

The June

25 Cents

American

Magazine



**What Is The Happiest Age?
Read Booth Tarkington's Answer**

The American Magazine

June, 1926

MERLE CROWELL, *Editor*
JAMES C. DERIEUX, *Managing Editor*

Vol. CI

CONTENTS

No. 6

THE GOLDEN AGE	BOOTH TARKINGTON	13
JUDGE GARY TELLS WHAT IS THE BIGGEST THING IN BUSINESS	KEENE SUMNER	16
ELBERT H. GARY. Pictures in photogravure		17
ALBERT PAYSON TERHUNE. A picture in photogravure		18
TROUBLES OF A BIG GUY	ALBERT PAYSON TERHUNE	19
FEUD BLOOD. A story Illustrations by George Giguère	CHESTER T. CROWELL	21
MRS. ATWOOD HAS PUT MORE THAN A MILLION MEN TO WORK	MARION T. COLLEY	24
DAY LABORERS. Verse	BERTON BRALEY	24
THEY HAVE THEIR GOOD TIMES, TOO	ARCHIBALD RUTLEDGE	26
THE EXAGGERATOR. A story Illustrations by Victor C. Anderson	CONRAD RICHTER	29
IF YOU'D LIKE TO LIVE IN NEW YORK	HELEN CHRISTINE BENNETT	31
LEARN HOW TO PLAY AND YOU WILL KNOW HOW TO LIVE	NEIL M. CLARK	32
MY FAVORITE GAME AND WHAT IT HAS MEANT TO ME Prize contest announcement		33
UNHAPPINESS HAS ITS OWN MAGIC	MARY B. MULLETT	34
KATHARINE CORNELL. A portrait in photogravure		35
FRANK WETMORE. A portrait in photogravure		36
ALL THIS BOY NEEDED WAS A JOB THAT INTERESTED HIM	JOHN KIDDER RHODES	37
OUR TORNADOES ARE THE FIERCEST OF ALL STORMS	STUART MACKENZIE	38
SEVEN CAUSES OF SLEEPLESSNESS	WILLIAM S. SADLER, M. D.	41
CAROLINE FINDS HER WAY Illustrations by Herman Pfeiffer	NELIA GARDNER WHITE	42
"I NEARLY DIED OF ENVY!"		46
IF YOU ASK ME: Don't try to make your child in your own image	ROBERT QUILLEN	47
YANKER SHREWDNESS AND WIT PUT THIS STORE ON THE MAP	GEORGE W. GRAY	48
THE WOMAN WHO WAS FORGOTTEN. A story Illustration by W. B. King	BESS STREETER ALDRICH	50
IT PAYS TO BE DECENT	EDGAR A. GUEST	53
THE FAMILY AIRPLANE WILL SOON BE HERE	WILLIAM S. DUTTON	54
"WE HAVE WITH US TO-NIGHT—"	H. I. PHILLIPS	58
THE FIGHTING POINT. A novel. Part II Illustrations by Stockton Mulford	BEN AMES WILLIAMS	61
WHAT I'VE LEARNED ABOUT PEOPLE FROM 10,000 LETTERS A YEAR	O. O. MCINTYRE	64
INTERESTING PEOPLE		
Joseph Kren	Article by Robert L. Vorhees	66
Miss Jane Herron	Article by John J. Wallace	67
Mr. and Mrs. Harold Green	Article by Vera Brady Shipman	68
Mrs. Elinor G. Hanna	Article by Louise Warner	69
H. W. Johnston	Article by Ruby Leach	70
WHAT I THINK OF THE YOUNGER GENERATION		
1st Prize—I Am a Flapper and I'm Proud of It!	E. W.	123
2d Prize—The Youngsters Are Running Wild but They Aren't to Blame	M. W. M.	123
3d Prize—Yes, We Ought to be Ashamed of Ourselves	E. R.	124
THE FAMILY'S MONEY		
We Save More Than Half of Our Income	C. M.	212

PUBLISHED MONTHLY BY THE CROWELL PUBLISHING COMPANY AT SPRINGFIELD, OHIO, U. S. A.

John E. Miller, *Vice President*
Alfred D. Mayo, *Secretary*

Lee W. Maxwell, *President*

Thomas H. Beck, *Vice President*
Albert E. Winger, *Treasurer*

EXECUTIVE and EDITORIAL OFFICES, 250 PARK AVENUE, NEW YORK CITY, NEW YORK

25c a Copy, \$4.50 per Year, in the United States and Canada.

Foreign subscriptions, \$5.75 per Year.

All Rights Reserved.

Subscribers are notified that change of address must reach us five weeks in advance of the next day of issue.

Entered as second-class matter at the Post Office, Springfield, Ohio, under the act of March 3, 1879. Additional entry as second-class matter at Albany, N. Y.; Harrisburg, Pa.; San Francisco, Cal.; Los Angeles, Cal.; Seattle, Wash.; Portland, Ore.; Omaha, Neb.; St. Paul, Minn.; Milwaukee, Wis.; Galveston, Ill.; and Des Moines, Iowa. Entered as second-class matter at the Post Office Department, Canada.

Copyright, 1926, The Crowell Publishing Company, the United States and Great Britain.

Seven Causes Of Sleeplessness

If you are troubled with insomnia, look for one or more of these causes. Popular delusions in regard to sleep, and practical directions for successfully wooing "Nature's sweet restorer"

By William S. Sadler, M. D.

IN MY years of practice as a physician, I have found that nine persons out of ten—yes, ninety-nine persons out of one hundred—exaggerate the importance of sleep. They keep themselves awake worrying over being awake.

They seem to think that their health depends on having a certain amount of sleep every night. In fact, a good many people actually think they will go crazy if they fail to get this regular amount of sleep.

I admit that if you suffer from insomnia for a prolonged period, it will not help either your health or your happiness. You will be likely to lose weight, to feel fatigued, and to be below par in efficiency.

But you will find that Mother Nature is on the job. In an ordinary case of insomnia, where there are no serious complications, she will see that you get enough sleep to avoid a breakdown.

You may have two or three wakeful nights, even half a dozen. But then there will come a night when you will sleep fairly well; or you may find that you "just can't keep awake" in the daytime—and you will get a more or less prolonged nap.

As I said before, unless there are serious complications, Mother Nature will see that you get enough of her much-advertised "sweet restorer" to prevent development of any real trouble.

The first point I want to impress on you is this: Your fatigue of mind and of body, after a wakeful night, is not due to the sleeplessness itself. It is chiefly the result of your worry over not sleeping.

Sleep certainly is desirable, because it is the most perfect form of rest. But you need to realize that ordinary rest, even without the unconsciousness of sleep, will have much the same effect. Moreover, if you allow yourself to enjoy rest without worry, you will be almost sure to go to sleep!

I shall have more to say about this further on; but first let us find out how we become victims to the bugbear of insomnia. Here are its seven common causes:

1. Disorders of the circulation, high blood pressure, anemia, and so on.
2. Organic diseases, such as asthma, brain tumors, and Bright's disease.
3. Toxic conditions; as acidemia and goiter.

4. Faults in diet, as late suppers and overeating.

5. Overfatigue of mind or of body.

6. Nervous exhaustion, brain fag, and other disorders of the nervous system.

7. Chronic worry, definite fears, nervous and muscular tension, and similar states of mind and of body.

Now, if you are a persistent sufferer from insomnia, one fact should be clear to you: The first thing to be done is to find out which of these seven causes is responsible in your case. Perhaps more than one cause is at work. Have a competent and careful diagnosis of your

Another case was that of a young woman stenographer. For a year or two she had been feeling constantly tired, with mild attacks of headache; but she didn't consult a physician until she began to suffer from insomnia.

I found that she had a blood pressure of barely one hundred and that she was decidedly anemic. She was given iron injections and was put on a diet rich in iron—spinach, yolk of egg, tomatoes, oranges, and so on—and in time the anemic condition began to be corrected. As it improved, her insomnia became less troublesome; and when her blood had been brought up to normal she was relieved of her sleeplessness.

These cases show that insomnia may be a symptom of a definite disorder of the circulation. It is found also in connection with certain organic diseases. These form the second group of insomniacs. In these cases, it is the disease itself that should be treated; and that is, of course, a matter requiring expert medical attention.

IN THE third group of insomniacs, as in the first two, sleeplessness may be a symptom of a definite disease. We find it, for example, in certain cases of goiter. Where it is associated with any disease, the treatment, of course, should be directed by a physician.

However, in this group may be included the people who are kept awake by tea

or coffee. Both these drinks should be avoided by anyone who has a tendency to insomnia.

Even the powders which many people take to produce sleep must be classed under the head of poisons. Used habitually, they defeat the very purpose for which they are taken.

One of my patients—a woman thirty-eight years of age—complained of various ailments, including persistent insomnia. I found that for fifteen years she had been taking sleeping powders. She always had two or three varieties on a table beside her bed; and if, half an hour after retiring, she was still awake, she would begin taking these powders.

It was not easy to cure her of this habit. I had to put a nurse in charge of her; for if she was left to herself, she would resort to the powders in spite of my orders. She had six very miserable weeks before her emancipation from the habit began to be (Continued on page 90)

When Night Comes Sidetrack Your Trains of Thought

A GREAT many people keep themselves awake by thinking," says Doctor Sadler. "They say they have insomnia, and that it is caused by some physical ailment, when, as a matter of fact, the only thing wrong with them is that they don't relax mentally. You can't sleep until you have relaxed physically, and you can't relax physically until you have relaxed mentally. After you have pulled up the covers, don't think about what you will do to-morrow, or what you ought to have done to-day. Don't allow your mind to concentrate on anything. Just let go mentally; that's the trick that will cure a lot of so-called insomnia. Sidetrack your trains of thought each night, and leave them idle until morning."

physical and mental state. You may find that your sleeplessness is only a bad habit. But you may find that it is a symptom of some definite and more or less serious disorder.

For example, I had one patient—a man sixty-three years old—who had been a happy and apparently healthy individual until about a year before he came to consult me.

At that time he began to have occasional attacks of dizziness. He paid little attention to these; but later he noticed that he was not sleeping well. This surprised him, and he sought relief from his insomnia.

I FOUND that he had a blood pressure of two hundred, which perhaps was due to the fact that he always had been a heavy eater. In his case, worry had nothing to do with his sleeplessness, for he had been happy and contented. His insomnia was a symptom associated with his very high blood pressure.



Rubber cases and cells used in Willard Batteries are tested with a current of 18,000 volts. Only perfect cases and cells can pass, for this test burns holes right through imperfect ones.

that's
Quality



In the same way that Willard quality protects you against leaky cases and cells, our standards of battery inspection insure your receiving full measure of useful battery life in your car.

that's
Service

The

Willard Battery
men

We Service All Makes
and Sell Willards for
All Cars—for Radio, too.

Seven Causes of Sleeplessness

(Continued from page 41)

established. Then she commenced to improve; and within three months from the time she was forced to give up her sleeping powders she enjoyed almost perfect rest.

In the fourth group are the people who are occasionally kept awake by late suppers, banquets, or "refreshments" served at evening parties. They are in the minority, however, compared with those whose sleeplessness is caused by the present custom of dining in the evening.

If you have a habit of waking up about half-past one or two o'clock in the morning, and staying awake until four or five, it is quite likely that your late dinner is responsible. This is what happens:

The starches and sugars in the food we eat are conveyed to the liver, where they are converted into glycogen. This process begins soon after the food is eaten; and about six hours after we have finished a meal the liver commences to send out into the blood stream the glycogen which is being produced. This glycogen, or "liver sugar," is a brain stimulant.

Now, suppose you eat a hearty dinner at seven o'clock. You perhaps go to bed at ten-thirty; and since your body and your brain are tired, you fall asleep. But by half-past one, or two, you have had several hours of rest, and just about that time the stimulating glycogen begins to find its way from the liver to the brain. These two factors, coming simultaneously, produce wakefulness.

A better plan for you would be to take the hearty meal in the middle of the day. The glycogen is then put into the circulation in the early evening. It may serve a good purpose then by adding to your vivacity when you need it in social intercourse.

A glass of hot milk, taken before retiring, often encourages sleep, especially if a person is nervous. But a full meal, with the ensuing processes of digestion—especially if there is formation of gas—often has the very opposite effect.

IN THESE first four groups, the insomnia is due to physical causes; and the number of people who belong in these four groups is smaller, very much smaller, than those who belong in the last three.

I have given, as the fifth cause, "overfatigue of mind or of body." It is true that you can get so tired physically that you can't sleep. However, people are not so likely to keep up this driving of the body as they are to persist in driving the mind to the point of overfatigue.

The cure for these mental workers who overwork is to let go! Get out and play once in a while. Give the mind a change, a chance to stop concentrating. If there is only an occasional need of overdoing, as when some special work must be done, and done quickly, a hot foot-bath, taken before retiring, will help. At the same time, apply cold cloths about the face and the scalp.

If this mental driving is persisted in, the sinner—for he is a sinner—is likely to

*To keep fresh the beauty
of girlhood ~ is the duty
of every woman*

THERE is no place in the modern scheme of things for the woman who is indifferent to her personal appearance and allows herself to grow old. It's the age of youth—but no woman can look younger than her skin.

Perfect cleanliness with the right soap will keep any woman's skin younger than her years. That is why daily increasing numbers of fastidious women are relying on Resinol Soap to preserve the freshness of their complexions. They know that it satisfies every need of the skin because:—

It gives an abundant, foamy lather in either hard or soft water—

It contains no free alkali or other harsh properties, and is absolutely non-irritant to the tenderest skin—

It has no heavy perfume or strong odor—just the delightfully distinctive fragrance which comes from its Resinol properties—those properties which make its rich color and give protection to the skin—

It rinses easily and leaves the skin so soft and velvety, refreshed and invigorated that you know it has been cleansed to the depths of each tiny pore.

Resinol Ointment is a ready aid to Resinol Soap. In addition to being widely used for eczema, rashes, chafing, etc., thousands of women find it indispensable for clearing away blackheads, blotches and similar blemishes.



Resinol Soap



Write today and ask us for a free trial of Resinol Soap and Ointment. Address Dept. C, Resinol, Baltimore, Md.

find himself in our sixth group of insomniacs: the sufferers from brain-fag, neurasthenia, and other nervous disorders. I know scores of people whose inability to sleep is due to the fact that they are worn out nervously, tired out mentally.

Fortunately, many of our nervous exhaustion cases sleep well—although they rarely admit that they do! They are like one patient of mine who invariably assured me that she hadn't "slept a wink" the night before.

The nurse's report showed that the patient had been *audibly* sleeping most of the time during five or six hours of the night! But this sleep probably had been so fitful, and the patient had been so worried when she *was* awake, that she was quite sincere in thinking she had passed a sleepless night.

However, it really is true that in many cases of nervous exhaustion and of brain fag the patients do not sleep well. I had one case—an unmarried woman, about thirty-five years old—who had broken down nervously several times, but had managed to get over these attacks fairly well.

Finally, she took a post-graduate course in the university. After a few months she began to have persistent headaches. She slept less and less, until there were some nights when she actually did not sleep at all.

We tried all the usual forms of treatment: massage, spinal rubbing, alcohol rubs, reading aloud in a monotone, baths,—everything! Nothing gave her any real help. She had read a good deal about auto-intoxication, and had settled on that as the cause of her troubles. But as dieting of various sorts did not bring the slightest relief she finally decided that she was not "poisoned."

Having yielded this point, she agreed also to my recommendation that she try an absolute rest cure. For three months she saw no one except her nurse, received no letters, and had no disturbing conditions to contend with. Before the three months were over, she slept, as she said, "like a baby" for ten or twelve hours a night.

I RECALL one young man whose parents thought he would have to leave college in order to recover from what was almost a nervous breakdown. Instead, I reorganized his program, stopped his extra work, put him on a simple but liberal diet, had him take regular exercise and recreation, and prescribed a neutral bath for him every night before he retired.

As this form of bath is one of the few kinds of treatment which really help to bring sleep, I will explain here what it is: The temperature of the water as shown by the bath thermometer should be ninety-seven to ninety-eight degrees—neither above nor below these points—and should be kept at that temperature by the person who is giving the treatment.

The patient's body should be submerged and the eyes covered with a wet cloth. There should be no talking, either by the patient or by the attendant.

A neutral bath may last from half an hour to an hour and a half, provided the temperature is maintained at the degree I have mentioned. When the patient begins to feel drowsy, he should be taken out, quickly dried, or wrapped in a thick



More Than Seven Thousand I. C. S. Graduates in a Single Year

THERE is no one thing that so clearly illustrates the size and scope of the International Correspondence Schools or gives a truer picture of the thoroughness of their instruction than the number of men and women who complete the courses.

Every year for many years, several thousand students have completed I. C. S. courses and graduated therefrom! In the last twelve months alone, the I. C. S. has awarded diplomas to 7242 students!

These diplomas are not easily won nor freely given. They represent a high degree of scholastic attainment. The man or woman who receives an I. C. S. diploma has earned it by putting in more hours of work and study than the average man or woman ordinarily devotes to such tasks.

The average I. C. S. course consists of 45 lessons of approximately 50 printed pages each. These lessons are so complete that an average of 16.2 hours of study is required to complete each of them.

Many of the courses contain more than 45 lessons. The Mechanical Engineering Course has 186 lessons—the complete Commercial Course has 113 lessons—the Architectural Course has 142 lessons. (The Architectural Course alone requires 2200 hours of study and the student must study ten hours a week for four years to complete it!)

When you consider that *every* student must answer *every one* of the I. C. S. lessons *himself* and must merit a passing mark of 90 on each lesson, you can see why the I. C. S. diploma is so well regarded by educators and why graduates of the International Correspondence Schools are in such demand.

They have proved their ambition and their unceasing resolve to get ahead. They have shown that they are not afraid of hard work. They have fitted themselves to handle the most difficult problems in business and in industry. You just can't keep men down when they study like that!

INTERNATIONAL CORRESPONDENCE SCHOOLS

The oldest and largest correspondence schools in the world

MAIL THE COUPON FOR DESCRIPTIVE BOOKLET

INTERNATIONAL CORRESPONDENCE SCHOOLS, Box 7487-D, Braintree, Penna.
Without cost or obligation, please tell me how I can qualify for the position or in the subject before which I have marked an X:

<input type="checkbox"/> Business Management	<input type="checkbox"/> Bookkeeping	<input type="checkbox"/> Stenography and Typing
<input type="checkbox"/> Industrial Management	<input type="checkbox"/> Private Secretary	<input type="checkbox"/> Good English
<input type="checkbox"/> Personnel Organization	<input type="checkbox"/> Spanish	<input type="checkbox"/> Civil Service
<input type="checkbox"/> Traffic Management	<input type="checkbox"/> French	<input type="checkbox"/> Railway Mail Clerk
<input type="checkbox"/> Business Law	<input type="checkbox"/> German	<input type="checkbox"/> Common School Subjects
<input type="checkbox"/> Bookkeeping and Banking Law	<input type="checkbox"/> Latin	<input type="checkbox"/> High School Subjects
<input type="checkbox"/> Accountancy (including C.P.A.)	<input type="checkbox"/> Business Correspondence	<input type="checkbox"/> Illustrating
<input type="checkbox"/> Nicholson Cost Accounting	<input type="checkbox"/> Show Card Lettering	<input type="checkbox"/> Cartooning
TECHNICAL AND INDUSTRIAL COURSES		
<input type="checkbox"/> Electrical Engineering	<input type="checkbox"/> Surveying and Mapping	<input type="checkbox"/> Concrete Builder
<input type="checkbox"/> Electric Lighting	<input type="checkbox"/> Metallurgy	<input type="checkbox"/> Structural Engineer
<input type="checkbox"/> Mechanical Engineer	<input type="checkbox"/> Steam Engineering	<input type="checkbox"/> Chemistry <input type="checkbox"/> Pharmacy
<input type="checkbox"/> Mechanical Draftsman	<input type="checkbox"/> Radio	<input type="checkbox"/> Automobile Work
<input type="checkbox"/> Machine Shop Practice	<input type="checkbox"/> Architecture	<input type="checkbox"/> Airplane Engines
<input type="checkbox"/> Railroad Practice	<input type="checkbox"/> Blueprint Reading	<input type="checkbox"/> Navigation
<input type="checkbox"/> Gas Engine Operating	<input type="checkbox"/> Contracting and Building	<input type="checkbox"/> Agriculture and Poultry
<input type="checkbox"/> Civil Engineer	<input type="checkbox"/> Architectural Draftsman	<input type="checkbox"/> Mathematics

Name.....
Address.....
Present position.....
Canadian address—International Correspondence Schools Canadian, Limited, Montreal

Turkish sheet, and at once put to bed. When tired, nervous, fidgety, or for any reason unable to sleep, do not take either a hot or a cold bath. As a rule, they only make matters worse, whereas the neutral bath quiets the nerves and favors sleep. It may, however, have to be repeated several nights before the best results are gained.

Of course you can take a neutral bath without the assistance of someone else. Naturally, this is not so satisfactory in severe cases where complete relaxation is essential. But I know of many persons who find that they sleep better after taking a more or less prolonged tepid bath just before retiring.

These neutral baths were the only form of actual treatment we prescribed for the young student of whom I spoke. They probably helped him, but it was the change of his whole daily program that really effected his cure.

This cure did not come quickly. In these cases, you must be prepared to be patient. But after the young man had followed the new régime for about four weeks he began to sleep better. This improvement continued, although it was slow. But he did recover, and without being obliged to leave college.

NOW we come to the last group of insomniacs. It is the largest one; and while it is the most irritating it is also the most interesting. This particular class of sufferers from sleeplessness can be classed under the general head of "worriers."

To a certain extent, practically all poor sleepers belong in this class; for, even if they have nothing else to worry about, they are almost unanimous in worrying over their wakefulness.

Worry is simply chronic fear. People who are troubled with insomnia take the worries of the day to bed with them. Then, having gone to bed with this assorted lot of troubles, they add still another—the fear that they will not sleep.

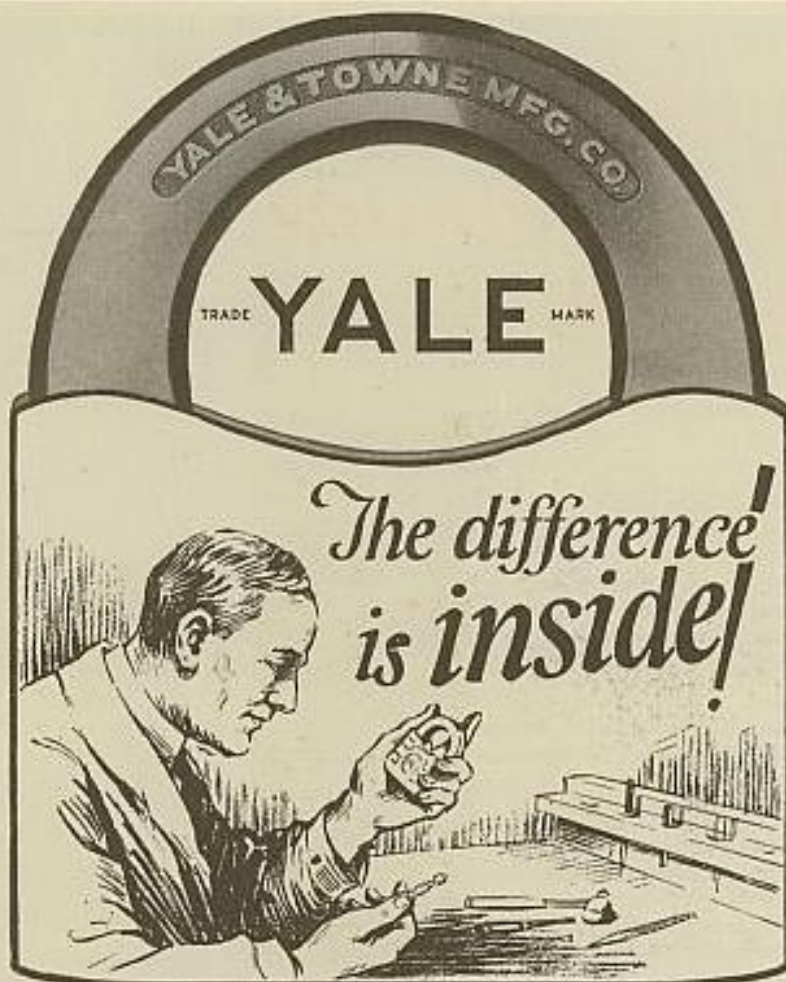
Fear is always accompanied by muscular tension. Some of you are in this state of tension all night, even during the hours when you do sleep. Under these conditions it is not surprising that you wake up in the morning feeling all tired out.

Now what is to be done for these people who are so nervously tense?

In the first place, if you are one of them, don't start taking sleeping powders! Your cure is in your own hands, but you must have patience. Insomnia is like any other nervous habit; once it has a real hold on you it is not easily shaken off. However, patience and the right state of mind will surely accomplish this in time.

I have told you the first thing to do: Find out whether your sleeplessness is a symptom of some definite disease. If it is not, then the next thing to do is this: Remember the point I made at the beginning of this article. Realize that you can get along *without* sleep—provided you have nine or ten hours of rest in bed every night, with your body and mind relaxed.

One of the best ways to cure insomnia is to stop being afraid of it. When you go to bed, tell yourself that you are going to sleep; but also tell yourself that it doesn't make any particular difference whether you do or not. This happens to be true.



THE finely finished exterior of every Yale Padlock is no more perfect than its ingenious inner mechanism—the tumblers, levers and bolts hidden away inside, which are responsible for the smoothness of action and the security.

Yale Padlocks, like all Yale products are masterpieces made by master workmen—inspected; tested; proved at every step in their manufacture; and after the final assembly they are subjected to a last thorough inspection to make sure that they are right. They are masterpieces for protection.

There is a Yale Padlock suitable for every need.

The Yale & Towne Manufacturing Co.

Stamford, Conn., U. S. A.

Canadian Branch at St. Catharines, Ont.

YALE MARKED IS YALE MADE



Yale Padlock



Yale Bank Lock



Yale Door Closer

so you ought to be able to say it and to mean it.

It does make a difference if you lie awake *worrying* over *not* going to sleep. Get an attitude of sincere indifference. That is the first great essential. It will enable you to relax, to rest; and in time it will cure you of your inability to sleep.

If it is any satisfaction to you to try baths, massage, electricity, and so on, go ahead and try them. But aside from the neutral bath, the hot foot-bath, simple rubbing of the spine, and light massage, I haven't much faith in these things.

Even when patients seem to be helped by them, I think it is mostly mind cure. I have used all these forms of treatment and I speak from experience. In order to find out the truth I have sometimes pretended to give a treatment with high-frequency electricity. The patients believed that the current was passing through their bodies. As a matter of fact, the current wasn't even turned on! Yet the patients assured me that they slept much better because of the treatment.

The reason was simply that they *expected* to go to sleep. Consequently, they did go to sleep.

A very practical suggestion is that you have a comfortable bed. That advice should be unnecessary, but it is a fact that a great many persons have a foolish streak of economy when it comes to beds. They might better exercise their thrift in other directions. As we spend about one third of our lifetime in bed we ought to be as comfortable as possible while we are there.

Lying on the right side seems to be the natural posture. This position favors the passage of food from the stomach, and therefore is better for people who eat late in the day. Some people like to lie on one side but inclining forward. Do not have too many or too large pillows. See that your bedroom has plenty of fresh air. Do not sleep facing the early morning sun. Dark window shades help to prevent early morning waking, especially in summer. As a rule, nervous people should retire by ten, or ten-thirty. Deep breathing sometimes helps to induce drowsiness. A short walk before retiring is also beneficial in many cases.

NOW, suppose that you have complied with all these practical suggestions, but still don't go to sleep. In that case—in any case, in fact—you need to understand *how* and *why* sleep comes.

There have been various theories to explain sleep; but the latest one is that sleep is simply the result of *muscular relaxation*. There may be other secondary factors, but this undoubtedly is the chief one.

You cannot have muscular relaxation without *mental relaxation*. Mental tension and physical tension go together. You can easily prove this to yourself. When you "let go" with your mind, you almost automatically let go with your body.

In the average case of insomnia, therefore, the essentials to a cure are these:

1. Mental deconcentration.
2. Physical relaxation.
3. Monotony.

Of course, if you are a victim of sleep-

One of These Two Pens Will Suit You Perfectly

Both are Waterman's

Each is as perfect as a pen can be made. They differ only in size and price.

For more than forty years the pre-eminence of Waterman's pen has been recognized.

Each feature of excellence is outstanding. Every pen point is iridium-tipped and hand ground. Every holder is pure Brazilian rubber. Every filling device is a perfected mechanism.

\$7⁵⁰

\$4⁰⁰

Both pens shown are 018 models. They are made with red, mottled and black holders, with flexible lip-guard to protect cap and pocket clip to prevent loss. May be had with different pen points to suit different styles of writing.

Waterman's are guaranteed to give perfect service without time limit. Ask any one of 50,000 merchants to explain their merit.

Waterman's Ideal Fountain Pen

L. E. Waterman Company, 191 Broadway, New York
Chicago Boston San Francisco Montreal

lessness, you are going to insist that you simply can't relax when you go to bed. You will explain that you have to keep tossing and turning, perhaps for hours.

That is what you say—and think. But what I say—and know—is that you *can* relax. You can train yourself to lie perfectly still. At first you will feel that you must move your head, or your arm, or your leg. But if you do not yield to this impulse it will pass.

In the case of animals, if they are held perfectly still, even though they struggle against it, they will soon become quiet, and go to sleep. So the great essential is for you to lie still, and to be perfectly relaxed.

This physical relaxation comes with mental relaxation; and the best method to achieve this mental condition is to keep from following up definite trains of thought. Don't, when you go to bed, begin to plan what you will do the next day. Don't review what you have been doing in the day just closed. Don't think of the letters you ought to write, of the shopping you ought to do, of the business arrangements you ought to attend to.

Don't allow your mind to concentrate on any subject. If you relax the mind, all kinds of half-formed thoughts will come and go. If you don't detain them by taking hold of them, so to speak, they will not stay. Closing the eyes also helps to encourage sleep.

I SPOKE of monotony. Reading aloud in a monotonous tone will put the average person to sleep. Naturally, you wouldn't select an exciting book. You would pick out something which is sure not to interest the patient.

The patter of the rain on the roof encourages sleep because it is a monotonous sound. For the same reason, the ticking of a clock helps some people to sleep.

These monotonous sounds are not necessary. They are useful simply because they help to produce the mental and physical relaxation which is necessary.

Let me say again: If you are assured by a physician that your insomnia is not a symptom of some organic disease or definite physical disorder you should then assure yourself that it is nothing to worry over; that it is *not* essential for you to sleep a certain number of hours every night; that rest and relaxation are essential; and that, if you regulate your daily life sensibly and hygienically, go to bed without taking your worries with you, lie there with your body quiet and your mind relaxed, you will get the rest you need. Furthermore, if you do this, you will be cured of your sleeplessness.

NEXT month, in "Whew! But It's Hot," Dr. William S. Sadler tells you how to enjoy hot weather. "Stop looking at the thermometer and the weather reports," says the doctor, "and learn to live sensibly." His article is full of valuable hints on hot-weather diet, bathing, and exercise, which, if followed out, will help to make 96° in the shade seem like 86° and will make the good old summer time a season of health and energy.