxton, R-New Jersey.



Representative Lindy Boggs, D-Louisiana.



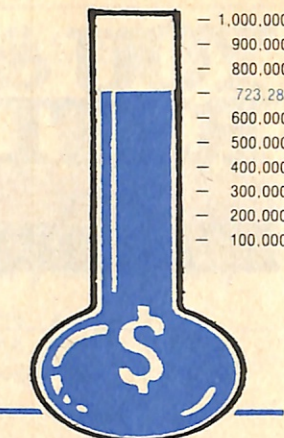
## Statue Of Liberty Restoration Fund Update



The Hanover, PA, Elks Color Guard ended their lodge year by turning over \$1,350 to President Paul Lehigh, South Central District, for the Statue of Liberty Restoration Fund. This is the second year that the Guard has raised a sum equivalent to \$1 per lodge member for this fund. The total amount raised is \$3,685 and they have big plans for this final year before the Statue's Centennial. Pictured from left are Est. Loyal Kt. Ron Moon; Dean Fanus; Guard Chm. and PER George Gerrick; Robert Slothour; District President Paul Lehigh; Robert Dillman; ER Robert L. Rutters; and George Baadte.

Any lodge or individual wishing to make a contribution to the Elks Statue of Liberty Restoration Fund may send their check to The Elks Magazine, 425 W. Diversey Pkwy., Chicago, IL 60614.

Donations of \$25.00 and over will receive a beautiful four-color, 8x10 Certificate of Appreciation personally signed by the Grand Exalted Ruler.



### STATUE OF LIBERTY DONATIONS BY STATE AS OF 6/1/85

AK	12,651.38	KS	5,081.40	NV	875.00
AL	8,351.73	KY	1,353.76	NY	76,613.00
AR	2,131.00	LA	3,049.25	OH	17,992.71
AZ	5,547.02	MA	3,690.00	OK	15,139.07
CA	93,602.01	MD	12,997.50	OR	25,273.55
CO	27,296.16	ME	5,116.26	PA	24,704.42
CT	11,651.36	MI	25,925.13	PI	100.00
DC	75.00	MN	9,958.25	PR	489.00
DE	545.00	MO	18,741.15	RI	2,342.00
FL	29,574.75	MS	3,120.05	SC	2,096.00
GA	7,420.00	MT	4,373.00	SD	4,861.50
GU	25.00	NC	10,596.25	TN	10,339.25
HI	3,418.00	ND	4,045.00	TX	4,070.22
IA	2,339.00	NE	11,959.42	UT	2,945.00
ID	1,346.01	NH	11,992.94	VA	11,083.50
IL	22,273.89	NJ	62,012.39	VT	10,811.00
IN	8,354.54	NM	15,939.78	WA	40,341.18
				WI	11,225.00
				WV	4,101.48
				WY	11,250.75
				<b>GRAND TOTAL</b>	<b>723,287.01</b>

From all across this great nation, members of The Benevolent and Protective Order of Elks, their families, and friends have been sending their contributions to the Elks Statue of Liberty Restoration Fund.

With these donations have come hundreds of letters expressing the pride and love felt for our most renowned symbol of freedom.

Following are just a few of the many heart-warming comments, from children through great-grandparents, that we have received.

I am glad and proud that I can be a part of this worthwhile cause because I am an American and an Elk. I do care, and want to save our Statue of Liberty for our future generations to see and have the opportunity to appreciate all she stands for. It is also important that the symbol of liberty stand proud for people moving to our nation from less fortunate countries.

Colorado

Our parents were among the many millions whose first sight of America was the beautiful Statue of Liberty. They arrived in 1902 as bride and groom from Italy. We are grateful and thank God for their sacrifice—leaving their loved ones in Italy for better opportunities to improve themselves and establish a spirit of freedom for one and all. As first-generation American-Italians, we love this beautiful country. Pray God will help us to stay free and pass on to our children and grandchildren all that is good and beautiful. God bless America.

Illinois

I will never forget the day I left the United States in World War II for the invasion of North Africa, November 8, 1942. As I left New York Harbor and the Statue of Liberty, there were tears in my eyes, a prayer on my lips, and the thought in my mind that I might never see the Lady again. I am 76 years old, and only wish I could send more.

New York

Please send my certificate directly to my lodge. It should wake up the officers and committeemen, as they don't know much about the Restoration Fund. It took your magazine to notify me. I will be 87 this month.

Pennsylvania

This contribution is the combined effort of three first-grade classrooms. I used your article as a classroom incentive for the students, to try to instill the importance of the Statue of Liberty. Many of our children live in a rural environment and may never get to see the Statue, let alone associate the freedom she personifies. As teachers, we hope that a certain pride will be maintained by all our first-graders as they progress through their growing years because of the knowledge of their contribution.

Wisconsin

Helping restore the Statue of Liberty and Ellis Island is a wonderful, worthwhile commitment. We want to be a part of this. Surely help you reach your goal.

Idaho

The touching appeal, 'Liberty Still Needs Our Help' stirred my imagination enough to prompt this letter and all else enclosed. Here is my contribution of \$50. I have also enclosed a check for \$50 on behalf of my great-grandson. May God bless you and all others involved in this great patriotic effort.

New Jersey

Could you please modify a Statue of Liberty Certificate of Appreciation to read 'In Memory Of...' He was a lifetime member of his lodge, immigrating from Greece through Ellis Island many years ago. He was always saying 'God Bless America,' so we thought this would be the best tribute we could make for his children and grandchildren.

Alaska

My nine-year-old son pulled your magazine out of the trash at the post office. He said, 'The Lady is so beautiful. I want to help, too.' This is his savings, not mine. Even the children care! My son is going to see if his friends at school want to help also.

Washington

As a naturalized citizen and proud of my country, it is a privilege to contribute to this worthy cause, as the Statue of Liberty was my first sight of the United States when I arrived in this country thirty years ago. This, to me, was the most heartwarming and promising sight, and one which I will never forget. I hope that this contribution will help just a little to make this lovely Lady beautiful again.

Oregon



# YOU & RETIREMENT

by Grace W. Weinstein

## STARTING A BUSINESS

Are you looking for a mid-career change? Are you thinking about what you'll do after you retire from your present job? Either way, perhaps you're dreaming of a business of your own.

When you run your own business, you're the boss. That means that you make your own decisions—and that you must take full responsibility for those decisions. Before you can make wise decisions, you should conduct a careful evaluation of your own temperament and resources, of the kind of businesses you think you can successfully run, and of your own community and its needs. If you plunge in without such careful evaluation, you're likely to wind up among the statistics showing that most

small businesses fail.

If you decide that you've got what it takes to run a business, that you know what kind of business you should run, and that there is a need for the goods or services you will offer, you have to decide among three possible routes: Opening a new business, buying a going concern, or taking a franchise. (A fourth alternative, the home-based business, will be addressed in the next column.)

### Opening a new business

While a business of your own may seem a satisfying alternative to post-retirement idleness, a business is not a hobby. A successful small business, in fact, may require far more hours than you ever put into your nine-to-five job as

an employee. A successful small business also requires money, both start-up capital and operating funds. Once you've selected your business, therefore, the first thing you must do is some solid cash planning.

Cash planning, according to the useful Small Business Administration publication, "Starting and Managing a Small Business of Your Own," entails a number of factors. First, estimate your sales volume in view of the market you will serve and the number of competitors sharing that market. You'll find it easier to make a realistic sales estimate if you consult wholesalers and trade associations in your chosen field, your banker and accountant, and statistical sources in your local reference library. Just remember to be realistic. Your sales are likely to grow, but they are equally likely to start small. You'll have expenses at the outset, but you don't want to incur extra expenses by building inventory to over-optimistic levels.

Equally important, in terms of cash planning, is an estimate of just how much cash you will have to pay out to get started and to keep your business operating. Start-up costs might include equipment purchases, manufacturing and office supplies, license fees, deposits on rent and utilities, and so on. Ongoing expenses include supplies, rent, salaries (don't forget your own, even if it's the only one). Again, be realistic. And plan for the unexpected, lining up as much of a financial cushion as you can. Remember that a major reason for failure in the early stages of a new business is under-capitalization.

Finding start-up capital, then, is your next chore. Sources include your own savings, individuals (including but not limited to relatives and friends) who are willing to make an investment in a new venture, and financial institutions. Before you can tap any sources but your own pocket, however, you will need a business plan. That plan should include a cash-flow forecast. It's very important to make the right kind of presentation when you want to secure funds from others; a well-drawn business plan is a major part of your presentation.

### Buying a going business

Many of the same considerations come into play in buying an existing business. In this situation, though, there are further advantages and disadvantages to weigh carefully.

On the plus side, buying an existing business can save time and effort and start-up costs, while providing you with an existing customer base. This can be particularly important if you're going into business in the retirement years, and are unwilling to wait many years for your business to grow and prosper. The goodwill built up by the previous owner may also be a valuable asset. On the down side, it's possible to inherit ill will of customers or suppliers, or become stuck

with old fixtures and out-of-date merchandise. The location itself may be going sour.

It's important to weigh all the elements carefully and get professional advice before you make a commitment. Look carefully at the profit potential in the business, in the short term and over the long run. Analyze the present owner's business records and tax returns for the last several years, and take a good hard look at the rate of return on investment, the market share, the level of profits, and the expense ratios. Get professional help, if necessary, in understanding and evaluating the records and making projections for the future.

### Investing in a franchise

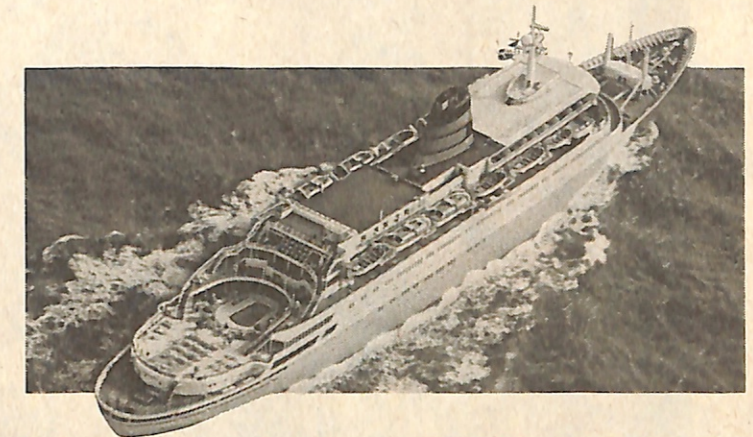
With franchising, an individually-owned business is operated as part of a larger group of businesses. Services or products are standardized, and you, the franchisee, pay a fee to the franchisor for the right to market that service or product using the franchisor's trade name and reputation and benefiting from whatever advertising the franchisor conducts.

The advantages of franchising include the ability to open a business with relatively little capital, a well-developed consumer image with proven items to sell, initial business training and ongoing assistance, and chain buying power. The disadvantages include a lack of control over your own business as you must meet standardized operating procedures, additional time in paperwork as you prepare reports for the franchisor, the need to share profits with the franchisor, and the danger of contracts being slanted to the advantage of the franchisor.

Franchisors are required, under Federal Trade Commission rules, to make full disclosure of their previous business experience and of what is involved in franchise ownership. Despite this federal rule, and supporting legislation in a number of states, it's still important to be careful. Some franchise contracts impose unreasonably high sales quotas, set mandatory working hours, permit cancellation of the agreement for minor infringements, or severely limit the franchisee when it comes to transferring the franchise or recovering the investment. Be very careful before signing any franchise agreement. Look to reputable companies whose products you know and, even then, be sure that you receive documentation for earnings claims and that you fully understand all the terms of the agreement.

Running a small business offers many rewards. It might be just the ticket for your retirement years. But running a small business is not a leisure-time activity. You must be prepared to devote time, money and energy in sizable quantities if your business is to succeed. More next month, on the varied possibilities in a home-based business. ■

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Dec. 7*	14 days	South America
Dec. 7	6 or 12 days	Caribbean
Dec. 19	16 days	TransCanal
Dec. 21	15 days	Caribbean
Jan. 6	14 days	TransCanal
Jan. 31	15 days	TransCanal
Feb. 15	14 days	Caribbean
Mar. 1	14 days	Caribbean
Mar. 15, 29	14 days	South America
Apr. 18	14 days	TransCanal

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# NEWS OF THE LODGES



Olympia, WA.

**OLYMPIA, WA.** Gov. Booth Gardner (seated) signed a proclamation designating the first week of May as "Elks Youth Week" in the state of Washington.

On hand for the signing were (from left) Susan McCaw of Aberdeen, who placed second nationally in the Elks National Foundation "Most Valuable Student" scholarship competition; Mark Whitmore of Gig Harbor (sponsored by Peninsula Lodge), who placed 12th nationally in the scholarship competition; Ed Armstrong of Tacoma, State Youth Activities Chm.; and Karen Thomas of Port Angeles, regional champion in the girls 12-13 division of the "Hoop Shoot."

**DE KALB, IL.** The 10th year of the De Kalb Elks' Easter Bunny Program was very successful. In a four-day period, Bunnies visited 1,500 persons, bringing joy to both young and old.

Easter Baskets were given out to children at Safe Passage, an agency that helps victims of domestic violence.

The Bunnies also visited children at a

day-care center, Sunday School, a hospital and at a large party at the lodge for Elks' children and grandchildren.

Visits were also made to residents of eight nursing homes and retirement homes. A carnation was given to each resident.

**NEWHALL-SAUGUS, CA.** The newly formed Elks' Ladies Club of Newhall-Saugus Lodge staged its First Annual "Grand Ole Opry Hoedown." Many country/western bands, and singers Tex Williams, Patsy Montana, and Stuart Hamblin donated their time and talents.

Proceeds of \$1,859 went to the state Major Project, aid to handicapped children. During the past seven months, the ladies club has given more than \$2,300 to the Major Project.

**GREEN VALLEY, AZ.** The finishing touch on Green Valley Lodge is a flag-pole donated by Fairfield Communities, Inc. The lodge stands near Fairfield's Green Valley, a retirement community near Tucson. The flag, which flew above

the U.S. Capitol, is never lowered; the Elks keep it aloft and illuminated throughout the night.

**WATERTOWN, MA.** Lodge took its highly successful variety show "on the road" to entertain patients at the Middlesex County Hospital in Waltham. Elks and Elks' ladies performed a number of songs and dance routines. The entire audience joined in to close the show with the singing of "My Way" and "God Bless America."

**MASSAPEQUA, NY.** Lodge celebrated its 25th anniversary with a festive dinner-dance. The guest of honor was Charter Exalted Ruler Monroe Lewis.

**ELMHURST, IL.** Easter Bunny Jim Ott of Elmhurst Lodge made his annual visit to Elmhurst Memorial Hospital. Assisted by other lodge members, he gave out stuffed rabbits and chicks in the children's ward and mementos to adults in the other wards.



South Orange, NJ.

**SOUTH ORANGE, NJ.** When Glenn Scheider (right) was named South Orange Lodge's Elk of the Year, the award was presented by his brother, Hollywood movie personality Roy Scheider.

In the course of the presentation, Roy remarked about Glenn, "He may have been your Brother for the last 23 years, but he's been my Brother all my life, and I love him."

**EUGENE, OR.** Lodge hosted the Easter Seal Telethon for south central Oregon. Local segments were telecast live from the lodge. Eugene Elks contributed more than \$4,000, raised by a breakfast, cake sale, and raffle.

**WALNUT CREEK, CA.** The Elks of the Year of Walnut Creek Lodge have awarded their first annual scholarship to Stan White, who is from the area and is now a student at Pacific University in Forest Grove, OR. He is working toward a B.S. degree in Physical Therapy.

The \$1,000 scholarship came from the

interest on a fund set up by the Elks of the Year 18 years ago.

**BRAWLEY, CA.** PGER Marvin Lewis, a Brawley resident and businessman, is having a hard time being patriotic these days.

Brother Lewis has had six American flags stolen from a pole outside his office in the Los Arcos office complex in Brawley, and he's getting fed up—fed up enough to offer a \$200 reward to anyone with information leading to the arrest and conviction of the person or persons stealing his flags.

That reward offer has been matched with an additional \$200 by Los Arcos owner Phil Dotts.

"I'm very disgusted," Dotts said. "Marvin is very patriotic, and that flag really means a lot to him."

Culprits have taken six flags from the front of the office over the last two years, and the last time they even bent the pole backwards over the roof to pull the flag off.

The flags have been displayed at night, but with a bright light illuminating



Brawley, CA.



Lehigh Acres, FL.

them as specified by flag etiquette.

Brother Lewis has also had two flags stolen from the front of his home in Brawley, but those were taken in broad daylight, since he takes them down at dusk.

All the thefts have been reported to the police, but no suspects have been found. (Photo and story reprinted from *The Imperial Valley Press/The Brawley News*.)

**LEHIGH ACRES, FL.** Lodge sponsored a Sports Day for community Little League players, including members of the league's new girls softball teams. About 100 children and most of their parents attended.

Hitting and base-running contests were held, with trophies given to the winners. All of the participants were treated to hot dogs and soft drinks. The lodge plans to make this an annual event.

In photo, some of the trophy winners are shown with Pete Petritis (back row), lodge Youth Activities chm., and committee member Lee Inman.

(Continued on next page)



# NEWS OF THE LODGES

(Continued from preceding page)



**DES PLAINES, IL.** A surprise party was held recently at Des Plaines Lodge for PDD Franz Koehler and his wife Ethel. Brother Koehler was honored not only for reaching his 80th birthday, but also for serving as lodge treasurer for 38 years. He did not run for re-election as treasurer, so the lodge gave him the title of "Treasurer Emeritus."



**STREATOR, IL.** Mayor Art Dell (seated) of Streator signs a proclamation designating the week of May 1 as "Youth Week," which was sponsored by Streator Lodge. Looking on are Bob Bennington, lodge Youth Activities chm.; Sharena Gastineau, representative from Woodland High School; and ER Norman Hart.



**DEVILS LAKE, ND.** John T. Traynor (left), past chm. of the Board of Grand Trustees, holds a placard presented to Devils Lake Lodge by Astronaut Col. James Buchli (center), who was given his membership card by ER Scott Thompson, following Brother Buchli's initiation into the lodge. Buchli spoke to a crowd of 450 persons at the lodge's Annual Father-Son Banquet.



**ROEBUCK (BIRMINGHAM), AL.** Looking over newly purchased property for the future home of Roebuck Lodge are Trustees A.D. Ferguson, PER (left), and Royce Gunter, PDD. The 25-year-old lodge recently purchased three acres of land off U.S. Highway 11 in Roebuck.



**VAN WERT, OH.** Lodge assisted the Van Wert City Police Department with its Fourth Annual City Bicycle Rodeo. The lodge also provided trophies which were awarded to first and second-place winners in each of four age groups. Pictured with the winners are PER and Chm. Barry Buecker (left) and Police Officer Michael Stanley.



**MARTIN, TN.** PGER Edward McCabe (center) inspects the official ball before the start of the Central Region "Hoop Shoot" semifinals at the University of Tennessee in Martin. Also pictured are (from left) Regional Director Randy Smith, SDGER Paul Elliott, Grand Trustee Ted Callicott, and then-SP Robert Crattie.



**HASTINGS, NE.** Gerald Levander (left) was installed as ER of Hastings Lodge by his father, PER Lloyd Levander, who is also a past state president and past district deputy.

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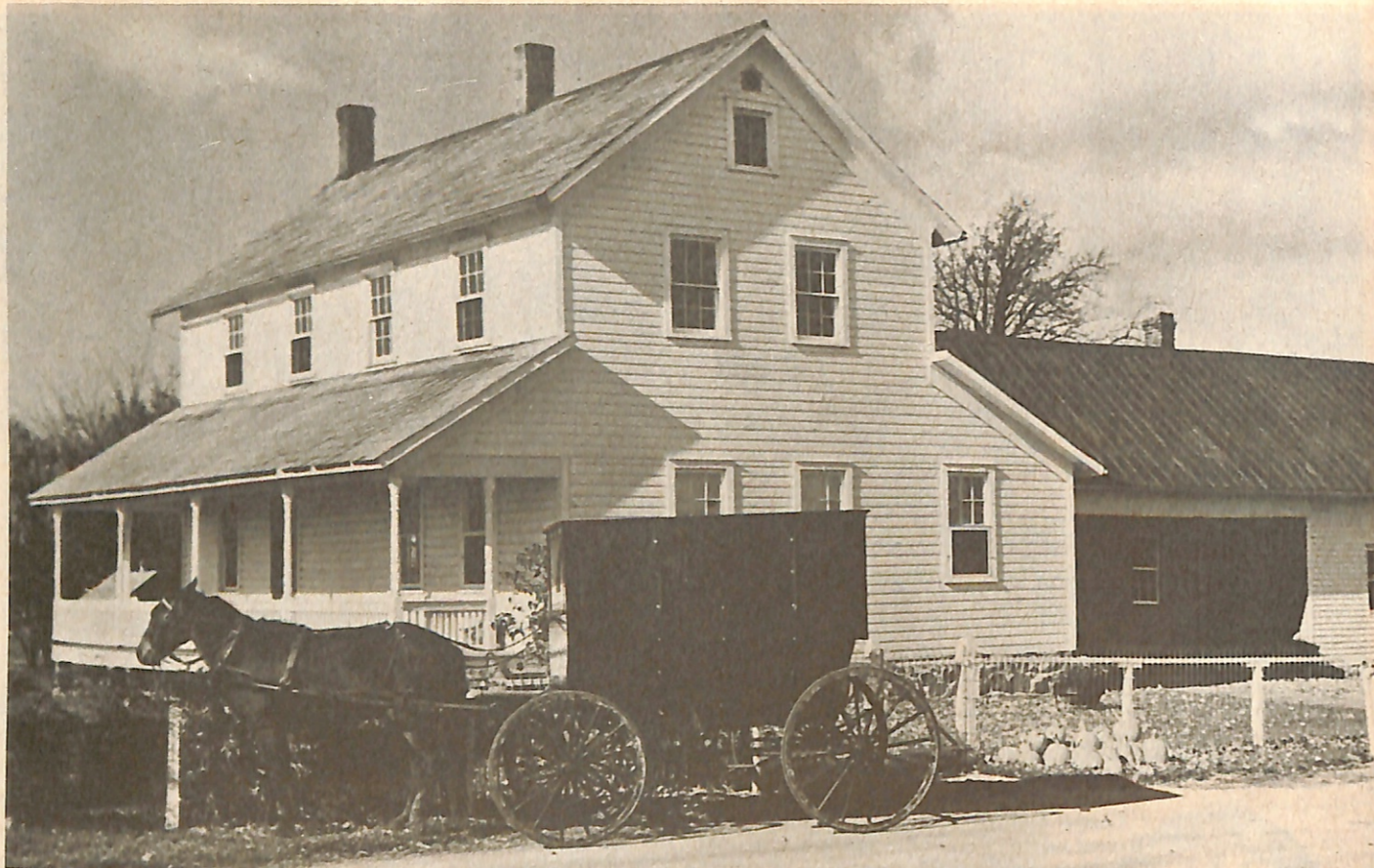
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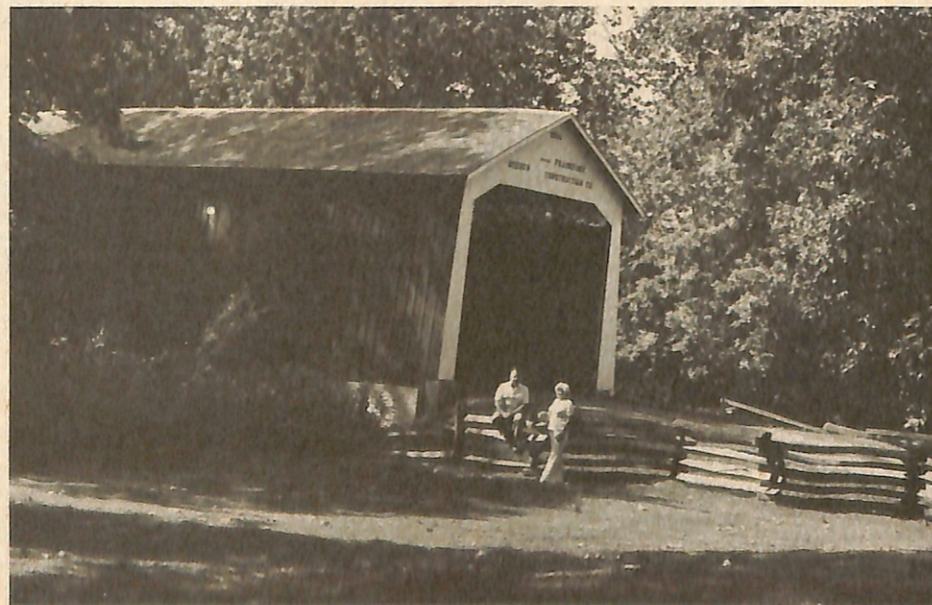
The ubiquitous horses and carriages of Amish communities around Auburn, Indiana, herald the coming of the annual DeKalb County Fair held each September.

# Indiana's Fall Festivals

by Jerry Hulse

In fall smoke curls from the chimneys of farmhouses scattered among endless cornfields, and the air is sweet with the fragrance of new-mown hay. Throughout Indiana harvesttime is a season of fairs and festivals. It is a time when Hoosiers turn again to the simple pleasures: pie-baking contests, sack races, rughooking, quilting and buggy rides with Amish farmers.

While other states grow more industrialized, their cities more congested, Indiana holds tenaciously to its rural image; it is here that America still functions in a style that prevailed at the turn of the century, a precious lifestyle that vanished from so much of the land. A Hoosier asks a visitor: "How long has it been since a stranger said hello to you on the street or a farmer in the field raised a friendly hand?"



One of the many covered bridges toured during the Hoosierland Parke County Covered Bridge Festival at Rockville. Scenic tours of these picturesque structures are among the festival's highlights.

One evening last fall, in the light of the harvest moon, we sat listening to crickets sing while the Wabash flowed nearby; a chill was in the air, the leaves were turning, and, in the words of James Whitcomb Riley, Indiana's Hoosier poet, "The frost was on the pumpkin."

Keep the faith, America; hope springs eternal in Smalltown, U.S.A. In dozens of villages throughout Indiana, celebrations will be drawing visitors this autumn, some from as far away as California and New York. They take in Strawberry Days at Ligonier, the Blueberry Festival at Plymouth, the Catfish Festival at Petersburg, the turkey races and country music in Montgomery and the Pumpkin Festival at French Lick. Others join the Oktoberfest in Terre



Nashville, Indiana's Hob Nob Corner Restaurant dishes up some of the state's finest home-style cooking, and sometimes the chef himself will take a moment off for friendly conversation.

Haute (German bands and a polka contest), the Grape Stomp at Hesston and the Festival of the Turning Leaves at Thornton with its muzzle-loading shooting contests and an arts and crafts show.

None, though, matches Indiana's annual Parke County Covered Bridge Festival at Rockville, where 34 covered bridges are featured in an autumn scene resembling an old-fashioned painting. During the celebration, farmers arrive daily with freshly harvested produce, chickens are barbecued, and honey and sor-

(Continued on page 27)

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**Oct. 15 from N.Y., Oct. 16 from Philadelphia.** St. Thomas, San Juan, St. Maarten; return to Philadelphia on Oct. 25, N.Y. on Oct 26; 9 or 11 days, from \$1,395, less member's discount of 10 percent.

**Nov. 12 from N.Y., Nov. 13 from Norfolk (Williamsburg).** St. Kitts, Barbados, Guadeloupe,

St. Thomas; return to Norfolk on Nov. 22, N.Y. on Nov. 23; 9 or 11 days, from \$1,395, less discount.

**Dec. 21 from N.Y., Dec. 23 from Port Everglades.** St. Thomas, Guadeloupe, Barbados, Grenada, Caracas (La Guaira), Bonaire; return to Port Everglades on Jan. 2, N.Y. on Jan. 4; 10 or 14 days, from \$2,395, less discount.

**Jan. 4, 1986, from N.Y.** St. Maarten, Martinique, Barbados, St. Thomas; 10 days, from \$1,495, less discount.

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# IT'S YOUR BUSINESS

by John C. Behrens

## PERSISTENCE CAN BRING SUCCESS

My teenage son has the kind of problems running his lawnmowing "business" that I see in some other small business operations these days.

It stems from, in part, a lack of experience, a true spirit of independence that is called "bullheadedness" by those who have tried to help, and a desire to succeed on their own terms that is admirable...albeit difficult to understand at times.

Number one son bought a seven-year-old mower with a \$50 loan from Dad last year. He insisted that his allowance "simply wasn't enough" to cover his lifestyle (computer magazines, snacks, video games, etc.) and he would earn his own money. I had no trouble with any of the above.

After many trips back to the shop for repairs and repairs of repairs, the lawnmower finally finished one complete yard, to the cheers of the family. With patience and some ingenuity, I told him, he might nurse the cantankerous old mower through the summer, pay back the loan, sell the machine while it was still able to run, and clear a tidy profit.

Instead, he was so buoyed by the success of the mower's one completed mission and his pride of purchase, he borrowed another \$50 to buy a new grasscatcher attachment. He insisted the extra part would impress prospective customers who wanted their grass cut and bagged.

The problem was, of course, would the lawnmower start, let alone cut anyone else's yard?

Asking a 14-year-old such a straightforward question, obviously was heresy. It started family arguments. "I just know!" he would say, and that was that.

My cautious, Depression-based comment about not counting the chickens until they hatched was "out of line" I was told. He was insulted by my lack of confidence in his decision-making. "You had to start somewhere, too!" he said emphatically.

His enthusiasm for the potential market of lawns to be cut each week would have made an Amway salesperson proud.

Then trouble hit like a steady summer downpour when your vacation starts. The lawnmower, now worth \$100 on paper, continued to spend more time in the shop than in our garage and my own mower was pressed into service. What's more, the burgeoning marketplace of uncut lawns dwindled to the family plot and a neighbor's yard. Other activities pressed in on his business hours, and profits, I was informed at one of our casual board of directors' meetings in the garage, could come only if Dad extended the terms of the loan and became a silent partner.

But, to my son's credit and that of many young, independent entrepreneurs today, he didn't call it quits and admit defeat. He picked up vacation mowing wherever he could and with whatever lawnmower he could find. He made his final payment to me last fall and was still able to bank a tidy sum.

We believe we'll keep the old lawnmower with the new grasscatcher just to remember his first business.

Like my son's experiences, many small concerns are so anxious to go it alone in true grit style they forget that banks aren't as benevolent as patient fathers and foreclosures aren't something that worry only those on the farm. I've seen friends lose restaurants, bookstores and other kinds of specialty businesses.

Yet, in a way, I'm amazed that the number of bankruptcies isn't larger. The demand for accurate decision-making that must be made daily and weekly in small business by those frequently unaccustomed to such detailed work is far beyond what many anticipate.

If the business is launched because of the commitment to or enjoyment of a subject or specialty—a hobbyist who opens a hobby shop, for instance—the new owner can be his own worst enemy. He has to be very careful not to become so preoccupied with his interest that he ignores the mundane but important chores that keep the rent paid and the electricity on.

What are the symptoms of a business that could fold? Permitting taxes to

become delinquent, letting deliveries back up, and ignoring customers' calls, to name a few. Surprisingly, some owners are guilty of these and other poor business habits.

A flowershop worker can spend years acquiring the experience to put the down payment on that little place of her own only to discover that she cannot spend most of her day designing fancy arrangements. She must spend considerable time patiently listening and talking with regular customers, cultivating clients who have little interest in flowers but need them for business purposes, and keeping careful records of transactions. The pressure to generate income to keep pace with expenses may drastically reduce the time she dreamed she would have with plants and arrangements.

Persistence has been and probably always will be one of the essential keys to success in small business. "The difference between success and failure is persistence," says Carol Lieberman, senior project director with Goodmeasure, Inc., a management consulting firm in Cambridge, MA. The positive attitude has to be there for the bad days as well as the good.

"When something goes wrong as you're trying to achieve a goal don't say, 'I've failed.' Say, 'This strategy didn't work. Let me find another,'" she told *USA Today*.

And even when dreams seem distant or unfulfilled, a sense of reality can bring success instead of bankruptcy.

David Liederman, a former French chef, had the goal of making it big in the specialty food market, *USA Today* noted. But competition was keen. He examined the market in New York City and found that there was a good opportunity to succeed with a "better and different" cookie to compete with those sold in the popular chocolate chip cookie stores.

He didn't use the conventional cookie cutters or chips either. He used chunks of chocolate and a different, irregular shape for each cookie. To promote his version of baked goods, he opened David's Cookies six years ago this summer.

But by the end of the sixth week he seriously questioned his decision. Sales were grim. A New York *Times* cookie-testing contest changed all that, *USA Today* pointed out. He entered, and he won. The rest is history. Today, David's Cookies has 140 outlets in the United States and four stores in Japan.

Cookies are only a small part of Thomas Watkins Sr.'s success story in Utica, NY, according to Gannett's *Observer-Dispatch* newspaper. When he opened his Dan-Dee Donuts store in Yorkville, NY, in 1959, he had 15 employees. Watkins had come to Utica with General Mills and left the corporation to start his own business. General

(Continued on page 35)

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Don't let its small size fool you!



by George Heymont

Many people in the United States enjoy affluent lifestyles which allow them to imagine that somehow, some day, some miracle will permit all others on this planet to share their standard of living. In recent months, however, most Americans have awakened to the fact that the hunger crisis in Ethiopia is a tragedy of epic proportions. Alas, Ethiopia's starving millions are merely an intensified vision of what is also happening in Brazil, El Salvador and other third-world nations where the combined effects of rampant human population growth and untamed tropical deforestation have gotten completely out of control.

Some of us attempt to lull ourselves to sleep by thinking that if we give money to those humanitarian programs which export surplus food overseas, the problem in the tropics will disappear. Newspaper ads insist that "We can make a difference," that "we can conquer world hunger."

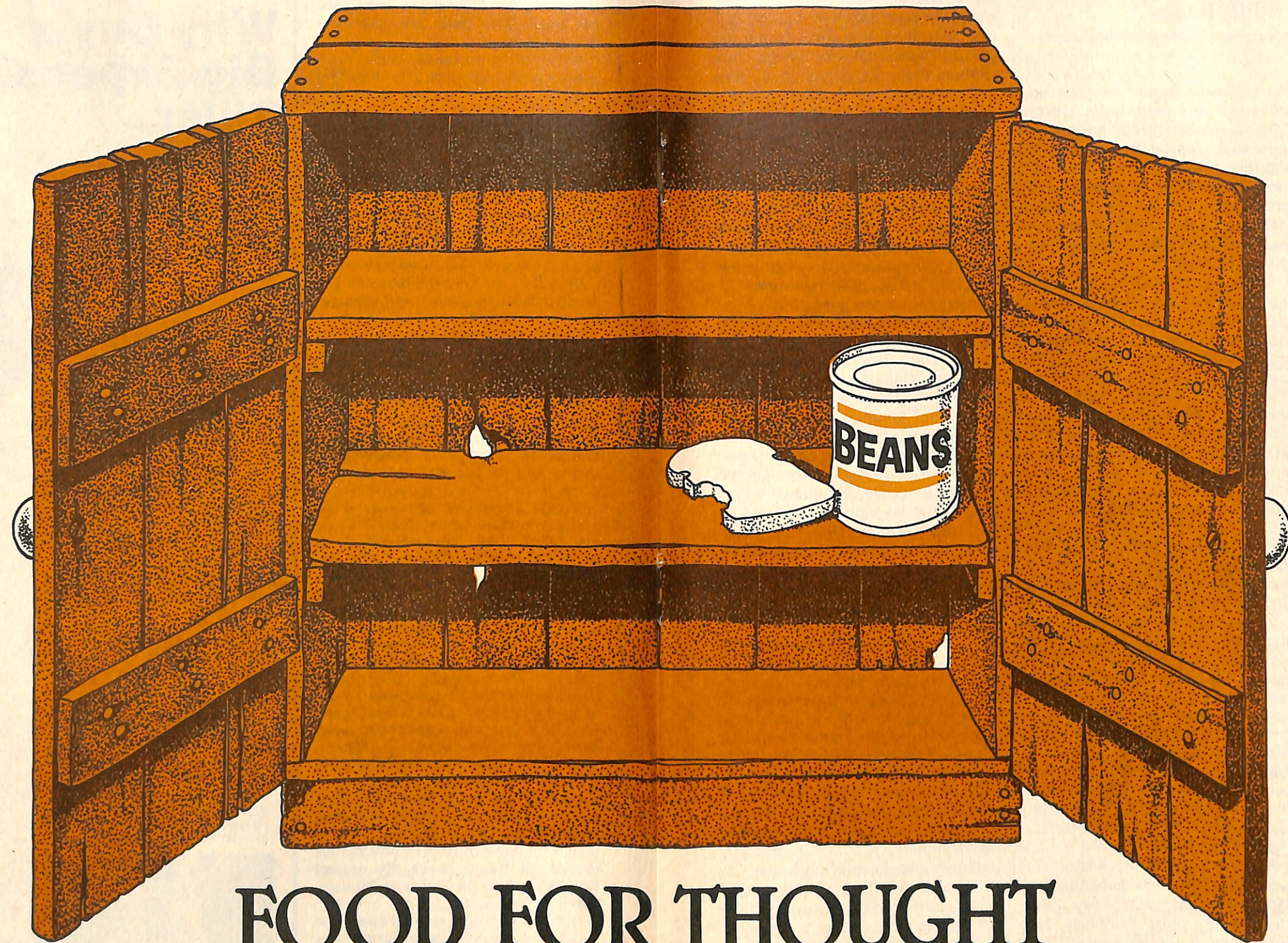
Unfortunately, we cannot; but this should not prevent us from doing our charitable best.

However, like it or not, the sad truth of the matter is that no charitable effort can resolve the present day worldwide famine in time to save hundreds of millions of people from starving to death. Why not? Because the sheer numbers involved are insurmountable. As a result, nearly 15 million children will continue to die each year before reaching their fifth birthday. And there is nothing we can do which will prevent them from perishing.

Why are so many people starving to death? Because the human race is caught in a deadly numbers crunch. Many Americans still imagine the global population to be about what it was at the end of World War II. But, in truth, there are now twice as many people on this planet as there were forty years ago. And, of the approximately 4.7 billion people alive today, an estimated 52% live in the tropics.

Nor is the current hunger crisis limited to Ethiopia.

The reason so many immigrants keep arriving in the United States from Haiti and Mexico each year is because people are starving in those countries as well. The World Bank now estimates that 20% of the 3.43



## FOOD FOR THOUGHT

billion people living in tropical countries exist in a state of absolute poverty. What does that mean? Simply that they are unable to provide enough food on a continuing basis to keep themselves and their children alive.

And yet people in the United States continue to believe that with a combination of money and "good old American know-how" we can lick the

global hunger crisis.

"Even though the United States is the most productive farmland on this planet, it can only make a marginal difference in the world food situation," warns Dr. Peter Raven, head of the Missouri Botanical Gardens. "It is extremely important that we continue to export our surplus crops in an effort to help hungry people

wherever we can. But it is a myth, and an extremely dangerous one, to act as if the United States is going to end worldwide famine merely by exporting its surplus food. While we make a significant and important contribution, our productivity isn't even enough to feed the number of people who are being added to the face of this planet each year!"

At present, there is enough food in the world to feed all of its inhabitants some kind of minimum diet. But the long-term effects of the human population explosion are devastating. By the end of this century—only 15 years from now—scientists predict the earth's population will have jumped from 4.7 to 6.1 billion. Some 60% of those people will be living in the

tropics. By the year 2020 we will have a global head count of 7.8 billion, with 75% living in the tropics. Meanwhile, if present trends continue, the productive capacity of most tropical lands will be destroyed during the lifetime of anyone who is reading this article.

While advanced technology has allowed mankind to become largely independent of nature, we seem to have simultaneously placed ourselves outside the normal laws which would regulate our numbers. Unlike the United States, most tropical nations have already been forced to articulate mandatory birth control plans. Unfortunately, their hopes of achieving zero population growth have been stymied by the limited success of such planned parenthood programs. Although some religionists insist on a "right to life," the blunt reality is that nearly 30 million people starve to death each year.


Remember all those visions of orbiting space stations growing farm crops which would be shipped back to planet Earth? From where we stand today, life in the 21st century isn't going to be nearly as sweet as we once imagined it would be. Indeed, such fantasies are better off remaining in the archives of science fiction. "We're living on a planet with a productive system which will only work to support us if we interact with it properly. And that system is the only one we have," warns Dr. Raven. "No matter how technologically advanced we are, we still need plants to fix the energy of the sun."

"If we delude ourselves into thinking that someday we will be growing food crops in outer space, we're off on a completely false tangent. In fact, hypothesizing about growing food in space modules is very much like smoking dope. Such ideas are a pleasant distraction which can easily make us forget that people are starving to death right now. At this moment in time we don't even distribute the food we have to prevent people from starving to death. So what would make us distribute any food that came from some marvelous space station?" asks Raven, while outlining the exorbitant fuel costs required to transport such crops back to earth.

One of the world's leading botanists, Raven is quick to articulate the dangerous link between tropical deforestation and the human population. (Continued on next page)



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**Food For Thought...**  
 (Continued from preceding page)

tion explosion as one of the crucial problems in mankind's future. "Thanks to the media, people now know that tropical forests are being disturbed and destroyed. What they don't understand is that as these forests are being cut down, they are not being replaced with cultivatable lands which will produce food on a sustainable basis."

"About two-thirds of the destruction of tropical forests are due to the activity of poor people who are simply trying to earn a living for themselves in the forest. While theorists might hope that when these farmers finish clearing the land they will cultivate beans and corn on an indefinite basis, the facts are really quite different. For most tropical soils there is no agricultural system, no presently known technology, which can produce crops on a continuing basis. Thus, clearing tropical forests is very much like using oil, coal or other fossil fuels. With the forest's inability to revert to its natural state and regain some of its original fertility, we're dealing with a one-time expenditure of a valuable natural resource."

Another hazard of tropical deforestation lies in the loss of sufficient plant life to help fix the earth's atmosphere. How so? Thanks to the process of photosynthesis, our atmosphere acts like a huge greenhouse which traps a portion of the sun's heat. That heat, however, increases directly with the amount of carbon dioxide present in the environment.

The proportion of carbon dioxide in the earth's atmosphere has already risen from 290 parts per million in 1850 to 330 parts per million today. Scientists are now extremely concerned that, if the burning of fossil fuels and the cutting of tropical forests are allowed to continue at their present rate, this proportion could double in the next 40 years.

What could result from such actions? The Institute of Polar Studies at Ohio State University predicts that part of the South Polar ice cap would melt, causing a 16-foot rise in worldwide sea level. That change alone would be sufficient to drown large sections of coastal cities, those cities whose ports serve as major food distribution centers. Furthermore, since

there would be very little undisturbed forest left anywhere in the world, scientists are predicting that within the next 40 years a third of all the plants, animals and microorganisms existing today (a minimum of one million species) will become extinct.

The last time this planet witnessed a major extinction event was some 65 million years ago when the dinosaurs vanished from the face of the earth at the end of the Cretaceous era. No matter how one looks at the situation, be it from an aesthetic, scientific, economic or political point of view, the extinction of species currently being projected is a cataclysmic event of the greatest human importance.

Many prefer to deal with the problem by reassuring themselves that the hunger crisis has not yet hit their doorsteps. Or that such a massive extinction of species couldn't possibly happen in America. But any long-range solutions to our problems with immigration or international commerce will most surely depend upon the ability of tropical nations to produce sufficient amounts of food to feed their own citizens.

Because the present famine shows no signs of lessening, the human race is, in effect, sitting on a time bomb. Despite mankind's astonishingly high mortality rate, the number of people on our planet keeps increasing every day. As a result, the stress placed on our environment continues to grow more intense with each passing hour.

Why? Because, in its desperate quest for food, the human race is devouring its future. Its feeding frenzy resembles a plague of locusts. Worldwide topsoil is being lost faster than it is being replaced. And, with the annual global catch of fish at a staggering 70 million tons, our increasingly polluted oceans are beginning to show signs that they are being fished beyond their capacity to produce.

Unfortunately, today's decision-makers, the people who could help to distribute surplus food, are concentrated in nations which contain no more than 10% of the world's total population. "We think of the United States as a huge country but, on the global scale, it really isn't. We're controlling something like 75% of the world's economy while most of the action is taking place down in the tropics," cautions one observer. "That's a very dangerous situation."

"Although our leaders represent those who are living in technological societies, they're out of touch with

their historical roots," warns another scientist. "If so many people are dying today, it's because the productive capacities of most third-world nations are not being developed in such a way that their inhabitants can avoid starvation."

"Most urban dwellers don't even know that wheat comes from plants!" comments Dr. Raven. "Aside from the fact that all of the money our banks have lent these third-world nations has gone down the drain, it is truly in our own self-interest that we continue to help these countries. Nor should we regard our role in this as charity, or think that we can solve the problem by simply passing out food and technology. Why not? Because only by helping these underdeveloped nations to achieve economic stability will the United States be able to achieve a stable future as well."

At present, a deadly combination of poor politics and inadequate food distribution channels means that a large amount of America's surplus crops fails to reach the hungry mouths they could help to feed. Although the proposed development of alternative food sources continues to raise hope for the future, today's production processes, unless improved, will be useless for fighting global famine.

At the heart of the problem lies a cruel and basic lack of understanding of nature's food chain. In many societies, meat, poultry and fish are considered to be dietetic staples. And, while animal protein contains all the essential amino acids we need in our diets, it is a costly luxury in terms of the ecosystem from which it is drawn. Not only do plants contain ten times as much energy as the herbivores we eat, mankind could achieve greater nutritional productivity by eating more plants instead of animals.

How so? Of the energy from the sun which reaches plants, only one or two percent is actually converted into more plants. When herbivores eat plants, only 10% of the sun's energy goes into the herbivores. Thus, when humans eat herbivores (cattle, sheep) rather than plant crops, they are realizing only one tenth of the energy which comes from the sun. When they eat carnivores (trout, shark) which eat other fish and animals, they gain only one one-hundredth of the energy contained in plants.

Yet, whatever the productive ca-

capacity of the land, people continue to demand animal protein as a mainstay of their diets. Today's emphasis on the production of meat and fish products reinforces a self-defeating cycle which wastes the benefits of nature's food chain.

Could other species of plant life provide more food? Without a doubt. Indeed, if more plant crops were used as food sources a noticeable dent might be made in the world's hunger crisis.

At present, 85% of our food is based on only twenty different kinds of plants—most of which are plant crops originally cultivated by neolithic people. Almost all of these food sources were domesticated in Europe or the Near East. Only a handful (tomatoes, potatoes and corn) came

from the New World. Ironically, most forms of plant life are better represented in the tropics than anywhere else on earth. Yet, out of the 240,000 different kinds of plants on this planet, only one out of twenty has been ever examined for its potential benefits to mankind.

Recent research into the various uses of the amaranth plant has revealed a potential high-protein food with a fast growth cycle which can be produced under a wide variety of environmental conditions. Some botanists think that with proper research and development the amaranth could outdistance the soybean as one of the world's leading food sources. If the amaranth and other high-protein plants such as spirulina can be mass-

(Continued on page 31)

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## The 1985 Elks "Hoop Shoot" Free Throw Finals

### Staff Report

Seventy-two hopeful youngsters from across the nation participated in the 15th Annual Elks "Hoop Shoot" Free Throw finals in Indianapolis' Market Square Arena recently.

Having already made their way through rigorous local, state and regional competitions to qualify for the finals, the youngsters were prepared to give it their all in the battle for the top spot in each age group.

"I see it but I don't believe it," said one "Hoop Shoot" Free Throw official.

David Sickler, representing Sayre, PA, Lodge No. 1148, dropped in 24 for 25 shots in the 8-9 year old group. But that was just the beginning. Teric Roland, shooting for Hannibal, MO, Lodge No. 1198, tied him, also with 24 for 25.

Then came the shoot offs. There were not one but eight in all. In the end, David shot 37 for 40, edging out Teric with 36 for 40.

While this breathless duel was going on, another shoot off was occurring at the other end of the court for the girls' 8-9 second-place crown.

Latonya Portee, representing Stuart-Jenson, FL, Lodge No. 1870, took first place with 20 for 25 shots.

The shoot off was between Carrie Hall, shooting for Red Lodge "Beartooth," MT, Lodge No. 534, and Stefanie Stevanus, shooting for Dover, OH, Lodge No. 975. Both tied at 19 for 25. In the shoot offs, Carrie captured second place by socking in 12 for 15 against Stefanie's 11 for 15.

The girls tied for second place in the 10-11 division, as well as for first place in the 12-13 category.

Jennifer Land, representing Pontiac, MI, Lodge No. 810, captured first place with 19 for 25. But Jennifer Howard, representing Hickory, NC, Lodge No. 1654; Tiffany Hill, representing Weatherford, OK, Lodge No. 2649; and Tricia Corwin of Milwaukee, OR, Lodge No. 2032, all tipped in 17 for 25. In the shoot off for second place, Jennifer Howard made 4 for 5 to capture second.

There was more excitement back at the other end of the court in the boy's 10-11 category. Jason Richards, shooting for Woodbridge, VA, Lodge No. 2355; Alec Dicks, of Athens, GA, Lodge No. 790; and Jon Hayes, shooting for Ada, OK,



Shown above are the first place "Hoop Shoot" Free Throw winners with their trophies. From left are Latonya Portee, ages 8-9; Jennifer Land, ages 10-11; Stacie Shepherd, ages 12-13; Roger Breslin, ages 12-13; Jason Richards, ages 10-11; and David Sickler, ages 8-9. A complete list of winners was published in the June, 1985, issue.

Each contestant in the "Hoop Shoot" finals signed in on a huge map. Participant Colin Curley of Corvallis, OR, points to his hometown.

Lodge No. 1640, all scored 22 for 25. Jason was first with 5 for 5 in the shoot off and Alec second with 4 for 5. Jon finished third with 3 for 5.

The competition in the age 12-13 division for both boys and girls was intense.

For the boys, Roger Breslin, representing New Milford, NJ, Lodge No. 2290, tied with John Groce, shooting for Plainfield, IN, Lodge No. 2186, and Derek Johansen of Cedar Rapids, IA, Lodge No. 251. All swished in 24 for 25. Roger took the match in the shoot off with 5 for 5. Second was John with 14 for 15 and Derek dropped in 12 for 15 for third spot.

Stacie Shepherd, representing Richmond, IN, Lodge No. 649, swished the nets for 23 for 25. That tied Nicole Levesque of Bennington, VT, Lodge No. 567.

Stacie captured first by shooting 5 for 5 while Nicole had 3 for 5.

Coach Bob Knight of Indiana University, Coach Dean Smith of the University of North Carolina, and Hank Iba, former Oklahoma State mentor, all praised the Elks for their efforts with young people. The Order was highly commended, according to Emile J. Brady of Danville, PA, Elks National "Hoop Shoot" director.

Assisting in presenting the trophies were PGER Glenn L. Miller; PGER Frank Hise, who originated the event; John T. Traynor, past chairman of the Board of Grand Trustees; Stanley F. Kocur, Grand Secretary; former coach Hank Iba; and Lee Williams, executive director of the Basketball Hall of Fame.

## The 1985 Elks / Basketball Hall Of Fame Classic



### Staff Report

Coach Bobby Knight's Nationals defeated Dean Smith's American All-Stars 97-87 in the Second Annual Elks/Hall of Fame Classic basketball contest, held April 27 in Market Square Arena in conjunction with the 15th Annual Elks National "Hoop Shoot" Free Throw finals.

Knight, head basketball coach at Indiana University, had quite a collection of collegiate talent on his bench for the All-Star encounter, with the likes of Iowa's Greg Stokes and South Florida's Charlie Bradley wearing the white National uniforms.

Across the court, North Carolina Coach Smith had the talents of Washington's Detlef Schrempf, Loyola's Alfredrick "The Great" Hughes, and Alabama's Bobby Lee Hurt on which to call.

The Nationals stormed to a 53-35 half-time advantage with a balanced scoring attack as Stokes, Bradley, Luster Goodwin of the University of Texas at El Paso (UTEP) and Gerald Wilkins of Tennessee-Chatanooga each tossed in eight first-half markers. Hughes, Charles Oakley of Virginia Union and Steve Black of LaSalle countered with six points each for the visiting Americans, who controlled the boards 21-11 in the half, led by Schrempf with five. Each team shot an even 50 percent from the field in the first half, the Americans notching 16-of-32 attempts and the Nationals converting 19-of-38 tries. But the Nationals were almost perfect from the free throw stripe, sinking 15-of-16 tries while the Americans suffered through a 3-for-9 effort from the line.

The teams were knotted at 18-all midway through the opening half before the Nationals came alive and outscored their opponents 35-17 over the remaining nine minutes.

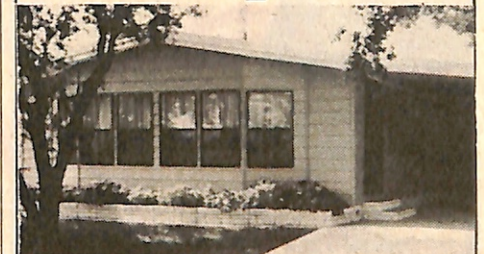
The Americans trimmed their deficit to 12 points some seven minutes into the second half when Mike Brittan of South Carolina converted two free throws but could get no closer until Schrempf tossed in a running layup with 3:36 left to make it 90-79 in favor of the Nationals. Oakley followed the layup to cut the lead to nine, but that was as close as the Americans would come.



Famous "Hoop Shoot" alumnus Chris Mullin (second from left), St. John's All-American player, was photographed with some of this year's champs shortly before he was presented with a plaque. From left are Gerald Powell, chm. of the Board of Grand Trustees and past Elks National "Hoop Shoot" director; David Sickler, first-place winner in the boys ages 8-9 division; and Emile Brady, current "Hoop Shoot" director.

Schrempf led all scorers with 21 points and six rebounds, while Mike Brown of George Washington University, Goodwin, Bradley and Stokes each scored 14 for the winners. Oakley added 13 for the American squad and Hughes canned 12 points. Wilkins had 12 for the winners. Mike Smrek of Canisius did not score in the game but pulled down five rebounds and blocked three shots for the Nationals, who ended the night converting 34-of-75 attempts from the floor, or 45 percent. The Americans shot 51 percent, hitting 33-of-65 attempts.

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## Drug Awareness Education Program



### 'Erg' Symbol Becomes Nationally Known

The "Erg," created by Brother Stu Johnson of Sheridan, WY, Lodge as a symbol of the lodge's opposition to illegal drug pushers and traffickers, has received statewide and nationwide acceptance. "Erg" is a physics term which is intended to "illustrate the intellect over the senses," or the need to think first.

"Erg" buttons and bumper stickers have been made and given to students and parents. At the midwinter meeting of the Wyoming Elks State Association in Worland, the "Erg" symbol was approved and supported by then-GER Frank O. Garland and PGER George Klein, as well as all of the Wyoming lodges.

Brother Johnson has created a packet of anti-Drug Abuse information featuring "Erg" cartoons, which he has sent to the Wyoming Division of Criminal Investigation, the American Council for Drug Education, and First Lady Nancy Reagan. In each case there has been a positive response.

Brother Johnson says, "I offer this character freely, as a potent seed, with hopes that it will reach fertile soil and will be nourished into a successful drive against all drug pushers and dope traffickers."

*The following letter is typical of dozens received each month by Dick Herndobler, chm. of the Grand Lodge Drug Awareness Program. These letters, from non-Elk parents, are written in response to the Elks' Public Service Drug Awareness Announcements on radio and TV stations.*

Dear Mr. Herndobler,

Recently I heard a radio spot on our local station concerning the use of marijuana. I called the station and they told me that they received the announcements from you, so I am writing to you for any information you may have on marijuana.

The reason for this is that I know my son has been using marijuana and I would like to talk to him about it, but first I need to educate myself on the subject. I feel helpless about the situation, and am afraid that it will lead to hard drug use.

Could you please help me out, or tell me where I could obtain this information? Please answer as soon as possible.

Thank you.

Sincerely,  
Name Withheld

*(Brother Herndobler responded by sending the writer a copy of the Elks Drug Awareness Manual and the name and address of a chemical dependency program in his area.)*



West Palm Beach, FL, Lodge held a Drug Awareness Program for 9 through 12-year-old youth baseball players in the community. The program was conducted by Detective Jill Shepell of the Palm Beach County Sheriff's Department, who gave a lecture on the use of marijuana and cocaine. This was followed by the showing of the film "Epidemic." Two local television stations covered the event. The lodge has also distributed 1,200 "Hugs Are Better Than Drugs" bumper stickers. Pictured from left are then-ER Jerry Ashworth; Detective Shepell; PER Earle Fowler, Drug Awareness Committee Chm.; and Est. Loyal Kt. W.E. King, Publicity Chm.

### Indiana...

*(Continued from page 17)*

ghum and cured hams are displayed by housewives, while children take turns cranking an old-fashioned freezer running over with ice cream.

Tents are set up on the courthouse lawn, where guests register for bus tours of the covered bridges, and heavenly aromas fill the autumn days: bacon, beans and hams simmering in old-fashioned kettles. Hot crullers, freshly pressed cider, pancakes and other country specialties are served at the stands lining country lanes in Rockville and other villages of Parke County. Piled high along the roadside are pumpkins and gourds, melons, corn and potatoes. Several miles away in Bridgetown, visitors on the covered-bridge tour are served ham and beans topped with fresh onions and hot corn bread, while others line up for open-pit pork chop dinners.

Alongside the Wabash, in the village of Montezuma, roast pig is featured with hot cider, crullers and pumpkin ice cream; and at Bloomingdale, members of the Eastern Star scoop hot apple butter from huge copper kettles. In the picturebook village of Tangier, the specialty is huge chunks of beef that have simmered hours on end in the ground.

Cars line up bumper-to-bumper on roads leading to Rockville for this annual spectacle. Visitors crowd the tent beside the courthouse and take shelter in private homes. They gulp down gallons of sassafras tea and stuff themselves with sausages and persimmon ice cream.

While perhaps it sounds a trifle old-fashioned, the festival goes over big with outlanders who converge on Parke County, as many as 500,000 who seem to be searching for something that's been lost in the stressful world of the '80s, and, yes, even before.

In northern Indiana, in the little town of Grabill (pop. 650), nearly 150,000 visitors attended the 12th annual Grabill County Fair last year, with its apple-peeling contest, cherry pit-spitting contest, a chicken fly-in, sack races and nail-driving competition. It's all taken seriously in Grabill, where proceeds from the fair

are given over to a new park project.

In case a reader isn't familiar with a chicken fly-in, it's a contest involving birds that are launched from a perch above the fairgrounds. Whichever one flaps the farthest gets the prize. High points last year went to a dauntless rooster named Herman who soared 20 feet 5 inches and who landed with all the grace and aplomb of a Mack truck. Vendors sold everything from sauerkraut and strawberry shortcake to apple dumplings and cotton candy. Lynn Witt, a 41-year-old Grabill electrician, netted \$1,000 for Grabill with a pancake-and-sausage breakfast.

In the big cities it's possible that one's pocket would have been picked at least once while inching through the crowd this fair attracts, but not in Grabill. There were no rowdies, drunks, dopers or street gangs. Only a wholesome bunch bent on having a good old-fashioned nonviolent time.

They jammed the dining tent to wolf down beef and noodles and Polish sausages. Girls jumped rope, and Jim Zink spent hours shoeing horses for the crowd. There were blueberry pie and watermelon eating contests; vendors sold cornhusk dolls, and gospel singers made their voices heard. Others took part in an egg toss, craft demonstrations, a banjo and fiddlers' contest, sack races and a pet parade, which proves that big-time entertainment isn't necessary to keep crowds happy in the Hoosier state.

Like other small towns in Indiana, Grabill is surrounded by miles of cornfields and peaceful country lanes; there's the heady fragrance of new-mown hay that tells one that all's well, that the everyday worries of life can be forgotten temporarily during this fleeting moment that focuses sharply on a scene reflecting the America that existed a century ago.

South of Grabill, in the village of Greenfield, a festival each October is devoted to the memory of James Whitcomb Riley: Children march, and there are fiddlers and floats; bouquets are placed at the foot of Riley's statue, which was paid for with pennies and dimes donated by schoolchildren across America.

A chill develops and the leaves turn. Each year in Greenfield the theme is taken from one of Riley's poems. Last year it was "Old October," whose first stanza goes like this:

*(Continued on page 29)*

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## FRANK O. GARLAND

Then-GER Frank O. Garland (second from right) and other Elk dignitaries were present for the dedication of the new home of Tucson East, AZ, Lodge. Also pictured are (from left) PGER Marvin Lewis, DDGER Charles Serventi, ER John Chirton, and PGER R. Leonard Bush. Also present but not in photo was PGER Gerald Strohm.



During the visit of then-GER Frank O. Garland (right) to Cumberland, MD, Lodge, the lodge presented a check for \$10,700 to the Allegheny County League for Crippled Children. Also pictured are (from left) then-ER Richard Huey; PGER Homer Huhn, Jr.; Mrs. Dorothy Emerson, executive director of the league; and PER Robert Engelbach.



At the Elks National Home in Bedford, VA, a dedication service was held for the renovated "A" Building and new connector and elevator. Then-GER Frank O. Garland (left), who was given the Key to the City of Bedford, is shown with Gerald L. Powell, chm. of the Board of Grand Trustees, standing next to a plaque commemorating the dedication.



At the annual convention of the New Mexico Elks Association in Albuquerque, then-GER Frank O. Garland (second from right) greeted cerebral palsied youngsters who were guests of the convention. Each of the students received a gift from the association. Other adults in photo are (from left) Mary Lou Burke, teacher-therapist; Bob Van Driel, state Cerebral Palsy Commission chm.; Walter Kincaid, director of the association's CP program; outgoing SP Richard Graham; and Cleo Shipler and Jim Lehmann, both members of the CP Commission executive board.



At Decatur County, TN, Lodge, then-GER Frank O. Garland (second from left) congratulated ER Douglas Cooley following the dedication of the lodge's new home. Also pictured are (from left) PGER Edward McCabe, Grand Trustee Ted Callicott, PDD William Wilson, and SP Randall Smith.

## Indiana...

(Continued from page 27)

*Old October's purt 'nigh gone  
And the frost is coming on,  
Little heavier every day  
Like our hearts is thataway.*

Outside his home on Main Street, a marker identifies Riley as Indiana's Hoosier poet, a man who, in the words of writer William Conway, "aimed at the heart rather than the intellect, penning lines about pink sunbonnets and old sweethearts, roses full of dew and strawberries melting on the vine." But autumn arrives, and the strawberries are gone, although the dew of morning shines like diamonds in the cornfields surrounding Greenfield's wonderful old frame homes.

Autumn in Indiana is a time for reflection while motoring through the great flatlands of the Hoosier state and south into the rolling hills of Brown County. While Brown County doesn't fuss with fairs and festivals, its autumn colors draw thousands of visitors who meet bumper-to-bumper on otherwise peaceful country lanes and the huge 15,000-acre Brown County State Park, Indiana's biggest. Ernie Pyle carried on an affair with Brown County, writing how he'd "fallen head over heels for the place and the people and hills."

To visit Brown County in October is to inhale the beauty of autumn as leaves turn. For miles the land is a canvas of colors; yellows and blood reds, orange and deep purple. It is that season when smoke curls from the chimneys of dozens of log cabins half-hidden in the woods.

Crowds converge on Nashville, which is the county seat, exploring antique shops and strolling along elm-shaded streets. Barely four blocks long, Nashville has endured as an artist colony for nearly a century. For 58 years Francis Clark Brown, 76, has turned out canvases in his 140-year-old studio at Gould and Jefferson. In his buttoned sweater and straw hat, Brown epitomizes the subject of a Norman Rockwell painting. Geraniums bloom on the lawn of his home, which is just off Honeysuckle Lane and a short stroll off Van Buren.

This is the main drag through Nashville, where youngsters repose

on the green outside the old brick courthouse and visitors cue up for tables at Hob Nob Corner, a snug restaurant with an old-fashioned soda fountain where hot cider is served in the autumn. The menu lists zucchini and eggplant soups, a marvelous quiche, bread pudding, biscuits with gravy, fresh-baked breads, smoked sausage, corn chowder and pie filled with pumpkins grown by Floyd Miller, who plays chess in a corner with proprietor Warren Cole.

More than 200 painters and craft artists display in Nashville. Dick Lawrence, 55, an ex-chemistry professor-turned-glassblower, operates the slick Quintessence on Van Buren Street with twin sons John and Jim. A few doors away, a country store stocks stick candy, jelly beans, cinnamon balls and lemon drops, as well as apple butter, rhubarb jelly, blackberry preserves and bread and butter pickles.

Other shops feature Indian corn, sorghum and persimmon fudge. The shelves at The Harvest Preserve are loaded with pear and peach butter, mincemeat and honey; and Christmas tree ornaments are sold year-round at Granny's. Potter John Mills turns out bowls and such in his shop on Antique Alley next door to Ferguson House, which bulges with the oddest assortment of collectibles ever assembled under one roof. Everything from a drugstore Indian to clocks, bric-a-brac, old-fashioned clothing and a life-size pirate. In another shop, Betty Sansone stocks hand-crank telephones, an Edison phonograph with records and a 1919 Kimball record player.

While autumn draws thousands to Brown County, it is Christmas that proves inspirational in the little village of Nashville. With the Yule season, the entire town is portrayed as an old-fashioned Christmas card with lighted roofs and choirs that carol on the courthouse steps. Music is piped from the Christian Church on Van Buren Street, and families hasten off to cut trees in the surrounding hills. Visitors are delivered by miniature, rubber-wheeled train to buy candy canes, and later they are whisked away to visit Old Whiskers himself.

When Ernie Pyle visited Brown County in 1940, he spoke of the old barns and brooks and autumn colors. Artists told him that Brown County and Nashville had become spoiled

(Continued on page 35)

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# ELKS NATIONAL SERVICE COMMISSION

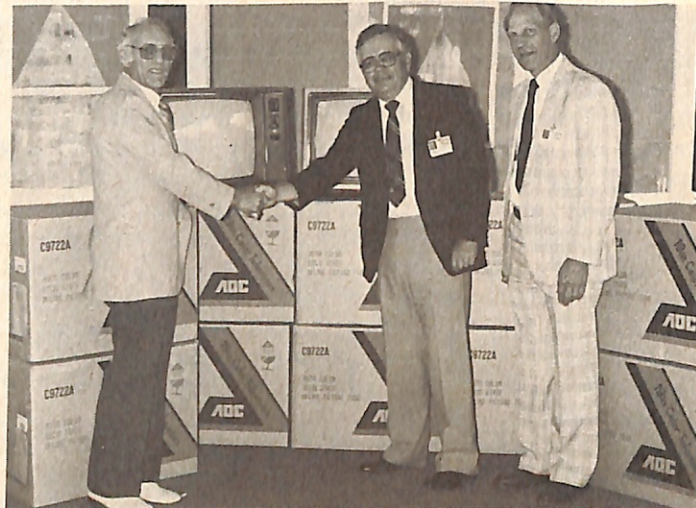
"So long as there are veterans in our hospitals, the Benevolent and Protective Order of Elks will never forget them."



Elks lodges of the West Central District of North Carolina donated twelve 19-inch color TV sets to the VA Medical Center in Salisbury, NC, for the use of long-term patients. Shown making the presentation are (from left) Allen Arey, state National Service Committee chm.; Thomas Ayers, director of the center; and Gene Sunding, chief of voluntary service. Participating lodges were Lexington, Winston-Salem, Mount Airy, Charlotte, Statesville, High Point, Charlotte-Mecklenburg, and Salisbury.



The Pennsylvania Elks Arts and Crafts Contest for hospitalized veterans was held at Tarentum Lodge. The winners were: First place, Butler VAMC; second place, Wilkes-Barre VAMC; and third place, Aspinwall VAMC. From left are Joseph Schaefer, immediate PER, Est. Lead. Kt. Gary Moore, and VP William Cunningham, all of Tarentum Lodge; John Davidson, Jr., VAVS representative, New Kensington Lodge; and Tarentum ER Donald Carter.



The Elks of New York's West District presented a soft ice cream machine to the Buffalo VA Medical Center. Pictured from left are Kenneth Aschbacher, Elks VAVS deputy representative; Gerald Shook, Sr., Elks VAVS state coordinator; Lynn Aquilina, chief of recreation at the center; and Joseph Bauda, Elks VAVS representative and West District National Service Committee chm.



Then-GER Frank O. Garland (left) paused during his tour of the VA Medical Center in Memphis, TN, to place an identification tag on a new 25-inch color TV set recently donated to the center by Paris, TN, Lodge. Also pictured are (from left) Center Director Herbert Arnett, VP Val Suarez, Elks VAVS Representative William Wilson, and Memphis ER Leo Benson III.

**VANCOUVER, WA.** Since 1945, the Veterans Committee of Vancouver Lodge has provided monthly "Super Bingo" games at the Vancouver VA Medical Center. The lodge and the state National Service Committee provide \$200 each month for these games.

**RED HOOK-RHINEBECK, NY.** The National Service Committee of Red Hook-Rhinebeck Lodge donated to the Albany, NY, VA Medical Center \$436 for the purchase of a color TV set. A donation of \$500 was also made to the Castle Point Veterans Hospital for the purchase of an ice cream machine.

**RED BANK, NJ.** Lodge, in conjunction with the American Legion, participated in a Korean and Vietnam Memorial dedication. Following the ceremony, the lodge hosted a luncheon for the servicemen and dignitaries who attended the ceremony.

**FOREST GROVE, OR.** Members of Forest Grove Lodge presented a new popcorn machine to the Portland VA Medical Center. Popcorn is a favorite with the patients in Recreational Therapy, enjoyed as they play cards or pool or participate in other activities.



# Food For Thought...

(Continued from page 23)

produced, they may yet help to alleviate world hunger.

But there is still the time factor to be dealt with.

Can such experimental foods be researched, refined and mass-produced by the end of the 20th century? Perhaps.

If scientists succeed in developing new food sources from tropical vegetation, will these plants have sufficient topsoil in which to thrive? No one knows.

Finally, if these crops are successfully harvested, will the human race reap their benefits in time to prevent millions of people from starving to death? Or will mankind slowly eat its way into extinction?

The answers to these questions all lie in the future. Meanwhile, the ecological time bomb keeps ticking away. Unless drastic reductions in the human population happen soon, the

prognosis for mankind's survival is grim.

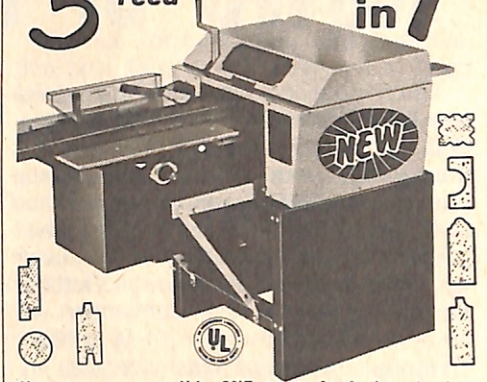
In the simplest of terms, we are bringing our children into a world whose future will not permit the kind of life we enjoy in the United States today. So say a special prayer of thanks for the dinner you eat tonight because, by the end of this century, a fine meal might be a nostalgic memory.

### SUGGESTED READING

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- Haub, C. 1982. *World Population Data Sheet*. Washington, D.C.: Population Reference Bureau.
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## Departed Brothers

**GRAND EST. LEAD. KT.** Alfred J. Mattei of Worcester, MA, Lodge died May 6, 1985. Brother Mattei served as a member of the Board of Grand Trustees from 1978-1982. He was also a former justice of the Grand Forum and a former member of the GL State Associations Committee and the Committee on Judiciary.

**GRAND LODGE COMMITTEEMAN** Theo T. Mumby of San Francisco, CA, Lodge died May 10, 1985. Brother Mumby was a member of the GL Public Relations Committee from 1983 until his death. He also served as District Deputy Grand Exalted Ruler for the Bay District of California in 1966-67.

**PAST GRAND LODGE COMMITTEE CHAIRMAN** Paul D. Zimmer of Falls City, NE, Lodge died May 7, 1985. Brother Zimmer was a member of the GL Committee on Credentials in 1960-61 and served as its chairman in 1961-62. He was also Assistant to three Grand Secretaries in the Chicago office for a period of 16 years, retiring in 1978.

**RETIRED AUDITOR of The Elks Magazine** Joseph J. Duhamel of Massapequa, NY, Lodge died June 11, 1985. An employee of *The Elks Magazine* from 1947 until his retirement in 1984, Brother

Duhamel was the first secretary of his lodge and assisted in the move of the magazine's headquarters from New York City to Chicago in 1966.

**PAST GRAND ESQUIRE** Frank N. Wohlleber of Evanston, IL, Lodge died May 13, 1985. He held that office in 1961-62. Brother Wohlleber also served as District Deputy Grand Exalted Ruler for the Northeast District of Illinois in 1955-56.

**PAST DISTRICT DEPUTY** J. Edmond Morton of Oswego, NY, Lodge died March 3, 1985. Brother Morton served as District Deputy Grand Exalted Ruler for the South Central District of New York in 1958-59.

**PAST DISTRICT DEPUTY** William H. Franke of Irvington, NJ, Lodge died recently. Brother Franke served as District Deputy Grand Exalted Ruler for the Northwest District of New Jersey in 1943-44.

**PAST DISTRICT DEPUTY** J. Bradbury German, Jr. of Utica, NY, Lodge died May 7, 1985. Brother German served as District Deputy Grand Exalted Ruler for the North Central District of New York in 1941-42.

**PAST DISTRICT DEPUTY** Bill M. Brunner of Elwood, IN, Lodge died May 21, 1985. Brother Brunner served as District Deputy Grand Exalted Ruler for the East District of Indiana in 1963-64.

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HGC-7/8



# News of the State Associations

The annual convention of the **Tennessee** Elks Association was held at Memphis April 11-13. A total of 518 Elks and their ladies were addressed by special guests then-GER Frank O. Garland and State Sponsor PGER Edward McCabe.

Plans were made for a midyear meeting to be held in Chattanooga October 11-12. The next annual convention will be held in Nashville April 14-16, 1986.

Randall Smith of Nashville was installed as president for the 1985-86 year. Kingsport Lodge was the winner of the State Ritualistic Contest.

The names of 40 winners of nurses' scholarships in the state Major Project program were announced. The total amount received by Tennessee students is \$48,000.

April 12 was a time for reminiscing for then-GER Garland, who served as an instructor at the Memphis Naval Air Station from 1942-46. He toured the still-active facility as a guest of the commanding officer.

Following lunch at the officers' open mess, Brother Garland toured the Memphis VA Medical Center and dedicated a new 25-inch color TV set donated to the center by Paris, TN, Lodge.

The 87th Annual Convention of the **Ohio** Elks Association was held in Columbus April 25-28. Attending were 712 Elks and 530 ladies and guests.

Special guest Raymond V. Arnold, PGER and state sponsor, addressed the convention at the business session, memorial service, youth luncheon, and installation of officers.

The association scheduled its fall meeting for August 16-18 in Columbus. The next annual convention will also be held in Columbus April 24-27, 1986.

Newly elected officers are President Gerald Werner, Lorain; First Vice-President Edward Thatcher, Jr., Alliance; Second Vice-President James Scheer, Wapakoneta; Third Vice-President Robert Bojalad, Berea; and Secretary Clarence Schlarb, Jr., Newcomers-town.

Incoming President Werner outlined his public relations program for the year, based on the theme "Let's Talk About Us." He wants the Elks to go to the people of Ohio and tell them about Elkdom.

Chillicothe Lodge won the State Ritualistic Contest. Final committee reports showing the achievements of the year, and the presentation of awards, will take place at the fall meeting.

The Youth Day Luncheon was held Saturday. District, state, and national winners in the "Hoop Shoot" and "Most Valuable Student" Contests, along with



At the annual convention of the Tennessee Elks Association, State Sponsor PGER Edward McCabe (second from left) presented the gavel to new SP Randall Smith. Other distinguished guests were then-GER Frank O. Garland (right) and Grand Trustee Ted Callicott (left).

their parents, were guests of the association.

Social highlights of the convention were the Friday evening Fun Nite buffet and dance, and the party and style show held for the ladies Saturday afternoon.

Attendance of 761 Elks and their ladies was the largest ever at the **Missouri** Elks Association's Annual Convention, held April 19-21 in Lake Ozark.

Distinguished guests were then-GER Frank O. Garland and his wife Polly, and State Sponsor PGER Edward McCabe and his wife Maggie. Brother Garland was the principal speaker.

A fall convention is scheduled for September 20-22 in Jefferson City. The next annual convention will be held in St. Louis, April 24-26, 1986.

Officers for 1985-86 are President Lester Bohle, Washington; Vice-President-at-Large Garry Sloan, Excelsior Springs; Secretary Donald Conrad, Washington; and Treasurer R. Max Frye, St. Joseph. Seven district vice-presidents were also elected.

Washington Lodge won the State Ritualistic Contest, followed respectively by Warrensburg, High Ridge, and Sedalia.

The state Major Project is dental treatment for crippled children and mentally retarded/developmentally disabled patients. During the past year, more than \$500,000 was spent on this program.

More than \$3,000 was raised at the convention for the Statue of Liberty Restoration Fund.

The **Louisiana** Elks Association held its 49th Annual Convention in Shreveport March 22-24. Shreveport Lodge served as host at its new home located on the banks of the Red River. More

than 250 Elks and ladies attended.

Honored guests were then-GER Frank O. Garland and his wife Polly and PGER and State Sponsor Willis McDonald and his wife Elizabeth. Brother Garland was the featured speaker.

State President Richard Jones, Shreveport, chaired the business sessions and was the emcee at the Saturday Night Awards Banquet.

The state's lodges and their ladies organizations presented more than \$12,000 to State Major Project Chm. George Ketteringham, which brought total donations to the Southern Eye Bank to over \$40,000 for the 1984-85 year.

New Orleans Lodge won the Eye Bank Traveling Plaque Award for the second straight year with a per capita donation of \$37.55, which was 751 percent over its pledge. The lodge's total contribution for the year was \$7,865, of which \$1,335 was from the New Orleans Elks Ladies. New Orleans West Bank Lodge was second, with 592 percent over its pledged contribution.

Morgan City Lodge was the Elks National Foundation winner for the greatest percentage of new pledges and the highest per capita donations of 15.59 percent and \$30.22 respectively.

Slidell Lodge was the largest contributor to the Louisiana Elks Fund and also was the winner of the Lodge Activities, Youth Activities, and Americanism Awards.

Slidell Lodge also won the State Ritualistic Contest. All members of the team were All-State, with Esq. Charles Hugunin taking the "Mr. Ritual" Award for having the highest relative score. The Eleven O'Clock Toast Contest winner was ER Powell Bullock of Shreveport.

Newly elected officers of the association are President W. Brice Palmer,

Opelousas; President-Elect Gerald McLin, Baton Rouge; Vice President East Harold Billingsley, Slidell; Vice-President West Maurice Bize, Alexandria; Secretary George Ketteringham, Slidell; and Treasurer Chambliss McGill, Slidell.

A fall workshop will be held at Opelousas on a date to be determined in October. The next annual convention will be held at Alexandria March 21-23, 1986.

The annual convention of the **Kentucky** Elks Association was held May 23-25 in Madisonville. Attendance totaled 288.

Special guests were then-GER Frank O. Garland and his wife Polly, State Sponsor PGER Edward McCabe and his wife Maggie, and Grand Trustee Ted Callicott and his wife Betsy.

The next annual convention of the association will be held May 29-31, 1986, in Newport.

Newly elected officers are President Bob Moore, Madisonville; President-Elect George Albrink, Covington; First Vice-President Edward Black, Louisville; Second Vice-President Walter Rogers, Frankfort; Third Vice-President Kent Campbell, Bowling Green; and Secretary-Treasurer Garland Guilfoyle, Newport.

The State Ritualistic Contest was won by Newport Lodge. Madisonville won the golf competition.

It was decided to raise the "Hoop Shoot" and Scholarship funds to \$6,000 each, and to raise the Drug Awareness Education Fund to \$1,000. The association raised \$1,500 for the Statue of Liberty Restoration Fund.

The association plans to organize two new lodges in the state in 1985-86. New Major Projects will be discussed at the midwinter meeting in Ashland in November.

A Grand Ball held Saturday Night was the final event of the convention.

Misquamicut was the site of the 48th Annual Convention of the **Rhode Island** State Elks Association, held May 3-4.

The State Champion Ritualistic Team from Newport Lodge performed the Memorial Service before 200 Elks and their guests.

Heading the awards presented after the ceremony was the State Elk of the Year Award to William Darby, state association treasurer, of Pawtucket.

For the second consecutive year, the State Public Relations Award was presented to Francis Sisco, PER, Westerly. The state "One Event" Public Relations Brochure Contest also was won by Westerly.

State National Foundation Chm. Walter Petrucci reported that Rhode Island was fifth in the nation in per capita donations with over \$31,000 raised.

Foundation plaques went to East Providence, Warwick and South Kingstown in various categories.

Again the state's lodges' cooperation with the association helped raise new highs in donations to many charities.

United Cerebral Palsy reported over \$24,000 received from the Rhode Island Elks and has asked PSP Richard Bugbee to accept a position on the board of directors, to which he has agreed. Donations totaling \$2,300 were presented to the Rhode Island Heart Association from "Sweetheart Breakfasts" held in February.

"Jimmy Fund" officials received \$1,500 from Rhode Island Elks at Fenway Park, Boston, and \$500 was given to the Providence *Journal-Bulletin's* Santa Claus Fund.

SDGER Fred Quattromani, GL Committeeman Francis Stephenson and Past GL Committeeman Clifton Higham were guests at the Saturday business session.

That evening, PSP Richard Bugbee installed the following officers: President Walter Kettelle, South Kingstown; Vice-President East Ernest Failo, Providence-Cranston; Vice-President West Joseph St. Jean, Coventry-West Greenwich; Secretary George Routhier, Westerly; and Treasurer Walter Petrucci, Pawtucket.

The **North Carolina** State Elks Association's 46th Annual Convention was held in Raleigh May 17-19, with outgoing State President J. Byron Long, Burlington, presiding. There were 268 Elks and 253 ladies present.

Special guests were State Sponsor PGER Edward McCabe and his wife Maggie, Grand Secretary Stanley Kocur and his wife Marjorie, and Claude Matthews, then-president of the Virginia State Elks Association. Brother Kocur was the guest speaker.

The association's next meeting will be in Asheville October 25-27. The next annual convention will be held in Wilmington May 16-18, 1986.

Officers elected for 1985-86 were President C. Blayne Turner, Hendersonville; Vice-President-at-Large Robert Bellomy, Wilmington; Vice-President East Horace Willis, Morehead City-Beaufort; Vice-President East Central Kenneth Huffines, Burlington; Vice-President West Central James Green, Greensboro; Vice-President West Bill Rudisill, Newton; Secretary John Sullivan, Southern Pines; and Treasurer Kermit Hoffman, Gastonia.

The 11 O'Clock Toast Contest was won by ER Neal Austin of High Point Lodge. The Exalted Ruler of the Year was Richard McLean of Calabash. High Point Lodge was the State All-American Lodge. Paul Hampton, PSP, of High Point, was presented with the State Distinguished Service Award for 1984-85. The Exalted Rulers' March net-

ted \$4,093 for the Statue of Liberty Fund and \$2,870 for the building fund of the Elks Camp for Boys, the state Major Project.

The **California-Hawaii** Elks Association held its annual convention at Long Beach, CA, May 15-18.

The Opening Dinner, held in several dining salons aboard the *Queen Mary*, which is permanently berthed at the port of Long Beach, was attended by more than 2,000 Elks and their ladies. The following Opening Ceremony and Memorial Service were held in the nearby "dome" hanger housing Howard Hughes' sky giant, the "Spruce Goose."

Convention registration totaled 4,019, including 2,324 members and 1,695 ladies. Distinguished guests included then-GER Frank O. Garland and PGERs R. Leonard Bush, Gerald Strohm and Marvin Lewis. PGER Strohm reported PGER Horace Wisely to be at home well on the way to recovery from a recent illness.

Also present were then-Grand Est. Loyal Kt. Yubi Separovich; Grand Trustee Vern Huck; Clair Culver, president of the Arizona Elks Association; and Louis Goicoa, first vice-president of the Nevada State Elks Association.

Diron Avedisian, director of the Elks National Service Commission, earned standing applause for his stirring address on the role of the BPOE in continuing to support the nation's service personnel and veterans.

Golf and bowling tournaments were held for both members and ladies. The State Ritualistic Contest was won by Palo Alto Lodge.

During the convention, many interesting and informative reports were presented by state committee chairmen. The delegates voted approval of an amendment to the association constitution providing a \$1.00 increase in the per capita dues for the purpose of providing a complimentary copy to each member of each issue of the award-winning publication "The California-Hawaii Elk."

The high point of the convention sessions was the Saturday morning Exalted Rulers' March to the stage, where they presented their lodges' contributions, with the final tally being \$2,452,537 for the California-Hawaii Elks Major Project, aid to physically handicapped children. The Major Project's 1985-86 budget is \$3,299,010. Expenditures for the year ending March 31, 1985, totaled \$2,589,508.

Newly elected association officers are President Clifford Beatty, Chico; Secretary Harry Henzi, San Mateo; and Treasurer C. Drex McCulley, Redondo Beach. Nineteen district vice-presidents were also elected.

The association will hold its mid term conference at Bakersfield, November 8-9. The next annual convention will be May 14-17, 1986, in Fresno.



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How does a blind child gain confidence in walking? Karen Allen, an occupational therapist employed by the Washington State Elks Therapy Program for Children, works with Michael Sapp on a rocking horse. It seems like play, but the sensory stimulation Michael receives helps him to improve his balance.

Karen says that her young patient's lack of vision makes him afraid to walk and move about freely. Michael's therapy is designed to help him gain confidence so he can walk without fear.

Michael is only one of Karen's 43 patients. Karen is part of the Washington Elks' 12-member therapy team. These professionals travel more than 21,000 miles each month, driving to homes, clinics, and hospitals to see their patients.

More than 600 handicapped children benefit from the program each month, at no cost to their families. This project is funded in part by the Elks National Foundation.



John Mackey, the bearded chairman of Shelton, WA, Lodge's National Foundation Committee, committed himself to a dry shave on the floor of the lodge to anyone paying \$100 into the Foundation. PDD Ernie Hamlin met the challenge, but forfeited the right to shave Brother Mackey to the highest bidder at the upcoming PER Night.

PER Merle Snyder conducted an auction, and the bid reached \$400 before bidding was cut off. In addition, several members made contributions totaling \$210, so the total amount raised for the Foundation was \$610. Brother Mackey is pictured getting his dry shave, with a first-aid kit handy, from PER Harry James of Aberdeen, WA, Lodge.



## Scholarship Leads To Successful Career in Teaching, Writing



Dr. Miriam Moore, who received a \$500 Elks National Foundation "Most Valuable Student" Scholarship through the sponsorship of Nashville, TN, Lodge in 1959, has enjoyed an outstanding career as a teacher and author.

A lifelong resident of Nashville, Dr. Moore obtained a B.A. degree in Ger-

man and a M.A. degree in Comparative Literature from Vanderbilt University. In 1970, she received her Ph.D in Comparative Literature from Vanderbilt.

While working toward her doctorate, Dr. Moore began her teaching career. She taught German, Russian and Latin at two Nashville high schools, and was a department chairman at these schools for more than 17 years.

Presently Dr. Moore is devoting full time to writing. She has written five textbooks on medical terminology that have been sold not only in the U.S., but also in England and Australia. She is now concentrating on writing fiction, and has had three adventure/mystery novels published by Simon and Schuster of New York.

Dr. Moore said recently that winning an Elks scholarship upon graduation from high school in 1959 increased her confidence in her abilities and gave her more impetus to achieve her goals.

*The following letter was received recently by the Elks National Foundation headquarters in Chicago from Jennifer Westman. Miss Westman, sponsored by Jupiter, FL, Lodge, received a \$1,000 ENF "Most Valuable Student" scholarship for the 1982-83 school year.*

Gentlemen:

Please accept my sincere and heartfelt thank-you for the assistance you gave me in obtaining an education. I received a scholarship from you three years ago to be applied when I began college.

I am now a graduate of Florida Atlantic University with a B.A. degree in Secondary English Education. I am presently seeking a teaching position at the senior high level.

I truly believe that without your assistance in financing my education, I would not have achieved the goals which I set for myself. Thank you again.

Sincerely,  
Jennifer Westman



## Indiana...

(Continued from page 29)



and that they would move away except that it was still "better than anywhere else."

Well, they are still saying those things, but no one wants to leave. They'd rather paint the sagging barns and sloping fences and the covered bridges and the hills with their breathtaking autumn colors. In autumn pumpkins lie scattered in the fields, and there's a nip in the air along with the pungent smell of a wood fire. Visitors come to Brown County from everywhere in the autumn—from Ohio and Kentucky and Illinois and as far away as California, people with a need to get out of the city and renew their faith in the land...the way it used to be.

Smalltown, U.S.A.: In Churubusco, Indiana, residents make whoopee during Turtle Days, a celebration initiated by the 1948 sighting of a "giant turtle" in Farmer Gale Harris' lake. It touched off a

stampede by hundreds. The curious tramped through the Harris lettuce patch and cornfields, mutilating his hoped-for harvest. Although the "Beast of Busco" never surfaced again (indeed some skeptics insist the turtle never existed), a legend was born, and with the legend the annual celebration unfolded, a festival which takes on more glitter with each passing year.

Riding U.S. 33 into town, motorists are met by a sign reading, "Churubusco, Turtle Town, U.S.A."—this along with replicas of the turtle (known affectionately as Oscar) which are displayed in store windows throughout the little village.

My summer-fall odyssey continued in the small Indiana town of Auburn, where, during summer evenings, folks sit on their porches and swings, listening to the crickets and watching the fireflies. The simple life. Their white frame homes are surrounded by ancient elms, and the courthouse sits on a grassy square in the center of town.

Last autumn, before returning home, I attended the annual DeKalb County Free Fall Fair in Auburn. The streets had been roped off around the courthouse and booths were set up along with carnival rides, and directly outside the courthouse door a bingo game was drawing a tentful of players. An eighteen-year-old sang a medley of ragtime tunes including "Piano Roll Blues" and "Alexander's Ragtime Band." Practically the entire town turned out during the fair, even though I hear it's much the same every year. But that's one of the charms about Smalltown, U.S.A.—the simple pleasures go unforgettable. ■

## Business...

(Continued from page 19)

Mills couldn't believe that anyone could leave a major corporation to launch a doughnut shop. The company thought Watkins would come back, so it gave him a leave of absence to think it over.

Watkins told the *Observer-Dispatch* that when General Mills called a year later, he was more certain of his decision than he had been 12 months earlier. "I hate to tell you this," he told General Mills executives, "but I'm not coming back. I'm opening my second doughnut shop within a year."

And he's had little reason to have doubts about his shift to a new career. Today, Dan-Dee Donuts and its subsidiaries employ 620 full and part-time employees in its 18 doughnut shops, two Italian bread bakeries, a bakery and restaurant supply company, a bakery design and engineering firm and, four Kentucky Fried Chicken franchises. Sales from the doughnut shops alone are exceeding last year's receipts by 15 percent...a good indication of the importance of following those hunches and being persistent. ■

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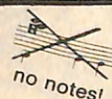
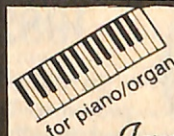
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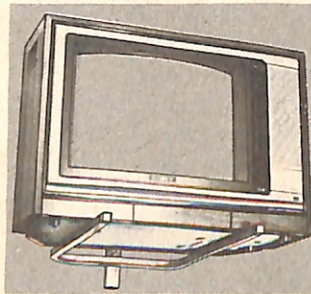
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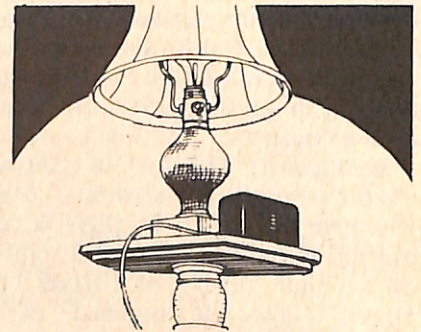


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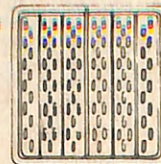
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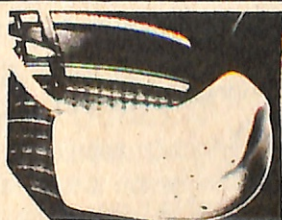


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Space age technology makes "SIDEWINDER" perfect for your car, boat, house, camp, or backpack.

Similar products are being sold elsewhere for more than \$80. But for a limited time, Yazumi Electronics Corp. is offering the original "SIDEWINDER" for only \$39.95. Supplies are limited, so order your "SIDEWINDER" now! Yazumi Electronics Corp., 2605 N.W. 75th Ave., Miami, Fla. 33122

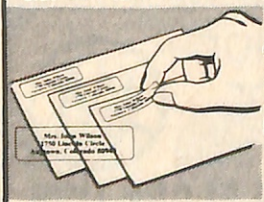
**1-800-431-9003** Operator 3

COOPERATE  
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**1000**  
RETURN  
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LABELS **\$1.29**

1000 gummed economy name and address labels printed in black with ANY name, address, zip code. Up to 4 lines.  
Order S717 Set of 1000 Economy Labels (boxed) . . \$1.29



**250**  
Crystal-Clear  
RETURN  
ADDRESS  
LABELS **\$2.98**

The color of your stationery shows through these transparent labels. Sharp black printing on self-stick see-through labels.  
Order P2031 Set of 250 Crystal-Clear Labels (boxed) \$2.98



**250**  
Self-Stick  
WHITE  
GLOSS  
LABELS **\$2.98**

Glossy white self-stick labels cling to any smooth surface - no moistening. Sharp black printing up to 4 lines.  
Order P6030 Set of 250 White Gloss Labels (boxed) \$2.98

**Walter Drake** 3297 Drake Bldg.  
Colorado Springs, CO 80940

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY & STATE \_\_\_\_\_ ZIP \_\_\_\_\_

\_\_\_\_\_ \$717 1000 Labels@\$.129 \$ \_\_\_\_\_  
\_\_\_\_\_ P2031 Crystal-Clear Labels@\$2.98 \$ \_\_\_\_\_  
\_\_\_\_\_ P6030 White Gloss Labels@2.98 \$ \_\_\_\_\_

Add 30¢ per set for shipping & handling \$ \_\_\_\_\_

SATISFACTION GUARANTEED Total \$ \_\_\_\_\_



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and down  
stairs  
safely.

Cheney has the lift you need. The deluxe Weclator for straight, curved and spiral staircases or the economical Liberty™ Lifts for straight stairways. You'll ride safely from floor to floor in the home you love.

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FREE Printed PAINTERS HAT with every order  
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What a relief... custom made, durable aluminum auto shades block out the sun's rays without obstructing vision. Easily installed & instantly removable. Increase air conditioner efficiency. Save passengers, pets and contents from the ravages of a blazing sun. For free info, send make of car, year, series, model (sedan, station wagon, coupe, etc.) and style (2 or 4 door), your name and address to: SIDLES MFG. CO., INC., Box 35371 (E), Temple, TX 76501. For questions or same day shipment on VISA/MC/UPS COD, call TOLL FREE 1-800-433-3101. (In Texas, 1-800-792-3030, ext. 3814.)

## Elks Family Shopper consumer/news

You're cruising down the highway looking forward to 10 days in Mexico City and Acapulco.

Suddenly, an old pickup truck enters the highway, you slam on the brakes but it's too late and you have a Mexican-style fender bender.

The police arrive and ask for a **Mexican insurance policy**. Unless you can produce one, you're going to JAIL. Your U.S. auto insurance policy won't help you.

The Insurance Information Institute says it's easy to meet the Mexican auto insurance requirements—if you do it BEFORE leaving the U.S.

Agents of Mexican companies are found in almost all American cities on or near the border. They sell a short-term "Special Automobile Policy for Tourists," which provides the proper protection. Cost of this policy varies, depending on the time spent in Mexico, the value of the car and the amount of coverage purchased.

Make sure that you get a listing of the agents and adjusters who represent the Mexican insurance company, in case you're involved in an accident.

Driving to Canada should present no problem if you're properly insured in your home state. However, you'll need

# 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.**

ATTACH ADDRESS LABEL HERE

New Address:

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

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

Lodge No. \_\_\_\_\_

Member No. \_\_\_\_\_

Mail to: Circulation Manager  
The Elks Magazine  
425 W. Diversey Pwy.  
Chicago, IL 60614

8-85



to carry evidence of financial responsibility, the Institute says.

Most American motorists satisfy this requirement by obtaining a "Canada Non-Resident Inter-Province Motor Vehicle Liability Insurance Card" from their insurance agent, broker or company representative.

The card shows that your insurance company is willing to meet minimum financial responsibility requirements in Canada. And the card eliminates the possibility of your car being impounded or driving privileges being suspended in case of an accident.

Suppose your home were burglarized. Would you be able to list exactly what was lost?

In times of stress, most people can't, says the Insurance Information Institute. That's why it's so important that you keep an **up-to-date inventory of your household furnishings and personal belongings.**

If you don't have such an inventory now, you ought to put one together before a burglar strikes.

An up-to-date inventory can help you to determine how much your belongings are worth and what are your personal insurance needs.

In case of loss you'll have the purchase dates and cost of major items on hand for the claims adjuster.

Moreover, the inventory will help you to establish exactly what was lost.

**MAN  
HIDES  
\$90,000**

**TO ONE DOLLAR, OR CREDIT CARDS  
TRAVELERS CHECKS, JEWELRY, ETC.  
UNDER HIS CLOTHING AND ONLY HE  
WILL KNOW... WHEN HE WEARS-  
MONEYPOCKETS™**

The Concealable Pouch You Hide Nearly Anywhere On Your Person, Under Your Clothing Without Detection! Fits Men or Women.

**FIGHT BACK NOW!  
FOIL MUGGERS  
& PICKPOCKETS!**

Don't go on vacation, shopping, casinos, race tracks, etc. without it.

ONLY \$19.95 EACH. SAVE-2 for \$39.00

SPECIFY: WAIST SIZE —

SMALL, MEDIUM, LARGE, X-LARGE

Make check payable to or send self-addressed stamped envelope for further information to:

Whip R Do Products, Box 246  
Douglassville, PA 19518

**No strain . . . no stretch  
Extend - your - reach**

# Body Sponge On A Handle

• No deep back bends or high leg lifts when you soap your lower legs . . . even toes and soles

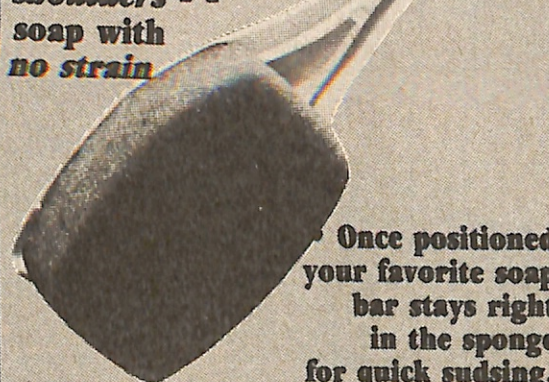
• Easily reach your back and shoulders - - soap with no strain

only \$4.95

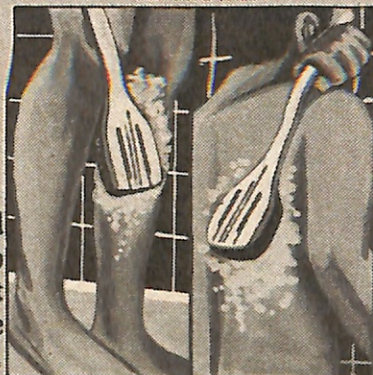
• Hangs on wall near bath or shower

• Strong, water-safe plastic handle

MEASURES 16 INCHES. EXTENDS REACH IN BATH OR SHOWER



Once positioned your favorite soap bar stays right in the sponge for quick sudsing.



**ORDER NOW! UNCONDITIONAL MONEY BACK GUARANTEE**

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Send Body Sponge(s) as follows (See His 'N Her Savings):

Shipments to NY State: Sales tax should be paid on merchandise plus ship/hand. Please add on tax to help us serve you without delay. Use percentage local stores in your area use.

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- His 'N Her Savings. Two for \$8.99 plus \$1.55 ship/hand (\$10.54)
- Three for \$12.75 plus \$1.95 ship/hand (\$14.70)

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

Charge it: # \_\_\_\_\_ Exp. \_\_\_\_\_

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

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

City \_\_\_\_\_

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

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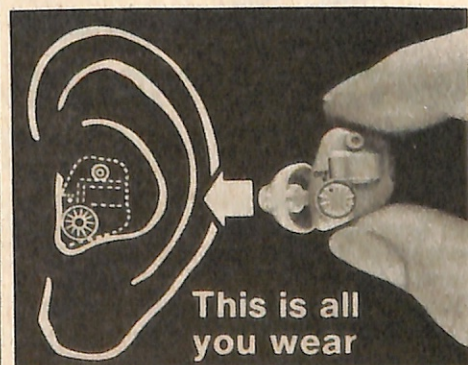
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Wow! Fantastic collection of strange and unusual genuine postage stamps only 25¢! Collection contains stamps from all over the world-jumbo, peewee, crazy coin issue, triangles, seldom seen parallelogram and action packed 3D. You'll receive a big catalog of stamp bargains, plus Fine Stamps from our approval service. Buy only what you like. Return balance promptly! Order now! Bargain too good to miss. Jamestown Stamp Co., Dept. L85EM Jamestown, NY 14701

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**GREAT CONVERSATION PIECE AND SOCIAL ICEBREAKER!**

A necessity for:



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Allow 4 - 6 weeks for delivery

\* Fla. res. add 5% sales tax  
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If you or a loved one has difficulty rising or sitting, you can get the FREE facts about how to regain the freedom of mobility with an EASY-LIFT® cushion lifting chair.

At the touch of a finger, the EASY-LIFT cushion lifting chair gently raises a person to standing position—or lowers him or her to a sitting position. And EASY-LIFT cushion lifting chairs are available in three styles.

Send NOW for your FREE Fact Kit, or call toll-free at 1-800-821-2041. (In Missouri call collect: 816-763-3100.)

**FREE FACT KIT**



AMERICAN STAIR-GLIDE CORP.  
Dept. E-0785, 4001 E. 138th St.  
P.O. Box B, Grandview, MO 64030

Please send me the FREE Fact Kit on the Medicare-approved EASY-LIFT cushion lifting chair. I understand there is no obligation. Telephone # \_\_\_\_\_

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All-In-One garment is a pair of shorts, an abdominal and scrotal support, as well as an unsurpassed truss for reducible inguinal hernia. "Elasto-Band" wraps around body at point of hernia for secure and comfortable protection. Washable. Buy two for \$28.95 plus \$2.50 postage. Send hip measure and check to: Piper Brace Co., 811 Wyandotte, P.O. Box 807, Dept. EK-75ST, Kansas City, Mo. 64141.

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FUN TO TRADE AT CONVENTIONS CUSTOM MADE TO YOUR SPECIFICATIONS

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100 piece minimum Write or phone for prices and details

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See Advertisement Inside Front Cover

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Yes! Please rush my Tiger Throw(s) as indicated below, on Full Money Back Guarantee.

One Blanket/Wall Hanging (Z665398) 52"x60" for only \$12.88 plus \$4.25 heavyweight ship. & hdlg.

SAVE! Order 2 for only \$25.00 plus \$6.25 shipping & handling.

Save on Super Size: 80"x60" (Z667071), ONE for just \$16.88 plus \$4.25 heavyweight ship. & hdlg.

TWO for just \$32.00 plus \$6.25 heavyweight shipping & handling.

Enclosed is \$ \_\_\_\_\_ (PA & NV res. add sales tax)

CHARGE IT:  American Express  Diners Club  VISA  MasterCard

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

Exp. Date \_\_\_\_\_ (please print:)

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

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

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See Advertisement Inside Back Cover

**FIBERFAB INTERNATIONAL INC.**  
8800 West Highway 7  
Minneapolis, MN 55426

Enclosed is \$1 ea. for a full color brochure and Replicar Kit Information.

Replicar 1952 MG-TD  Replicar 1929 Mercedes Benz

OR COMPLETELY FACTORY FINISHED

Replicar 1929 Mercedes Benz

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Home Phone ( ) \_\_\_\_\_

Bus. Phone ( ) \_\_\_\_\_

Please charge on my:  MasterCard  Visa  Am. Exp.

Acct. No. \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**Call Toll-Free 1-800-328-5671**  
For Exciting New Business Opportunity

31-G-5

See Advertisement Outside Back Cover

**MEN'S SLACKS** 3 pairs for **29.95** *Take an Away!*

**HABAND 265 N. 9th St., Paterson, NJ 07530**

Yes! Rush me \_\_\_\_\_ pairs of these Executive Dress Slacks for which I enclose \$ \_\_\_\_\_ plus \$2.40 postage and handling.

Or Charge:  Visa  MC

Acct. # \_\_\_\_\_

Exp. Date: \_\_\_\_\_

**FIND YOUR SIZE HERE**  
Waist: 30-32-34-35-36-37-38-39-40-41-42-43-44; add \$1.50 a pair for 46-48-50-52-54  
Inseam: 27-28-29-30-31-32-33-34

09H	COLOR	How Many?	What Waist?	What Inseam?
W	Mist Green			
L	White			
R	Tan			
P	Grey			
B	Navy			
G	Slate			
C	Brown			
E	Black (not shown)			

**GUARANTEE:** If on 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.

72P-09H 4 for 39.75 5 for 49.50

Name \_\_\_\_\_

Street \_\_\_\_\_ Apt # \_\_\_\_\_

CITY \_\_\_\_\_

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

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Available in front or rear engine drive

## The affordable dream

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Replicar  
1929 Mercedes Benz

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Fill out the coupon below and begin the most rewarding experience of your life.



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OR COMPLETELY FACTORY FINISHED  
 Replicar 1929 Mercedes Benz

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Home Phone ( ) \_\_\_\_\_

Bus. Phone ( ) \_\_\_\_\_

Please charge on my:  MasterCard  Visa  Am. Exp.

Acct. No. \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

**Call Toll-Free 1-800-328-5671**  
For Exciting New Business Opportunity

31-G-5



# MASSIVE MOVEOUT

## ON Men's Slacks MUST SELL At Once!

Traditional Retail Outlets say Spring and Summer Selling Season is Officially Over! So Haband, the mail order people from Paterson, New Jersey, must unload over 400,000 pairs of pants this month to men like you who can ACT AT ONCE!

**YOU WIN!** Maybe your business colleagues got their '85 Summer Slacks a month or so before you. But they'll never touch this Haband haul-away bargain price: 3 pairs for 29.95! If you can use three or more pairs of excellent all-purpose executive quality Summer Dress Slacks and can act at once, COUNT YOURSELF IN!

- ✓ Wear the New Colors!
- ✓ Enjoy Easy S-t-r-e-t-c-h Knit Comfort!
- ✓ We have your Exact-Fit, Proper Size, both waist & inseam.
- ✓ 100% Polyester NO IRON Easy Care Machine Wash & Wear.



But this is a fast one-shot inventory moveout, good only while supplies last. Order Now Before Vacation or Wish You Had!

**MEN'S SLACKS 3 pairs for 29.95** *Take 'em Away!*

HABAND 265 N. 9th St., Paterson, NJ 07530

Yes! Rush me ..... pairs of these Executive Dress Slacks for which I enclose \$..... plus \$2.40 postage and handling.

**FIND YOUR SIZE HERE**

Waist: 30-32-34-35-36-37-38-39-40-41-42-43-44; add \$1.50 a pair for 46-48-50-52-54

Inseam: 27-28-29-30-31-32-33-34

Or Charge:  Visa  MC

Acct. # .....

Exp. date: ...../.....

**GUARANTEE:** If on 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.

09H	COLOR	How Many?	What Waist?	What Inseam?
W	Mist Green			
L	White			
R	Tan			
P	Grey			
B	Navy			
G	Slate			
C	Brown			
E	Black (not shown)			

4 for 39.75 5 for 49.50

72P-09H

Name .....

Street ..... Apt. # .....

City .....

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

Haband is a conscientious family business serving over 3-million customers by mail since 1925.

MIST GREEN

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**8 Colors to Choose!**

**3 PAIRS for 29.95 TAKE YOURS NOW!**

GREY

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NAVY



**HABAND**

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