

reading of some interesting matter or debate upon some live and proper issue of the day will go far towards removing the business monotony of the meetings, bring out a better attendance and a greater practice of the fraternal and social advantages of our Order.

In the interest of the establishment of new Courts, the charter fee has been fixed at sixty dollars for all Courts organized under the auspices of the High Court. I am authorized to pay the full sixty dollars to any member who will organize a Subordinate Court with not less than twenty bona-fide Charter Applicants and have the same ready for institution.

I have compiled a new circular of useful information concerning our Order, a copy of which you will find enclosed. These circulars will be furnished to Subordinate Courts at the small cost of fifty cents per hundred, this being about the cost of printing the same.

It is my intention to endeavor to visit with as many of our Courts during the term as the other duties of my office will permit of. I would be pleased to have the Courts arrange for open meetings on the occasion of my visits, and that a special effort may be made to have these meetings attended by worthy men who are not enjoying the benefits of a membership in our Order, to whom I could more particularly address my remarks.

The coming year gives every promise of being one of the most prosperous ones, generally, that the Pacific Coast has enjoyed for many years, and that our beloved Order may participate in this general prosperity, and that this may be the most prosperous term in the history of our excellent High Court, whose true success is, I know, dear to the heart of every loyal California Forester, I earnestly ask for the assistance and co-operation of all of the brethren in my efforts towards the advancement of our noble cause. Wishing you all success and happiness, I am, as ever,

Yours in L., B. and C.,

G. A. McELFRESH,
High Chief Ranger.

HIGH COURT OF MICHIGAN.

LAPÉER, MICH., Nov. 2nd, 1899.

BROTHERS AND COMPANIONS,—I enclose you three forms of circulars that can be obtained for use in soliciting new members. The small folder can be obtained from the High Treasurer, W. H. Sparling, 23 Frank St., Detroit, Mich., by paying the express charges, and the others can be obtained from A. E. Stevenson, the American Agent, 6436 Kimbark Ave., Chicago, Ill.

These may be advantageously used in canvassing a desired applicant. The liberal offer made for the procuring of new members should interest some member of your court, and if any one would like to engage in the work of soliciting members for the months of November and December, I should be pleased to correspond with them. Do not wait for your next meeting to read this or have them write me. Please inform all your members convenient of the offer made and they may write me at once. Reports already in indicate that there will be an enormous increase in membership before the first of January. They should join now to get advantages of the reduced rates.

From the fact that there will be no High Court

meeting this coming winter, it is desired that all efforts be made to increase our membership. It is not a labor of love alone, now, but a substantial compensation has been offered for the work. Good wages can be earned by members at a commission of two dollars for every beneficiary applicant initiated between now and Jan. 1st. Can you not get some one in your Court interested in the work of securing new members on this basis! Great assistance may be rendered by the members who have never been active in the work by recommending the names of persons to join. The merits of the I.O.F. are such as to require but little argument to convince anyone that it is the one to join. Always take the best.

I would suggest that you get a list of names of desired applicants from every member of your Court and divide them up among the active workers. Or, if you have one good, energetic solicitor, give them all to him and have him personally interview them and say: "Now is the time to join, as you can do it with the least expense." If there is any doubt about a desired applicant joining, decide among yourselves what member can have the most influence with him and have that member have an interview or write him a letter of recommendation, and the individual can be induced to reach out and take the protecting hand of the great Order that stands like a guardian angel over our helpless beneficiary.

When you procure an application, have the applicant examined at once, and initiated as soon as he passes the Medical Board. Persistent effort is the key to castle of success. It is a part of our duty to procure new members, as only by the membership aiding the increase of new blood can we give a better class of insurance than old line companies at a much less cost. I would advise you to carefully examine the comparative table of cost, No. 1, on page 101 of the October INDEPENDENT FORESTER. Let us place the High Court of Michigan at the top of the High Courts.

Applications for speakers at public meetings should be addressed to me several weeks before the time of the proposed meeting, as there are now great demands upon all who are able to attend. I will always endeavor to furnish you a speaker when you can assure me of a sufficiently enthusiastic meeting to warrant the expense.

Again I want to remind you that it is as essential to keep the old membership as it is to acquire the new. Should you find any of your members are likely to be or have been suspended, I shall be much pleased to have you send their names and addresses to me.

Fraternally yours in L., B. and C.,

WM. E. BROWN,
High Chief Ranger.

EVERYBODY WANTS THE HEIFER.

LAPÉER, MICH., Nov. 1.—High Chief Ranger Brown has hit upon a novel scheme to increase membership in the Foresters. Brown announced to Court Franklin last night that he would give a fine full-blooded Jersey heifer to the member of the Order in the jurisdiction of the High Court of Michigan in either Subordinate or Companion Court, who would procure the most applications before the first of January, 1900, and have the applicant initiated as a beneficiary member. There is great hustling all along the line.—*Detroit Evening News.*