ROSEBURG NEWS-REVIEW

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ROSEBURG, OREGON, MONDAY, JANUARY 3, 1927.

VALUE OF MALE CHILD INCREASES.

A male child born today, and living under present mortality conditions is worth more by $1780, as an economic asset, than if it had been born 25 years ago, and had lived under conditions then prevailing. It is estimated that the gain accruing in this way to the future dependants of all male children born in the current year will reach the astounding total of two billion, three hundred million dollars. This was the substance of a paper presented at the annual meeting of the American Statistical association by Dr. Louis I. Dublin, and Dr. Alfred J. Lotka, of the Metropolitan Life Insurance company, who gave an estimate of the pecuniary gains resulting from increased length of life. On the basis of expectation of life in the United States, in 1924, a new born male baby has a value of $9,333, as figured from his net future earnings. According to the expectation of life in 1901 his value would be only $7,553. Thus, the improved expectation of life amounting to nearly nine additional years of life, corresponds to a gain of $1,780 in the value of a boy at birth. At age 21, the gain is $1,318; at age 50, the gain is reduced to $274. The smaller gain at the higher age is due to the fact that a man of 50 has fewer productive years before him, so that decreased mortality has less influence on his total future earnings. We may compute the total gain to those who benefit from the earnings of all the persons saved to longer life. For males alone this figure amounts to $2,300,000,000 every year. Suitable data for computing a figure for females are lacking, but a conservative estimate would put the total gain, for both sexes at about three and one-half billion dollars per annum.

FIRST ON BUDGET.

Have you given any thought to your advertising expense in 1927?

Did it ever occur to you that the right kind of advertising is one of the best stabilizers of any community?

Where newspapers are missing the blood of business life coagulates. New York and London strikes, when newspapers were forced to suspend publication, have proved this. Business in those places stagnated, when advertising failed to bring business news to prospective shoppers.

Without confidence we have chaos. In government, finance, love or dealings with one another—confidence must be there to establish the relation on a sound footing.

And that is one of the prineipal uses for advertising. It instills confidence in the product or service advertised. You know that a national concern cannot spend hundreds of thousands of dollars on a worthless product. Advertising a poor product is the boomerang that will wreck the business advertised.

Advertising has made it possible, in this day of shifting populations, to count on the same quality of a product wherever you go, for the same advertising that originally induced you to buy has established distribution elsewhere.

So advertising stabilizes business by instilling confidence in buyer and seller. It stabilizes business by keeping volume of sales where it belongs. Thus advertising stabilizes the ride that everybody takes in the machine of modern business.—Portland Journal of Commerce.

Well fellows, we are now entering upon a new year. It's 1927, and it's sure going to be a great period for Roseburg and Douglas county. With all the energy being assembled by our progressive people we're going to bust 'em wide open for a lot of new enterprises. Already there is a tentative proposition to start a sort of financing service to encourage new industries. This is a mighty fine idea, whether it applies to the poultry industry or any other legitimate pursuit. The way to bring payrolls to a community is to show some inclination to finance to a reasonable degree a part of the expense of getting these industries established, providing suitable sites and lending all possible encouragement to the enterprise. What is needed more than anything else at this time to advance the interests of the entire county is a concerted effort on the part of our people to reach down in their pockets and bring forth the "wherewith" to show that we are earnest in our efforts to build up the county.

Sixty-two pages of well arranged articles and illustrations, telling clearly of the present flourishing conditions of the Coos Bay and lower Umpqua countries, their resources and pending projects for further development, comprise the annual Christmas edition of the Marshfield Times. The edition is one of the most praiseworthy of year-end journalistic efforts to attract our attention. Every prominent phase of industrial and civil life within the scope of its endeavor has been well presented by The Times, and the region thus served is to be congratulated on the great benefit it will derive from such accurate and comprehensive publicity.

Think of leaving this wonderful climate to vacate for a month in a section where earthquakes are used as alarm clocks to get you out from under the covers.

All forecasts for 1927 are that the year will be B-I-G, three letters that doubtless mean we'll be able to say "Business Is Good."

Those Christmas bills certainly put an awful crimp in a fellow the morning after New Year's.

About the most useless adjunct to a business office is an elastic vocabulary.

THE STAMMERER

By Wickes Wamboldt

A cabin boy who has a chonic stutterer, raced excitedly up to his captain and tried to talk. The captain saw at a glance that something tragic had happened; being quick of wit and wise in the ways of stammerers, he commanded sharply, "Sing it" And the cabin boy threw back his head and caroled:

"The cook's gone overboard, bucket and all,
Bucket and all, bucket and all,
The cook's gone overboard, bucket and all,
Tra la la la, Tra la la la la."

Before the last "la" was out, the vessel had been hove to, a boat lowered, and the cook picked up.

It is a striking fact that the average stammerer can sing fluently. The impediment that affects his spoken utterances does not interfere with his singing. The sense of rhythm controls the nervous system's habit of halting enunciation.

Stammering is a nervous trouble. The difficulty is not with the organs of speech, but with the nerves that control the organs of speech. Sometime, somewhere, probably in childhood, the stammerer got in the way of stammering, and the habit became fixed. Perhaps the difficulty started with a shock of some sort, or from eyestrain, or tonsils or adenoids. Perhaps an unwise parent made fun of, or scolded, a sensitive child for faltering utterances; so nervousness begat nervousness, until partial control of the vocal chords was lost.

Stuttering can be cured; but some stutterers do not seem to mind—and if they do not mind, why should anyone else? One great stuttering wit was very fond of his stutter and featured it; he would not have taken anything in the world for his stutter.

Out in the great wheat country of Washington — considerably beyond where the West begins — there is a prominent manufacturer by the name of Colt who stutters pronouncedly. A newcomer by the name of Peters bought out a large store in the town where Colt lived. Peters stuttered, too. Colt had never heard of Peters; Peters had never heard of Colt.

One day Colt walked into Peter's store and tried to buy something from Peters. It took Colt 60 seconds to ask Peters if he carried a certain kind of soap. It took Peters 60 seconds to tell Colt he did not. While Peters was stuttering his reply. Colt's wrath was rising. "D-d-d-don't you m-m-m-mock me!" he roared at Peters.

Then Peters fal-tred up, too. "D-d-d-d-don't you m-m-m-mock me, either!" he shouted at Colt. Then mutual friends stepped in and explained the situation.

There is one singulr fact about stutterers; most of them belong to the masculine gender. Women do not have time to say all they want to say and stutter.

COMMISSION TO TAX COLLECTOR IS UNDER FIRE

(Continued from page 1.)

linquent personal taxes for the county at his own expense and without cost of any kind or character to the county except that the county shall, through its regular tax collecting department, receive and receipt for tax payments and shall furnish lists of delinquent personal taxpayers to the collector as hereinbefore provided; and the collector does hereby promise and agree to save the county harmless from any and all liability arising by, through or under his acts in collecting or attempting to collect said delinquent personal taxes.

The collector further agrees to and with the county that he will also save harmless from any liability of any kind or character whatsoever the sheriff and tax collector of Douglas county, Oregon, in both his official and private capacities, on account of any act or acts of the collector in the collection or attempted collection of said delinquent personal tax.

Made Deputy Sheriff

Payment of collection commissions shall be made to the collector by the sheriff and tax collector of the county as the delinquent tax payments are collected.

It is further understood and agreed that the collector shall be appointed deputy sheriff of Douglas county, Oregon, and shall proceed with said collections of delinquent personal taxes in the name of Douglas county; provided, however, that all costs of collections or attempted collection shall be paid by the collector as aforesaid.

In witness whereof, The county has caused these presents to be signed by its county judge and county commissioners, comprising the county court, and to be attested by its county clerk and the seal of the county court to be hereunto affixed, and the collector has hereunto set his hand and seal all this day and year first above written.

Geo. Q. QUINE, County Judge.
EDWIN WEAVER, County Commissioner.
L. BECKLEY, County Commissioner.
R. L. WHIPPLE, Collector.

Plan Is Opposed

The argument advanced by those opposing the policy of the county court is that this work should rightfully be carried on by the regular collection agencies of the county. To the county assessor and sheriff are assigned the duties of collecting personal taxes, and the persons opposed to the present move declare that this work should be done in those offices. They state that they do not believe the present employes of these offices to be overworked and that the collections could be made with the present forces, but even if another man should be necessary that the county would save money by putting on a collector on a salary basis rather than on commission.

On the other hand the county court advanced the argument that there would be no monetary saving by using the salary system, and that the collection policy is apt to prove more effective.

The collector, according to the agreement, is to pay all of his own costs, is to do all the legal work in connection with the suits to be brought in court and to make all collections without cost to the county. If the other policy had been pursued, the court maintains, it would have been necessary to pay a salary, pay all costs of collection, and to provide additional legal help in the district attorney's office to take care of the court work. The court decided that the expense which the county would have to incur to make its own collections would fully equal the commissions the collector would receive, and that the salaried man, lacking the incentive which the collector would have, would not be as apt to bring in as much of the delinquent tax as the one whose returns depended entirely upon the sums collected.

For many years there has been no organized effort to collect personal taxes. In a number of instances these taxes have been allowed to run until they became outlawed, so that the county cannot collect upon them. On the other hand, it is stated, there is a host of taxpayers who each year pay their personal tax without hesitation and it is unfair to these people to allow others to deliberately allow their tax to become delinquent and expire.

The law provides that where a person has real estate and is also assessed for a personal tax, that the sheriff can levy upon the real estate for the amount of the personal tax. Despite this fact, however, many people who own real estate pay up their property tax and let the personal tax go delinquent, expecting that no effort will be made to collect it and that they will escape payment.

Some Tax Outlawed

All delinquent taxes prior to 1919 have become outlawed and cannot be collected. From the years 1920 to 1924 the delinquent personal tax amounts to over $50,000. Some persons owing property tax since 1924 are now paying voluntarily and no effort is being made to collect on the 1924, 1925 or 1926 rolls, other than statements of delinquency sent out by the tax office.

Mr. Whipple has the rolls for the years 1920 to 1924 and is now endeavoring to collect the personal taxes delinquent for those years. In cases where personal taxes have been allowed to become delinquent by persons owning real property he is trying to collect these taxes if it is evident that the taxpayer is endeavoring to avoid payment by settling for the property tax and letting the personal tax go delinquent.

Since taking over this work Mr. Whipple has collected in between $2,000 and $3,000. He is receiving 25 per cent commission on all items of over $10 with, however, a $5 minimum charge on such items. On items of under $10 he is given 50 per cent. In number the items for collection are for the greater part under $10, but in volume more than 75 per cent of the amount to be collected is in items of more than $10, so that on the whole Mr. Whipple's commissions, if he collects in all of the amount delinquent, will run about 35 per cent, it is roughly estimated.

Cottage cheese, Roseburg Dairy. Phone 186.

MALAYAN FLOOD TOLL YET UNKNOWN

SINGAPORE, Straits Settlement, Jan. 3—The fate of the majority of the places in the vast flood area of the Malay states is still unknown.

A native messenger who traveled down a flooded river from Pahang to the coast on a log reports that Suncei Lembing, the largest tin mining district in Pahang, is submerged and that European residents have been forced to take refuge in the trees.

Singapore dispatches on Saturday said that villages over an area of many square miles had been swept away and it was believed there had been great loss of life.

Abe Martin

Art Smiley an' his wife were up against it Christmas time. Their little daughter didn't want a doll an' she was too small for a raccoon coat. Some folks even look bum in a smile.

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Your Boy and Your Girl

BY ARTHUR DEAN, SC. D.
The Parent Counsellor

Dr. Dean will answer all signed letters pertaining to parents' problems with their boys and girls. Writers' names are never printed. Only questions of general interest answered in this column, but all letters will be answered by mail if written in ink and a stamp, self-addressed envelope is enclosed. Address Arthur Dean, in care of The News-Review.

"I think I have average intelligence," writes a male teacher, "education, ambition and will power. But I have decided to quit teaching.

"The financial returns are meager. I am not only a servant to the community, but a subservient caterer. I cannot be human and live a normal social life and hold my job. I have no opportunity for personal expression, either public or private. My actions, dress, family, and ideas are public property.

"I cannot own my home and be sure of getting a chance to remain in it for a term of years because there is no permanency in my job. In big cities school employment is oppressive and in small ones it is narrow.

"Merit goes unrecognized. When a teacher changes positions he is dependent for his next position on the recommendation of a person or a community whom he does not likse or who is not fond of him.

"There is no place for the old man in teaching. In business a man of experience is looked up to and respected. The teacher is not offered opportunities because he is considered imcompetent by the business world. 'Only a teacher' is the byword of the streets."

Evidently, my friend, your experience has been in small places, and poor ones at that. If you really think that you are a "subservient caterer" and that you have no opportunity for personal expression, you had better quit teaching. But when you say there is no place for the old man in teaching, let me tell you you are way off! There is more chance for old men in teaching school than in any other business, unless it be that of medicine, law and ministry.

Let me tell you a little story, and a true one: Seated on the platform last October in the University of the State of New York there were two score members of the "Half Century Club," composed of teachers who have served in New York state schools for more than fifty years.

In the center of the stage was Miss Emily Howland, a ninety-nine year old Central New York school teacher. She arrived on the stage after a 198 mile automobile trip. She was there with the highest honor which the University of the State of New York could offer to anyone, an honor which has been offered to few men and never before to a woman—a purple and gold hood for her shoulders, and for her hands a diploma of a Doctor of Letters.

In conferring the degree, the president of the university said: "No truer characterization of your life purpose can be given than your own statement of what you have sought to do for youth—'The monument that I would build shall be not of the material that knows decay; it shall be developed powers, deeper thoughts, higher aspirations, broader, richer lives of useful service to their time, for the growth of their community."

Miss Howland owns her own home because she wanted to live and work in one community. Instead of being a "subservient caterer," she has been a leader, and often a fighter. Her last big fight was for women's suffrage.

"It took a long while," she said, "but it was worth it. I've fought for many things in my life, abolition of slavery, temperance and suffrage, and now I want to see the dawn of uninterrupted peace."

Ninety-nine years old and no quitter!

Our Conversation Corner
A mere Child.

I live with my aunt and she says a mere child like me should not use powder. The girls in school use it, so why can't I?

Twelve Years Old.

Answer: This little girl is at the imitative age. She wants to use a compact and act as unconcerned about it as her schoolmates. She should use the kind of vanity case I prescribe. If a stamped addressed envelope is enclosed with the request I will gladly send her my idea of a vanity case.

On Wrong Track

The increase of youthful crime is due to the large increase of foreigners and the lack of training in American ideals.

Opinioned.

Answer—A ten years' study of the problem of crime leaves me in the same position with Dean Pound, of the Harvard law school, who says that comparatively little is known as to its causes. At least four recent outrageous crimes which commanded national attention were committed by young men who came of native American stock, whose parents were thrifty and law abiding people, and whose homes were respectable. These young criminals had been exposed to education, good environment, and fine influences. But the vaccine didn't take. Why? I don't know.

An Objective for Home Making

My twelve year old boy will not come home after he gets out of school until supper is on the table.

Troubled.

Answer: Supposing he came home, what have you arranged for him to do? Assuming that he does some studying after supper, what do you want him to come home for? I can almost hear you say, "because I want him to." Now mother, let's have him come home because you have chores for him to do or things for him to make, or for studying, or for playing with boys in the immediate neighborhood. I, too, want him to feel the responsibility of the home and that's why I wish that you might have some definite objective besides merely your say-so.

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Rippling Rhymes
by Walt Mason

WET BLANKETS.

When I take my morning walk through the dingles and the dells, of life's pleasures I would talk, for my soul is wearing bells. Everything is good as wheat, it's a fair and gaudy morn; but by Johnson's barn I meet Jabez Ginger Peppercorn. "Yes, it is a pleasant day," he admits, the grouchy wight, "but the weather prophets say there will be a storm tonight. Snow and sleet are coming strong, bitter winds will raise their din, and a winter cold and long thereby will be ushered in." When I turned away I sensed that my smile was growing pale, and I felt a grudge against men who have a doieful tale. Why predict a beastly time, when the present is so good? It's an error, it's a crime, and the prophet's head is wood. If I'm comfortable, warm, happy as a yearling colt, let me twitter till the storm comes along and shoots its bolt. I pursue my winding way, not so happy as I was, and I meet Josephus Jay, and we clasp and shake our paws. "We have much," I say, "by James, that requires our ardent thanks; we have hale and hearty frames, and we walk on sprightly shanks. You are looking sound and well, not too lean nor yet too fat, and I caper through the dell feeling like an acrobat." "Yes," he says, "but let us knock, knock on wood while thus we spiel; I was talking to the doc, and he made my blood congeal. Much he fears the Spanish flu in our village will arrive, and old gents of eighty-two are not likely to survive." So I journey to my gate, feeling wobbly, sick and gray, calling murrains on the skate who would spoil my happy day. And that skate we always meet, everywhere we chance to go, always anxious to repeat some grim narrative of woe.

FLASHES OF LIFE

(Associated Press Leased Wire.)

NEW YORK—It appears to be much safer to fly in planes of orthodox horsepower than to get a ride in the air from mule power. Eighty pilots lost their lives in commercial aviation last year and 80 persons were kicked to death by mules in Missouri, Captain H. J. Stevens reports to the American Society for Promotion of Aviation.

WASHINGTON—The east leads in women legislators, it is noted by the national league of women voters. One hundred and twenty two women in 34 states will help make laws this winter, a decrease of eight from last year.

LAVALLETTE, N. J. — Townsfolk think so much of Henry Stevens of the Hall-Mills case that he has been elected president of the borough council of which he has been a member five years.

DENVER—Its altogether too much to ask Billy Adams to scrap the chaps he was worn as a cowboy for forty years. He just won't put on soup and fish when he is inaugurated governor. He's afraid his spurs will catch in the tail.

BOSTON—A call has been issued for a meeting to rejuvenate the local bartenders union. The decision is the result of news of great importance."

WASHINGTON — A 61 carat black diamond and the largest black opal known are included in "the finest collection of minerals in the world," presented to Smithsonian institution by the son of the collector, Washington A. Roebling, builder of Brooklyn bridge.

BEAUTY CHATS

ICE.

One of the best and most refreshing face treatments you can give yourself, is a thorough rubbing with ice, over the face and the neck, and if you want to over the shoulders too. At first you may not like the extreme cold of the ice, but it is good for the skin, and if used on the neck, not only helps iron out the wrinkles, but also makes the neck less sensitive to draughts and yourself less liable to catch cold.

In the summertime when the skin is relaxed and the pores naturally a little open from the heat, ice is a marvellous astringent and can be used over the face and neck immediately after washing with water and soap. But in the winter, when cold damp winds take a certain amount of oil from the skin anyway, ice should be used following an oil rub or a cold cream massage. Otherwise, the skin may chap.

The best daily treatment, preferably in the morning, is to rub the skin quickly with a little cleansing cream, wash it off, using fairly hot water and a mild soap, (castile or cold cream soap if you can get either) and then rub with ice. The drying effect of the ice is balanced by the oiliness of the cream, and by the fatiness of the soap, which will not take natural oils from the complexion as a stronger soap would. Another freshening up treatment, which can be given in the evening if you want to make your skin look fine and pretty and if you haven't a great deal of time, is to cleanse the skin quickly with cleansing cream, wash this off with a cloth wrung from hot water, dry with a towel (this takes all the dirt from way down in the pores and is itself very refreshing) and then rub on a little vanishing cream. It will take off some of the cream, but that does not matter. The combination of the vanishing cream and ice is a very good one, it makes the skin soft and clear and fresh, and it will keep on powder all evening.

Pasty M.—If you can go away for a time to some healthy place to rest and recuperate, it would be the best thing for you; but if this is not possible, try changing your habits somewhat, or even your occupation if you do not lose through doing this. Sleep, fresh air and plain nourishing food will do much to build you up.

Georgette—You can effect an apparent increase in your height if you wear long loose lines to your clothes, and pile the hair as high above the head as you find becoming to your face.

Tomorrow—Answered Letters.

Efficient Housekeeping

By Laura A. Kirkman

NEW DISHES THIS WEEK.

TOMORROW'S MENU

Breakfast
Oranges
Cereal
Broiled Slice of Ham
Pop Overs Coffee

Luncheon
French Toast
Stewed Prunes Cookies
Cocoa
Dinner
Roast Leg of Lamb
Brown Gravy
Potatoes Cauliflower
Lettuce Salad
Apple Rice Coffee

Apple Rice: This is a good dessert to serve for a guest dinner when the housekeeper must do her own cooking. It can be made in the morning and set away to serve, cold, at night. Boil enough brown or uncoated rice to make three cupfuls when cooked. Cook enough cored, pared apples to make two cupfuls of sweetened sauce. Butter a baking dish and in it put a layer of the cooked rice mixed with a little granulated sugar and a little lemon rind and juice (one-half cup of sugar and the juice and rind of two lemons are enough for the entire pudding). Now add a layer of the apple sauce and then repeat rice with sugar and lemon, and apple-sauce layers till the dish is filled. Have a rice layer on top, spread this with jam, sprinkle with one cupful of fine cookie or cake crumbs, mixed with three tablespoons of melted butter, and slip the dish into a moderate oven to bake only till well browned—perhaps 20 minutes. Serve cold with heavy cream—either whipped or unwhipped. It is delicious. (May be made with the white rice if preferred.)

Macaroni-Hamburg Dish: Have your butcher put two pounds of beef from the bottom round through his grinder. Cook one-half cup of bread crumbs in one-half cup of either sweet milk, hot water or canned meat soup, till pasty, then stir it into the chopped beef. Also add two well-beaten eggs, one teaspoon of finely minced raw onion, one cup of canned tomatoes, a pinch of pepper, and one teaspoon of salt. Shape the mixture into an oblong loaf, set this in a meat pan and sprinkle with buttered additional crumbs. Let brown in a hot oven for perhaps 25 minutes, then reduce the heat and let cook for about 30 minutes longer. Just before serving, slip the loaf out onto a hot platter, keep it hot, and quickly sprinkle flour into the pan, adding boiling water to form a paste; place the pan over direct heat or flame, add more boiling water to form a rich gravy, and stir this gravy into enough hot, cooked macaroni to serve your family. Arrange macaroni around the meat loaf and serve.

Prune-Orange Trifle: Line glass cups or long-stemmed sherbet glasses with lady fingers or stale sponge cake. On this foundation place a generous tablespoonful each of cooked, stoned prunes (with juice) and uncooked diced oranges (with juice). Top the mixture with canned marshmallow paste and serve cold.

Tomorrow—Answers to Inquiries.

Diet and Health

By Lulu Hunt Peters, M.D.
Author of "Diet and Health" and "Diet for Children"

EYESTRAIN IN THE MOVING PICTURES.

Do you like the movies? I do, and try to go at least once a week to some worth while ones. Have you been afraid they might injure your eyes?

There is no doubt that during the development of the pictures, when there was considerable flickering to them, there might have been considerable eyestrain caused. But according to an article by Drs. Ervine and Weymann in a recent number of the A. M. A. Journal, there is a possibility that the acuteness of the eyesight under some conditions is improved by moving pictures.

For instance, they found in one group tested that after the subjects had been reading for 45 minutes and were sent immediately to view a moving picture for one and a half hours, 83 per cent of those who had shown some loss of visual acuteness after the 45 minutes of reading, showed an improvement after seeing the moving pictures. The Doctors explain this by assuming that the subjects were bodily or mentally tired on entering the room and the entertainment of the picture had provided relaxation for them.

Among the conclusions which were drawn from the experiments of Drs. Ervine and Weymann, were the following:

1. More fatigue is evident after 45 minutes of reading current magazines than by viewing either a black and white, or a colored motion picture for one and one-half hours, if one uses the visual acuity as a criterion for fatigue.

2. The viewing of colored pictures is not more fatiguing to the eyes than the black and white pictures, but on the contrary seems to cause less fatigue as judged by the impairment of visual acuity.

3. Those who suffer eyestrain from motion pictures are those who are unable to accomplish other work with the eyes without fatigue.

* * *

The following formula for an eye wash is very good for eyestrain. May states that it is also good for washing the eyes after exposure to the wind and dust, after automobiling or golfing, etc., and is much to be preferred to the various eye washes that are sold in drugstores which may contain ingredients that may injure the eye after continuous and prolonged use.

"Take a moderately heaped teaspoonful each of bicarbonate of soda (ordinary baking soda), borax, and table salt; dissolve in a quart of boiled water; add a full tablespoonful of glycerine and filter." (You can filter by pouring this solution through a funnel stuffed with absorbent cotton.)

* * *

The Nation Needs Us!

"Dear Dr. Peters: You are a boon to humanity and the nation needs you. Personally I feel 100 per cent better in every way since I am normal weight. I reduced 71 pounds. (Took a year and one-half to do it.) You have nearly a half-hundred followers in our small town due to my reduction.—Mrs. P."

Thank you, Mrs. P.; I think so myself! I have no false modesty on the subject, you see. The nation also needs women like you who have the stamina and perse-

(Continued on page five.)

My Dear Followers:

When sending for material which we offer you, please remember to enclose a stamped, self-addressed envelope bearing your full name and address. The pamphlet on reducing and gaining is the only one for which you must enclose ten cents in stamps extra. Address your letters to me in care of this paper. Make them as brief as possible, not over 200 words, and type or write them legibly with ink. Please sign your name as evidence of good faith—we will not use it in any way. Remember it is impossible for me to diagnose for you or to answer you personally. I appreciate very much the beautiful letters you send me and regret it is impossible to give you individual advice. The questions you ask will be answered in the columns as soon as possible, if they are of general interest. Don't forget the stamped, self-addressed envelope if you expect me to send you the information I have offered.