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AND it is so acknowledged, particularly since there has come to be such a general understanding of the value of a sane diet in the preservation of health.

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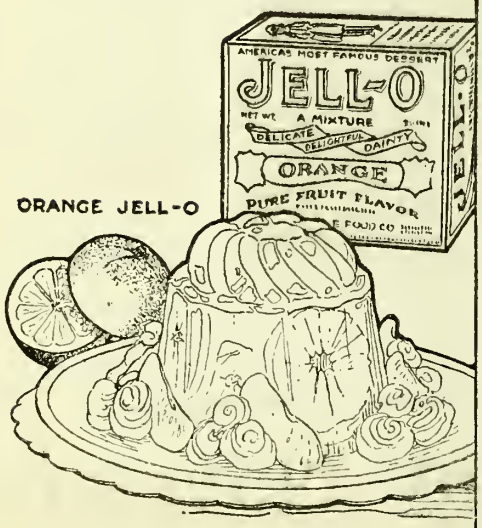

ORANGE JELL-O

The Genesee Pure Food Co.

Bridgeburg, Ont. Le Roy, N.Y.

HARTMAN

The man who was thru at thirty

THIS happened in Chicago; but the place is unimportant. It might have happened anywhere; as a matter of fact it *is* happening everywhere—in your *office* and in the office across the street.

A young man entered the employ of a Chicago manufacturer and moved along rapidly until he was office manager.

The president of the company liked him. More than once he said to his friends:

"I intend to make that young man general manager some day. I should like to train him to be my successor."

But the young man never did become general manager; his career is one of those countless tragedies of business. The president who wanted to promote him, found that he could not promote him.

He knew enough to manage an office, but for larger responsibilities he lacked knowledge, self-confidence and decision. He has never grown beyond an office managership.

He was thru at thirty.

And the other man who kept on growing

CONTRAST that man with another of the same age — a man who worked as a salesman for a Hartford company; and in course of time became sales manager. The office of secretary became vacant, and the company looked around for a man.

Sales experience was a requisite; but the man must have more. He must know something of factory organization and control, of costs and accounting, of office management, of advertising and merchandising and corporation finance.

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A few days after his election to the Board of Directors of his company he wrote:

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IN all the business world there are just two types of men. There is the man who goes only as far as experience in one department of business can carry him and settles down in a departmental position for life.

The other man takes a new hold upon himself in his twenties or thirties or earlier forties; he adds training to experience and travels far.

The Alexander Hamilton Institute training means larger vision, more rapid progress, increased earning power.

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Only you can decide where you will stop

EVERY man in business is paying for this Course whether he benefits by it or not. The Chicago man paid, and at a tragic price. He might have moved on up to large success—and he stopped at thirty.

Only you can decide where you will stop. A training which has done so much for thousands of other men is open to you also.

"Forging Ahead in Business"

FOR men who are asking themselves, "Where am I going to be in business ten years from now?" the Alexander Hamilton Institute publishes a 120-page book. It contains a full explanation of what the Modern Business Course and Service is and does. It will richly repay a careful reading, and it is sent without obligation; the coupon will bring it.

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"It's always fair weather When good fellows—"

"Getting together" is one thing this country needs; not to get something for a special group, or for individuals; but *all* together for *all* of us

The American Legion has a great opportunity, and we're glad to be "associate" members of it

We're not making any special effort to sell the members anything; judging by the letters we get from them, it isn't necessary

Hart Schaffner & Marx

Good clothes makers

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The AMERICAN LEGION Weekly

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SEPTEMBER 30, 1921
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The Legion party at the unveiling of the Joan of Arc statue at Blois. In the background is the river Loire, running through the heart of the old S. O. S. to meet the sea at the A. E. F.'s Plymouth Rock, the port of St. Nazaire

France Remembers, and Is Grateful

A Survey of the Official Legion Tour

By Marquis James

Director of Publicity, The American Legion

"NOUS n'avons pas oublié."

"La France reconnaissante."

Among the effects of a discriminating gatherer of mementos of The American Legion pilgrimage to France are two tri-colored ribbons which bear the words above. Once they adorned clusters of flowers pressed on their present owner by acclaiming French populaces. The flowers are gone, but the ribbons have been brought home because the legends on them epitomize so perfectly the sentiment which is destined to invest that great mission with its chief significance.

France remembers. France is grateful. From an amazing store of impressions and experiences, which, as this is written, the homebound Legionnaires have only begun to sort over and classify in their minds, these concepts stand out pre-eminently.

Not that anyone reckoned for a moment that France had forgotten. Not that—but nearly three years have gone by since the Armistice. They have been crowded years; tumultuous years, packed with a procession of events so vital to France, to the United States and every nation on earth; difficult years of readjustment, spanning a period in which the universal tendency has been for nations and men to draw apart and safeguard individual interests, rather than to collaborate in the defense of consolidated interests as during the war.

Fortunately this interval also has

Commander Emery hears from the Cardinal Archbishop of Rheims the story of the cathedral city's rise from its ashes

witnessed in our country the eclipse of the type of peerless patriot who was wont to remind us that "America won the war." Still, there are many things which would absolve France of the charge of forgetfulness if, in her preoccupation, she had not found time to retain the vivid appreciation of America which was hers in 1917 when, with back against the wall, France acclaimed the coming of the A. E. F. with a species of enthusiasm that approached spiritual ecstasy.

With these facts in the back of our minds we went to France. We knew we would be well received. We had reason to expect the cordial welcome due the citizens of a friendly nation and a former ally voyaging abroad as the national guests of the most courteous people on earth. But the ovation which was ours surpassed every anticipation. It was complete and overwhelming. It astonished France herself. It o'erleaped the calculations of some trained observers of international affairs who are not frequently tripped up by surprise.

An American newspaperman who has spent twenty years in the French capital, and whose reports of French events have helped to shape the opinions of millions of his countrymen, ob-

served to the writer that the trip had been the "biggest thing in Franco-American relations since the United States entered the war."

He was asked if he didn't mean to say, since the Armistice.

"No," he replied, "Since we declared war in '17. France has received no foreigners with such ardor since Pershing came. The effect on French public opinion has been tremendous."

The official honors conferred upon the delegation were as great as France could bestow. And Belgium likewise. The magnificence which attended the brilliant array of formal functions from Bordeaux to Strassbourg, the tributes paid by the great men and the great institutions of France, were without precedent in the republic's history. These honors were not for us as individuals, but as envoys. They were intended for the whole American Legion, the whole American nation. As the National Commander has said, that is the spirit in which we endeavored to receive them.

The portals of the Grand Chancellory of the Legion of Honor were opened for a general reception for the first time since Napoleon founded the order in 1802, and the Legionnaires were received there in a manner usually reserved for marshals of France. The National Commander and other members of the party were given high ranks in this distinguished order. At Flirey Marshal Foch removed the Croix de Guerre with palm from his own breast and pinned it on that of Commander Emery. The decorations, which were conferred as tokens of recognition of The American Legion and the American people, will be deposited, at the suggestion of their recipients, at National Headquarters, but Commander Emery keeps his Croix de Guerre. It is a reward of valor in action.

Marshal Foch was with us often. He led the triumphal entry into Metz, marching on foot at the head of the Legion column, while a regiment of French troops found they had their work cut out for them to keep the frenzied crowds which hemmed the streets from overwhelming the formation. The Stars and Stripes flew alone over the fortress of Jeanne d'Arc of the Metz defenses. Standing on a parapet where the guns have been reversed to point toward the Rhine, the Marshal, who is not given to conversational exaggeration, declared "the triumph we celebrate today probably would not have been won" without American help.

At Rambouillet President and Mme. Millerand were at home to the delegates at the summer residence of the presidents of France. There was a state luncheon at the Palais d'Orsay, over which a minister of the cabinet presided. Premier Briand met the party at the hotel de ville when the governing body of Paris handed over the city's keys. A sufficient number of honorary citizenships were conferred on Legionnaires by municipalities large and small throughout France to insure a series of spirited international mayoralty contests should the comrades decide to take full advantage of their newly-acquired French franchise. Destroyers and seaplanes of the French Navy met the *George Washington*, which brought us into Cherbourg, and escorted the *Leopoldina* out from Le Havre as we sailed.

And so on. A visiting sovereign could have been received no more regally, for official France did her utmost when she greeted the envoys of America's fighting sons and daughters.

These formal manifestations of the friendship of a nation so many Americans love second only to their own were pleasant to share, but the impression of "la France reconnaissante" might have been less compelling than it is without the corroborative evidence of the unofficial, informal and often impromptu welcomes which came straight from the bosoms of the people. It was as if the soil of France itself had grown articulate and spread its arms in greeting.

These evidences were remarkable in the south of France, where war's devastation had not extended, but in the old battle regions of the north and east, where the singing Yank attained the pinnacles of his glory, France, from her ruins, accorded a measure of hospitality which, to those present, amounted to payment in full for the matter of services rendered in the calendar years of 1917 and 1918. In the average span of life not many things transpire that should be called sublime, but I believe the Legionnaires' return to unshackled Alsace-Lorraine and to the old front was one of those rare, rare experiences.

In the battle country we were received as deliverers returned. The official itinerary took the route Thiaucourt, Flirey, St. Mihiel, Hattonchatel, Etain, Verdun, Montfaucon, Romagne and Rheims; thence to Château-Thierry by way of the Marne valley; Belleau Wood, Vaux and Bourèsches. The main body moved in column of automobiles, but deployments without orders were in constant execution, covering virtually the whole of the American battlegrounds. Singly or by twos and threes these remembrance patrols slipped away until on occasions scarcely enough were left with the procession to do what was right by a vin d'honneur.

Now, a vin d'honneur is a charming old French social custom in which Americans at home can take little more than a purely academic interest. The trip statistician puts the total number encountered at thirty-two, or a couple less than two a day on the average while on tour. A favorite spot was the hotel de ville, and the events, in the order of their occurrence would be about as follows: (1) band plays "The Star Spangled Banner" and "La

(*Continued on page* 16)

The Spirit of the Legion Pilgrimage

A Statement *by* National Commander John G. Emery

THE American Legion envoys return from France and Belgium after a popular ovation which, we have been assured, is unapproached by any reception these nations have ever before accorded a party of unofficial visitors from a foreign country. The welcome we have received surpassed all anticipations. We return happy and proud because of the prestige our country enjoys and of the place it holds in the thoughts and hearts of these gallant peoples. We know these manifestations were not for us alone. Though we went abroad solely as the representatives of The American Legion, of the former service men and women of every State and branch of service, the honors that came to us were intended for every American citizen. In that spirit we tried to receive them.

One of the most striking impressions of our visit is that of the tremendous industry of the French and Belgium peoples, and the progress that has been made in repairing the devastation of war. Reconstruction and economy seem to be passions with the people, who realize that it is only through toil a nation or an individual can replace that which war has destroyed.

Much was said to us of the coming world conference at Washington. This meeting is a matter of vital interest to the veterans of France, who above all yearn for a continuation of peace, and whose highest hopes are that from the Washington conference may come some formula guaranteeing peace to France. But the question of disarmament, or reduction of armament, is one which Frenchmen, burdened by taxation as they are, should approach with a view to definite guarantees given against the smouldering menace of another invasion. As Marshal Foch put it to us, peace for France must mean "a peace of reparations and security." Personally I believe it unreasonable to ask the French to limit armament unless guarantees are given.

French public opinion is eager for the continuation of a close accord with the United States. The French feel that such an accord is as important to the world now as it was during the war. This visit has prepared the way to a closer understanding between the veterans of France and America, and I believe has had an effect in that direction in other countries. There has not been the unity among veterans abroad that has been achieved in the United States, where veterans are united in one national organization the purpose of which is to safeguard alike the best interests of our country, as we see them, and of our comrades.

One of the significant results of our visit has been the inauguration in France of a movement to amalgamate the five large and 140 smaller veterans' associations into one body called La Legion Française. A like movement has been effected in Great Britain, where the consolidation has been carried forward under the name of the British Legion.

Photo Asahel Curtis.

The Rural Road to a Career

By Floyd W. Parsons

ONE of the urgent needs of the coming years will be that of more food. But the drift of our population now and for years back has been from the farm to the city. Just a century ago, eighty-seven percent of all the workers in America were employed in agriculture; estimates for last year indicate that no more than thirty percent of our people are directly engaged in farming, although the agricultural industry still provides a means of livelihood for forty-nine percent of our population. If it were not for the fact that farming operations are now conducted with far greater efficiency than in the past, due to the use of modern machinery and the application of scientific knowledge to the business, the United States would already be confronted with a food problem not easy to solve.

In less than half a century the United States has developed from a largely agricultural to a largely industrial nation. The latest census reports tell us that our cities are increasing in population seven and a half times as fast as our rural districts. During the last ten years rural growth was only one-third as great as it was in the previous decade. Though the greatest increases have occurred in cities of more than ten thousand inhabitants, it is also a fact that the country hamlets and towns showed a greater proportionate increase than the purely rural districts. At the present time our towns and cities contain approximately seven million more inhabitants than our rural districts, whereas only ten years ago our farming population was six millions ahead.

There is a growing scarcity of young people on our farms. Today it is only seldom that a young couple marry and settle down in the country. Perhaps this situation has been brought about by the higher wages and shorter working days in the towns and cities, or maybe it is due to the attraction of more conveniences and pleasures and greater home comforts. However, the drift to the urban centers forebodes trouble unless it is checked. Generally speaking, a nation that is independent in its supplies of food is in a much stronger position than the nation which excels in manufacture.

But let no one carry away the idea that our agricultural industry has declined until it is a minor business. The nation's total investment in agriculture amounts to about $80,000,000,000. Last year the value of our crops and livestock aggregated $25,000,000,000. This annual income from farming would come near paying the whole of our national debt. Farming is a bigger business than metal mining, steel manufacture and railroading combined.

However, taken as a whole, farming is not a lucrative business as it is now conducted by the majority of Americans engaged in it. According to the income tax returns classified by occupations, farmers are at the bottom of the list, school teachers second and ministers third. A recent survey showed that only one fourth of one percent of the persons engaged in agriculture filed income tax returns. This indicates that only one farmer in 400 reported an income of $2,000 or more.

One thing is certain—the man who is wedded to the principle of an eight-hour day had better keep away from the country. Successful farming in most parts of the United States entails ten or twelve hours labor each day for at least nine months of the year. Beautiful circulars entitled: "A Fine Living Out of Two Acres," or "Five Acres and Prosperity," have misled many people into the belief that an agricultural life is an easy road to happiness and fortune. But the facts do not bear out such claims. It is true that life on a farm does not involve nearly so much strain and tension as life in a city office. Furthermore, the farmer does not go through the same monotonous tasks every day, as so many city workers are compelled to do. On a farm each day brings its own problems and duties and there is no lack of variety. The utter isolation of farm life is a thing of the past. The environment is usually healthful. There is a consciousness of the importance and dignity of the work. A big family on a farm is an asset instead of a liability. In the country a real man counts for something in his community, whereas in the city his personality generally is swallowed up. The hired man on a farm has a close association with his employer; in a city office or factory many employees never see their chief.

A generation ago all the capital required to enter farming was enough money to buy a team of horses. Land could be obtained almost for the asking and elaborate machinery was practically unknown. Tractors and other machines have taken much of the drudgery out of the business, while electricity, gas, motor cars and the telephone have taken much of the loneliness out of farming. A majority of the people who fail in agriculture do so because they either lack the temperament and natural qualifications for the work, or because they started wrong. The oft-repeated saying, "Any boob can be a farmer" is untrue. It should be understood at the outset that farming is no occupation for unskilled labor. In order to be successful, the farm worker must know how to operate and repair many different types of machines, must know how to feed animals and understand "animal psychology," must be able to determine the most suitable crop for each plot of land, must be able to prepare the soil and have a fair knowledge of bookkeeping and accounting.

Most authorities strongly advise the young man, with or without a family, to "hire out" the first year or two. This plan is recommended even for the fellow who has a little capital to invest. The very best way to acquire skill and judgment in farming is to form a connection with a successful and progressive farmer. After holding such a position for nine months, it is advisable to attend the winter course at the State agricultural college or some other school that teaches farming, for the remaining three months of the year. In practically all States the tuition at the agricultural college is free to every citizen of the State.

Even after having acquired a year's experience it is a wise plan to rent first. While renting is not desirable as a permanent policy, it provides a good schooling for beginners and is a stepping stone toward ownership. Often several years are required before a man discovers his natural bent, for there are dozens of types of farming, each one differing materially from the

other. The man who has a capacity for exacting details should succeed as a truck farmer. One person will succeed on the broad expanse of a Western grain ranch, whereas another individual is better fitted for the tiresome, tedious work of growing numerous kinds of vegetables on a small tract near a city. Nothing is more important than getting into the right line. Above all else investigate the home territory first. Don't be lured to distant parts by the rosy pictures portrayed by land sharks until you have first investigated the opportunities near home.

The young man who lacks initiative and imagination will have as difficult a time trying to get along as a farmer as he will in any other calling. There isn't a farm in the United States but what can be adapted to some line of successful business. A few years ago many people believed that Maine was good for little else than a hunting ground for bull moose. But a couple of the farmers up there who decided to make their opportunities rather than wait for them, got to experimenting with blueberries and found that this fruit made the most delicious of all pies. As a result blueberry pie throughout the country has become famous and a number of Maine farmers have grown rich in the business. Blueberry land rose in value to $1,000 an acre, and produced more fruit than the great canneries recently established in Maine could handle with their present equipment. It is hardly an exaggeration to say that the humble blueberry has changed the agricultural outlook for the whole State of Maine.

In other sections of the East where farming had become unprofitable, a few enterprising individuals decided to get out of the rut in which they were traveling and converted their places into dairy farms. Here again it was proved that people's tastes can be molded and by proper advertising the markets for staples can be materially enlarged. Thirty years ago, the consumption of milk in the United States was only twenty-two gallons per person annually. Now the per capita consumption of milk each year amounts to forty-four gallons. The increase in the use of milk in the last thirty years is as great as that which occurred in the preceding 280 years.

Do the dairy people feel satisfied with their progress? They do not, and with very good reason. In Sweden and Switzerland nearly seventy gallons of milk are used by each person annually. Slowly but surely the milk industry in the United States will be developed just as it has been in Europe. Each day we are discovering new and better ways to handle milk over long distances and distribute it to consumers without spoilage. Two years ago at the National Dairy Show in Chicago the milk that took the first prize in the market-milk competition had been shipped to Chicago from the Pacific Coast. Notwithstanding this progress, there are dozens of districts in this country where cows are not kept and where modern methods of milk distribution have not been installed. The people in such places have to depend on canned milk of various kinds, which indicates plainly that the opportunities in dairy farming still exist in great number.

Fur farming is becoming quite a business in many parts of the United States. The fur industry was the first business upon which the adventurous pioneers embarked when they set foot in the New World. One of the valuable sources of fur supply at the present time is the farm and ranch country of our temperate zone. Contrary to common belief, fur-bearing animals do not necessarily decrease with advancing civilization. The muskrat, that most useful of fur-bearing animals; the skunk, once with a bounty on his head, now highly regarded, and rightly so, by fashion; the mink, the smaller foxes, moles, weasels and raccoons—all multiply as our farms increase.

The trapper today is often a farmer or a farmer's son, converting a farm pest into a remunerative by-product of his occupation. Although it is not generally known, it is true that the United States is the leading country in the world for fur production, fur manufacturing and fur consumption. Furthermore, the majority of the skins sold in this country are secured from farmers, and in hundreds of cases the farmers' activities as trappers are proving to be the most remunerative of all their labors.

More About Farming

IN a second article on agriculture, one of a series on opportunities in American industries, Mr. Parsons will discuss marketing, farm loans, wages, profits, science in farming, and progress made in the cure and prevention of plant diseases. In an early issue will also appear an article by Major John Barnett, chairman of the Soldier Settlement Board of Canada, recording Canada's record of achievement in caring for her veterans who want farms—a record that stands in sharp contrast to the lack of such assistance to veterans in this country.

Fur farming, to be profitable, must be conducted on a large scale, for the animals require much care. Fox-fur farms are most successful. Due to the advances in science it is now possible to substitute the skins of various common animals for the more expensive furs such as seal and beaver. Belgian and French rabbits have a good fur, which, sheared and dyed, appears on the market in great quantities as "seal-dyed coney," or "sea lion." By an electrical process it is now possible to take the kink out of a species of lambskin and then by a process of dyeing it is made up into an acceptable substitute for beaver. Ring-tailed cat has been sold as "Grand Street sable," due to the similarity of this animal to the marten.

The common large skunk is restricted wholly to America. It is one of the most useful of the native mammals, since it wages a constant warfare against insects and rodent pests which annoy the farmer. Skunk furs net the trappers of the United States more than $3,000,000 annually. Recently experiments indicate that it is possible to breed the animals, so it is likely that skunk farming will become an important industry in the near future. Few people would have believed a few years ago that we would effect a permanent deodorizing of the skunk pelt, but such is the case, and today skunk is one of our handsomest and best wearing of native furs with a luster closely resembling Russian sable. Skunks are easier to feed and house than marten or mink, and their scent glands may be easily removed.

The muskrat industry has reached its highest present development on the eastern shore of Maryland. In one year the trade brought $100,000 into Dorchester County of that State. The skins of moles and muskrats can readily be tanned at home. Twenty muskrat skins are required for an average muff, while a hip-length garment made of mink will require more than fifty skins.

Skins from such animals as moles and muskrats can be tanned by making a solution of one quart of salt and one half ounce of sulphuric acid to each gallon of water. The pelt should be kept immersed for one day. After removing it, wash the skin several times in soapy water, wring as dry as possible and run hard soap on the flesh side. Then fold in the middle over a line, hair side out, and leave to dry. When both surfaces are barely dry, and the interior is still moist, lay the hide over a rounded board and scrape the flesh side with the edge of a worn flat file or other blunt-edged tool, thus removing the inner layer. The skin then becomes nearly white in color and should be rubbed and twisted until quite dry.

Fox farming or ranching, when properly conducted, is extremely profitable. The silver or silver-gray fox was the first American animal of the fur-bearing species to be domesticated. The first profitable fox ranch in the United States was built and stocked in 1894. In 1910 pelts from fox ranches commanded a price as high as $1,386 for the average; the top price was $2,624.

Fox ranches are established in most of the Canadian provinces, in Alaska, and in the American states of New Hampshire, Maine, Vermont, Massachusetts, New York, Pennsylvania, Ohio, Wisconsin, Michigan, Minnesota, Missouri, Oregon and Washington. Ten years ago fox farming was taken up by many as a get-rich-quick scheme, and hundreds of gullible investors purchased stock in many of the fly-by-night companies. About this time ranch-bred cubs, six months old, sold for $11,000 to $15,000 a pair. After a few years such speculative operations were brought to a close, and at the present time silver-fox cubs can be secured for as low as $500 each.

Fox farms should be located in sections where the climate includes a cold season and provides moderate rainfall. The site must be quiet and shady. There must be three enclosures—namely, dens for sheltering the animals; houses for bearing and rearing the young; and yards or runs for exercise. Guard fences should be built to prevent intrusion and escape. The food habits of foxes are similar to those of dogs—practically omnivorous. The animals mate in February or March and there are one to nine cubs in each litter.

Young fox cubs need a great deal of care and in case of accident to the mother fox they may be reared almost from birth by cats. At the age of three weeks their teeth are too sharp for the foster-mother. Experience has shown that the cost of rearing will amount to about $90 a fox, plus the

(*Continued on page* 20)

Is the New Broom Sweeping Clean?

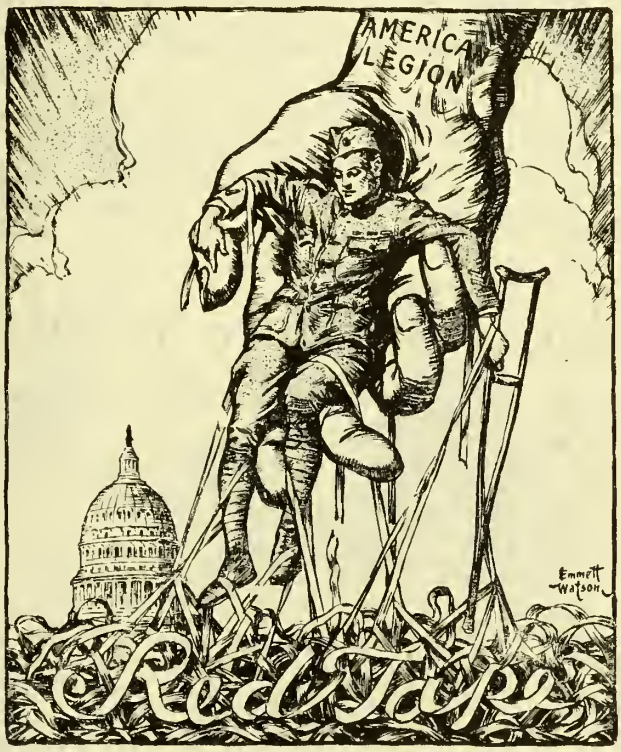
The Latest Drive for the Disabled Elicits Some Legion Criticism, but Meets With Unanimously Favorable Comment on the Legion's Share

By J. W. Rixey Smith

Washington Correspondent of THE AMERICAN LEGION WEEKLY

IS the nation-wide clean-up campaign for the disabled veterans a burst or a dud?

The joint drive inaugurated by the Veterans' Bureau, The American Legion and the American Red Cross to expedite government relief to disabled veterans of the World War began on August 10th. A month later, on September 10th, clean-up squads were functioning in every State, the government machinery for handling claims and data gathered was running at full speed, the appointment of a paid Legion worker in each of the fourteen regional districts had been about completed, and the country's disabled veterans were standing patiently in line, some getting, others waiting results.



Announcement from the drive headquarters in the Veterans' Bureau at Washington was to the effect that results obtained the first thirty days of the campaign "fulfilled all reasonable expectations." More than 10,000 compensation claims, 8,000 of them old ones and 2,000 new, had come to the central office, practically all with sufficient data upon which to base immediate ratings. In addition to these, at least 2,500 new compensation claims had come to those regional offices which were the first to be completely decentralized. All vocational training and hospitalization cases were being taken care of by the fourteen regional offices and no report as to the number of cases gathered by the clean-up squads had been made to the Washington office. According to bureau officials, a time limit of fifteen days had been set as the maximum period to elapse before an answer must be given one way or another on a case, and decisions were being rendered well on schedule.

Decentralization of the handling of all new compensation claims had been effected by September 10th in ten of the fourteen regional district offices of the Veterans' Bureau and was about to be an accomplished fact in all. This meant that all cases except old compensation cases would hereafter be decided in the district offices.

What does the Legion think of the progress made during the first thirty days of the clean-up? In response to telegrams of inquiry sent to Legion department headquarters of six scattered States, this magazine has received the following replies:

OREGON: With reference to your telegram on clean-up drive in this State, unable to furnish any information on activity or accomplishments, this office having no word from squad. Financial condition has not permitted sending department representatives. Complaint is being registered with district manager on lack of liaison by squad business manager.

TEXAS: Clean-up campaign in Texas was begun without sufficient preparation on part of Veterans' Bureau. Aside from that fact excellent results are being obtained in way of advertising and in local individual cases. Campaign ought to be extended several weeks. It cannot be called successful until carried into the smaller places and direct to the men.

OHIO: Legion is furnishing volunteer help for clean-up. Interviews are satisfactory but accomplishments are impaired by absence of examining physicians, lack of permanent paid personnel and making of final rating at Washington. One thousand cases interviewed by squad and no known results yet.

MINNESOTA: Clean-up drive in tenth district officially under way September 1st, but itinerary of travel for squad did not start until September 12th. Conferences in twin cities with Colonel Forbes give impression much may be accomplished in locating new claimants and adjudicating claims now unsatisfactorily rated.

NEW JERSEY: Believe clean-up drive in New Jersey is securing record of many claims, principal criticism being that members of squad have not full authority as thought, necessitating claims to be forwarded through New York offices with attendant delay.

WEST VIRGINIA: Up to date a small percentage of men have been examined by this squad and it is too early to forecast what it will accomplish. This department of the American Legion will spend at least $3,000 in reaching every ex-service man in the State for the purpose of advising him fully regarding the work of this squad. Appreciate the fact that if this squad will operate in a business-like and vigorous manner much good will result. Fear lack of business methods in connection with operation of the squad. This department will keep in close touch with the squad and if they will do their duty West Virginia will be one of the first States to be cleaned up in the nation.

Further evidence of dissatisfaction with the work of clean-up squads is submitted by the Oklahoma Department of the Legion, which has filed a complaint with Director Forbes and has requested a more comprehensive campaign to enable disabled men to obtain their rights. The Oklahoma Legion charges that clean-up squads have failed to give applicants full information about their cases and the papers they should file. It asserts that men have been refused examinations and that others have been referred to the regional offices and the Washington bureau the same as heretofore. Haste is cited as the principal reason the work of the squads has caused disappointments. The Legion was told of one man wearing a steel brace on a mangled leg who was called a faker by examiners.

It will be seen from these reports from several States selected at random that the Legion is in a hopeful and expectant but critical mood toward the drive. Many Legionnaires cannot understand why the clean-up squads could not have been given full powers to make ratings in the field. As one Legion clean-up worker from Indiana writes, "I believe that the local board is the proper body to determine the rating, for they see the man in person and do not merely glance over a flock of papers filed under a certain case number." The reply of the Veterans' Bureau to this is that the data gathered by the squad has to be checked against records in the office of the Adjutant General of the Army and in old cases against records in the Veterans' Bureau; that special machinery has been set up both in the office of the Adjutant General and the Vet-

erans' Bureau to expedite this checking in all possible ways, and that authority to make the ratings is being given to all of the fourteen regional district offices as speedily as possible.

Much criticism, too, is directed toward the fact that apparently the Government is relying upon the Legion and the Red Cross to bear a great part of the expense of the drive. It is reported, for instance, that the man sent to begin operations in Indiana had no authority from the Veterans' Bureau to incur any indebtedness of any kind for office rent, furniture, typewriters, stationery or clerical assistance and was told to expect all this from the Legion or the Red Cross. The district manager explained this by saying that various service agencies had been criticizing the Government so much that the Government would now turn around and ask these agencies to show what they could do. This was called to the attention of those in charge of the drive in the central office at Washington and they said that authority had been given for all such expenditures as the Legion and the Red Cross were unable or unwilling to meet.

Whatever the Legion's mind toward the drive, there is no doubt that its muscles are taut in harness. The instances where it is charged with failure to co-operate to the fullest extent are few and far between, while those where it is doing its share and more are almost universal throughout the country.

Here is what the fourteen regional offices of the Veterans' Bureau have to report telegraphically on Legion co-operation in their respective districts:

DISTRICT 1, MASSACHUSETTS, NEW HAMPSHIRE, MAINE, VERMONT and RHODE ISLAND: The Legion is co-operating very effectively throughout district clean-up campaign. John F. Holland of Massachusetts department is acting as district liaison officer on clean-up matters. Each department has detailed a Legion member to act with state clean-up squad. Local Legion posts are co-operating with advance agents of squad in assisting securing quarters, publicity and other details. Upon arrival of squad in cities and towns the local Legion posts are co-operating in detailing members to assist squad.

DISTRICT 2, NEW YORK, NEW JERSEY and CONNECTICUT: The Legion has suggested quarters where the clean-up squad could operate; has written letters to the members of its local posts advising them of the coming of the squad; has secured wide publicity in the various towns and surrounding communities about this matter, its members having, in many instances, remained with the representatives from this office on the clean-up squad, assisting as much as possible, and in addition have in some cases actually kept a close check on the work of the clean-up squad. In one case I recall members of The American Legion stationed themselves outside of the place where the squad was holding its session and personally interviewed every man who came out to see whether or not his case had been handled in a satisfactory manner. This is actually the kind of co-operation this office most appreciates, showing as it does how deeply interested The American Legion is as a whole in seeing that the Government is taking all possible care to get in touch with the disabled men. We are receiving communications from various members of The American Legion of a most helpful nature; when there are criticisms they are proffered in a constructive vein. . . . The American Legion has been of earnest and helpful assistance.

DISTRICT 3, PENNSYLVANIA and DELAWARE: Drive thus far has been principally local and Legion co-operative. State of Delaware finished with good co-operation from Legion.

(*Continued on page* 20)

"I Pledge Allegiance to My Flag"

THE reverence of the American soldier for the American flag, the devotion with which he accorded it honors, was a never-ending cause of comment among the soldiers of France and England. It was remarked that the sentiment which the Tommy showed for his king, and the deep feeling which the poilu manifested at the mention of *la patrie* were no stronger than the emotions which moved the doughboy when he saluted his flag. Too intelligent to make of his flag a mere fetish, nevertheless he looked upon the Stars and Stripes as the embodiment of all his deepest emotions of loyalty and patriotism.

The reason for this patriotic devotion lay largely in the childhood and school training of the millions of young Americans who served in the Army and Navy. The war emphasized that the American flag is the true symbol of American national unity. The school children of other years who had been thrilled by the flag floating above the schoolhouse accorded that flag a full measure of devotion in wartime. And other Americans, young men who had been born in Europe and had lived in this country scarcely long enough to acquire a full understanding of all that America means, also accorded to that flag their devotion.

The lesson taught by the flag in wartime is now being heeded all over the United States. In thirty-six States laws now provide that the flag shall be displayed on all school buildings, and in many States flag ceremonials are required as regular exercises in the schools. The American Legion everywhere has taken the lead in advocating laws for patriotic instruction in the schools, and the Legion's National Americanism Commission, with its branches in the various States, has drawn up most of the laws which have been enacted.

Typical of the laws adopted is the following enacted by the Oklahoma Legislature through the efforts of the Americanism Committee of the Oklahoma department of the Legion:

The American flag shall at all times be properly displayed in every schoolroom, public, private, parochial and denominational, in the State of Oklahoma, and the pupils thereof shall by appropriate ceremonial, to be formulated by the State Superintendent of Public Instruction, be taught the proper reverence and respect for it.

Any teacher neglecting to display said flag or to carry out said ceremonial and any person forbidding or hindering the display of such flag or the carrying out of such ceremonial shall be subject to discharge or removal and shall be punished by a fine of not less than $100 or more than $500, or by imprisonment in the county jail for not less than sixty days and not more than six months, or both.

The Nevada law, enacted at the instance of the Americanism Committee of the Nevada department of the Legion, is in slightly different form. It provides:

The American flag shall be flown from an appropriate flagstaff on each and every schoolhouse in the State of Nevada during every school day, weather permitting. The board of trustees of each and every school district is hereby authorized and directed to appropriate a sufficient sum of money from their respective school funds for the purchase of necessary flags and the erection of an appropriate flagstaff.

The National Americanism Commission has recommended that at least ten minutes daily be devoted to patriotic instruction in all schools, public and private, and is working to have this recommendation adopted by the legislatures of all the States. It also is asking that the teaching of American history and Civil Government be made compulsory in all schools. The Americanism Commission has distributed thousands of copies of a leaflet entitled "Respect the Flag," of which Alvin M. Owsley, National Director, says: "This tribute to the flag is offered to the country in appeal to all men and women of all races, colors and tongues, that they may come to understand that our flag is the symbol of liberty, and learn to love it."

The Massachusetts department Americanism Committee has issued a suggested flag ritual for public and private schools, which urges that the raising and lowering of the flag shall be placed in charge of the student body under the supervision of one of the teachers. It is suggested that one student handle the halyards while two others prevent the flag from touching the ground at any point. It is recommended that the flag detail be composed of different pupils each week. Another recommendation is as follows:

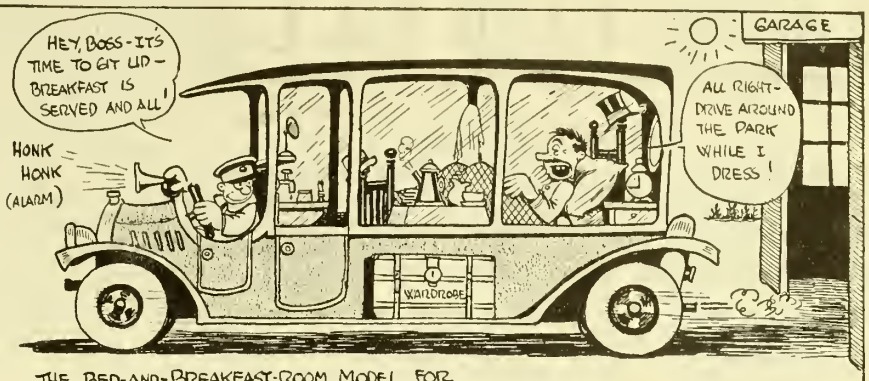
The flag shall be displayed on a staff in each classroom and at the beginning of the day's work the pupils shall arise, stand at attention and repeat in unison the national salute to the flag, as follows: "I pledge allegiance to my flag and to the republic for which it stands, one nation indivisible, with liberty and justice for all."

In Mississippi and in Texas schools added interest has been aroused in the daily flag-raising ceremonies by selecting the pupils who raise and lower the flag by a competition in history or civics. Pupils having the highest grades in these subjects are assigned to the ceremonial detail and the competitive spirit thus created has attracted attention even outside the schools.

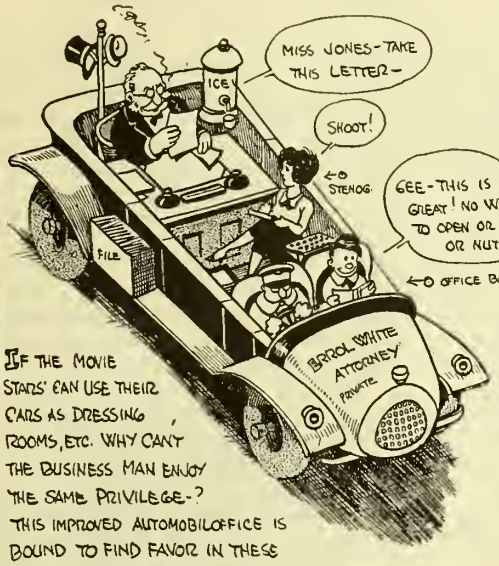
Our Own 1922 Models

By Wallgren

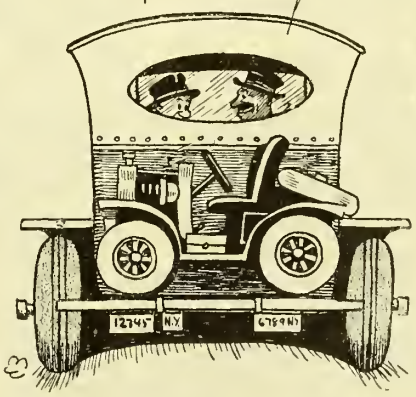
AFTER VIEWING A LUXURIOUS MODEL, WITH VOLUPTUOUS ACCOMODATIONS, DESIGNED AND BUILT ESPECIALLY FOR ONE OF OUR MOST SHIMMERING MOVIE STARS, WE HAVE COME TO THE CONCLUSION THAT THE AUTOMOBILE IS NO LONGER MERELY A VEHICLE OF CONVEYANCE, BUT A MOBILE PALACE OF PLEASURE OR PARAGON OF UTILITY ON WHEELS — TO BE CONVERTED AT WILL - AS IT WERE — HENCE ——



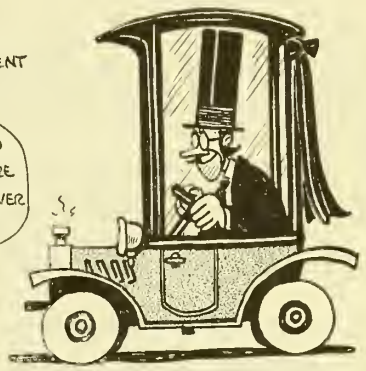
THE BED-AND-BREAKFAST-ROOM MODEL, FOR FAST-LIVING LATE RISERS WHO MUST GET TO THE OFFICE ON TIME. WILL BE VERY POPULAR ON ACCOUNT OF ITS ECONOMICAL ADVANTAGES - CAN BE USED AS PERMANENT QUARTERS - VERY CONVENIENT (FURTHER DETAILS FURNISHED ON REQUEST)



IF THE MOVIE STARS' CAN USE THEIR CARS AS DRESSING ROOMS, ETC. WHY CAN'T THE BUSINESS MAN ENJOY THE SAME PRIVILEGE-? THIS IMPROVED AUTOMOBILOFFICE IS BOUND TO FIND FAVOR IN THESE DAYS OF HIGH OFFICE RENTS.

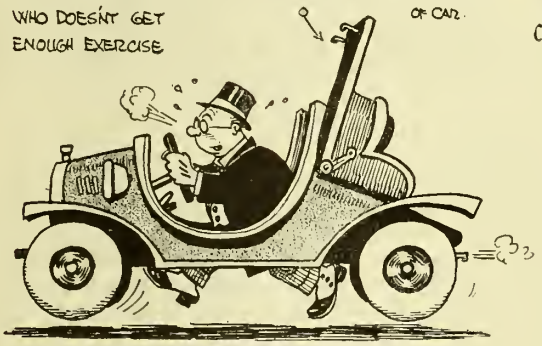


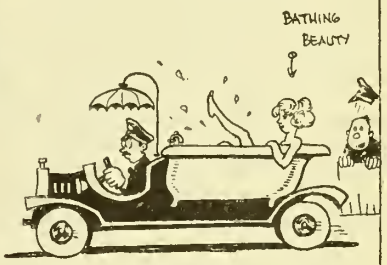
OCEAN LINERS ALWAYS CARRY LIFE BOATS - AND FROM THAT WE HAVE DEVELOPED THIS IDEA - ADAPTING IT TO BIG CARS - THUS INSURING CONTINUOUS TRAVELING IN CASES OF EMERGENCY.



THE EXTENSION TOP - DESIGNED PRIMARILY TO ACCOMODATE PARTIES WITH TALL HATS — ESPECIALLY SUITABLE FOR PROFESSIONAL CREPE-HANGERS

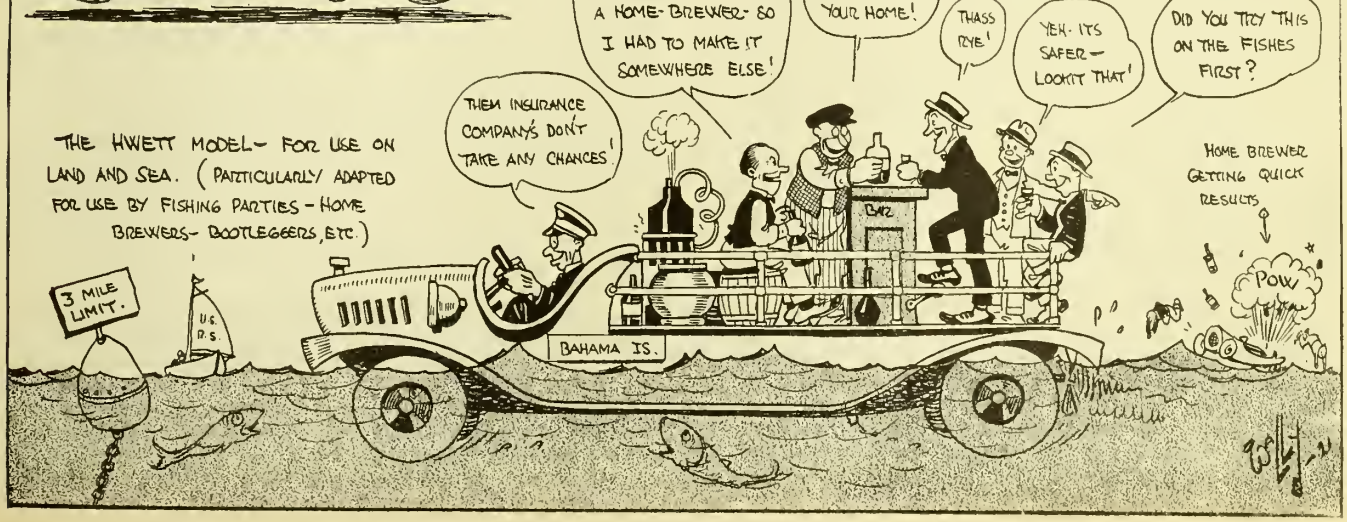
FOR THE T.B.M. WHO DOESN'T GET ENOUGH EXERCISE





THE LADY GODIVA - AN ORIGINAL AND DARING DESIGN BY MCSENNET. AS A MEDIUM FOR PUBLICITY SEEKERS THIS MODEL CANNOT BE SURPASSED.

THE HWETT MODEL - FOR USE ON LAND AND SEA. (PARTICULARLY ADAPTED FOR USE BY FISHING PARTIES - HOME BREWERS - BOOTLEGGERS, ETC.)



EDITORIAL

A Modest Booster

THE Raleigh *News and Observer* sent a staff representative to report the recent North Carolina department convention of the American Legion, and allowed him three columns on its editorial page. His account of the convention proceedings concludes as follows:

> It was stated here that The American Legion and the Auxiliary for women is the largest patriotic organization in the world, and it is yet less than three years old. The day should not be far distant when every young man who served in the World War should enroll as a member, thus giving an impetus for making the organization as powerful an organization for patriotic service in peace as its members were able to save the world by their decisive strength in 1917-'18. If I could get the ear of every member of the American Expeditionary Force and every man who wore Uncle Sam's uniform in those critical days, I would urge him to stick to his comrades and help to make the Legion the greatest power for good in America today and tomorrow and all the tomorrows.

Not often is a reporter accorded the privilege of personal comment in the transcription of a pure news event. But this particular transcription is signed with the initials "J.D."

The owner and editor of the Raleigh *News and Observer*, is Josephus Daniels, former Secretary of the Navy.

Somebody Is Concerned

FOR several months before President Harding personally appeared in the Senate to prevent the passage of the Adjusted Compensation Bill, a high tide of publicity from Washington was acquainting the people of this country with the President's affection for the disabled veteran. Regularly the President visited Walter Reed General Hospital, regularly he entertained groups of the hospital patients at the White House—praiseworthy activities on the part of the Chief Executive. But it was noted that each act of Mr. Harding received most fulsome attention in those newspapers which have been consistently opposing the compensation bill designed to aid all veterans, including the financially disabled. Washington correspondents of these anti-compensation newspapers did more than describe the graciousness of the presidential greetings to the sick and maimed men who paraded before him. Their stories contained subtle intimations that compensation is unthinkable so long as men are in hospitals.

The value of all this preliminary publicity became apparent immediately when Mr. Harding surprised the country by appearing before the Senate and stating that if adjusted compensation should be paid to all veterans the Government's capacity to discharge its obligations to the disabled would be jeopardized.

This magazine at that time deplored the fact that the President was using sick and disabled men as a shield against fulfillment of a just obligation. Recent events indicate that Mr. Harding is determined to stick to the tactics he adopted before the Senate. At Atlantic City recently, in addressing the veterans of the Fifth Division, Mr. Harding said:

"The man who came back wounded and impaired in ability to carry on the vocation of his life deserves the fullest aid and assistance in our power to give, and I purpose to use all the influence and power that I have to see that he gets it; but I am not so much concerned with those who came out of the war unimpaired. They have the compensation of supreme sacrifice and experience."

We must deduce from this statement that Mr. Harding is "not so much concerned" about the hundreds of thousands of World War veterans at present unemployed, men for the most part who found that their "supreme sacrifice and experience" in war made them superfluous in the ordinary pursuits of peace. He is "not so much concerned" that tens of thousands of those men are sleeping on park benches. He is "not so much concerned" for them, although every single fair-minded American who faces facts as they are knows that the soldiers and sailors of the World War not only suffered actual financial loss during the time they were in uniform, but that they are suffering further losses, and in many cases extreme hardships, as a result of their inability to re-establish themselves.

But Mr. Harding in this case does not speak for the country. The people of fifteen states have shown that their views are different from those of Mr. Harding. The Senate and the House of Representatives have shown that their views were and are different from the President's views. The question is, how much longer is Mr. Harding personally willing to assume the responsibility for the denial of just rights to the men who served their country in the expectation that they would receive justice under any circumstances that might arise?

We Sovereigns

ONE hundred and fifty years ago the sovereign power now held in this country by us and all our neighbors rested in the somewhat insufficient person of a wily German gentleman who, absurdly enough, occupied the British throne. George the Third had all the qualifications for a good king except the desire to be one. He had a consuming passion to have his mere say-so rule the world, and, in the pursuit of that dubious goal, his empire lost forever the priceless dominions which have grown into our own country.

In the quarrel he picked with his colonies, the best men in England were heartily and audibly on their side. But it was not King George's custom to use the best men in making up his government. He shelved them and put his armies, his navies, his politics, his foreign relations, his coffers all in charge of third-raters. England suffered the greatest loss in her history because, in a critical hour, the wisest of her statesmen, the bravest of her soldiers and the shrewdest of her merchants were as much in retirement as Roosevelt was in the spring of 1917.

It would be a little easier for us to laugh at poor old King George's stupidity if his weakness were not one of which this nation (as his successor) and every state and city in it has been guilty again and again and again. Many a time we have all gravely gone a-voting for mayor and governor when we could name a dozen men who could do the job better than any of the candidates strutting before us. It is the besetting sin of the American people that we are always putting second and third rate men in charge of our public affairs. In this, the seasons of primaries, is it out of order to suggest that we all try to stop acting so much like the late George the Third?

Get your member
By November

Robert E. Lee and the Legion

IN the turmoil that followed Appommatox in the South, thousands of demobilized Confederate soldiers, scarcely knowing where to turn, wrote for advice to their old commander. General Robert E. Lee answered each inquirer according to his individual needs. One he advised to mix lime with the soil of his farm to make it produce well, another he urged to get an education. But to all went a general message applicable to each and every one of them. It was this: Stay in the South, settle down and upbuild it.

Nor was this counsel, like too much advice, something that applied to the recipient alone. Lee wrote General Beauregard late in 1865: "I am glad to see no indication in your letter of an intention of leaving the country. I think the South requires the aid of her sons now more than at any period of her history. As you ask for my purpose, I will state that I have no thought of abandoning her unless compelled to do so."

General Lee by this attitude preached a Legion membership sermon more than half a century before the Legion was born. To the eligible veteran who thinks the Legion is run by a clique, who does not like such-and-such a thing the Legion has done, the message is, "Come in and help change it. Don't run away. The South requires the aid of her sons now more than at any period of her history So does the North, the East, and the West."

Get Your Member by November

Let every member of the Legion carry this message today to the World War veteran who has not yet joined the Legion :

"You need the Legion—the Legion needs you. Are you going to do your share now? Or are you going to continue to let others do it for you?"

Tell the non-member these facts:

The Legion is a vigorous, seven-days-a-week force in the affairs of thousands of American towns and cities. It takes an active interest in public affairs and works for civic improvements, fighting in every good cause, co-operating with other organizations, seeking to make America a better country in which to live.

The Legion holds a leading place in each community for its social activities. American Legion clubhouses are really community centers, and the Legion everywhere is freshening the spirit of harmonious, friendly relations which are the foundation of social health in any community. Legion dances, entertainments, dramatic plays, dinners, picnics and excursions provide Legion members with a wholesome social life.

The Legion maintains a National Legislative Committee and legislative committees in each of the forty-eight States which work tirelessly for the passage of laws needed for the welfare of all ex-service men, particularly the disabled.

The Legion induced Congress to increase the base pay of disabled men from $30 to $80 and more monthly.

The Legion maintains a National Service Division and service bureaus or officers in all departments and posts which have assisted thousands of veterans to obtain adjustment of claims involving millions of dollars.

The Legion helped obtain in the last year appropriations for the assistance of disabled veterans and their dependents totalling $458,000,000.

The Legion first disclosed the failure of the Federal Board for Vocational Education to do its full duty toward the disabled and the general confusion of government agencies' efforts under a faulty system. It disclosed deplorable conditions in hospitals and asylums. It brought about a Congressional investigation, aroused public opinion and procured sweeping reforms, notably the consolidation of all government agencies dealing with the disabled into one Veterans' Bureau.

The Legion was largely instrumental in obtaining the passage of laws granting cash compensation by fifteen States in amounts ranging from $100 to $600 for each veteran. In six other States the Legion is now working for the passage of pending compensation laws by referendum votes of the people.

The Legion has advanced the Federal Adjusted Compensation Bill to the point where its passage is considered only a matter of time. In the last session of Congress the bill was passed by the House. The Legion was confident that both the House and Senate would pass the bill by substantial majorities in the present session, until President Harding personally intervened and induced Congress to pigeon-hole the measure. The Legion is pushing its fight for the bill harder than ever, having proved conclusively to the public that the measure is just, and it is citing high financial authorities to prove that national finances will permit the payments and other benefits contemplated.

The Legion has obtained 60-day preferential rights for veterans in the opening of government lands for settlement.

The Legion has obtained preference for veterans in civil service appointments not only in the Federal classified service, including postoffice appointments, but also in most States and cities.

The Legion has obtained and is obtaining employment for thousands of veterans through post employment officers and bureaus maintained in most cities.

The Legion has conducted funerals for thousands of soldiers whose bodies have been brought from France. It conducts Memorial Day ceremonies everywhere in the United States.

The Legion on Memorial Days sees that the grave of every American soldier and sailor in France, Belgium, England and Italy is decorated with the American flag and flowers.

The Legion maintains a National Americanism Commission, with branches in all the States which is working for improved schools and for better public education in general, for a wider understanding of the duties and obligations of citizenship, for the normal and rapid assimilation of the foreign born and for the higher development of the spirit of loyalty and patriotism among all classes.

The Legion is the only organization by which the individual veteran may make his influence felt.

The Legion is absolutely nonpolitical and is composed of ex-service men of all political parties, all religious faiths, all trades, professions and occupations, all stations of life.

The Legion is a true democracy in which the liberty of the individual is left untrammeled, his freedom of personal conduct unimpaired. Its Constitution and policies insure that it always will work for the benefit of all and can never be exploited for the glorification or selfish interests of individuals or groups. It exemplifies the highest form of representative government, all members having an equal share in electing the officials of their posts and departments and of the national organization.

The Legion is a mighty force in public affairs everywhere. Ten thousand posts have won the respect and confidence of the communities in which they are located. Wherever a Legionnaire goes, he is among friends. His button and his membership card are the best introduction.

The Legion has as members thousands of veterans who belong to labor unions, and Samuel Gompers and other labor leaders have expressed their approval of what the Legion stands for.

The Legion has low dues, for which it confers advantages of great actual value. Each member helps support his post, his department and the national organization by his small payments, and he receives THE AMERICAN LEGION WEEKLY at a cost of less than one cent and a half per copy.

The Legion is fighting for every American veteran of the World War and for a better America.

Preamble to the Legion's Constitution

FOR God and Country, we associate ourselves together for the following purposes: To uphold and defend the Constitution of the United States of America; to maintain law and order; to foster and perpetuate a one hundred percent Americanism; to preserve the memories and incidents of our association in the Great War; to inculcate a sense of individual obligation to the community, state and nation; to combat the autocracy of both the classes and the masses; to make right the master of might; to promote peace and good will on earth; to safeguard and transmit to posterity the principles of justice, freedom and democracy; to consecrate and sanctify our comradeship by our devotion to mutual helpfulness.

BURSTS AND DUDS

Payment is made for original material suitable for this department. Unavailable manuscript will be returned only when accompanied by stamped, self-addressed envelope

Early Fall Limericks

There was an old Turk in Thermopylae
Who of wives longed to have a monopylae.
Said he: "I'll just scare 'em
Right into my harem
If the silly things won't be won propylae."

A clergyman told from his text
How Samson was barbered and vext.
He told it so true
That a man in a pew
Got rattled and shouted out, "Next!"

A maiden at college named Breeze,
Weighed down by B. A.'s and M. Deeze,
Collapsed from the strain.
Said her doctor: " 'Tis plain
You are killing yourself by degreeze."

Obliging

"Sir," began the young man with the new diploma, striking his most effective attitude, "I am trying to get a start in life."

"Very well," retorted the busy magnate. "I'll give you just ten seconds."

Equally True

"The rapidly increasing divorce rate," remarked the wit, "indicates that America is indeed becoming the land of the free."

"Yes," replied his prosaic friend, "but the continued marriage rate suggests that it is still the home of the brave."

Starting Something

Jacksing: "What's de keerless-like ideah of appearin' in public wif yo' pants suppohted by on'y half a pair o' suspenders, big boy?"

Johnsing: "Where-at does yo' get dat stuff? Dis here innovation am a Sam Browne suspender, fellah!"

What It Is Coming To

"But—er—we will require recommendations," said a father in 1931 to the aspirant for his daughter's hand. "Just what previous experience have you had in matrimony?"

Spoiling All the Fun

"I wouldn't marry him if he were the last man on earth!"

"Of course you wouldn't! Nobody would marry the last man on earth. Why, that wouldn't leave anybody to flirt with."

A Veteran

"Am I the only girl you really love?"

"Oh, my, yes. All the others are women now."

When Figures Do Lie

Bill: "How do you distinguish the children from their mothers at the beach these days?"

Phil: "I always say, 'Hello, kiddies, enjoying yourselves?' and if they don't resent it and there are any husbandish-looking men around, I beat it."

His First Case

Rookie Sentry: "Halt, who's there?"

Voice: "Private Stock, Company C."

Rookie Sentry: "Advance, Private Stock, and be sampled."

Unlimited Ability

The town band had been royally entertained in a neighboring village where a concert had been given. On the train home the conductor had some trouble getting the ticket of one of the musicians. After several futile attempts to get his fingers into his vest pocket, the musician gave it up and announced:

"I've losht th' dang thing."

"Come, come," ejaculated the conductor encouragingly. "You couldn't lose a thing like a railroad ticket."

"Oh, I couldn't, hey?" retorted the other with indignation. "Y' don' know me. I jusht losht the bass drum, thass what I did."

Before the age of this and that
One asked; "My dear, who made your hat?"
That's now old stuff for flapper fair—
She asks instead, "Who cuts your hair?"

Cause for Mirth

When the young mistress of the house entered the kitchen she carried herself with great dignity. She had, incredible as it might seem, come to call the cook to account.

"Bridget," she said, "I must insist you have less company in the kitchen evenings. Last night I was kept awake by the uproarious laughter of one of your women friends."

"Yes, mum, I know," Bridget admitted cheerfully, "but she couldn't help it. I was telling her how you tried to make cake yesterday morning."

Making Allowances

A son had arrived in the home of a West Philadelphia couple and the proud father rushed out to borrow a pair of scales, but none were available except some belonging to a rags, bones and bottles man. So he borrowed those and was aghast when he discovered the heir weighed only four pounds.

"But you mustn't worry," said the junkman consolingly, squinting at the dial. "Them's my buying scales. Your boy weighs 'bout eight 'n' a half—mebbe eight 'n' three-quarters pounds."

Shrewd Tradesman

Father: "Who gave you that fine cut on the side of your head, Johnnie?"

Son: "Nobody give it to me, pop."

Father (sharply): "Nobody? Be careful now!"

Son: "Nope, nobody give it to me. I got it in exchange for two black eyes and a bloody nose."

Another Motive Impugned

Mrs. Warbucks: "Now that you're a real gentleman you ought to go in for polo and aviation, William."

Warbucks: "Somebody been telling you that you'd look charming in black?"

The Great Unemployed

"I tell you, my boy," earnestly remarked the benign old professor, "it doesn't pay to be crooked."

"I realized that," the bright student replied. "Look at all the cork-screws out of a job."

Unto the End

"How's this?" asked the lawyer. "You've named six bankers in your will to be pallbearers. Of course, it's all right, but wouldn't you rather choose some friends with whom you are on better terms?"

"No, Judge, that's all right. Those fellows have carried me for so long they might as well finish the job."

Off and On

Settlement Worker: "Is your husband a steady worker?"

Mandy: "Well, it's dis way. When dat man hab nothin' to do, he shure am steady, but when he done got a job he am de most unsteadiest man Ah knows."

Quashed!

Blackstone: "What made the jury disagree in that prohibition case?"

Webster: "There wasn't enough evidence to go round, so all except the first four jurors voted for a reasonable doubt."

Just Like That

"When a woman is in love she acts like a fool."

"Maybe, but when a man is in love it isn't altogether acting."

THE VOICE OF THE LEGION

The Editors disclaim responsibility for statements made in this department. Because of space demands, letters are subject to abridgement.

Arguments That Win

Five Dollar Prize Membership Letter

To the Editor: As the first requirement of a membership letter is to be able to say that you have got your man, I will start off by saying that I have got mine and that I have also signed up every eligible non-member in my township and four who had moved away—in all, 21 men.

I knew most of the eligibles and had some idea of how most of them stood concerning the Legion, so the proposition was simply one of going out and selling The American Legion the same as a salesman would go out to sell anything else. I procured every bit of information I could get on The American Legion. I found out what it had done, what it had tried to do and what it was going to do. I memorized everything pertaining to Legion activities and all the possibilities I could think of for the Legion and then I started out "loaded for bear." I never had a man turn me down and I was just three evenings working the township.

Of course, I found some of the boys were willing to join only they just hadn't taken the time or the trouble to do it. But you find some who have been talking to a dissatisfied Legionnaire, who is probably a chronic kicker, or for various other reasons is knocking the Legion for all he is worth. These kickers don't like the officers in the post, the Legion won't ever amount to anything but will soon die out, they haven't the time to fool with it, they're too far from the post and can't attend meetings, they haven't got the money to blow in, the Legion will soon get into politics, it is paying its officers too much, they didn't like the man the post was named after. But at the back of most of these objections is just one big objection, and that is that they don't like to shovel out the $3 or whatever the membership dues may be. We can't blame them for that, because almost every ex-service man can use $3 nowadays.

You know about what the arguments are going to be, so I found it the best plan to pick them all to pieces before a prospect had a chance to raise them. Tell your eligible that The American Legion is his and every other ex-service man's and ex-service woman's and that every man or woman in it is an ex-service man or woman; that this fact alone should prove to him that all the Legion's activities are bound to be directed toward the betterment of conditions for him; that the men representing us at Washington are doing all they can for us and all they need to do almost anything they want to is his and every other ex-service man's membership to back them; that the Legion officers are not getting any larger salaries than men of their ability could command anywhere they care to go.

Name all the bills that have been up in the way of soldier legislation. Tell your eligible how far they would have gone without the Legion and then tell him with pride how far the Legion has put them. Figure out with him what adjusted compensation will mean to him if the Legion gets it through, as it undoubtedly will if we can get anything like 100 percent membership. Tell him it doesn't make so much difference if he is a little too far from the post to attend meetings regularly; we would like to see him there and need his help, but he can help by putting his membership back of our men at Washington.

If the local officers don't suit him, if he thinks they are incapable of holding office or unsatisfactory in any way, then let him come in and help us put them out and get others who will be satisfactory. Tell him the boys have all joined to try to do something big for themselves and to keep the old U. S. A. they fought for a good place to live in and to make it better. Tell him they mean to see that the U. S. A. clears its conscience by giving our disabled buddies something like what is coming to them. Tell him we are going to do this and that we need his help; that we are going to put the blue and gold button on almost every ex-service man.

Tell him if he doesn't jump in and help put it over all the other ex-service men will wonder why. Explain that you know of some fellows who would like to stand back and let the other fellow put everything across and then benefit by it but that you know he isn't that kind.

Then you want to have your membership blank and pencil ready and before he gets a chance to argue about it invite him to come on into the bunch. You've usually made a Legionnaire by that time and you haven't had an argument, made any false statements or fooled him in any way. The chances are he will be proud of his membership afterward.—H. M. Hopkins, *Post No. 91, Lovett, Ind. Attested by Leslie O. White, Post Adjutant.*

Fifty-five Squanderers

To the Editor: In January of this year the local post sent out a post card questionnaire, asking its members for information as to how they had spent their State compensation. Fifty-five members had received their payment at that time, amounting to $13,235. This amount was disposed of as follows:

To pay debts then existing	$5,546
To pay for professional equipment, farm implements and household necessities	3,291
Deposited in savings accounts	4,178
Total accounted for	$13,015

In other words, $220 out of $13,235 was not accounted for—maybe squandered.

The cards that were sent out did not require the signature of the member making the report and the returns, we believe, indicate the true facts.—John L. Townley, Jr., *Post No. 30, Fergus Falls, Minn.*

Railroad Figures

To the Editor: In The American Legion Weekly not long ago there appeared an article by Floyd W. Parsons under the heading, "The Fine Art of Railroading." The subject is very well handled except where, in the latter part of the article, Mr. Parsons goes into the question of pay.

In speaking of an average wage one must take the full twelve months of the year on which to base figures. On all railroads there is a rush season and a dull season each year. During the rush season a large number of engineers, firemen, conductors, brakemen and switchmen are placed on the seniority list to handle the work. When the dull season comes and trains are reduced the youngest men in point of seniority are laid off. Newly-promoted engineers and conductors are put back firing and braking; the newly-hired firemen and brakemen are out of work. The newly-hired man must work on the extra list, as it is called, for from one to two or even three years before he can get a regular run, even during the rush season.

Each year more power is being put into service on nearly all the roads. Today a fireman receives $5.52 a hundred miles for firing an engine handling 5,000 tons, where, before the war, he received $3.40 a hundred miles for firing an engine handling 2,800 tons. Mr. Parsons's figures are based, as he says, on the average wages of five full-time employees in each class. Less than five percent of employees will average such an amount. Also, an employee must work from twelve to sixteen hours a day, every day in the week in many cases.

As for promotion a fireman may, on some roads, be promoted in from seven to ten years; on other roads it takes longer. Then he will run an engine one day as an emergency man and the next day be back firing. For myself, I was ten years before being promoted and now, after fourteen years of railroading, I am still firing. Last year, before the cut in pay came, I made $1,998, the most money I ever made in one year. This included $120 back pay. This year I will be lucky to make $1,200.—H. M. Carr, *Ex. 1st Lt., F. A., A. E. F., Adjutant, Proctor (Minn.) Post.*

A Voice from Coblenz

To the Editor: The readers of The American Legion Weekly in Germany naturally were greatly interested in the article in a recent issue referring to conditions in the American Forces in Germany.

The men over here are better satisfied than any men I have seen in the United States Army, and I have seen them in France and Belgium during the war, as well as in Panama, Honolulu and Manila. We want that fact shouted to the world, but it goes against the grain to have it emphasized to the extent that all articles appearing in the States about us contain.

To quote a few statements in Mr. Riis' article that have this tendency: "The Yanks here find themselves literally millionaires. One pays for a room in the best hotels the equivalent of twenty-five cents a day. The best wines and cognac can be had for as low as twenty-five cents a bottle. Meals for more than forty cents are practically impossible. I lived for four days in Coblenz, and I lived high, for three dollars and twenty cents."

The man who lived high for four consecutive days in Coblenz for $3.20 sure wins the Bavarian stained glass punching bag. Three meals a day at the Y. M. C. A. cafeteria, where the food is served at cost, will average a dollar a day. As a high private I am not privileged to take a room in any hotel in Coblenz, but that does not prohibit my knowing something of the prices. Even the Germans have to pay fifty marks a night in the medium-class hotels. This is nearer eighty cents than twenty-five cents. To show how ridiculous is the statement that it is impossible to pay forty cents for a meal, here is a dinner check in a first-class café for two persons:

Two soups	10 mks
Two beefsteaks	56 mks
Bread and butter	8 mks
Two salads	12 mks
Two coffees	5 mks
	91 mks
Tip	9 mks
	100 mks

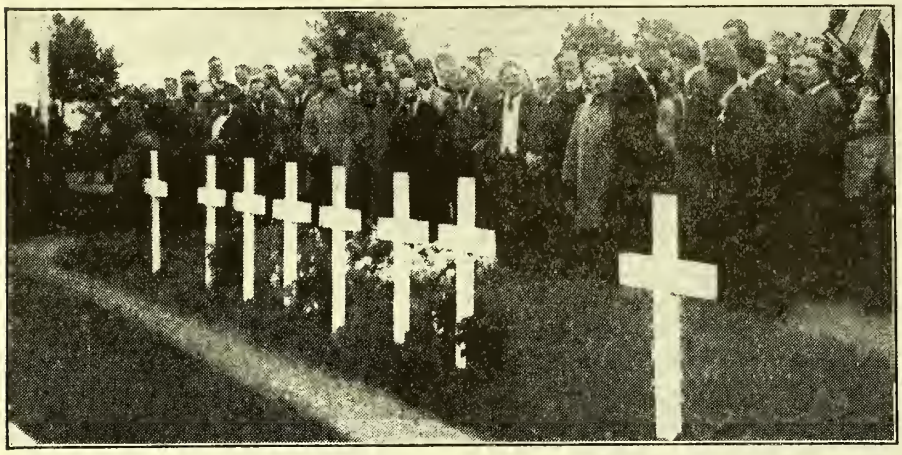
This is not a pretentious meal yet it comes to nearer ninety cents per person than the impossible forty cents. To this was added 126 marks for two bottles of white wine, a little better than the vin blanc of the A. E. F. days. The cheapest wine on the card is thirty marks a bottle which is fifty cents rather than twenty-five.

Since August 1st, our liberty has been curtailed and is altogether different than when Mr. Riis visited us. Today, no enlisted man below the grade of 4, is permitted on the streets after eleven o'clock at night, but has to stand bed check at his company. He is not permitted to be in any town not occupied by troops, without a special pass limited to twenty-four hours.

Oh, yes! We have kicks, but want you to know that we like it here. Our money goes farther than at any other post. We agree with Mr. Riis thoroughly when he says we are the best looking troops he has ever seen, and believe that as a body of soldiers, we can back up our looks.—Raymond C. Schutt, *Pvt. 1st Cl., Office of Ordnance Officer, Headquarters, American Forces, Germany.*

France Remembers, and Is Grateful

(*Continued from page 6*)



Legionnaires at the grave of Lt. Jefferson Feigl, 5th F. A., First Division, at Thiaucourt. Lieutenant Feigl was the first American artillery officer to be killed in action in France. Marshal Foch, who was with the Legion party at most of the ceremonies it attended, is at the left of the cross at the extreme right

Marsellaise;" (2) addresses of welcome by mayor and sous-prefect; (3) response by Commander Emery; (4) band plays as in (1); (5) all hands sift over to long table by the wall and lift a glass of something très sec in a toast to les Etats-Unis; a toast to France; a toast to Harding; a toast to Millerand; a toast to Pershing; a toast to Foch.. . .

But the most toastful vin d'honneur, the most splendid ceremonial spectacle, became a matter of comparative indifference to the man who felt the call to rediscover his holy ground—the old dugout in which he lay the night before the jump-off; the billet where a blanket spread in a barn seemed like luxury, and was; the smashed town his company took; the place where he was hit; the machine-gun enfiladed slope where a buddy dropped and went to his God like a soldier. (A gold star mother in the States has the picture now.)

Such was the nature of the things which loomed largest to the pilgrims in the battle-zone. In the Argonne the National Commander took leave long enough to call at Exermont and fight his way through a mile of brambles, dogged by a tenacious French press photographer, to the spot where a bit of Boche H.E. relieved him of command of the First Battalion of the Eighteenth Infantry. Later he forsook a Paris ovation in favor of Cantigny and Soissons. A third of the whole party postponed their sailings, mostly in response to similar summons to the ashes of the campfires of memory. France is far, and the chance might never come again.

From their shack and cellar abodes among the melancholy ruins the inhabitants sometimes greeted for the first time men from the armies which had set free their land. But where the civil population had been evacuated during the liberating drives, it appears that each returning villager had made it a point to ascertain the identity of the division or regiment which had rewon his particular town. Those regiments have become enshrined in the hearts of a thankful people. The village story-tellers have begun the weaving of their deeds into the fabric of fireside Iliads which, half fact, half fable, will become a share of the first education of romantic France's children.

At Belleau Cemetery, where pillowed in the soil of France 1,600 American Marne defenders sleep, an inspiring memorial service was held. The French Government sent representatives out from Paris. Deputations of war orphans bearing flowers came from Château-Thierry and the villages about. In moving phrases an eloquent and distinguished French statesman pledged our country the eternal unforgetfulness of France. The picture was impressive and singularly touching. But what reached deepest that day into the hearts of those who saw it was an incident which had no place among the preconceived arrangements.

Some distance apart from the principal assemblage was perceived a bent old peasant woman. Up and down the rows of immaculate crosses she went, pursuing a methodical search for a special grave. Her eyes were none too good, and, like as not, her comprehension of the English lettering on the crosses none too keen, for she sought long and painstakingly before she paused at length and placed a beautiful bouquet of field flowers on the mound which was the object of her quest. She knelt and clasped her hands. Her lips moved in inaudible prayer. She made the sign of the cross, rose and hobbled away at her best pace, obviously disconcerted by the notice her rite had drawn from those who had discovered her.

The venerable madame's tribute had been paid, her simple orthodox prayer said for the repose of the soul of "An Unknown U. S. Soldier."

The spirit of France found reflection in Belgium, where the party spent two days at the invitation of King Albert. His democratic Majesty received us in the palace at Brussels, thanked the Legion for carrying on in peace the ideals for which our armies fought, conferred decorations, shook hands with everybody and chatted in good soldier English for half an hour over lemonade and tea.

"We wish you to feel at home in Belgium," he said, commenting on the choice of royal refreshments.

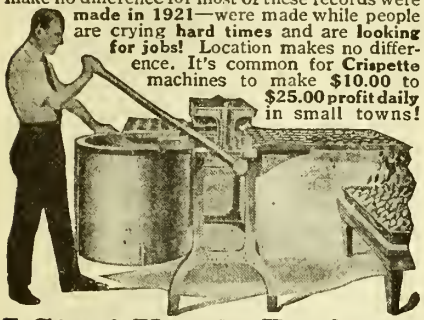
The National Commander was made

Commander Emery standing on the exact spot where a German shell put him out of action on October 9, 1918. The scene is near Exermont in the Meuse-Argonne region. The picture gives an idea of a battlefield three years after

$375.75 ONE DAY

Ira Shook, of Flint, Did That Amount of Business in 1 Day

—making and selling **Popcorn Crispettes** with this machine. He says in letter dated March 1, 1921: "I started out with nothing, now have **$12,000.00** all made from **Crispettes.**" Others have amazing records: Gibbs says: "Sold **$50.00** first night!" Erwin's little boy makes **$35.00** to **$50.00** every Saturday afternoon. Meixner reports **$600.00** business in one day. Kellog writes: "**$700.00** ahead first two weeks." Master's letter says: "—sold $40.00 in four hours." During March, 1921, Turner was offered **$700.00** clear profit above cost of his investment to sell. **There is money** — lots of money—in **Crispettes.** Times make no difference for most of these records were **made in 1921**—were made while people are crying **hard times** and are **looking for jobs!** Location makes no difference. It's common for **Crispette** machines to make **$10.00** to **$25.00 profit daily** in small towns!



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Write me—get my help. Begin now. Others are making money selling **Crispettes.** You can, too! You don't need much capital. Experience not necessary. I furnish everything—secret formulas, equipment for shop or store, full directions, raw materials, wrappers, etc. Splendid chances galore everywhere! Crowded streets, amusement parks, concessions, wholesaling and stores!

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Crispettes are a delicious, delightful confection. People never get enough. Always come for more. Raw materials are plentiful and cheap. You make enormous profits. Trade grows by leaps and bounds. It's an easy, pleasant and fascinating business. Send post card for illustrated book of facts. Contains enthusiastic letters from men and women who have quickly succeeded. Tells how to start. Explains most successful methods. Gives all information needed. It's **Free!** Write Now! Address

LONG EAKINS COMPANY
943 High Street Springfield, Ohio

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A Lamp that Can Never Be Made Again

This is a lamp so intertwined in history with the World War that to future generations it will be as cherished as a sword from Bunker Hill.

Notice the symmetrical architectural lines—see what a look of stately dignity it has compared with the merely "pretty" lamps you find in the average store. These are not merely lines of ART. Their very look of power and strength which lends such artistic beauty to the lamp also tells the story of the greatest single instrument of victory in the World War. For the shaft of each of these lamps is itself one of the heroic shells for the famous French-American "Seventy Fives"—the gallant "75" with which the Germans never did succeed in coping.

The shade was especially designed for the Victory Lamp by that great painter, Franklin Booth. The whole lamp is considered by artists as one of the greatest artistic achievements of recent years. It is particularly appropriate for the home of a World War veteran or for your Post's headquarters. Only a few lamps still left. No more can be made. Price about one-third the cost of lamps of this class in retail stores. Easy terms to Legion members or Posts. Write today for full particulars, sent free.

SNEAD & COMPANY
175 Fifth Ave., New York, N. Y.

Commander of the Order of Leopold I; Past Commander Lindsley and Milton J. Foreman, chairman of the Paris caucus, Commanders of the Order of the Crown, and De Lancey Kountze, vice-chairman of the tour organization, and the indefatigable John J. Wicker, Jr., manager of the tour, Officier and Chevalier respectively of the Order of Leopold I. At the instance of their holders these decorations will be deposited at National Headquarters. The King paid Belgium's tribute to American heroism in battle by conferring on George B. Secrist of Indianapolis and Lexie Downham, of Jonesboro, Ind., the gold medal of the order of Leopold II. Secrist was a private in Battery A, 150th Field Artillery; Downham a private in B Company, Twenty-eighth Infantry. Both were severely wounded.

The French honors which will be added to the national archives are the insignias of Commander of the Legion of Honor, conferred on Commander Emery and Past Commander D'Olier; of Officier of the Legion of Honor conferred on Mr. Foreman; of Chevalier conferred on Mr. Kountze.

In Europe, where veterans' associations are more numerous than effective, the Legion is regarded as a sort of Yankee phenomenon—without precedent, but an accomplished fact and hence worthy of emulation.

In France *Le Journal*, of Paris, proclaimed the "first effect" of our journey to be an agitation for the union of all French ex-service bodies in one organization. There are now five large and 140 smaller veteran societies in France, according to this authority. *Le Fanion*, a veterans' publication, would have the consolidated French organization take the name Legion Française, and as many of the characteristics of the American model as it will be possible to transplant in France. Discussing the Legion visit this journal says:

"They leave with us the vision of a strong and compelling example, a French Legion which shall unite, in the same desire to serve, all the former combatants who are now loosely grouped in scattered associations."

When the pilgrims reached home several were astonished to learn that some most extraordinary reports had been published in certain sections of the country concerning the trip. Investigation discloses that most of these stories were based on the following dispatch which appeared in the *New York World* under a London date-line on August 12th:

Something like a riot occured two nights ago on the George Washington which arrived here this afternoon, says the [London] Daily News correspondent at Cherbourg: "To hell with England!" was the rallying cry for a crowd of Irish-Americans on board. Among the passengers were 250 American Legionaries who are revisiting France under care of Major Gen. Emory. Off the Irish coast the Irish among them insisted on celebrating "the coming victory" of the Sinn Fein. General Emory asked them to refrain from noisy behavior, reminding them they were guests of France, where opinion was sensitive. His remarks were interrupted by cries "Ireland forever; Long live the Republic!" and he was told if going to England meant "licking the boots of the English" the demonstrators would stay away. It is said the Legionaries as a body will not visit England, it being left to those who care to go to do so individually.

It is scarcely necessary to say to Legionnaires that the above is without a single vestige of truth. The fact has been called to the attention of the *New York World.*

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Pelmanism Performing Thousands of "Miracles" Everywhere! Mail Coupon for Free Book Describing It

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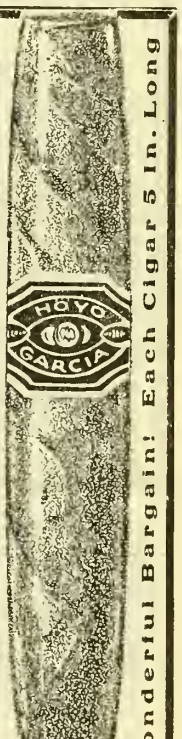
500,000 Clear Havana CIGARS At ½ Price



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REGULAR 3 for 50c OUR PRICE 9c Each

In boxes of 50 only. Also La Castilla clear Havana, short filler, 5" long, $4.00 box of 50. Postage prepaid. Smoke 5 at my expense. Money back at once if not satisfactory.

SEND NO MONEY

Just tell me whether you want Hoyo Garcia or La Castilla and mention Corona or Perfecto Shape. Light, Medium or Dark. Pay postman on arrival. Money back guaranteed. Write NOW while this offer lasts.

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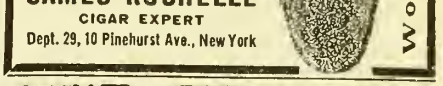

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Examinations soon. $1600 to $2300 a year. Steady life-time job. Common education sufficient. Preference given ex-service men. No "pull" necessary. Mail coupon for Catalog "ALW."

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SIRS: Send me without charge your Catalog "ALW," describing this and other fine U. S. Government positions.

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Special Cap Offer

You will go a long way before you can get such value in a cap as we offer in this genuine Oxford cap at $1.85. Such a high quality cap would sell in any clothing store for $3.00 or more.

This "New Oxford" model is up-to-the-minute in style. It is made of fine velvet-finish Suedette, satin lined, with plaited or plain back. Can be had in brown, tan, olive, light and dark gray. Fits neatly over back of head. When ordering specify color, style and size.

Send No Money

Just name and address. Pay postman only $1.85 plus postage. Examine it and compare with other caps. If it isn't worth what we say it is—money back at once. No argument.

GASSMAN BROTHERS
3012-16 East 92nd Street Chicago

MAIL THIS COUPON

GASSMAN BROS., 3012-16 E. 92d St., Chicago
Gentlemen:—Please send me.....caps as per the following description:

Size.....
Plain Back ..... Color { Brown, Tan, Olive, Dark Gray, Light Gray }
Plaited Back .....
Name.....
Address.....

MONEY
FOR YOUR TREASURY!

The quickest, easiest, surest, cheapest and most profitable way for a Legion Post to put a large sum in its treasury is by showing FIELD AND STREAM'S Motion Pictures of hunting and fishing, the most remarkable motion pictures ever made. They appeal to every red-blooded man and boy. The biggest hall in your city can be filled at 50c and $1.00 per seat. Films cost next to nothing. Write immediately for full particulars. See advertisement in current issue.

FIELD AND STREAM
25 West 45th Street New York

ENTERTAINMENT FOR YOUR MEMBERS

HEADQUARTERS BULLETINS

ALL National Headquarters bulletins should be read in post meeting and thereafter displayed on the post bulletin board until the end of the following meeting

SUBJECT: RECOMMENDATIONS OF NATIONAL COMMITTEE ON HOSPITALIZATION AND VOCATIONAL TRAINING.—SPECIAL No. 35.

The following recommendations of the National Committee on Hospitalization and Vocational Training, quoted from report of its meeting held in Washington, D. C., July 6 and 7, 1921, are approved by these Headquarters:

"In the main, the Government has shown a willingness to avail itself of the Legion's co-operation and help. In order that such help may be effective, and that the attitude of the Legion may not be embarrassing to the Government, the following is recommended:

"(1) Post commanders in the past have allowed local influence and local pride to affect their judgment, resulting in action detrimental to the welfare of our men. The chief offenders were those who, in their desire to maintain or establish a hospital in their own locality, used political pressure on their representatives in Congress. The fact that the Committee of Consultants is remaining in the field and the manner in which the Government has followed the Committee's recommendations are ample guaranties that full justice will be done to the questions of location and type of hospitals. Whenever a thought occurs to any post regarding the location of a hospital or the necessity for one, such suggestion should be transmitted to National Headquarters, which, in turn, will take up the matter with the Committee of Consultants. Independent actions of local posts are not productive of good results and are embarrassing in the extreme to the Government.

"(2) The hospital situation has not been satisfactory, but it is to be borne in mind that the doctors and nurses, generally speaking, have done heroic work and have frequently overcome tremendous difficulties. Local posts and individuals, without considering the problem as a whole, have frequently issued unfounded statements and bitter criticisms against individuals when, in fact, such individual representatives of the Government, like the disabled men, were victims of circumstances and were suffering from lack of a hospital program and inefficiency of administration. It is recommended that no complaints or criticisms be lodged against any hospital or individual representative of the Government, except with National Headquarters, which will give every complaint due consideration and take such action as may be required based on the knowledge of the general and specific situations.

"(3) From every responsible government head and superintendent of hospital word comes that, with very few exceptions, our men are amenable to reason and are responding to government regulations and requirements. There are, however, exceptional cases of disabled men who fail to co-operate and who violate reasonable regulations. In such cases the representatives of the Government are obliged to take steps against such men in order to preserve the good name of the institution and to protect the balance of the patients. Such offenders resent disciplinary measures taken by the Government and its representatives. In going into this phase of the situation fully, the Committee realizes that hospital superintendents may be in error about supposed offenses and offenders and the Committee is not requesting that all the actions of the Government representatives be backed up. It urges, however, that complaints coming from individuals against the Government be lodged with National Headquarters, which will make proper investigation and determine the proper course of action.

"In general, all of the Legion's posts are asked to have that confidence in National Headquarters which its keen interest in the disabled man deserves, and not to complicate the situation by ill-directed and indiscriminate criticism against the Government."—LEMUEL BOLLES, *National Adjutant.*

SUBJECT: RESOLUTIONS FOR ACTION OF NATIONAL CONVENTION.—SPECIAL No. 36.

From experience gained at past National Conventions in the matter of presentation of resolutions for convention action, it has been found in some instances that resolutions have not received the careful attention and consideration which they merited, due to delay in forwarding them for classification for submission to appropriate committees, and in careless preparation. In order that such discrepancies may be reduced to the very minimum at the coming Third Annual Convention, National Headquarters has prepared a printed standard form with detailed instructions as to its use, which is now being mailed to all department adjutants subsequent to the department conventions, which should be used for bringing before the National Convention all resolutions so ordered by the department conventions. This action should be taken at the earliest opportunity and mailed to this office as per the instructions on each form so as to avoid any possible confusion at the last moment. If any department in which the convention has been held has not received its supply of forms kindly notify this office at once and they will be sent by return mail. Attention is also invited to the fact that these forms are not restricted to departmental use but may be used by other organizations such as county councils, committees, posts or individuals and will be mailed promptly to any one desiring to submit resolutions for the consideration of our convention.—LEMUEL BOLLES, *National Adjutant.*

Department Conventions

Iowa

AMERICANIZATION: Condemned participation by posts in entertainments or sports on Memorial Day. Protested against use of flag in advertising. Urged Legionnaires to educate the public in respect for the flag. Urged Federal law requiring immigrants to announce citizenship intentions immediately on arrival in country, deportation to be penalty for failure to comply. Advised each post to appoint Americanization officer. Advised posts to secure stenographic reports of radical speeches; violence condemned. Urged law to prevent teaching any language but English to school children up to eighth grade. Urged close watch on school textbooks.

ATHLETICS: Instructed department legislative committee to continue fight for boxing legislation.

AUXILIARY: Endorsed Women's Auxiliary, promising fullest support and co-operation.

COMPENSATION: Urged speediest possible favorable action on Federal Adjusted Compensation Bill by Congress. Commended Congressman Sweet for his work for veterans.

CONVENTION: Voted that all delegates who march in National Convention parade wear uniforms.

HOSPITALIZATION AND INSURANCE: Urged greater and more intense efforts to relieve disabled men in Iowa hospitals. Asked appointment wherever possible of veterans to Veterans' Bureau.

MILITARY: Promised support to the National Guard. Urged law for conscription of all human and financial resources in peace to be effective in time of war.

PUBLICATIONS: Condemned THE AMERICAN LEGION WEEKLY for publishing articles "by recognized foes of veterans' relief legislation" and urged that more space be given activities of Legion departments, posts and members. Charged every Iowa member twenty-five cents for the *Iowa Legionnaire* beginning January 1, 1922.

SLACKERS AND SEDITION: Opposed pardon of Dr. Mathey of Davenport, Ia., accused of violating the espionage law. Favored continuing slacker list publication.

WAYS AND MEANS: Favored reducing national dues from $1 to 75 cents. Provided increase in department adjutant's salary from $3,600 to $5,200.

South Carolina

FOREIGN AFFAIRS: Passed resolution condemning sentiments expressed by George B. Harvey, American ambassador to Great

Britain, and urging that Mr. Harvey be recalled by the President.

LEGISLATION: Indorsed the work of the National Legislative Committee.

WAYS AND MEANS: Recommended by unanimous vote that a field agent be employed. Recommended that delegates to the National Convention be paid $50 for their expenses by department headquarters. Favored reduction of national dues from $1 to 75 cents.

Virginia

ALIENS: Endorsed without qualification plan of the Alien Property Custodian to subject German property in his custody to payment of claims of Americans against Germany that have arisen out of the World War.

AMERICANIZATION: Urged including the American's Creed in opening exercises of all schools in the State. Asked all public institutions to display the Stars and Stripes on every school day and asked the General Assembly of Virginia to enact a statute providing for the purchase of such flags and making their use as specified compulsory.

CIVIL SERVICE: Asked the Navy Department to give preference in employment to World War veterans over civilians. Urged Congress immediately to enact legislation extending to veterans of the World War employed by the Government preference in original appointment as well as in the event of reduction of forces. Urged that legislation provide heavy penalties for failure to show civil service preference to veterans.

COMPENSATION: Unanimously endorsed the Federal Adjusted Compensation Bill. Urged that the Legion accord disabled of the World War first and unqualified consideration to aid in their treatment, compensation and general welfare. Urged that disabled be given consideration before any legislation now pending, including adjusted compensation.

FOREIGN AFFAIRS: Requested President Harding to recall George Harvey, ambassador to Great Britain, and send in his place an envoy "more able and honorable to represent the United States."

HOSPITALIZATION AND INSURANCE: Approved the establishment of the Veterans' Bureau and favored referring all cases of disability to it. Pledged all possible aid to the Bureau.

LEGISLATION: Asked legalization and encouragement of boxing, wrestling and sparring. Recommended a committee be appointed to call on local, state and Federal authorities for joint action to extend the benefit of physical education to all children.

MEMORIALS: Endorsed the erection of a war memorial library in Richmond.

MILITARY: Recommended immediate adoption of a retirement program embodying the plan submitted to the War Department regarding the contemplated reduction of the Army.

PUBLICITY: Extended thanks to press of Virginia and of the United States for aid, co-operation and assistance given The American Legion. Recommended that all posts be urged to use all possible methods of publicity to bring their activities before the public.

RED CROSS: Recommended appointment of a committee on co-operation with the American Red Cross, to be appointed annually by the commander of the Department of Virginia.

Outfit Reunions

Owing to the time necessary to print this magazine, contributions for this column must be received three weeks in advance of the events with which they are concerned.

10TH C.A.C. BAND.—Former members of outfit planning to attend Third National Convention of American Legion at Kansas City please write George E. Reynolds, Box 293, Jewell City, Kans.

30TH DIVISION.—Third annual reunion at Nashville, Tenn., Nov. 4 and 5. For further information write Frank P. Bowen, 723 Holston National Bank Bldg., Knoxville, Tenn.

35TH DIVISION—Reunion at Kansas City, Mo., Oct. 30, 31, Nov. 1, 2.

POST OFFICERS BADGE

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only official delegates and alternates will be provided with Convention Badges at the National Convention at Kansas City.

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Have you got yours? If not, get it now.

Every Man

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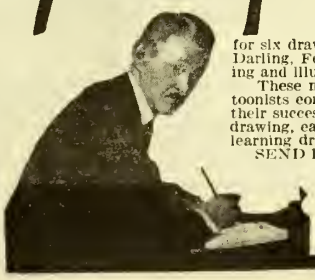

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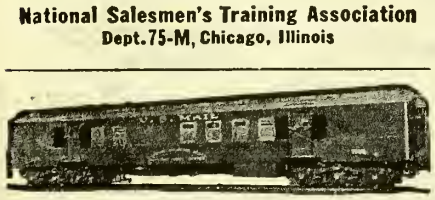

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The Rural Route to a Career

(*Continued from page* 8)

interest on the cost of the original pair. The profits will come not only from the sale of pelts, but from the sale of animals for breeding purposes. From 1905 to 1917 the average price was nearly $600 a fox.

Another opportunity commonly overlooked by farmers is the interesting and profitable business of fish culture. This is a line of endeavor that should be looked into by all farmers who own brooks, creeks and ponds. To this suggestion many farmers will immediately reply, "I'm too busy raising stock and grain to bother with fish." But the truth is that fish culture requires only a trifling expenditure of time and money. On nearly every farm are unproductive land areas which can be converted at little expense into fish ponds. This can be done by the damming of a ravine or the diversion of water from some neighboring stream into some suitable inclosure.

In such an undertaking there must be a supply of clean water of suitable volume and temperature. The source of the water supply should be so located that there will always be a constant gravity flow into the proposed pond. Ponds used for the watering of farm animals should not be stocked with fish unless the stock can be confined to a certain portion of the pond by building a fence, preferably near the outlet. Successful fish culture cannot be attained when the water of the pond is contaminated. Alkali water and water from forests showing discoloration and traces of tannin are not suitable. Fish ponds, however, can safely be used as a source of ice supply.

Federal experimenters advise the use of the rainbow trout for stocking a farm pond. This fish possesses greater ability to withstand a high temperature and a sluggish water circulation than the brook trout, which thrives best in a swift current fed by cold springs. In order successfully to carry 1,000 yearling trout in a pond covering one acre and fed from a spring or brook, there should be a flow of from 150 to 200 gallons of water a minute, and the temperature of the water at the point where it enters the pond should not exceed sixty degrees Fahrenheit during the summer months. In order to purify the water entering the pond it is advisable to have it flow in through an open raceway.

Farming is the one outstanding business where the people in it have failed to utilize what might be called the by-products of the industry. Almost every farm has good land and bad land. In nine cases out of ten the poor acres are left idle when study and research would doubtless disclose a way to convert these waste acres into profitable land. Fur farming and fish culture are only two of many side lines worth considering.

Agriculture in the United States tomorrow will be far different from what it was yesterday. In 1830 it took three hours of labor to raise a bushel of wheat. This was reduced in 1896 to ten minutes, and the same thing is true of practically all of our other crops. A few years ago the failure of the cotton and tobacco crops meant complete disaster to the farmers of the South. Now every Southern state is growing corn, and all the states except Florida and Kentucky have devoted large areas to oats. Five years ago the farmers in Louisiana did not realize that their soil was especially adapted to the cultivation of Indian corn. This year Louisiana will rank as one of the great corn-producing states. Diversified farming eventually will make the South independent of cotton and tobacco.

Wages in all industries are on the decline. The war boom has passed and the benches in city parks are filled with idle men. The lure of the big town and the bright lights has been greatly diminished, and slowly but surely more and more young Americans will turn their faces to the country and will there see the opportunities the cities have denied them. One thing is certain—the future of America will be more assured and prosperity will be founded on a safer base when the tide has again turned and the trend is toward our farms and away from our cities.

Is the New Broom Sweeping Clean?

(*Continued from page* 10)

DISTRICT 4, MARYLAND, VIRGINIA, WEST VIRGINIA and DISTRICT OF COLUMBIA: The American Legion in all States of this district is co-operating to fullest extent. Local post commanders and state commanders have manifested sincere desire to put campaign over. American Legion liaison officer assigned this district and is establishing permanent liaison with all local posts. Campaign progressing splendidly and receiving full Legion support.

DISTRICT 5, GEORGIA, NORTH CAROLINA, SOUTH CAROLINA and TENNESSEE: All departments of American Legion this district co-operating splendidly in clean-up campaign through local posts in rounding up claimants, advising them of itinerary, securing publicity, distributing posters and circulars. This district since August 1st has handled approximately 4,500 new and old cases, vocational training, compensation and hospitalization. The results being obtained in the clean-up campaign are due in a large measure to the splendid co-operation of The American Legion.

DISTRICT 6, LOUISIANA, ALABAMA and MISSISIPPI: The American Legion in Alabama, Mississippi and Louisiana is solidly behind clean-up drive. Without exception posts in these States are volunteering to do everything they can and are lending extra clerical help, distributing posters, other literature and publicity, and are sending speakers before church congregations, Rotary and Kiwanis Clubs and fraternal orders. During the past week they made a special appeal to the superintendents of education of the various parishes and counties to distribute the news of the coming of the squad and its functions to all the school children. A Legion representative is travelling with each squad.

DISTRICT 7, OHIO, INDIANA and KENTUCKY: Legion national contact representative on duty at these headquarters. Ohio and Indiana have representatives on squads. Kentucky representative not yet appointed. Best of co-operation from Ohio

and Indiana department officials. Attended Kentucky department convention yesterday and was assured of their full assistance. Legion spirit throughout district very good.

DISTRICT 8, ILLINOIS, MICHIGAN and WISCONSIN: Legion in three States co-operating to utmost, handling publicity entirely and notifying men of rights under Sweet Bill; help in securing quarters for squads and keep a representative with squads at all times. Legion helping to secure co-operation of all other organizations.

DISTRICT 9, MISSOURI, NEBRASKA, IOWA and KANSAS: American Legion aiding materially in disseminating publicity concerning clean-up campaign. At some places they are assisting clean-up squad in handling men.

DISTRICT 10, NORTH DAKOTA, SOUTH DAKOTA, MINNESOTA and MONTANA: State headquarters of American Legion in District 10 issuing bulletins relative to clean-up drive, also furnishing finance for printing large posters for display in all post-offices, Legion halls and elsewhere. Local posts helping to locate men who should see the squad. No other co-operation. Co-operation poorest we have ever received from Legion.

DISTRICT 11, WYOMING, UTAH, NEW MEXICO and COLORADO: Colorado department adjutant sending bulletins clean-up drive each week. First bulletin sent three weeks prior to drive. All posts co-operating. John C. Keene of Denver, liaison officer, District 11, has been preceding squad in Colorado to make necessary arrangements and secure publicity, in which matters Legion is most co-operative.

DISTRICT 12, CALIFORNIA, ARIZONA and NEVADA: American Legion in this district has given most satisfactory co-operation and service in connection with clean-up drive and so far splendid results have been secured.

DISTRICT 13, IDAHO, WASHINGTON and OREGON: American Legion in Washington is giving the Veterans' Bureau splendid co-operation by sending out advance publicity to posts, by sending notices to all ex-service persons, by appointing a special welfare officer in each post to make arrangements for the arrival of the squad, by collecting data on claims pending and by seeing that all claims are cleared up and completed after the departure of the squad. This welfare officer is a special representative of the department commander of The American Legion. The Oregon and Idaho Departments are co-operating by arranging for meeting places, sending out advance notices to all ex-service persons of the arrival of the squad. This district receiving the very best of co-operation from The American Legion and cannot help be a success if the work is continued.

DISTRICT 14, TEXAS, OKLAHOMA and ARKANSAS: The American Legion is actively and loyally supporting the clean-up campaign being conducted by the Veterans' Bureau. In Arkansas the department officers have kept local posts advised of movements of squad and have obtained local publicity in advance and aided in handling cases when squad arrived. In Oklahoma department officials have conducted a campaign of publicity from headquarters, releasing for publication in local press propaganda calculated to get men in touch with clean-up squad. Local representatives of Legion escort squad through each Congressional district and local committees assist at each meeting place. In Texas local Legion posts co-operate with squads in handling applicants at meetings and in obtaining publicity.

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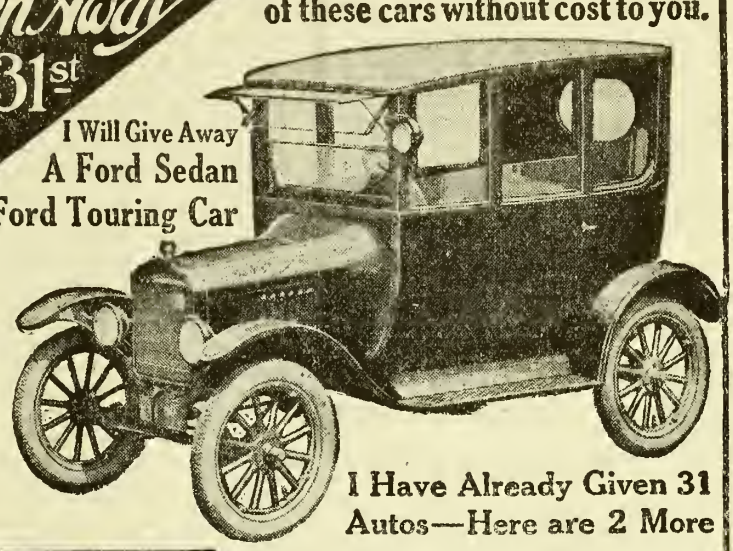

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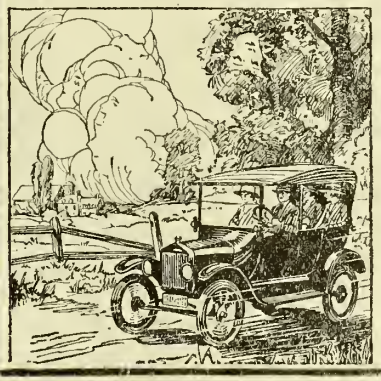

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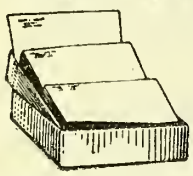

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American Legion, the clean-up campaign cannot help but be a success, unless something unforeseen happens in the central and fourteen regional district offices of the Veterans' Bureau. No matter how valiantly the clean-up squads work, no matter how hard the Legion and the Red Cross work with them, not matter how many thousand cases, new and old, are garnered in, the whole magnificent effort will be fruitless unless definite, concise, clean-cut action is forthcoming from the district and central offices of the Veterans' Bureau.

The Veterans' Bureau has shown unmistakable evidences of trying to give such results. A special force has been detailed to the office of the Adjutant General of the Army with instructions to rush through information needed on clean-up cases in 24 hours. A miniature veterans' bureau within the Veterans' Bureau, with a special force of 400 men and women headed by a wounded veteran of the World War, has been created to keep all clean-up cases sent to Washington separate from routine cases and to see that none of them stay more than 48 hours within any one bureau section. Instructions have been given, and are constantly being re-enforced, that the clean-up cases turned into the regional district offices shall have immediate attention and priority over all other business. Magical little slips, pink and yellow, with "Clean Up—Rush" on them, attached to even the most complicated case files, can cut through the most amazing amount of red tape.

And results are coming. John Hodeck, a first class fireman injured while serving on the U. S. S. *New Jersey* during the war, became affected with a form of blindness two months after his discharge from the service August 30, 1919. He was led helpless by his wife to the nearest government agency. From that time to this, he has waited in his home in Springfield, Illinois—waited for somebody at Washington to connect his disability with his service. Through the efforts of the clean-up squad and The American Legion of Illinois, Hodeck has been awarded compensation back to the time of his discharge.

George Clell French of Julesburg, Colorado, fought with the 5th Marines in the Meuse-Argonne, afterward received treatment at Coblenz, was discharged August 13, 1919, and three months later suffered a nervous breakdown and was sent delirious to a hospital. If it had not been for the clean-up campaign, French would doubtless still be helpless. As it is, he has been awarded compensation back to date of discharge.

The clean-up squad in Cincinnati, piloted to the hospital at Fort Thomas by Legion men, found Frank R. Smith flat on his back with a claim for compensation that had been pending for eighteen months. They soon supplied the missing links in his chain of evidence and within a few days Smith received a check for $700 in back compensation.

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"The Book for Inventors & Mfrs."
By Return Mail FREE. Write
LACEY & LACEY, Dept. I, Washington, D.C.
Established 1869

BE A FIRE PROTECTION EXPERT
No experience necessary—we teach you free and enable you to establish a big business of your own in your own neighborhood that makes you from $10.00 to $100.00 daily. Write today.
THE FYR-FYTER CO., 112 Fyr-Fyter Bldg., Dayton, O.

MINSTREL COSTUMES
Scenic and Lighting Effects. Everything in Minstrel Supplies. Send 6 cents in stamps for our 1921 "Minstrel Suggestions." Masquerade Costumes—Catalogue Free.
HOOKER-HOWE COSTUME COMPANY,
Box 705, Haverhill, Massachusetts

In-spect-se-on—Without Arms!

We must fall in for inspection without arms, we who carried our gats over a few continents and se-veral oceans. A tear for our "best friend," the small-arms that we toted to a stormy inspection line, awaiting the "port" of our neighbor.

It isn't a long story. It all comes about because national advertisers of guns, rifles and ammunition use so little space in our columns. Cruel, indeed, these thoughts about us—we, who fondled guns in all climes, in sand and rain storms, under bursting h.e., in puptents glutted with mud and pelted with hail, in trenches where the greasy rat skidded, bearing aloft a purloined can of willie.

Once a friend, always a friend. Guns will always be dear to us.

Let's hear from the hunters—big and small game. How many will this fall lay in wait in marsh for the whirring teal duck and the on-coming mallard, southward bound?

How many former warriors will hug old mother earth again while the long v-shaped flock of wild geese heads for a feeding ground? How many will be beating the stubblefield for the prairie chicken, plunging through thickets for the grouse and the pheasant, hiking through the snow across timberlands in the wake of a herd of deer?

Guns—our best friends—surely we still use them. Thousands of Buddies are right now preparing for the fall hunting season. Do we have to put salt on the wild turkey's tail? Do we have to hurl cans of "monkey meat" or the old hobnail shoes at the waterfowl?

Never. We can't hunt along these lines all the fall.

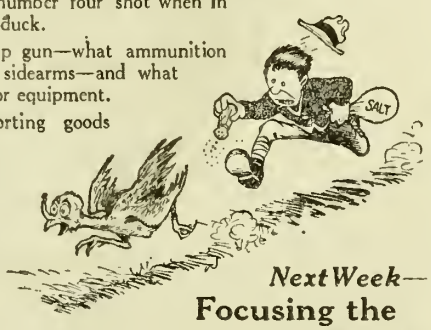
Even if we did carry away the army rifle or revolver as a souvenir, we can't use it to advantage when the quail hops aloft and zigzags across the fields. And we can't load our old reliable Colt with number four shot when in quest of the canvasback, or o.d. duck.

Is it a double-barrel or a pump gun—what ammunition and why? And what make of sidearms—and what rifle—and don't forget the outdoor equipment.

Dealers—and salesmen in sporting goods make a perfect score out of the coupon—Arc Legion men good prospects and customers or not? What lines do you handle?

Bag the old coupon. Use no decoys. Shoot straight from the shoulder. Say it with a rapid-firing fountain pen.

Hunters—double time on the dotted line.



Next Week—

Focusing the Coupon on the Camera

To the Advertising Manager,
627 West 43d St., New York City.

I would like to see advertised with us:

Give Name of { Rifles..... Guns..... Ammunition.....

Because.....
Give reason

Name.....

Address.....

Post.....

I am a { dealer / salesman } and would like to see the following manufacturer advertise with us

.....
Give name

Because.....

Our Directory

These Advertisers support us—Let's reciprocate. And tell our AMERICAN LEGION WEEKLY." Or tell the same thing to

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VVVThe Electric Storage Battery Company.....
AUTO TRUCKS
VVVVThe Autocar Company.....
BOOKS AND PUBLICATIONS
V American Publishing Co.....
P. F. Collier & Son Co.....
VV Independent Corporation.....Back cover
Nelson Doubleday, Inc.....
VV The Pathfinder Publishing Co..... 22
BUSINESS OPPORTUNITIES
V Albert Mills.....
American Accessories Co.....
VVVComer Mfg. Co. (The).....
Federal Foundry Supply Co..... 22
Farm Life..... 21
Field and Stream..... 18
Hydro-United Tire Co.....
Isabelle Inez.....
VV Long Eakins Co..... 17
Mellinger Tire & Rubber Co..... 22
L. Mitchell & Co.....
V The Perrin Metal Parts Co.....
J. M. Pitkin & Co..... 22
V Standard Food and Fur Association.....
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VV The Genesee Pure Food Co.....Inside front cover
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VV Hartman Furniture & Carpet Co.....
INSIGNIA, MEMORIALS AND ORNAMENTS
VV American Legion, Emblem Division..... 19
V Flour City Ornamental Iron Co.....
VVVC. K. Grouse Co..... 22
Snead & Co..... 17
JEWELRY
V Burlington Watch Co.....
B. Gutter & Sons.....
Elgin Supply Co..... 21
VV Redding & Co.....
VV L. W. Sweet, Inc.....

"BE IT RESOLVED, that with a firm belief in the value of our magazine—THE AMERICAN LEGION WEEKLY—*as a national advertising medium; with the realization that due to limited subscription price and constantly increasing cost of production, the improvements which we desire to see in it will only be made possible through increased advertising revenue—and that increased advertising revenue depends primarily upon our support of advertisers in the* WEEKLY—*we hereby pledge our support and our patronage, as individuals, and as an organization, to those advertisers who use the columns of our official magazine*—THE AMERICAN LEGION WEEKLY."

Resolution passed unanimously at the Second National Convention of The American Legion.

MEN'S WEAR
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Holeproof Hosiery Co.....
The Joseph & Feiss Co.....
Kahn Tailoring Co.....
The Perkins-Campbell Co.....
Reliance Mfg. Co.....
Strand Tailoring Co.....
Thomas P. Taylor Co.....
Wright's Underwear Co..... 20
MINSTRELS, MUSICAL COMEDIES
Hooker-Howe Costume Co..... 22
John B. Rogers Producing Co..... 21
MISCELLANEOUS
VVVH. Clay Glover Co., Inc..... 22
MUSICAL INSTRUMENTS
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VV C. G. Conn, Ltd.....
V Thomas A. Edison, Inc.....
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PATENT ATTORNEYS
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them so by saying, when you write—"I saw your ad. in the salesman or dealer from whom you buy their products.

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V Patterson Civil Service School..... 17
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VV Marcus Lucius Quinn Conservatory of Music..
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No Bristle Brush Co..... 22
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V Simmons Hardware Co.....
TYPEWRITERS
V Smith Typewriter Sales Co.....
Typewriter Emporium..... 21

V SERVICE STRIPE—AWARDED ADVERTISERS WITH US REGULARLY FOR OVER SIX MONTHS. VV THE TWO AND VVV THREE STRIPERS ARE GROWING IN NUMBER, AND THE VVVV FOUR STRIPERS ARE BEGINNING TO APPEAR.

We do not knowingly accept false or fraudulent advertising, or any advertising of an objectionable nature. See "Our Platform," issue of February 6, 1920. Readers are requested to report promptly any failure on the part of an advertiser to make good any representation contained in an advertisement in THE AMERICAN LEGION WEEKLY.

Advertising rates: $3.00 per agate line. Smallest copy accepted, 14 lines (1 inch). THE ADVERTISING MANAGER, 627 West 43d Street, N. Y. City.

A Startling Memory Feat That You Can Do

How I learned the secret in one evening. It has helped me every day

WHEN my old friend Faulkner invited me to a dinner party at his house, I little thought it would be the direct means of getting me a one-hundred-and-fifty per cent. increase in salary. Yet it was, and here is the way it all came about.

Toward the close of the evening things began to drag a bit, as they often do at parties. Finally some one suggested the old idea of having everyone do a "stunt." Some sang, others forced weird sounds out of the piano, recited, told stories, and so on.

Then it came to MacDonald's turn. He was a quiet sort of chap, with an air about him that reminded one of the old saying that "still waters run deep." He said he had a simple "stunt" which he hoped we would like. He selected me to assist him. First he asked to be blindfolded securely to prove there was no trickery in it. Those present were to call out twenty-five numbers of three figures each, such as 161, 249, and so on. He asked me to write down the numbers as they were called.

This was done. MacDonald then astounded everyone by repeating the entire list of twenty-five numbers backwards and forwards. Then he asked people to request numbers by positions, such as the eighth number called, the fourth number, and so on. Instantly he repeated back the exact number in the position called. He did this with the entire list—over and over again, without making a single mistake.

Then MacDonald asked that a deck of cards be shuffled and called out to him in their order. This was done. Still blindfolded, he instantly named the cards in their order backwards and forwards. And then, to further amaze us, he gave us the number of any card counting from the top, or the card for any number.

You may well imagine our amazement at MacDonald's remarkable feat. You naturally expect to see a thing of this sort on the stage, and even then you look upon it as a trick. But to see it done by an every-day business man, in plain view of everyone, blindfolded and under conditions which make trickery impossible, is astonishing, to say the least.

* * * * *

ON the way home that night I asked Macdonald how it was done. He said there was really nothing to it—simply a memory feat, the key to which anyone could easily learn in one evening. Then he told me that the reason most people have bad memories is because they leave memory development to chance. Anyone could do what he had done, and develop a good memory, he said, by following a few simple rules. And then he told me exactly how to do it. At the time I little thought that evening would prove to be one of the most eventful in my life, but such it proved to be.

What MacDonald told me I took to heart. In one evening I made remarkable strides toward improving my memory and it was but a question of days before I learned to do exactly what he had done. At first I amused myself with my new-found ability by amazing people at parties. My "memory-feat," as my friends called it, surely made a hit. Every one was talking about it, and I was showered with invitations for all sorts of affairs. If anyone were to ask me how quickly to develop social popularity, I would tell him to learn my memory "feat"—but that is apart from what I want to tell you.

The most gratifying thing about the improvement of my memory was the remarkable way it helped me in business. Much to my surprise I discovered that my memory training had literally put a razor edge on my brain. My brain had become clearer, quicker, keener. I felt that I was fast acquiring that mental grasp and alertness I had so often admired in men who were spoken of as "wonders" and "geniuses."

The next thing I noticed was a marked improvement in my conversational powers. Formerly my talk was halting and disconnected. I never could think of things to say until the conversation was over. And then, when it was too late, I would always think of apt and striking things I "might have said." But now I can think like a flash. When I am talking I never have to hesitate for the right word, the right expression or the right thing to say. It seems that all I have to do is to start to talk and instantly I find myself saying the very thing I want to say to make the greatest impression on people.

It wasn't long before my new-found ability to remember things and to say the right thing at the right time attracted the attention of our president. He got in the habit of calling me in whenever he wanted facts about the business. As he expressed himself to me, "You can always tell me instantly what I want to know, while the other fellows annoy me by dodging out of the office and saying 'I'll look it up.'"

* * * * * * *

I FOUND that my ability to remember helped me wonderfully in dealing with other people, particularly in committee meetings. When a discussion opens up, the man who can back up his statements quickly with a string of definite facts and figures usually dominates the others. Time and again I have won people to my way of thinking, simply because I could instantly recall facts and figures. While I am proud of my triumphs in this respect, I often feel sorry for the ill-at-ease look of the other men who cannot hold up their end in the argument because they cannot recall facts instantly. It seems as though I never forget anything. Every fact I now put in my mind is as clear and as easy to recall instantly as though it were written before me in plain black and white.

We all hear a lot about the importance of sound judgment. People who ought to know say that a man cannot begin to exercise sound judgment until he is forty to fifty years of age. But I have disproved all that. I have found that sound judgment is nothing more than the ability to weigh and judge facts in their relation to each other. Memory is the basis of sound judgment. I am only thirty-two but many times I have been complimented on having the judgment of a man of forty-five. I take no personal credit for this—it is all due to the way I trained my memory.

* * * * *

THESE are only a few of the hundreds of ways I have profited by my trained memory. No longer do I suffer the humiliation of meeting men I know and not being able to recall their names. The moment I see a man his name flashes to my mind together with a string of facts about him. I always liked to read, but usually forgot most of it. Now I find it easy to recall what I have read. Another surprising thing is that I can now master a subject in considerably less time than before. Price lists, market quotations, data of all kinds, I can recall in detail almost at will. I rarely make a mistake.

My vocabulary, too, has increased wonderfully. Whenever I see a striking word or expression, I memorize it and use it in my dictation or conversation. This has put a remarkable sparkle and pulling power into my conversation and business letters. And the remarkable part of it all is that I can now do my day's work quicker and with much less effort, simply because my mind works like a flash and I do not have to keep stopping to look things up.

All this is extremely satisfying to me, of course. But the best part of it all is that since my memory power first attracted the attention of our president, my salary has steadily been increased. Today it is many times greater than it was the day MacDonald got me interested in improving my memory.

* * * * * * * * * *

WHAT MacDonald told me that eventful evening was this: "Get the Roth Memory Course." I did. That is how I learned to do all the remarkable things I have told you about. The Publishers of the Roth Memory Course—The Independent Corporation—are so confident that it will also show you how to develop a remarkable memory that they will gladly send the Course to you on approval.

400,000

people have paid $5 or $7 for one of our Self-Improvement Courses—and remember no one was asked to pay until he had five days to examine the course in his own home.

Until the Independent Corporation published the "Roth Memory Course," "Paragon Shorthand," "Mastery of Speech," "Drawing, Art and Cartooning," "Reading Character at Sight," "How to Write Stories," "Super-Salesmanship," and other personal development courses, where could anyone buy similar courses for less than $15 to $75?

Because we want to add two hundred thousand more names to our list of satisfied customers at an early date, we are making a

SPECIAL PRICE $3

(Regular Price $5.00)

Others sell for $15 to $75

Act quickly as this special opportunity may be open for only a short time. Many purchasers have written letters similar to Robert P. Downs, of Detroit, Mich., who recently wrote:

"I can't see how you ask so little, while others with far inferior courses get from $20 to $60 for theirs."

SEND NO MONEY

So confident is the Independent Corporation, the publishers of the Roth Memory Course, that once you have an opportunity to see in your own home how easy it is to discover in a few short hours how to double, yes, triple your memory power, that they are willing to send the course on free examination.

Don't send any money. Merely mail the coupon or write a letter and the complete course will be sent, all charges prepaid, at once, so that you may take advantage of the special price and save $2.00. If you are not entirely satisfied send it back any time within five days after you receive it and you will owe nothing.

On the other hand, if you are as pleased as are the thousands of other men and women who have used the course, send only $3 in full payment. You take no risk and you have everything to gain, so mail the coupon now before this remarkable offer is withdrawn. Independent Corporation, Dept. R-1459, 319 Sixth Ave., New York.

FREE EXAMINATION COUPON

Independent Corporation

Dept. R-1459, 319 Sixth Ave., New York

Gentlemen:—Please mail me The Roth Memory Course for 5 days' free trial. If I decide to keep it I will remit $3, the Special Price. Otherwise I will return it to you. It is understood that this coupon puts me under no obligations whatsoever.

Name.....

Address.....

City.....State.....

Amer. Leg., 9-30-21