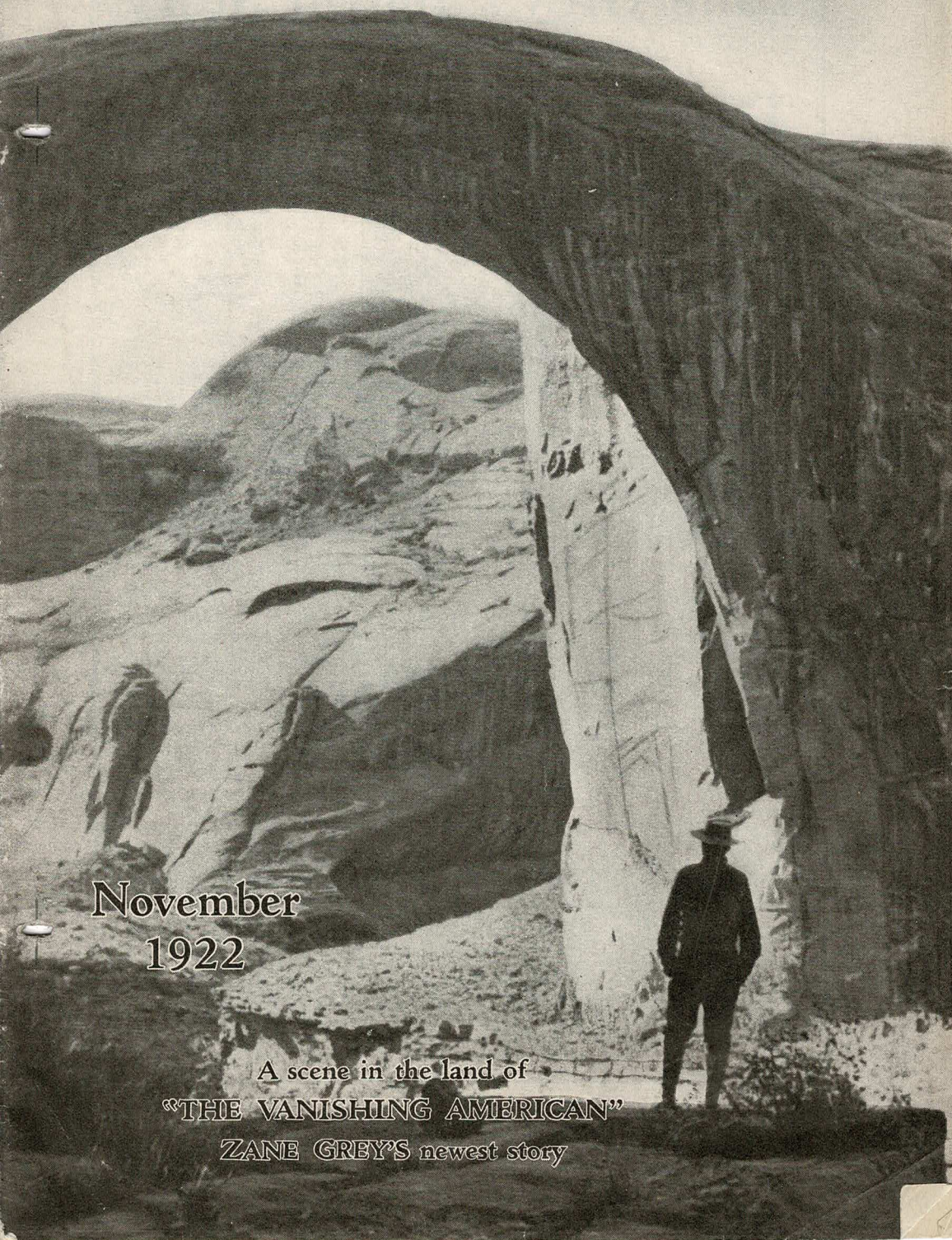


OUR BOYS



November
1922

A scene in the land of
"THE VANISHING AMERICAN"

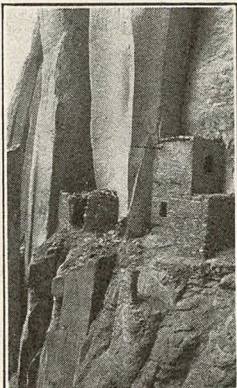
ZANE GREY'S newest story

Zane Grey's Indian Story

Starts in the November Journal

TALK about a feature to help you get more Journal customers! In the November Number of **THE HOME JOURNAL** will start a new six-part story by Zane Grey. It is the kind you like to read—the kind that appeals to men and women everywhere. Be sure to show it to every prospect. It should not be hard to sign them up for all six months.

Here's the Zane Grey party traveling over the land of The Vanishing American



YES, Zane Grey "makes up" most of his stories. They have not all happened exactly as he tells them, but the beautiful places he describes are actually true. He believes in learning all the facts about his scenes by going into the country where they are laid and living among the people who become the characters in his stories.

On a ridge in the treacherous Cinder Country which Zane Grey's new story describes



How would you like to live in a stone house like this, built right on the edge of a high cliff? Zane Grey saw on the walls the blood-red prints of human hands

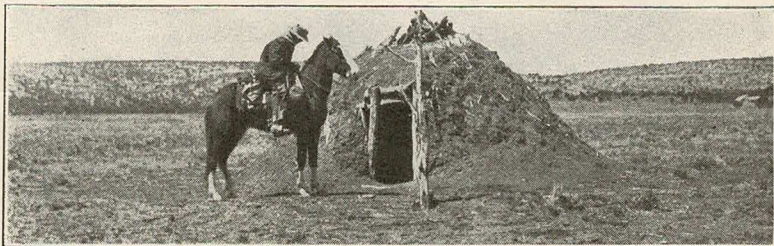


READ on pages 8 and 9 about the other wonderful features which will appear in the November Journal.



Down into the desert the "Z. G." outfit marched. It was a hard journey

READ on the next page how Zane Grey went on a dangerous trip to get the facts for his new story, "The Vanishing American."



"Hello, there! Anyone at home?" Zane Grey on his horse, "White Stockings," calls inquiringly into a lonely dugout in the middle of the desert



OUR

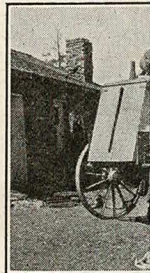
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VOLUME FIFTEEN

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How Zane Grey's Facts

THOUGHTS of the strange, wild, of the great silent stretches where no men live, have haunted Zane Grey. Through untold hardships, through hunger, thirst and fatigue, he has many times fought his way far into the last outpost of civilization into the very heart of the wilderness. Here he has satisfied his love for adventure. This has been his playground. The inspiration and scenes for his thrilling tales have been found in such places.



Tying up the grub

On the morning of March 22, 1922, Zane Grey, his wife and trusted party, set out from their staff, Arizona, on one of these hazardous expeditions. They were headed for the last place of barren beauty and death—terry—the Painted Desert. Here Zane Grey was to get the facts for a story that will appear in the November **LADIES' HOME JOURNAL**.

The horses were ready for the march that would tax the last ounce of endurance. High-spirited and nervous, they trotted along. They, too, seemed eager to leave civilization far behind. In the eyes of both men and beast sparkled the fire of adventure.

Through miles of forest, up steep hills, down into open valleys, now climbing, now descending, on and on, the party traveled. When they reached the top of a ridge in the Cinder Country a magnificent but strange and desolate spectacle presented itself.



OUR BOYS

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VOLUME FIFTEEN

November-1922

NUMBER ELEVEN

How Zane Grey Obtained Facts For His Story

THOUGHTS of the strange, wild places, of the great silent stretches of land where no men live, have always haunted Zane Grey. Through untold hardships, through hunger, thirst and fatigue, he has many times fought his way far past the last outpost of civilized man into the very heart of the wilderness. Here he has satisfied his love for adventure. This has been his playground. The inspiration and scenes for his thrilling tales have been found in such places.

On the morning of March 22, 1922, Zane Grey, with a tried and trusted party, set out from Flagstaff, Arizona, on one of these hazardous expeditions. They were headed for that alluring place of barren beauty and deathlike mystery—the Painted Desert. Here Zane Grey was to get the facts for a story that starts in the November LADIES' HOME JOURNAL.

The horses were ready for the strenuous march that would tax the last ounce of their endurance. High-spirited and nervous, they trotted along. They, too, seemed eager to leave civilization far behind. In the eyes of both men and beast sparkled the fire of adventure.

Through miles of forest, up steep hills, down into open valleys, now climbing, now descending, on and on, the party traveled. When they reached the top of a ridge in the Cinder Country a magnificent but strange and desolate spectacle presented itself.

They faced a wide valley which, except for the straggling pines, appeared from the distance like the Slough of Despond, as described in Pilgrim's Progress. A slope of black cinders led down to a veritable river of hardened black lava, over a mile in width—

a crusted, ragged, treacherous mass, almost impossible to traverse. They rode down into this forbidding valley toward the Little Colorado River, which, after considerable time and trouble, they reached and crossed.

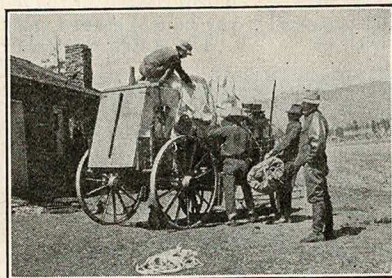
Now they were on the edge of a vast, colored broken desert. Far away, like a huge wall around the desert, towered the Gray Mountain and the ragged, saw-tooth notches of the Echo Cliffs.

After several days of hard going, the party crossed the desert, rode over the rocky country and entered into the place of the sand dunes. White near at hand, red in the distance, the dunes were beautifully formed. Sloping up gradually, they ended abruptly in knifelike edges. Wavering sheets of sand blew from their sharp crests.

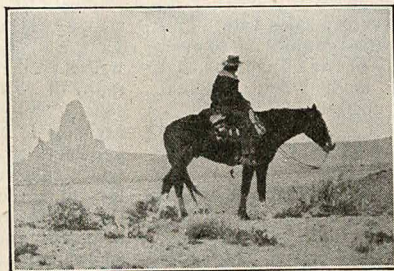
"If a storm should hit us here, it would be all day for us," observed one of the cowboys.

The horses, leg-weary but undaunted, toiled on. Everywhere was sand, and no foothold. Nowhere was there life, nothing but sand.

It was at this time that the party began to suffer from the heat. The skin, burned scarlet, started to peel from their faces.



Tying up the grub wagon. Almost ready to start!



Zane Grey on his faithful horse among the sand dunes

(Continued on page 11)

A Great November Journal

WE KNEW that you'd turn to these two pages. And now we hope you'll read every word on them, because by so doing you'll find out about what's coming in the November Journal and will get many pointers on how to increase your Journal sales. The big Radio Offer is still going on and sales of the November Journal will be the last ones counted toward earning the prizes. And then, Christmas is coming! Of course, every chap wants extracash and Vouchers so he may give suitable gifts.

The editors of The Journal have done their part to help you sell extra copies this month. They have given you a most attractive Number for November, which should, without a doubt, make it possible for you to secure many new customers. Ask your D. A. to tell you which are the best sections in your city to canvass.

Posters to Promote Zane Grey's Story

PROBABLY the biggest feature in the November Journal—one that we're sure you'll be glad to see—is the first installment of the novel, "The Vanishing American," by Zane Grey. Oh, boy! Won't that be a wonderful talking point for you when you go after new customers? See your District Agent without delay and ask him for a supply of posters similar to the one reproduced on this page. We've printed three different varieties, each in a different color and each having a different picture illustrating Zane Grey's trip into the desert country in search of material for his new story. Fasten these posters to your copy sack, your bicycle, your wagon or on the front of your house—wherever they'll attract the most attention.

Tell your prospective customers how Doctor Grey traveled through the land of "The Vanishing American." On page 1 of this issue of OUR BOYS there is an account of the trip.

Here is a part of a letter written by Zane Grey to the Editor of THE HOME JOURNAL: "My novel, 'The Call of the Cañon,' published a year ago in THE LADIES' HOME JOURNAL, was my most successful story. It is a source of great satisfaction and inspiration to be able to reach this immense audience again with a more serious and better work. I would rather publish my stories in

To Help You Earn Valuable Prizes and Cash for Christmas

THE LADIES' HOME JOURNAL than in any other magazine. It reaches the heart of American homes and is elevating and instructive in its influence.

"The Vanishing American" is an Indian story which I have been preparing to write for ten years. I have taken many hard trips into the desert country which is its setting. The

to get the prize you've set your heart upon on ing.

Newspaper Advertising Should Increase the Demand for Copies

YES, we're going to advertise again this month. Full-page newspaper displays, telling about Zane Grey's new story, will reach millions

prospects in every section of the country. The new papers scheduled to publish these advertisements have wide circulation outside the cities in which they are printed and we are pretty certain that many persons in your city will see them.



THE KEY TO THE SECRET CODE :

AB	CD	EF
GH	IJ	KL
MN	OP	QR

~~ST~~
~~UV~~
~~WX~~
~~YZ~~

End
of word
indicated by |

With the use of the above "key" you can decipher the message printed on the last page of OUR BOYS. Each letter of the alphabet appears in various sections. The first of the two letters in each section is represented by the lines on each side of it; a dot between the lines indicates that the second of the two letters should be used. For example: To find out what < represents, look at the "key" and you'll see that "W" is the first letter in the section bounded by those lines. J represents the second letter in the section having that shape, or "H". Now you know the first two letters of the secret message. Go to it and earn 5 Brown Vouchers!

great majority of busy Americans do not realize that the Indian has been cruelly wronged, that he will never be absorbed by the white race, that he is vanishing from the earth."

And a Movie Slide

MANY P-J-G salesmen have been increasing Journal sales with the movie slides which we've offered during the past several months. Again, we give every boy the opportunity to secure, free of charge, a slide like the one pictured here. Notice that it calls attention to "The Vanishing American"? Your name and address will appear in the blank space provided.

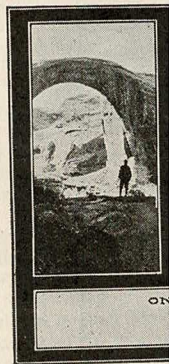
Arrange with the manager of a local movie theater to have this slide shown on the screen after the November Journal has been placed on sale. Then write us a letter ordering the slide. Print your own name and address plainly on the order, because the slide you'll receive will tell folks where to buy their copies. This is a great opportunity for you to let hundreds of persons know that you're a wide-awake young business man. It should help you sell enough extra Journal copies

Another Good Story

THE Vanishing American" isn't the only story which will help you secure Journal customers in November. A beautiful story by M. Raymond Shipman Andrews, entitled "Ye Butterflies," should appeal to all women. Illustrated in rich colors and is a tale based around the Unknown Soldier who was recently buried in Arlington Cemetery, near Washington.

Sign Up Members of Women's Clubs

WOMEN'S clubs receive much attention in the November Journal. Your mother, District Agent or school-teacher should be to help you secure the names and addresses



ember Journal

Prizes and Cash for Christmas

to get the prize you've set your heart upon owning.

Newspaper Advertising Should Increase the Demand for Copies

YES, we're going to advertise again this month. Full-page newspaper displays, telling about Zane Grey's new story, will reach millions of prospects in every section of the country. The newspapers scheduled to publish these advertisements have wide circulation outside the cities in which they are printed, and we are pretty certain that many persons in your city will see them.

THE SECRET CODE :

ST
WX
YZ

End
of word
indicated by |

Give "key" you can decipher the last page of OUR BOYS. Alphabet appears in various of the two letters in each by the lines on each side the lines indicates that letters should be used. Out what < represents, you'll see that "W" is the action bounded by those the second letter in the shape, or "H". Now you know of the secret message. Go on Vouchers!

Another Good Story

THE Vanishing American" isn't the only story which will help you secure Journal customers in November. A beautiful story by Mary Raymond Shipman Andrews, entitled "Yellow Butterflies," should appeal to all women. It's illustrated in rich colors and is a tale built around the Unknown Soldier who was recently buried in Arlington Cemetery, near Washington.

Sign Up Members of Women's Clubs

WOMEN'S clubs receive much attention in the November Journal. Your mother, or District Agent or school-teacher should be glad to help you secure the names and addresses of

members of women's clubs in your city. Having secured the names, call on each club member and show her "The Club Program." Accompanying the article is an editorial notice written by Alice Ames Winter, President of the General Federation of Women's Clubs. It is a hearty endorsement of "The Club Program," and when a club member sees this she should not hesitate to buy a copy from you and sign your regular customer list. Be sure to tell each woman that this is the first of a series of club programs to be published in THE LADIES' HOME JOURNAL.

Great for School-Teachers

DON'T forget the school-teachers! They, and all persons interested in education and literature are excellent prospective customers for several articles that appear in the November Journal. "Makers of American Literature" is one of a series of articles about writers who belong in America's literary hall of fame. It is written by the well-known authority on American literature, William Lyon Phelps. "The New Character Education" is another of Charles A. Selden's articles which have been so interesting and helpful to school-teachers everywhere.

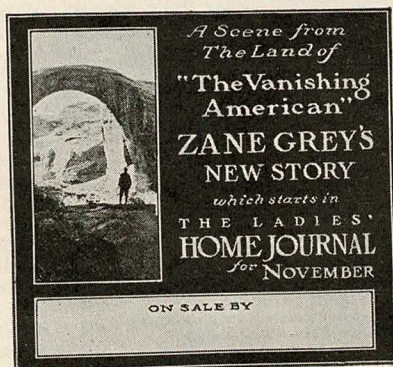
Some Other Big Features

MEN and women who have seen Booth Tarkington's plays or have read his stories should be eager to read a personal sketch of this famous writer. There's just such an article in the November Journal—called "Booth Tarkington at Home."

To members of clubs interested in music—in fact, to anyone who likes music—show the second of the series of articles called "My Musical Life." It is written by Walter Damrosch, conductor of the New York Symphony Orchestra.

A Golden Month

THE line-up for November is worth shouting about, eh? It affords you a splendid opportunity to increase your Journal sales, earn valuable prizes and secure a long list of steady customers who will be a permanent source of profit for you in 1923.



How Zane Grey Obtained Facts For His Story

(Continued from page 1)

Their cheeks became swollen and their lips cracked, but they stayed in their saddles and rode on.

One day, just as the sun was setting and shadows of wondrous hues sloped down from the West, they saw a long line of broken, square-sided, monumentlike mesas. Away to the North, purple, solitary, mystic, loomed the great bulk of Navajo Mountain. Down into the sunset rode the horsemen.

The brightness faded. The shadows lengthened. Gray gloom obscured the Navajo. Up the last ridge the tired party toiled, and at last, as a grim reward for their efforts, Red Lake appeared before them.

Red Lake looked like an inferno. A red valley, terrible, barren, rock-ribbed, forbidding, waste on waste of sand, with the water the red of blood.

Far away the party discerned the outlines of an eight-sided stone house resembling a fort. It was the trading post. Weary and sore, they arrived at the post, ate a hearty meal and got their much-needed rest.

The next day the ride to March Pass and the Segi Cañon was made in a biting wind. A snowstorm was threatening. Lucky it was that John Wetherill's son came to meet the party at this point, for the old trails that Zane Grey knew so well had been washed out.

Soon the party arrived at the renowned Cliff Dwellings. This wild and marvelous place, which words cannot picture, the Indians called Betatakin. The climb to the dwellings was difficult, but once there, under the vast, gloomy arch, shrouded in a pale yellow light, among strange stone houses with pottery and stone pestals scattered about, only the most heartless of men would not have felt well rewarded for his efforts.

There were blood-red prints of human hands on the walls. What did they mean? Men had lived there once, had made their homes high in these cliffs, had fought for their women and their lives, and now were gone. The little, vacant windows, staring black out of the dwellings, spoke eloquently of the mystery of life. What thrilling scenes had once been staged beneath their sills!

The next camp was made in the Pass—

about 7000 feet above sea level. Then they traveled on to Kayenta. Here they rested for several days and met Mrs. Wetherill, the wife of the trading-post keeper. The Indians named her Austhon Sosie. She knows more of the Navajo Indian than any other white person. You will recognize her as "Mrs. Withers" in Zane Grey's new



Looking for a place to camp in the purple sage

story, "The Vanishing American."

The end of the trip was Non-Nez-Oshe Boco, the Rainbow Bridge. A picture of it appears on the front cover of *OUR BOYS*. Zane Grey is standing in the foreground. Red, ragged, black-streaked, notched and cracked, seamed and scarred was the vast piece of Nature, a realistic monument of life. Through and over the gnarled arch, the sky was an intense blue.

Throughout the long afternoon the party sat and watched the spectacle. They saw the great arch turn with the sun to pure gold. They saw it change to red and brown. They saw it stand out black against the purple sky of night.

It was into this country that Zane Grey and his party went to get the facts for his best story, "The Vanishing American." In it is an epic of the American redman, now fast disappearing from the face of the earth.

Your customers will be greatly interested to know of Zane Grey's thrilling trip. Tell them about it.