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BY  
J. M. BRANDAU

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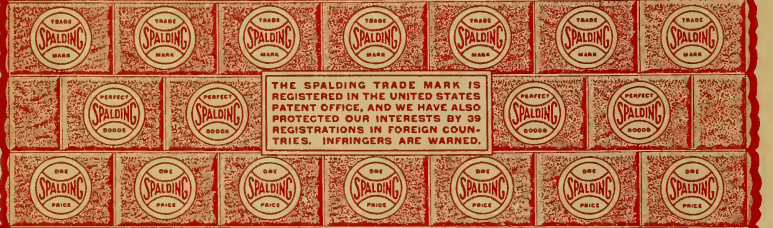
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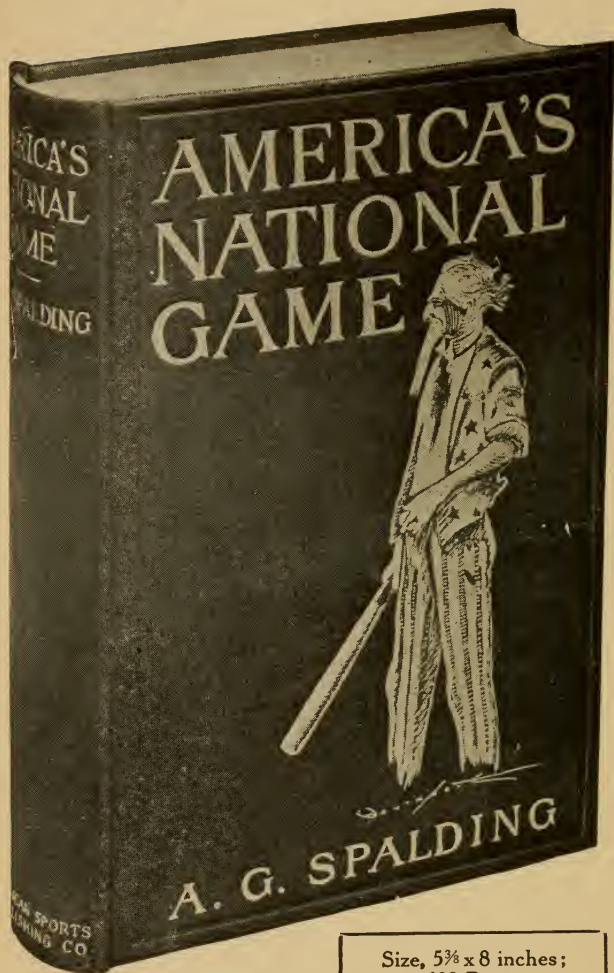
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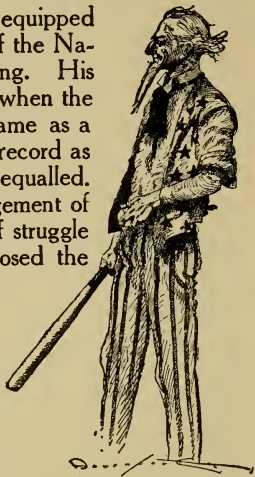
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J. M. BRANDAU.



SPALDING "RED COVER" SERIES OF  
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# TEAM WAND DRILL

By

J. M. BRANDAU

Physical Instructor, Y. M. C. A.

Springfield, Ohio



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## FOREWORD

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In presenting this drill, I do so at the request of those who have seen it used to great advantage in different fields, both association, school and individual training.

The drill has proven the most enthusiastic of any calisthenic work that I have ever been able to discover, and the results have proven very much more satisfactory, because the class enters into it with more vigor, vim and snap.

As a rule there are some classes not very favorably disposed to calisthenics, but I have yet to see the class that did not heartily enjoy this drill, when they have a good hustling partner by their side, which forms a delightful competition in setting-up exercises.

In looking over the drill, you will find that sometimes one pupil will hold a certain corrective position, while another completes a movement. This is an easy way to secure corrective results without annoying the student. As a rule, in corrective work, the younger students will fret when a corrective position is held very long.

This drill has been a favorite with every class in which I have used it, especially so with business men's classes in several associations.

Every one knows how monotonous it is to take exercise alone, even the most enthusiastic athlete wants company. Professional men who room in the same offices can get

together about ten minutes every noon and find much pleasure and recreation in each other's company.

When a class falls in line for drill, it should always be the rule to line up according to height, because two of the same stature should work together.

A 54 inch length school wand will serve for this drill, although the 42 inch length can be used.

The counts should be in three classes, 8 and return at beginning, increased to 12 and return, then 16 return counts, for the movements herein.

J. M. BRANDAU,  
Physical Instructor, Y.M.C.A.,  
Springfield, Ohio.

*Photos by the Stanton Photo Novelty Company,  
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## SECTION I

---

### STARTING POSITIONS FOR SERIES NOS. 1-10.

Two men stand side by side, with one wand, for the following starting positions:

1. Wand *Front Down*. Command: Position take! (See Fig. No. 1.)
2. Wand *Front Horizontal*. Command: Position take! (See Fig. No. 2.)
3. Wand *Overhead*. Command: Position take! (See Fig. No. 3.)
4. Wand *On Chest*. Command: Position take! (See Fig. No. 4.)
5. Wand *Back of Head*. Command: Position take! (See Fig. No. 5.)
6. Wand *Behind Hips*. Command: Position take! (See Fig. No. 6.)

From the above starting positions, take the following exercises:

#### SERIES NO. 1.

A. Both men holding the wand in starting Position No. 1 (see Fig. No. 1); flex the wrists on (count 1); extend wrists on (count 2); continue to twelve fast counts, and return.

B. Same exercise as in A, with wand in Position No. 2 (see Fig. No. 2).

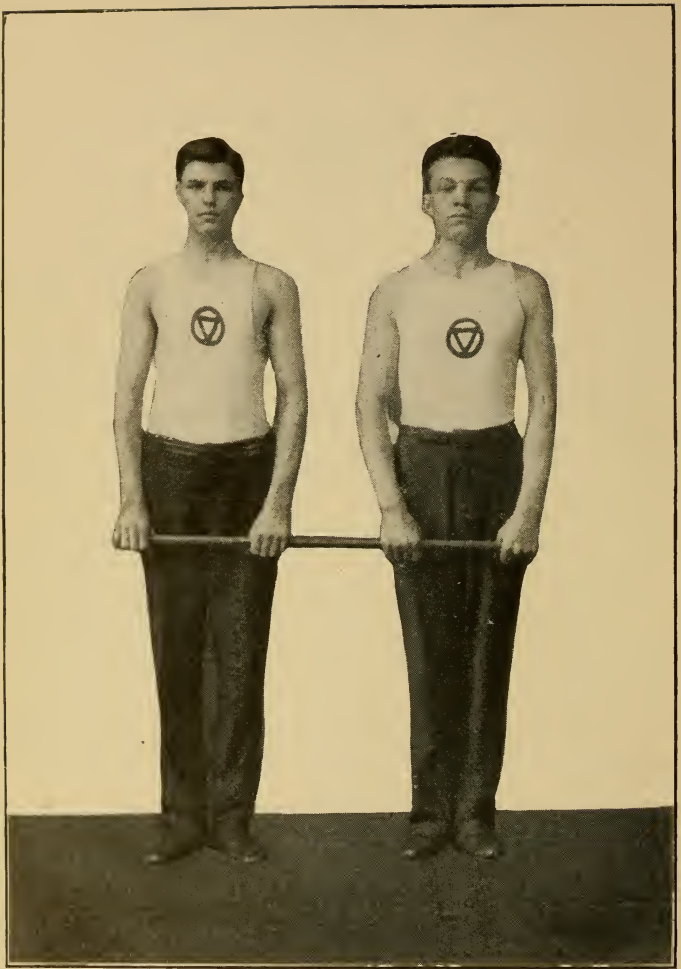


FIGURE I.

C. Same exercise as in B, with wand in Position No. 3 (see Fig. No. 3).

D. Same exercise as in C, with wand in Position No. 4 (see Fig. No. 4).

E. Same exercise as in D, with wand in Position No. 5 (see Fig. No. 5).

#### SERIES No. 2.

A. Both men hold the wand in the right hand at Position No. 2 (Fig. 2); flex the fingers of the left hand on (count 1); extend them on (count 2); continue to 12 fast counts and return—Position of left hands just over wand.

B. Same exercise as in A, with left hand in Position No. 3 (Fig. No. 3).

C. Same exercise as in A, with left hand at side horizontal. (*Note*.—See outside arms in Fig. No. 10 for side horizontal.)

D. Repeat the same exercises with the right arms while holding wand with left.

#### SERIES No. 3.

A. Both men hold the wand in the right hand at Position No. 1 (Fig. No. 1), and circumduct the left arms in Position No. 2 (Fig. No. 2); fast count to 12, and return. Circumduction is forming a cone with the arm, the hand forming the large outer circle.

B. Same exercise as in A, with left arm in Position No. 3 (Fig. No. 3).

C. Repeat same exercises with the right arms while holding wand with left.



FIGURE 2.



## SERIES NO. 4.

A. Both men hold the wand in their right hands at Position No. 2 (Fig. 2); rotate the left arms in same Position independent of right arms; 8 slow counts, and return. Rotation of the arms is turning them on their own axes.

B. Same exercise as in A, rotate left arms in Position No. 1.

C. Same exercise as in B, rotate left arms in Position No. 3.

D. Same exercise as in C, rotate left arms at side horizontal. (*Note*—See outside arms in Fig. No. 10 for side horizontal.)

E. Repeat same exercise with right arms while holding wand with left.

*Explanation to Series 1, 2, 3, 4.*

When it is wished to have the student use both hands or arms in Series Nos. 1, 2, 3, 4, all that is necessary is to give the order that the man on the right will hold his wand in Position 1, 2, 3, etc., and the man on the left will flex fingers or arms in another position.

It is always well to have the man who is holding the still position to be in a corrective posture, as it is very helpful to correct the figure.

In doing this one man is getting corrective exercise while the other is acquiring muscular tone. Of course the men alternate their positions.

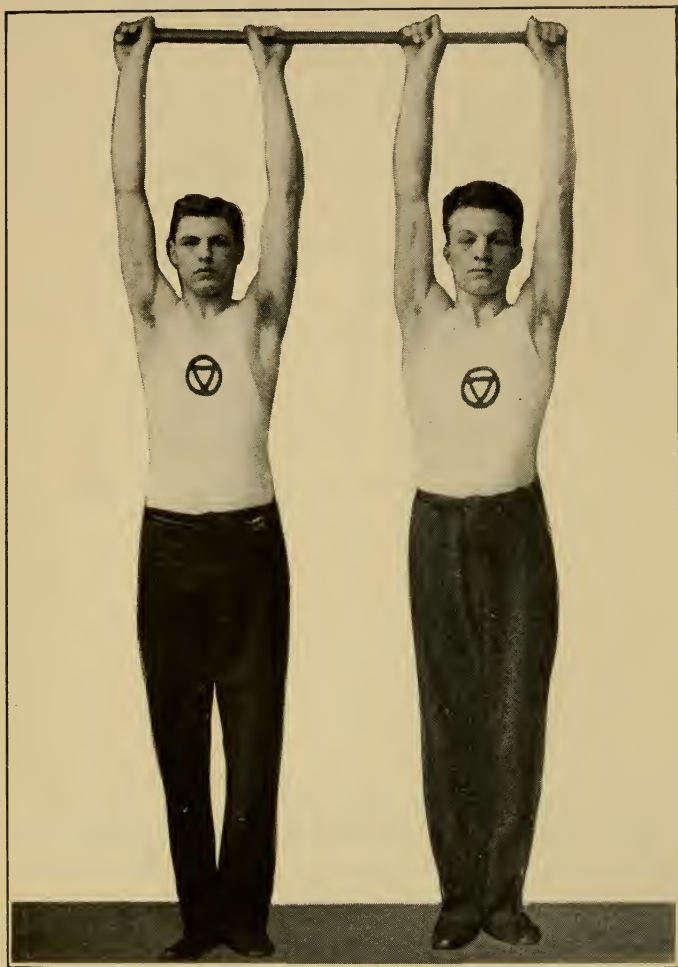


FIGURE 3.

## SERIES No. 5.

All the following exercises start from Front Down position (Fig. No. 1).

A. While holding the right arms in place in Position No. 1, with left arms swing the wand to chest (1 count) and return to position (2 counts).

B. Change arms.

C. Swing wand to chest with both arms.

D. With both arms swing wand to chest (Fig. No. 4) (1 count); to front horizontal (Fig. No. 2) (2 counts); return to chest (Fig. No. 4) (3 counts); return to starting position (4 counts).

E. With both arms swing wand to chest (Fig. No. 4) (count 1); overhead (Fig. No. 3) (count 2); return to chest (count 3); return to starting position (count 4).

F. Swing wand to chest (Fig. No. 4) (1 count); to overhead (Fig. No. 3) (2 counts); drop to (Fig. No. 5) (3 counts); return overhead (4 counts); return to chest (5 counts); return to back of head position (6 counts).

G. Swing wand to chest (Fig. No. 4) (1 count); thrust sideward, left on chest (2 counts); return to chest (3 counts); return to starting position (4 counts).

H. Same as G; thrust wand sideward, right on chest.

I. Combining G and H, alternating.

J. Swing wand to front horizontal (Fig. No. 2) (1 count) position (2 counts).

K. Swing wand overhead (Fig. No. 3) (1 count); return to starting position (2 counts).

L. Swing wand overhead (Fig. No. 3) (1 count);



FIGURE 4.



to shoulders (Fig. No. 5) (2 counts); return overhead (3 counts); return to starting position (4 counts).

M. Swing wand left at arm's length (1 count); position (2 counts). (*Note*—For arm motion see Fig. No. 8.)

N. Swing wand right at arm's length (1 count); position (2 counts). Note M for arm motion.

O. Combine M and N, alternating.

P. Swing wand as in O; abducting the outside leg as wand swings to that side (see Fig. No. 8) (1 count); return to position (2 counts).

Q. Swing wand to left at arm's length (1 count); continue with one movement to right side (2 counts) (Fig. No. 8 for arm motion only); continue 12 counts, and return.

R. Swing wand overhead (Fig. No. 3) (1 count) to toes (Fig. No. 11) (2 counts); return to position (3 counts).

S. Swing wand to front horizontal, taking the stride jump sideward at same time (1 count); return to position (2 counts). (*Note*—For stride jump see Fig. No. 13.)

T. Same as S, only wand continues overhead in one movement (1 count); return to starting position (2 counts).

U. Swing wand overhead and charge forward with the left foot at the same time (1 count); position (2 counts). (*Note*—Fig. No. 24 shows charging forward.)

V. Same, as U, change feet.

W. Combine U and V, alternating.

X. Swing wand to front horizontal, touching left



FIGURE 5.

toe to rear at the same time (1 count); return to position (2 counts).

Y. Same as X, with right toe to rear.

### SERIES No. 6.

All the following exercises start from *Front Horizontal* position (Fig. No. 2).

A. Flex the wand to chest (Fig. No. 4) (1 count); return to position at front horizontal (2 counts).

B. Flex wand overhead (Fig. No. 3) (1 count); return to position (2 counts).

C. Hold wand in position at front horizontal with the right hands; swing left arms overhead (1 count); return (2 counts).

D. Same as C, changing arms.

E. Combine C and D, alternating arms each time.

F. Holding wand in position with the inside hands, swing the outside arms to side horizontal (count 1); return (2 counts); (Fig. No. 10).

G. Hold wand in position, with right hands, swing left arms to side horizontal (1 count); return (2 counts). (*Note*—Both men take their hold near the end of the wand.)

H. Same as G, change arms.

I. Hold wand in position with right hands, swing left arms to side horizontal (1 count); return and regrasp wand with left hands (2 counts); hold wand in position with left hands and swing right arms overhead (3 counts); return (4 counts).

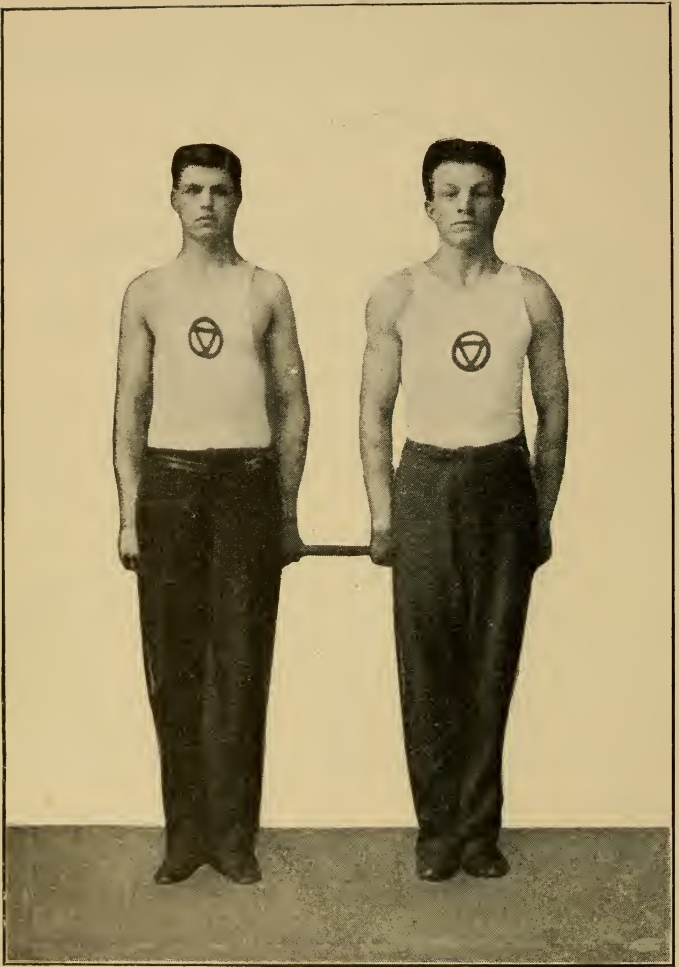


FIGURE 6.



- J. Same as I, change hands.
- K. Same as I and J, alternating.
- L. Hold wand in position with right hands, swing left arms to down side position (1 count); return to position (2 counts).
- M. Same as L, change hands.
- N. Combine L and M, alternating.
- O. Holding wand in position with the right hands, swing left arms to down side position (count 1); return, regrasping the wand with left hands (count 2); holding position with left hands, swing right to side horizontal (3 counts); return (4 counts).
- P. Same as O, change hands.
- Q. Combine O and P, alternating.
- R. Holding the wand in position, with the right hands swing the left arms to down side position (count 1); return and regrasp wand (count 2); touch toes with right hands (3 counts); return (4 counts).
- S. Same as R, starting with the other hand.
- T. Combining R and S, alternating.
- U. Swing the wand overhead and at the same time take the forward and backward stride jump. (*Note*—Forward and backward stride jump is on the same order as stationary walking.)
- V. Swing the wand to down position, forcing the wand as far left as possible in the descent and ascent, forming a half circle. In descent (1 count); in ascent (2 counts).
- W. Same as V, on the other side.
- X. Same as V and W, alternating.

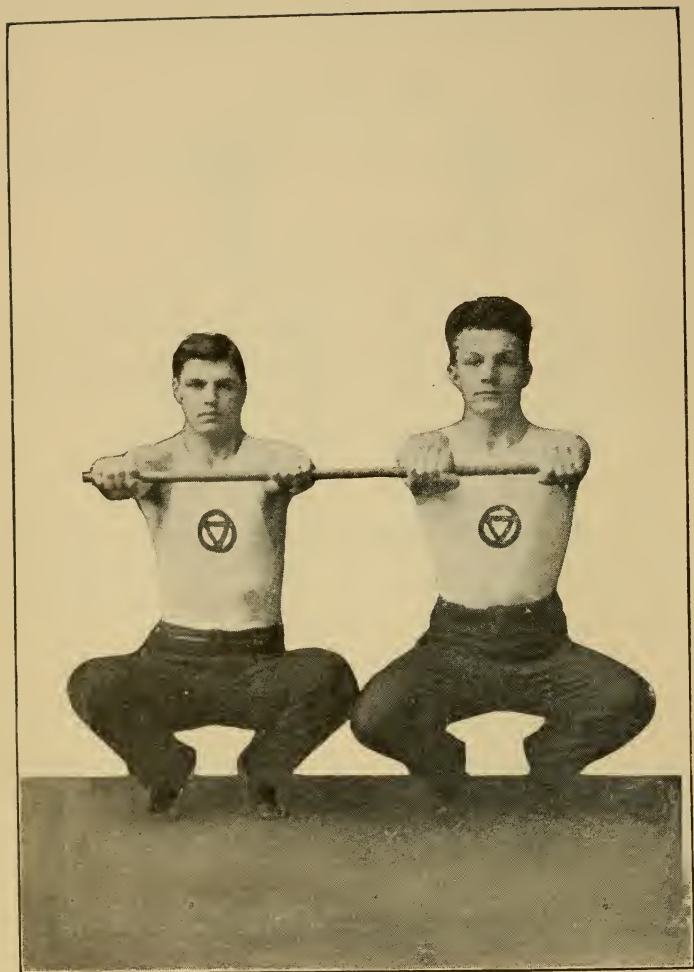


FIGURE 7.

Y. The man on the right side swings the wand to outside horizontal, while man on the left holds position (1 count); return to position (2 counts).

Z. Same as Y, other man.

AA. Combine Y and Z, alternating.

BB. Holding wand in position, sink to full knee bend (Fig. No. 7) (count 1); return to position (count 2).

CC. Same as BB to full knee bend (count 1); wand to floor (count 2); jump both feet backward to full leaning rest (count 3). (*Note*—See Fig. 12 for full leaning rest); return to full knee; bend wand on floor (count 4); arms return to front horizontal (count 5); return to position (count 6).

DD. Man on right hold arms in position, while man on the left swings wand overhead (count 1); return to position (count 2).

EE. Same as DD, change movements.

FF. Combine DD and EE, alternating.

GG. Both men swing wand overhead with left hand, swinging the right arm to down position at the same time (count 1); return to position (count 2).

HH. Same as GG, using opposite arms.

II. Combining GG and HH, alternating.

JJ. Man on right hold wand in position; man on the left swing both hands between legs as far as possible (1 count); return to position (2 counts).

KK. Same as JJ, other man.

LL. Combine JJ and KK, alternating.

MM. Man on right hold arms in position; man on



FIGURE 8.

left swing wand to side horizontal (1 count); return to position (count 2).

NN. Same as MM, other man.

OO. Combine MM and NN, alternating.

PP. Man on the right swing wand to side horizontal, while man on the left swing hands between legs (count 1); return to position (count 2).

QQ. Same as PP, reverse movement.

RR. Combine PP and QQ, alternating.

#### SERIES NO. 7.

All the following exercises start from Starting Position No. 3 *Wand Overhead* (Fig. No. 3).

A. Both men drop the wand to chest (count 1); return to position (count 2).

B. Both men drop wand to shoulder (count 1); return to position (count 2).

C. Hands close to end of wand; hold wand in position with the right hands and drop the left arm to side horizontal (count 1); return to position (count 2).

D. Same as C, other arms.

E. Combine C and D, alternating.

F. Holding wand in position with the right hands, drop the left arms to down position (count 1); return to position (count 2).

G. Same as F, other arms.

H. Combine F and G, alternating.

I. Both men drop wand to front horizontal with right arms, and drop left arms to side horizontal at same time (count 1); both return to position (count 2).



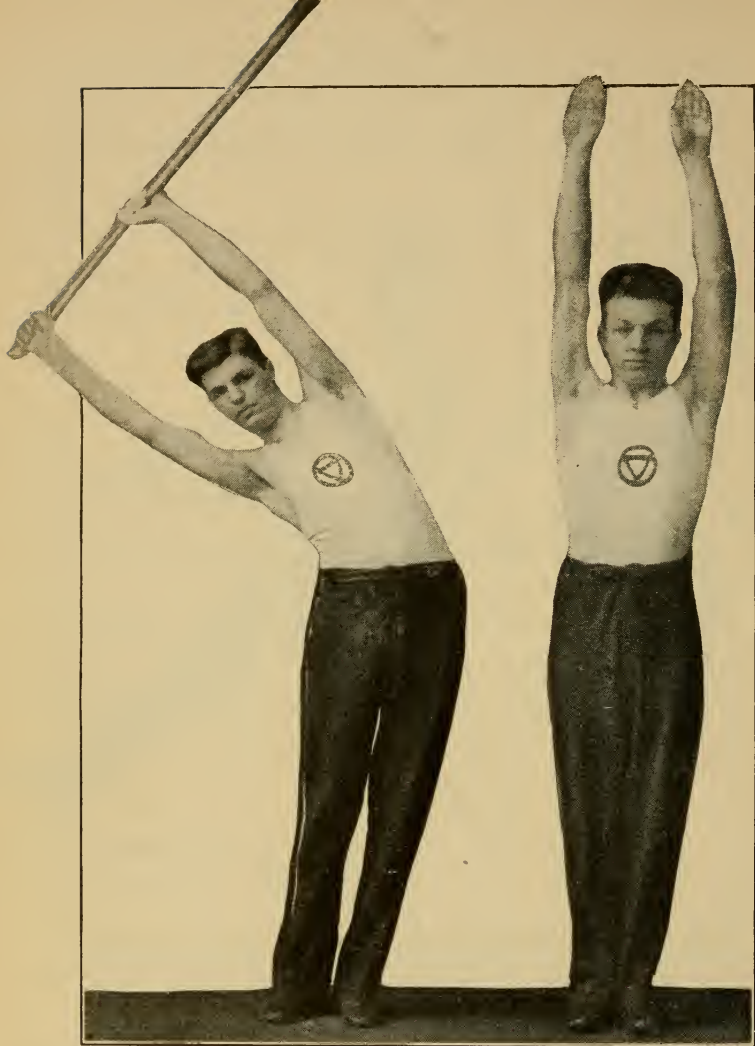


FIGURE 9.

J. Same as I, other arms.

K. Combine I and J, alternating, first one side and then the other.

L. Both men drop wand to front horizontal, head bend backward at same time (count 1); return to position (count 2).

M. Drop wand to down position and head bend sideward, left at same time (count 1); return to position (count 2).

N. Same as M, head to right side.

O. Combine M and N, alternating.

P. Drop wand to front horizontal and extend the left leg to the rear at the same time (count 1); return to position (count 2).

Q. Same as P, right leg to rear.

R. Combine P and Q, alternating right and left feet to rear.

S. Force the wand backward as far as possible and toe touch forward with the left foot at the same time (count 1); return to position (count 2).

T. Same as S, with right foot.

U. Combine S and T, alternating right and left feet.

V. Man on right hold arms in position, while man on left swings wand to down position (count 1); return to position (count 2).

W. Same as V, reverse movements.

X. Combine V and W, alternating movements.

Y. Man on right hold arms in position, while man on left carries wand sideward on body bent (see Fig. No. 9) (count 1); return to position (count 2).



FIGURE 10.

- Z. Same as Y, reverse movements (Fig. No. 9).  
&. Combine Y and Z, alternating men.

## SERIES NO. 8.

All of the following exercises start from Starting Position No. 4 (Fig. No. 4).

A. Thrust wand to front horizontal (count 1); return to position (count 2).

B. Thrust wand overhead (count 1); return to position (count 2).

C. Swing wand directly overhead to back of head (Fig. No. 5) (count 1); return to position (count 2).

D. Thrust wand overhead (count 1); to shoulders (count 2); to overhead (count 3); to position (count 4).

E. Thrust wand sideward left on chest (count 1); return to position (count 2).

F. Same as E, thrust sideward right.

G. Combine E and F, alternating first left, then right.

H. Thrust wand sideward right on chest (count 1); then make a complete thrust left (count 2); etc.

I. Drop wand to toes (count 1); return to position (count 2).

J. Body bend forward (count 1); drop wand to floor (count 2); return wand to chest (count 3); body to position (count 4).

K. Same as J, thrust wand overhead instead of to floor.

L. Same as J, thrust wand left on chest instead of to floor.

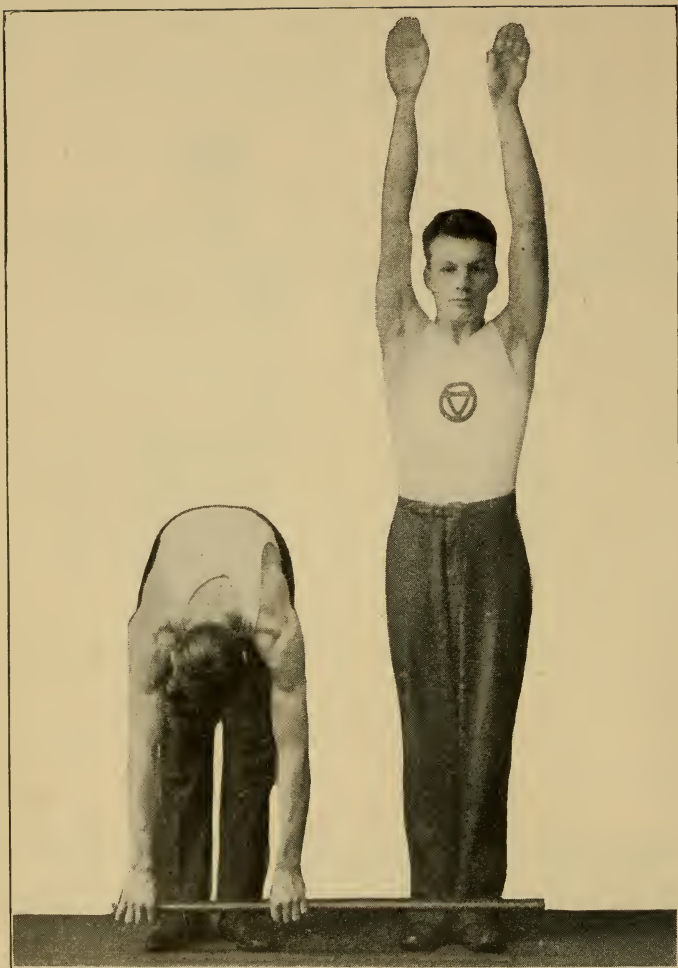


FIGURE II.

M. Same as J, thrust wand right on chest instead of to floor.

N. Combine L and M, alternating wand on chest.

O. Body bend forward (count 1); swing wand directly to back of head (count 2); wand to position (count 3); body to position (count 4).

P. Same as O, bring left toe and wand together instead of swinging back of head.

Q. Same as P, left toe and wand together.

R. Combine P and Q, alternating.

S. Hold right hands in position on chest and thrust wand directly to back of head (count 1); return wand to position (count 2).

T. Same as S, other hands.

U. Combine S and T, alternating.

V. Thrust wand and left foot forward at same time until they meet (count 1); return to position (count 2).

W. Same as V, use right foot.

X. Combine V and W, alternating right and left feet.

#### SERIES No. 9.

All of the following exercises start from Starting Position No. 5 *Wand Back of Head* (Fig. No. 5).

A. Force wand overhead (count 1); return wand to position (count 2).

B. Body bend forward (count 1); return to position (count 2).

C. Body bend backward (count 1); return to position (count 2).



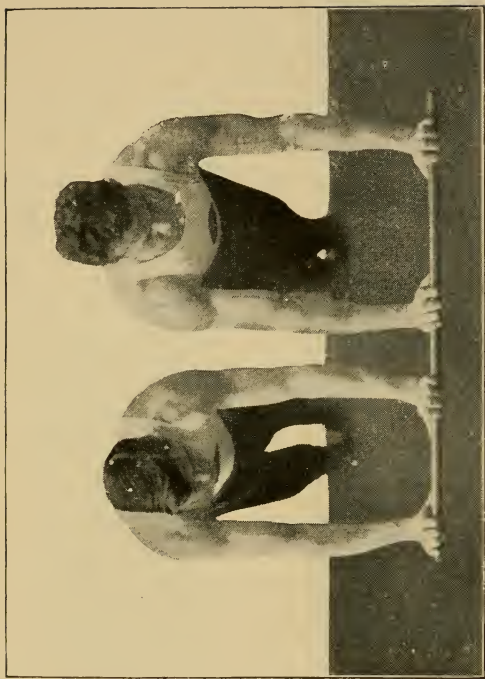


FIGURE 12.

- D. Combine B and C, alternating.
- E. Body bend forward (count 1); directly backward in one movement continue to 8 counts and return.
- F. Force wand overhead and bounce on both feet (count 1); return wand to position and bounce (count 2).
- G. Force wand overhead and stride jump at same time (count 1); return to position (count 2).
- H. Force wand overhead (count 1); body bend left (count 2); body return to position (count 2); wand return to position (count 4).
- I. Same as H, body bend to right side.
- J. Combine H and I, alternating left and right side.
- K. Force wand overhead (count 1); body bend left (count 2); directly to right side in one movement (count 3); etc.
- L. Force wand overhead and sink to half knee bend at same time (count 1); return to position (count 2).
- M. Same as L, sink to full knee bend.
- N. Raise right legs up in front as far as possible (count 1); return to position (count 2).
- O. Same as N, raise left legs.
- P. Combine N and O, alternating right and left legs.

## SERIES NO. 10.

All the following exercises start from Starting Position No. 6 *Wand Behind Hips* (Fig. No. 6).

- A. Draw wand to shoulder blades (count 1); return to position (count 2).
- B. Draw wand to shoulder blades and left foot toe

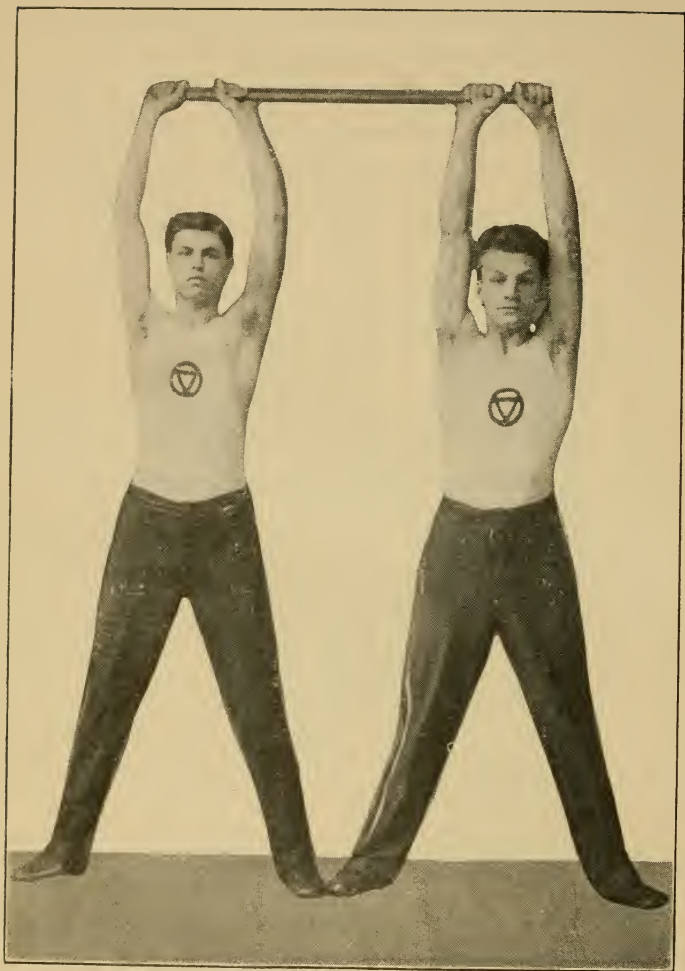


FIGURE 13.

touch side at the same time (count 1); return to position (count 2).

C. Same as B, use right foot.

D. Combine B and C, alternating right and left feet.

E. Force wand to rear from hips as far as possible (count 1); return to hips (count 2).

F. Force wand to rear, same as E, and extend left legs forward at the same time (count 1); return to position (count 2).

G. Same as F, use right legs.

H. Combine F and G, alternating right and left feet.

I. Swing wand to left at arm's length, body bending right (count 1); return to position (count 2).

J. Same as I, other side.

K. Combine I and J, alternating right and left.

L. Full knee bend, wand touching heels (count 1); return to position (count 2).

M. Body bend forward and swinging wand to rear as far as possible at the same time (count 1); return to position (count 2).

N. Holding right hands in position, raise wand to shoulder blades with the left (count 1); return to position (count 2).

O. Same as N, other side.

P. Combine N and O, alternating right and left.



FIGURE 14.

## SECTION II

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### STARTING POSITIONS FOR SERIES NOS. 11-15.

Two men sit side by side, with one wand, for the following starting positions:

1. Wand *On Thighs*. Command: Position take! (See Fig. No. 14.)
2. Wand *On Toes*. Command: Position take! (See Fig. No. 15.)
3. Wand *On Chest*. Command: Position take! (See Fig. No. 4, for the position of the wand only.)
4. Wand *Back of Head*. Command: Position take! (See Fig. No. 5, for the position of the wand only.)
5. Wand *Back of Hips*. Command: Position take! (See Fig. No. 6, for the position of the wand only.)

### SERIES NO. 11.

All the following exercises start from Starting Position No. 1 of Section No. 2. *Wand on Thighs* (Fig. No. 14).

A. Swing the right hands over head and thrust the wand to toes with the left hands at the same time (count 1); return to position (count 2) (Fig. No. 16).

B. Same as A, changing hands (Fig. No. 16).

C. Combine A and B, alternating.

D. Man on the right flex hands to chest, while man on left carry wand to toes (count 1); both return to position (count 2).

E. Same as D, change positions.



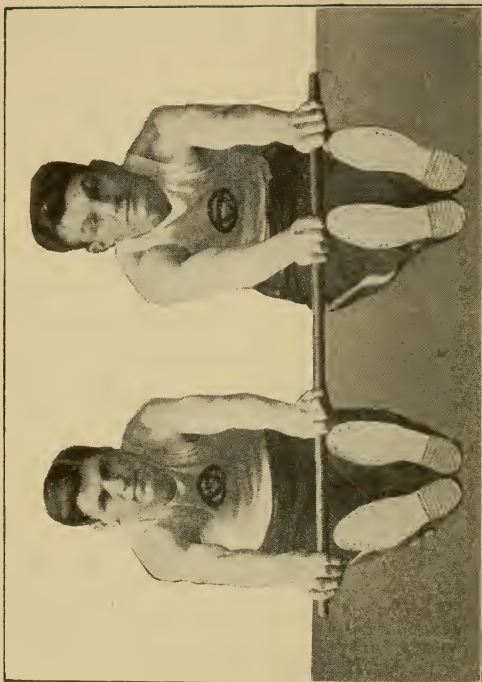


FIGURE 15.

F. Combine D and E, alternating.

G. Flex the wand to chest and flex the left leg at the same time (count 1); return to position (count 2) (see Fig. No. 17).

H. Same as G, other legs.

I. Combine G and H, alternating right and left legs.

J. Same as G and H, flexing both legs at the same time.

K. Swing wand overhead, abducting the left leg at the same time (count 1); return to position (count 2) (see Fig. No. 18).

L. Same as K, other legs (Fig. No. 18).

M. Combine K and L, alternating right and left legs.

N. Same as K and L, abducting both legs at the same time.

O. Man on right swing arms overhead, while man on left swing wand to left side horizontal, striking the outside end of wand on floor (count 1); return to position (count 2).

P. Same as O, change movements.

Q. Combine O and P, alternating.

R. Both men revolve wand about a horizontal axis over thighs, fast counts.

#### SERIES NO. 12.

All of the following exercises start from Starting Position No. 2 of Section No. 2, *Wand on Toes* (Fig. No. 15).

A. Hold the wand in position at the toes with the

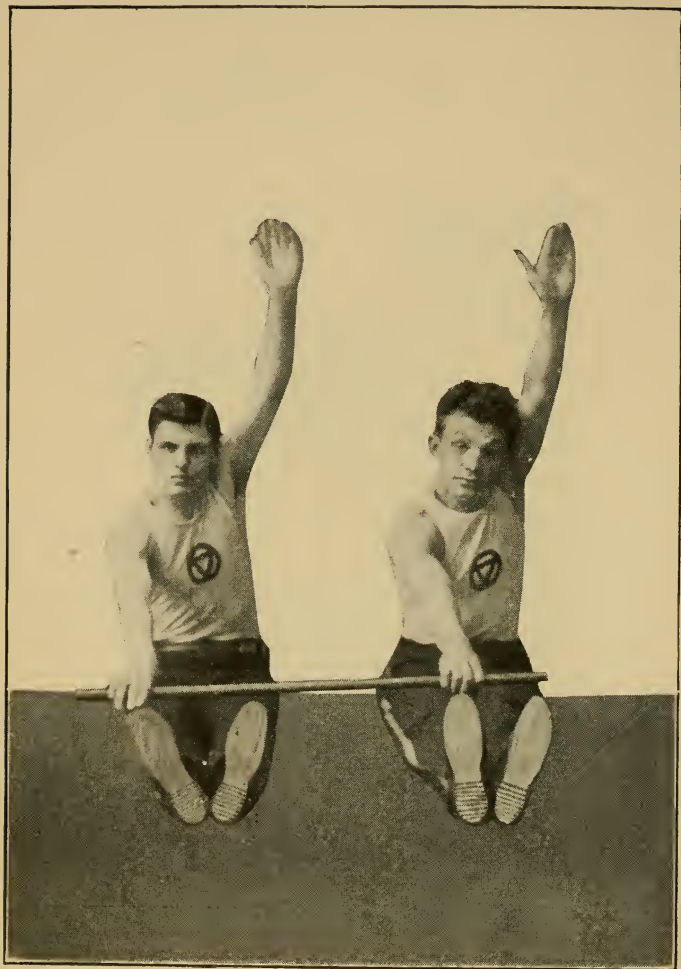


FIGURE 16.

right hands, and swing left hands overhead (count 1); return to position (count 2); keep knees straight (see Fig. No. 16).

B. Same as A, other arms.

C. Combine A and B, alternating right and left.

D. Both men carry wand to chest (count 1); return to position (count 2).

E. Man on right hold wand at position at toes, while man on left flex both hands to chest (count 1); return to position (count 2).

F. Same as E, opposite.

G. Combine E and F, alternating.

H. Both men holding wand in position at toes with inside hands swing outside hands overhead (count 1); return to position (count 2).

I. Same as H, other hands.

J. Combine H and I, alternating.

K. Man on right hold wand in position at toes, while man on left swing both hands overhead (count 1); return to position (count 2).

L. Same as K, other man.

M. Combine K and L, alternating.

N. Man on right hold hands in position at toes, while man on left swing wand to left side horizontal (count 1); return to position (count 2).

O. Same as N, change movements.

P. Combine N and O, alternating right and left.

Q. Both men force wand to sole of foot (count 1); return to position at toes (count 2).

R. Both men swing wand overhead (count 1); return to position at toes (count 2).



FIGURE 17.

S. Both men swing wand overhead (count 1); drop back of head (count 2); return to overhead position (count 3); return to position at toes (count 4).

T. Hold the wand at position, with the inside hands on the inside toes, and place the outside hand on outside toes; now abduct outside legs, keeping hand in position on toes (count 1); return to position (count 2).

U. Flex wand to chest and flex the left legs at the same time (count 1); return to position (count 2).

V. Same as U, other legs.

W. Combine U and V, alternating right and left legs.

X. Flex wand to chest and flex both legs at same time (count 1); return to position (count 2).

Y. Draw wand up to thighs (count 1); swing to chest (count 2) and return to toes (count 3).

Z. Same as Y, make a complete rowing movement with no stops.

#### SERIES NO. 13.

All the following exercises start from Starting Position No. 3 of Section No. 2, *Wand on Chest*.

A. Both men thrust wand sideward left (count 1); return to position (count 2).

B. Same as A, thrust right.

C. Combine A and B, alternating right and left.

D. Both men thrust wand sideward left (count 1); then thrust wand directly to right in one movement (count 2); continue to right and left.

E. Man on right thrust hands to front horizontal, while man on the left carries wand to left side horizontal (count 1); return to position (count 2).



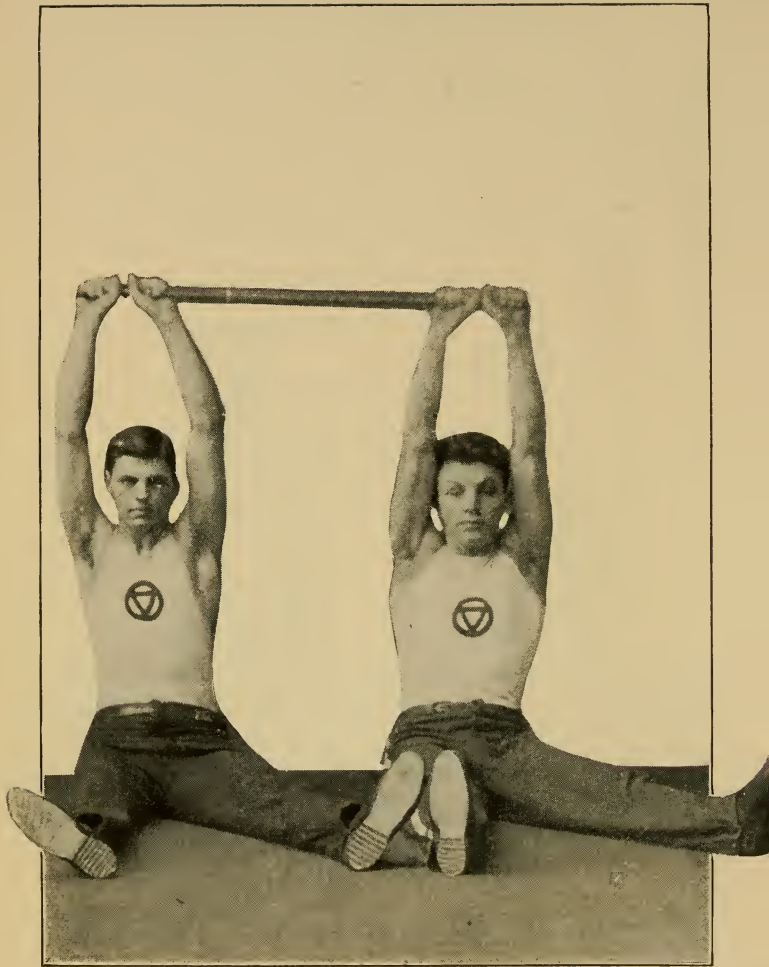


FIGURE 18.

- F. Same as E, change movements.
- G. Combine E and F, alternating movements.
- H. Both men bend body backward to lying position (count 1); return to position (count 2).
- I. Both men bend body backward to lying position (count 1); thrust wand to front horizontal (count 2); return wand to chest (count 3); return to sitting position (count 4).
- J. Same as I, thrust wand overhead.
- K. Same as I, also raise left leg with arms.
- L. Same as K, use right leg with arms.
- M. Same as K and L, alternate left and right legs.
- N. Same as K and L, flex both legs with arms.
- O. Both men thrust wand overhead and flex the left leg at the same time (count 1); return to position (count 2).
- P. Same as O, flex right leg.
- Q. Same as O and P, alternate right and left legs.
- R. Same as O and P, flex both legs.
- S. Thrust wand directly over toes to heels (count 1); return to position (count 2).

## SERIES NO. 14.

All the following exercises start from Starting Position No. 4 of Section No. 2, *Wand Back of Head*.

A. Raise wand overhead (count 1); return to back of head (count 2).

B. Man on right side thrust hands to front horizontal, while man on left thrusts wand overhead (count 1); return to position (count 2).



FIGURE 19.

- C. Same as B, change movements.
- D. Body bend forward (count 1); return to position (count 2).
- E. Body bend backward (count 1); return to position (count 2).
- F. Combine D and E into one movement.
- G. Swing wand to toes (count 1); return to back of head (count 2).
- H. Force wand overhead (count 1) to toes (count 2); return to overhead (count 3); return to back of head (count 4).
- I. Force wand overhead and flex left leg, also abduct right leg at the same time (count 1); return to position (count 2).
- J. Thrust wand overhead to chest in one movement (count 1); return to position (count 2).
- K. Body bend to left side (count 1); return to position (count 2).
- L. Same as K, bend right side.
- M. Combine K and L, alternate right, then left.
- N. Combine K and L into one movement, left to right without stop.
- O. With wand in position back of head, raise the left legs off the floor as far as possible (count 1); return to position (count 2).
- P. Same as O, right legs.
- Q. Combine O and P, alternate right and left legs.
- R. Raise both legs off floor as far as possible (count 1); return to position (count 2).
- S. Flex the feet (count 1); extend feet (count 2).

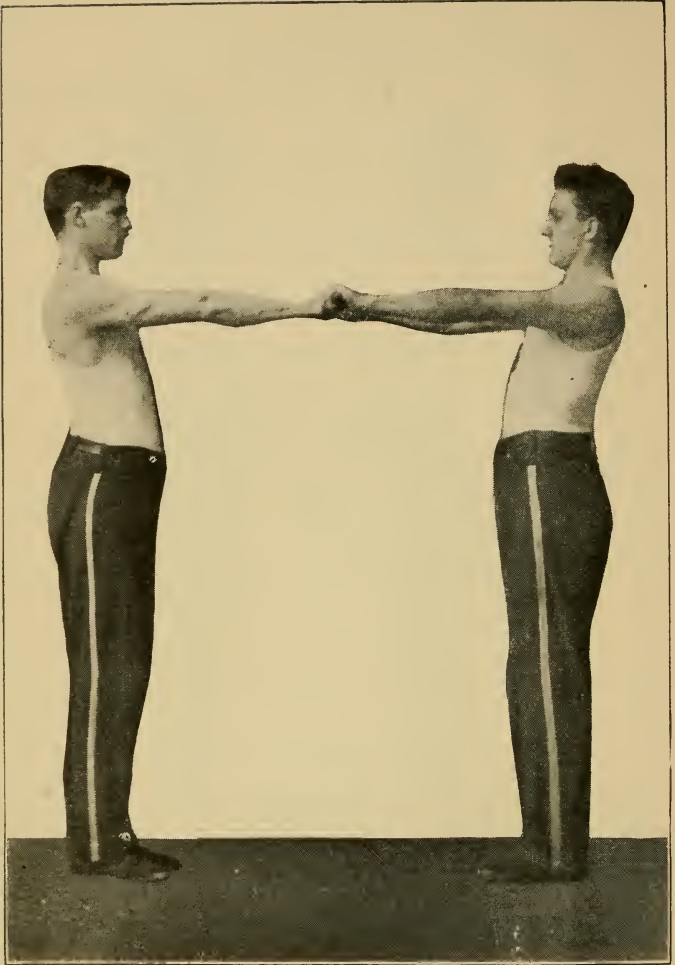


FIGURE 20.

## SERIES No. 15.

All the following exercises start from Starting Position No. 5, of Section No. 2, *Wand Back of Hips*.

A. Raise the wand to shoulder blades (count 1); return to position (count 2).

B. Raise the wand to the shoulder blades and bend the head forward at the same time (count 1); return to position (count 2).

C. Force the wand sideward left at arm's length as far as possible (count 1); return to position (count 2).

D. Same as C, force wand right.

E. Combine C and D, alternating right, then left.

F. Combine C and D into one movement direct from left to right.

G. Force the wand backward from hips as far as possible (count 1); return to position (count 2).

H. Same as G, adding the head, bending backward at the same time.

I. Forcing wand backward and body bend forward at the same time (count 1); return to position (count 2).

J. Force the wand backward, left toe touch forward at the same time.

K. Same as J, change movements.

L. Combine J and K, alternating movements.

M. Raise the body from the floor to back leaning rest (count 1); return to position (count 2). Back leaning rest is opposite to Fig. No. 12.

N. Same as M; additional, raise the left leg as far as possible.

O. Same as N, right leg.

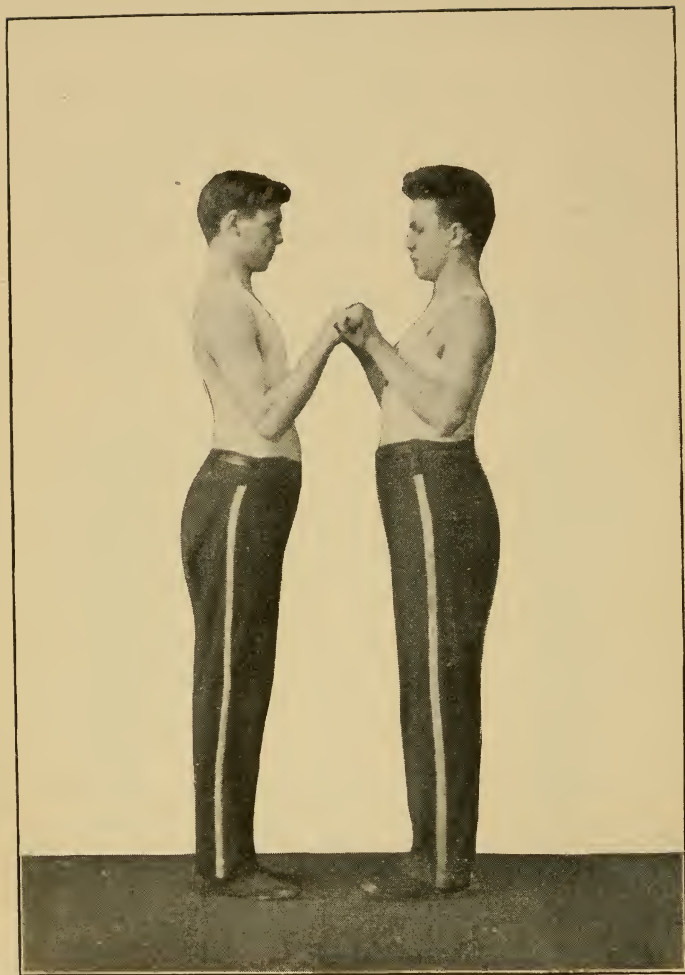


FIGURE 21.



### SECTION III

#### STARTING POSITIONS FOR SERIES NOS. 16-20.

Two men facing each other, with wand grasped between them, as in Figures 19-25, for the following starting positions:

1. Wand *Front Down*. Command: Position take! (See Fig. No. 19.)
2. Wand *Front Horizontal*. Command: Position take! (See Fig. No. 20.)
3. Wand *At Chest*. Command: Position take! (See Fig. No. 21.)
4. Wand *Overhead*. Command: Position take! (See Fig. No. 22.)
5. Wand in *Perpendicular Position at Front Horizontal*. Command: Position take! (See Fig. No. 23.)

#### SERIES NO. 16.

All of the following exercises start from Starting Position No. 1 of Section No. 3, *Wand Front Down* (Fig. No. 19).

A. Both men holding wand at position, bend bodies backward (count 1); return to position (count 2).

B. Both men bend body to left side (count 1); return to position (count 2).

C. Same as B, other side.

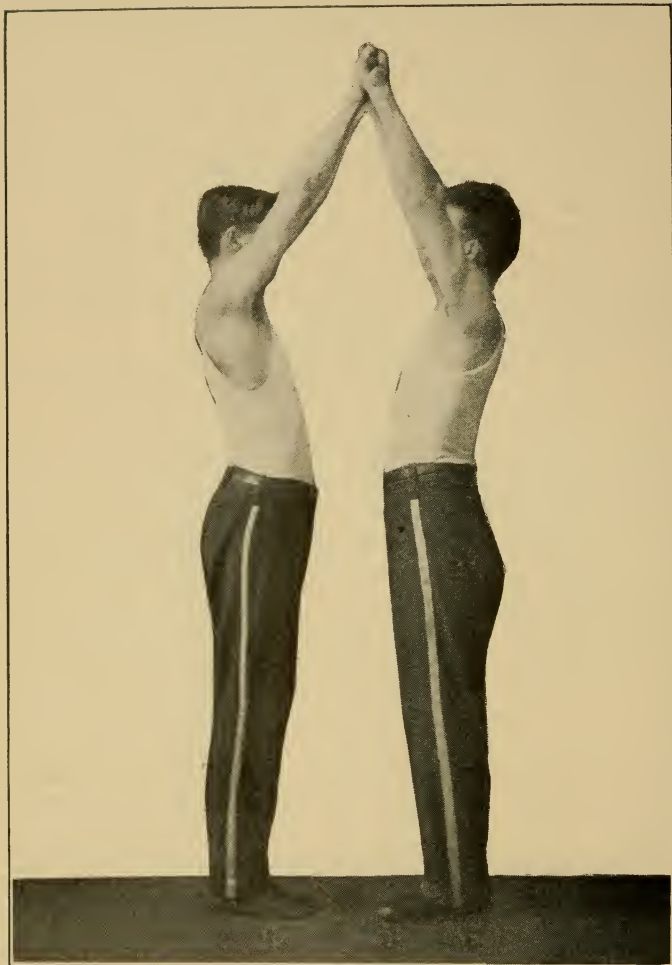


FIGURE 22.

D. Man on the right, bend body to the right side, and man on the left, bend body to left side (count 1); return to positions (count 2).

E. Same as D, opposite sides.

F. Same as B, only continue in one movement from one side to the other.

G. Both men holding wand in position extend the left leg backward as far as possible (count 1); return to position (count 2).

H. Same as G, use right leg.

I. Combine G and H, alternating right and left legs.

J. Both men stride jump (count 1); return to position (count 2). For Stride Jump, see Fig. No. 13.

K. Both men bounce on both feet (count 1); return (count 2).

L. Both men keeping feet at position, raise wand to half front horizontal (count 1); return (count 2).

M. Both men swing wand to one side at arm's length (count 1); return to position (count 2).

N. Same as M, swing wand to other side similar to Fig. No. 8, only men are facing each other.

O. Same as M and N, alternating one side then the other.

P. Same as O, only continue full movement one side to the other.

#### SERIES NO 17.

All of the following exercises start from Starting Position No. 2 of Section No. 3, *Wand Front Horizontal* (Fig. No. 20).

A. Man on the right side charge forward with the

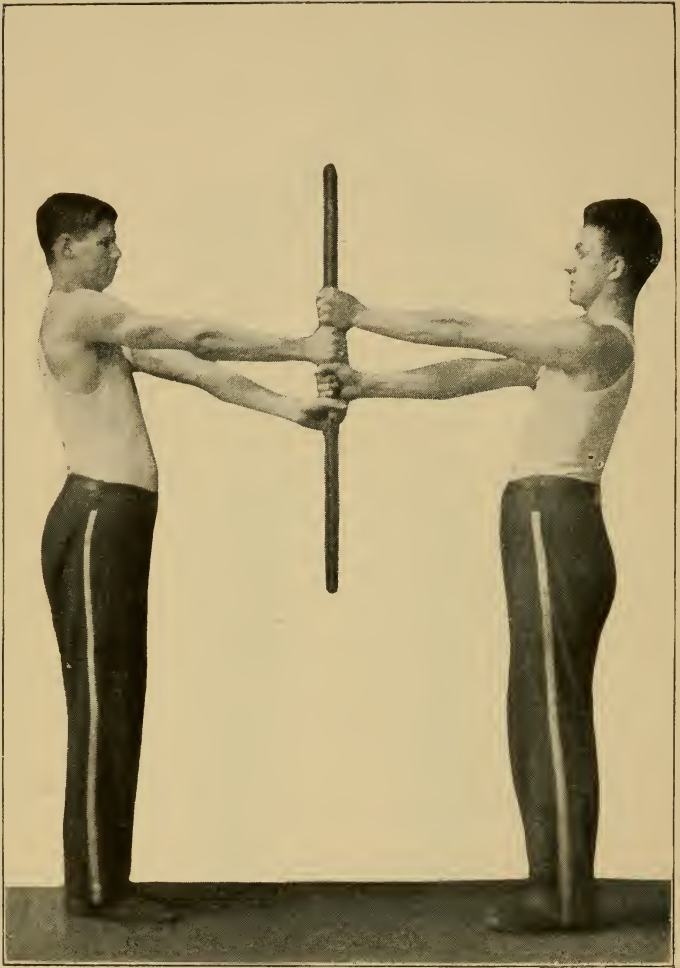


FIGURE 23.

right foot, also forcing wand overhead; the man on the left side at the same time retreats with the right foot (count 1); return to position (count 2) (see Fig. No. 24).

B. Same as A, use left feet.

C. Same as A, man on left charge forward with right foot.

D. Same as A, man on left charge forward with left foot.

E. Alternate charging forward by one man, then the other man.

F. Both men force wand upward as far as possible, keeping feet well together; a good grip on the wand is necessary for this movement (count 1); return (count 2).

G. Same as F, force the wand downward and return.

H. Stride jump forward and backward by both men beginning the jump with left leg forward and right leg backward, wand in position.

I. Man on the right side will hold position with arms at front horizontal, while man on left will carry wand overhead and return; to 12 counts, and return.

J. Same as I, other man.

K. Both men come to full knee bend with wand in position (count 1); return (count 2). See full knee bend given in Fig. No. 7; position of men are different.

L. Both men abduct left leg while holding wand in place (count 1); return to position (count 2); abduction given in Fig. No. 8.

M. Same as L, use right legs.

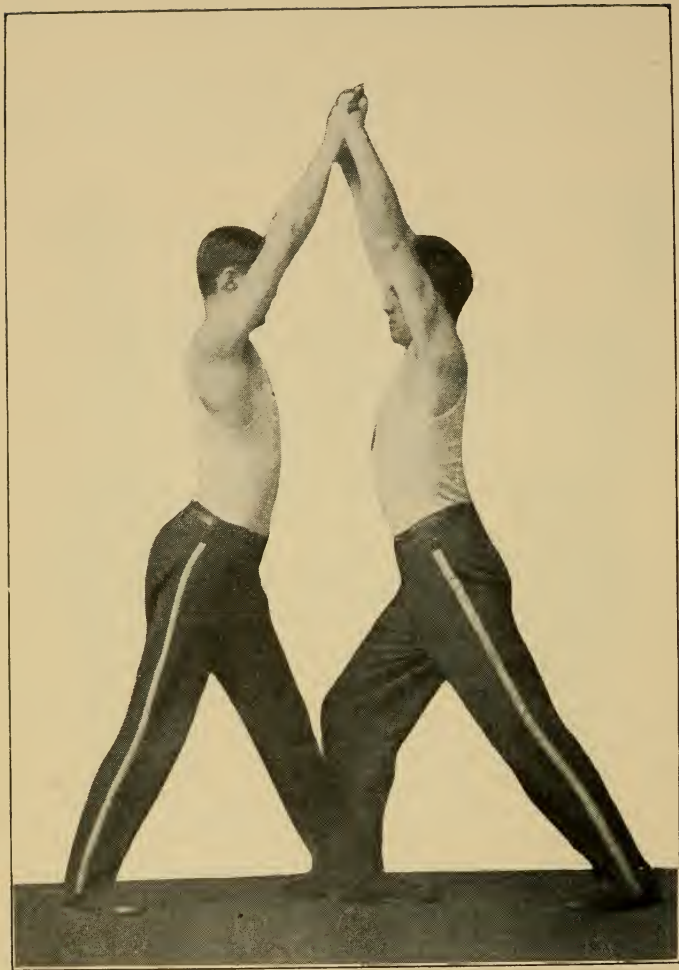


FIGURE 24.

## SERIES NO. 18.

All of the following exercises start from Starting Position No. 3 of Section No. 3, *Wand at Chest* (see Fig. No. 21).

A. Both men bend head forward (count 1); return to position (count 2).

B. Same as A, backward.

C. Same as A, sideward left.

D. Same as A, sideward right.

E. Head twist right (count 1); return (count 2).

F. Head twist left (count 1); return (count 2).

G. Both men bend body same side and strike end of wand on floor (count 1); return (count 2).

H. Same as G, opposite side.

I. Continue G and H into one movement.

J. Both men force wand overhead and step back with left foot (count 1); return (count 2).

K. Same as J, use right foot.

L. Both men jump backward on both feet (count 1); return (count 2).

M. Man on right side thrust wand over other man's head to shoulders with one movement (count 1); return to place (count 2).

N. Same as M, other man.

O. Same as M and N, alternate.

P. Both men force wand sideward on same plane as chest as far as possible (count 1); return (count 2).

Q. Same as P, other side.

R. Same as P and Q, one movement.



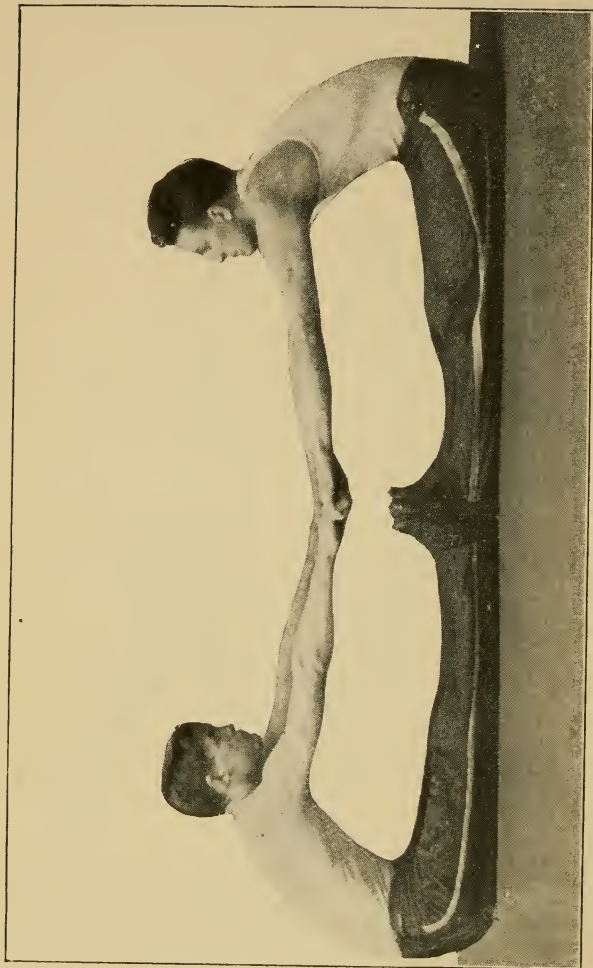


FIGURE 25.

## SERIES NO. 19.

All of the following exercises start from Starting Position No. 4 of Section No. 3, *Wand Overhead* (see Fig. No. 22).

A. From position, drop wand to man's shoulders on left (count 1); return overhead (count 2).

B. Same as A, drop wand to shoulders of man on right.

C. Same as A and B, alternate.

D. Both men bend body same side (count 1); return (count 2).

E. Same as D, other side.

F. Same as D and E, alternate.

G. Same as F, continuous (one side to the other).

H. Man on the right bend the body forward, while man on left is bending backward (count 1); return (count 2).

I. Same as H, opposite.

J. Same as H and I, full continuous forward and backward movement.

K. Force wand to front horizontal (count 1); return overhead (count 2); keep good grip on wand.

L. Both men charge to same side with left and right feet (count 1); return (count 2).

M. Same as L, opposite side.

N. Same as L and M, alternate.

O. Both men raise left legs at front oblique (count 1); return (count 2).

P. Same as O, right legs.

Q. Same as O and P, alternate legs.

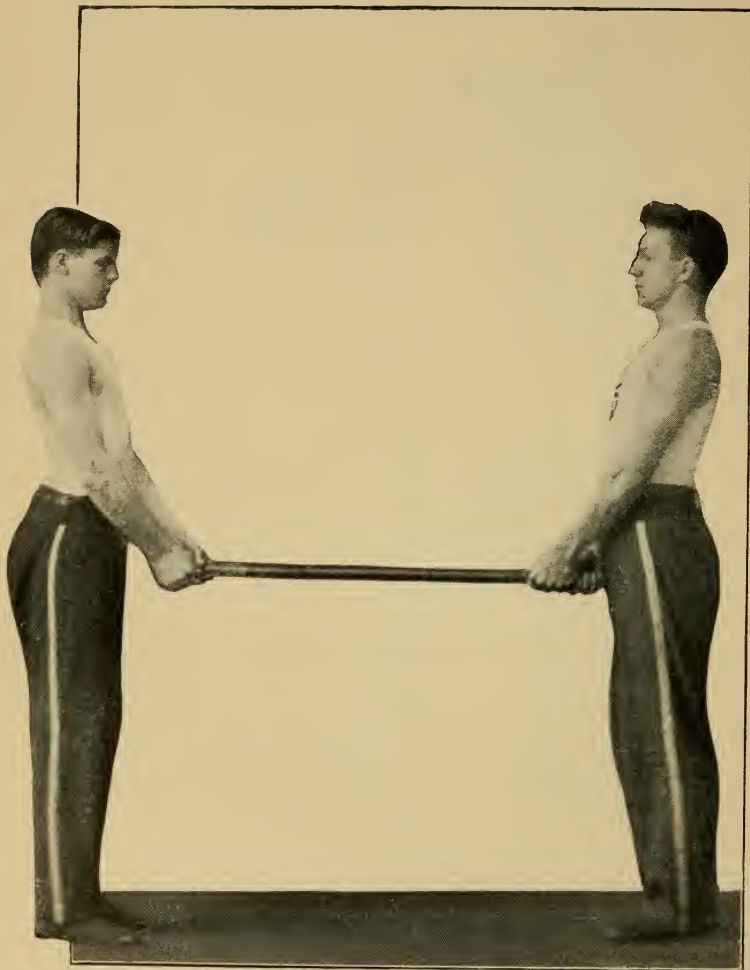


FIGURE 26.

## SERIES NO 20.

All of the following exercises start from Starting Position No. 5 of Section No. 3, *Wand in Perpendicular Position at Front Horizontal* (see Fig. No. 23).

A. Both men force wand downward striking wand on the floor (count 1); return to position (count 2).

B. Man on right side hold arms in position, while man on left bend forward and strike wand on floor (count 1); return (count 2); continue to 12 counts and return.

C. Same as B, other man.

D. Same as B and C, alternate one, then the other.

E. Both men force wand to one side as far as possible, thereby twisting the body well (count 1); return (count 2).

F. Same as E, other side.

G. Same as E and F, alternate one side, then other.

H. Same as G, make it a continuous movement.

I. Both men force wand upwards (count 1); return (count 2).

J. Both men force wand upward (count 1); continue directly to floor (count 2); etc.

K. Man on right hold arms in position, while man on left swing wand to side horizontal (count 1); return (count 2).

L. Same as K, other man.

M. Same as K, alternate one man, then other.

N. Same as K, one man continues from one side horizontal to opposite and return.

O. Same as N, other man.

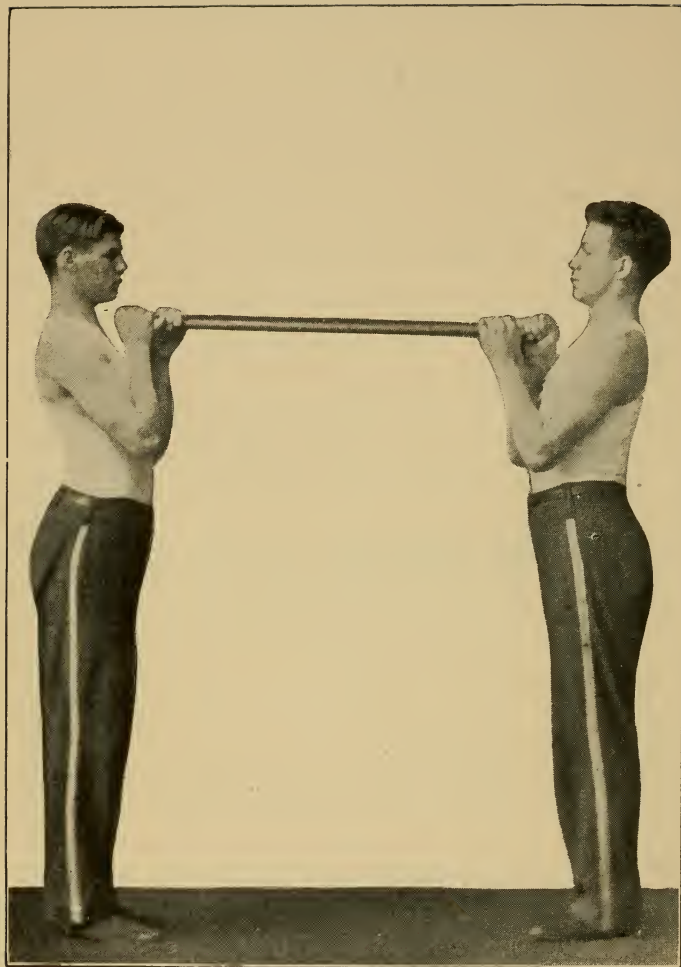


FIGURE 27.

P. Man on right hold arms in position, while man on the left swings wand to side horizontal (count 1); strike end on floor (count 2); return from floor (count 3); return to position (count 4).

Q. Same as P, other man.

R. Same as P and Q, alternate.

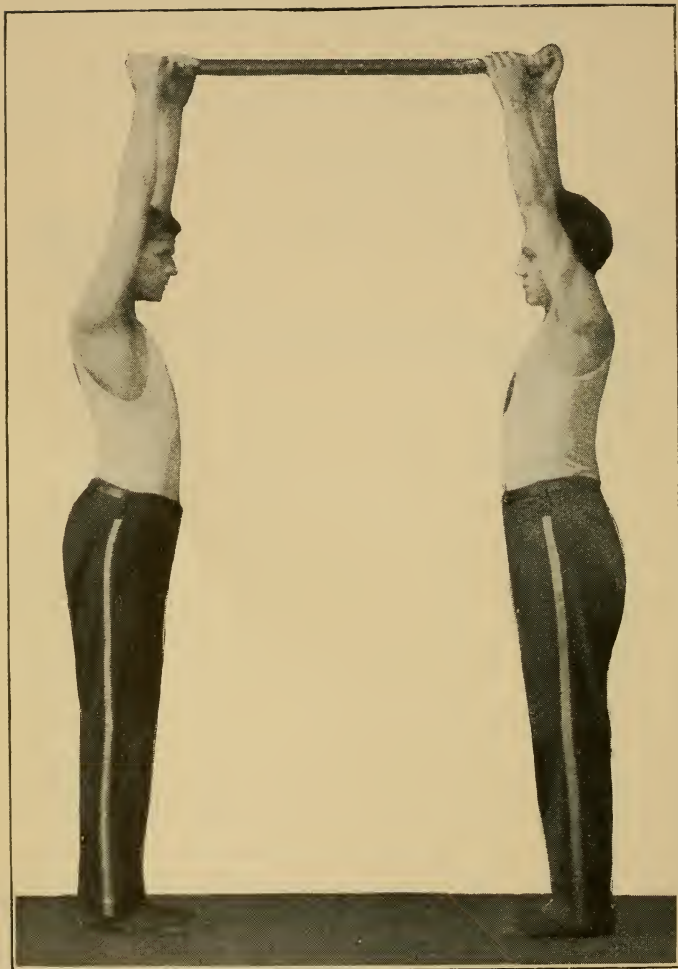


FIGURE 28.



## SECTION IV<sup>\*</sup>

### STARTING POSITIONS FOR SERIES NOS. 21-26.

Two men in a standing position, facing each other, with a wand grasped between them, the wand being in a horizontal position, as shown in Figs. Nos. 26-30.

1. Wand *Front Down*. Command: Position take! (See Fig. No. 26.)

2. Wand *At Chest*. Command: Position take! (See Fig. No. 27.)

3. Wand *Overhead*. Command: Position take! (See Fig. No. 28.)

4. Wand *At Side, Horizontal*. Command: Position take! (See Fig. No. 29.)

5. Wand *At Chest, in a Sitting Position*. Command: Position take!

### SERIES NO. 21.

All of the following exercises start from Starting Position No. 1 of Section No. 4, *Wand Front Down* (Fig. No. 26).

A. Both men draw the wand to chest (count 1); return to position (count 2).

B. Both men swing the wand to the same side horizontal (count 1); return to place (count 2).

C. Same as B, other side.

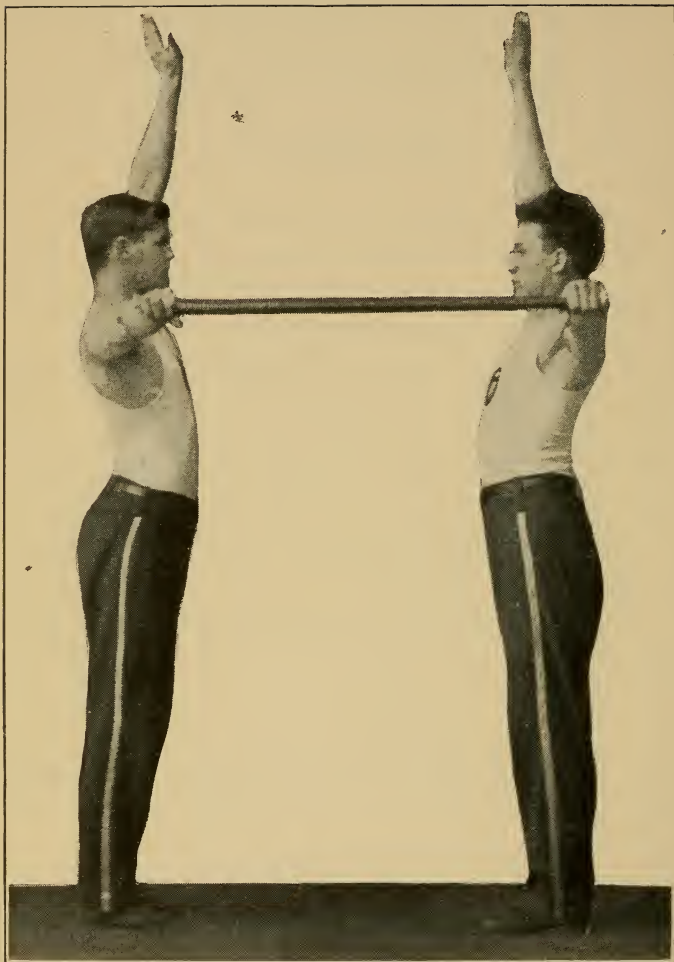


FIGURE 29.

D. Same as B and C, alternate one side, then the other.

E. Combine B and C into one continuous movement.

F. Force wand overhead (count 1); return (count 2).

G. Wand to toes (count 1); return to place (count 2).

H. Both men raise the wand to chest, taking the stride jump at the same time (count 1); return to place (count 2). Stride Jump used in Fig. No. 13.

I. Wand to toes and stride jump.

J. Both men swing the wand to the same side horizontal, abducting the left foot at same time (count 1); return to place (count 2).

K. Same as J, other side.

L. Alternate J and K.

M. Both men with hands same side swing wand outward to overhead (count 1); return to place (count 2).

N. Same as M, other arms.

#### SERIES NO. 22.

All of the following exercises start from Starting Position No. 2 of Section No. 4, *Wand at Chest* (Fig. No. 27).

A. Both men thrust wand to side horizontal (count 1); return (count 2).

B. Same as A, other side.

C. Thrust wand overhead (count 1); return to place (count 2).

D. Man on right side charge forward with wand in

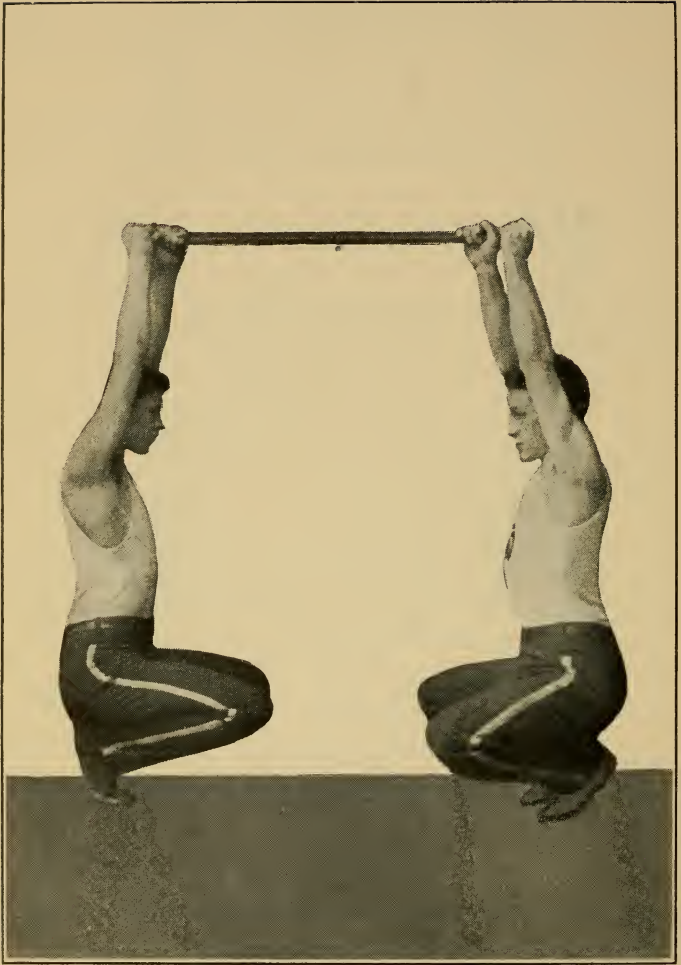


FIGURE 30.

position at chest, while man on left directs his end of wand over his left shoulder (count 1); return (count 2).

E. Same as D, right shoulder.

F. Same as D, other man.

G. Same as A (count 1); to toes (count 2); return to side horizontal (count 3); to position (count 4).

H. Thrust wand to side horizontal; with same side arms thrust other side arms to side horizontal at same time (count 1); return to place (count 2).

I. Hold wand in place and extend arms to side horizontal (count 1); return (count 2).

J. Same as I, other side.

K. Same as I and J, alternate.

L. Thrust wand overhead, with half knee bend at same time (count 1); return to place (count 2).

M. Same as L, with full knee bend (see Fig. No. 30).

#### SERIES NO. 23.

All of the following exercises start from Starting Position No. 3 of Section No. 4, *Wand Overhead* (see Fig. No. 28).

A. Both men drop wand to shoulders on same side (count 1); return to place (count 2).

B. Same as A, other side.

C. Combine A and B, alternating.

D. Both men drop wand to left shoulder (count 1); return to place (count 2).

E. Same as D, right shoulders.

F. Combine D and E, alternating.

G. Man on right side force wand forward, while man

on left body bend backward (count 1); return to place (count 2).

H. Same as G, opposite movements.

I. Combine G and H, alternate one side, then the other.

J. Both men drop wand to side horizontal on same side, other hand in place (count 1); return (count 2).

K. Same as J, other side.

L. Same as J, drop arms to side horizontal also.

M. Same as L, toe touch sideward same time.

N. Man on right charge forward with left foot and man on left backward with right foot (count 1); return to place (count 2).

O. Same as N, other foot.

P. Same as N, other man.

#### SERIES No. 24.

All of the following exercises start from Starting Position No. 4 of Section No. 4, *Wand at Side Horizontal* (see Fig. No. 29).

A. Both men flex wand to shoulder (count 1); return to place (count 2).

B. Same as A, other side.

C. Both men flex wand to shoulders on same side (count 1); raise overhead (count 2); return to shoulder (count 3); to position (count 4).

D. Same as C, other side.

E. Both men flex wand and arms to shoulder at same time (count 1); return (count 2).

F. Both men flex wand and arms to shoulder (count

1) ; raise overhead (count 2) ; return to shoulder (count 3) ; return to place (count 4).

G. Both men drop wand to down position (count 1) ; to place (count 2).

H. Same as G, use opposite arms with wand.

I. Man on right force wand forward, while man on left resist it going backward (count 1) ; return to place (count 2). (*Note*—Backward and forward as a guide on an engine).

J. Same as I, reverse movements.

K. Same as I, use other arm.

L. Same as K, reverse movements.

M. Both men raise wand overhead (count 1) ; return to place (count 2) ; to down position (count 3) ; to place (count 4).

N. Same as M, other arm.

O. Same as M and N, use both wand and arms.

P. Both men drop wand to down position (count 1) ; swing wand forward and backward as far as possible ; continue to 12 counts and return, as driving rod on an engine.

Q. Same as P, other side.

R. Arm circumduction with both wand and arms at position side horizontal.

S. Wrist flexion with arms, as in R.

T. Swing wand overhead and charge sideward with foot on same side (count 1) ; return to place (count 2).

U. Same as T, other side.

V. Draw wand to chest with half knee bend at same time (count 1) ; return to place (count 2).



## SERIES No. 25.

All of the following exercises start from Starting Position No. 5 of Section No. 4, *Wand at Chest in a Sitting Position*.

A. Man on right bend body forward, while man on left bend body backward (count 1); return to place (count 2).

B. Same as A, other man.

C. Combine A and B, alternating.

D. Both men bend body to same side (count 1); return to place (count 2).

E. Same as D, other side.

F. Combine D and E, alternating.

G. Same as F, with one continuous movement.

H. Force wand to same side horizontal (count 1); return to place (count 2).

I. Same as H, other side.

J. Combine H and I, alternating.

K. Same as J, with one continuous movement.

L. Both men force wand to same side horizontal (count 1); return (count 2); overhead (count 3); return (count 4); etc.

M. Same as L, other side.

N. Man on right force wand forward, while man on left directs it over his own head (count 1); return to place (count 2).

O. Same as N, other man.

P. Combine N and O, alternating.

Q. Force wand downward and abduct left leg at same time (count 1); return to place (count 2).

- R. Same as Q, other side.
- S. Combine Q and R, alternating.
- T. Force wand upward and abduct both legs at same time.
- U. Force wand sideward and flex left legs (count 1); return to place (count 2).
- V. Same as U, other legs.
- W. Force wand overhead and flex both legs at the same time (count 1); return to place (count 2).

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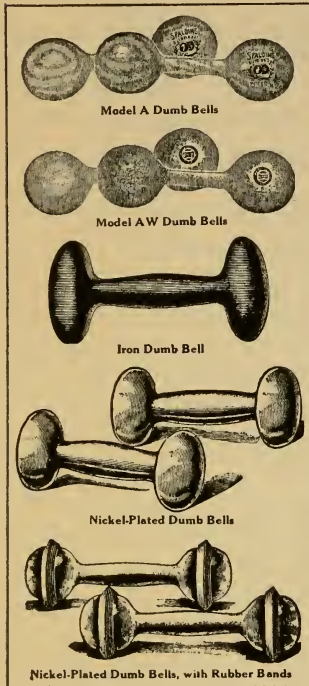


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Special skill is used in turning Spalding wood dumb bells. They feel right because they are so.



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Model AW Dumb Bells

Iron Dumb Bell

Nickel-Plated Dumb Bells

Nickel-Plated Dumb Bells, with Rubber Bands

Model A. Natural Color, Lathe Polished, High Finish Spalding Gold Medal Dumb Bells are made of selected first grade clear maple, and are perfect in balance. Each bell bears fac-simile of the Spalding Gold Medal. Each pair is wrapped in paper bag. Weights specified are for each bell.

- 1/2 lb. Bells. . . . . Pair.
- 3/4 lb. Bells. . . . . "
- 1 lb. Bells. . . . . "
- 1 1/2 lb. Bells. . . . . "
- 2 lb. Bells. . . . . "

## Spalding Trade-Mark Wood Dumb Bells Model AW. (Stained Finish)

Spalding Trade-Mark quality. Made of good material and superior in shape and finish to the best wood dumb bells of other makes. Each pair wrapped in paper bag. Weights specified are for each bell.

- 1/2 lb. Bells. . . . . Pair.
- 3/4 lb. Bells. . . . . "
- 1 lb. Bells. . . . . "
- 1 1/2 lb. Bells. . . . . "
- 2 lb. Bells. . . . . "

## Spalding Iron Dumb Bells

Made on approved models, nicely balanced and finished in black enamel. Sizes 2 to 40 lbs. 6c. ★ 5c. 1b. Over 40 lbs., 8c. ★ 6 1/2c. 1b.

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Bar Bells, weight 50 lbs. or more for complete Bar Bell, with steel handles, either shorter or longer than regular length as noted above. Pound, 12c. ★ 10c. 1b.

Prices for Bar Bells weighing less than 50 lbs., complete, quoted specially.

*Quantity prices in italics will be allowed on 25 lbs. or more of iron dumb bells or 100 lbs. or more of bar bells.*

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- No. 2N. 2 lb. Bell,
- No. 3N. 3 lb. Bell,
- No. 4N. 4 lb. Bell,
- No. 5N. 5 lb. Bell,
- WITH RUBBER BANDS
- No. 1B. 1 lb. Bell,
- No. 2B. 2 lb. Bell,
- No. 3B. 3 lb. Bell,
- No. 4B. 4 lb. Bell,
- No. 5B. 5 lb. Bell,



## Savage Bar Bell

Especially designed by Dr. Watson L. Savage.

Model 5. Has large pear shaped ends, with a flexible hickory shaft 1/2-inch in diameter, producing a vibratory exercise similar to that obtained with the French wand. . . . . Per dozen,

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No. 3. 3 1/2 feet long. Straight grain maple, black finish. Dozen,

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The prices printed in italics opposite items marked with ★ will be quoted only on orders for one dozen pairs or more on sizes up to one pound and on one-half dozen pairs or more on sizes over one pound in weight. On Wands and Bar Bells quantity prices will be allowed on one half dozen or more.

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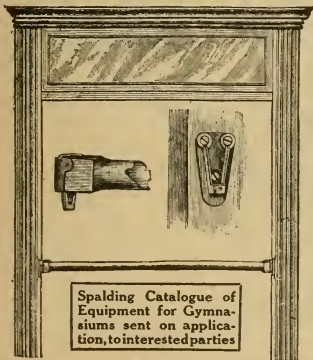
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# Spalding Adjustable Doorway Horizontal Bar



No. A. The bar itself is made of selected hickory, having steel tubular ends into which iron sockets screw, holding rubber cushions. The socket on one end contains a left hand thread, on the other end a right hand thread. By fitting the bar in the doorway and turning it with the hands the ends are made to expand, and the friction applied by the rubber against the sides of the doorway is sufficient to sustain the weight of a heavy man. This bar may be used for chinning exercises, being adjustable to any height, also for abdominal work, as shown by cuts in margin of this page. Size of doorway in which bar will be used must be stated when ordering, as the adjustment is not great enough to meet all requirements in one size bar

This No. A Bar is supplied regularly to fit any doorway under 33 inches in width. Bars to fit wider doorways. . . . . Extra, 50c.  
Should not be used in doorways wider than 42 inches. If length larger than 42 inches is required, it would be advisable to use a regular horizontal bar. Various styles listed below.



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## Spalding Doorway Horizontal Bar

No. 101. The keys fastened to each end of bar fit in the side sockets, which are secured to door jamb and hold the bar firmly in place. The parts are of malleable iron, very light, yet strong enough to sustain the heaviest man. The bar may be quickly removed when not in use, leaving no projecting part. Complete with parts.

This No. 101 Bar is supplied regularly to fit any doorway under 37 inches. Bars to fit wider doorways, Extra, 50c. Should not be used in doorways wider than 42 in. If length larger than 42 in. is required, it would be advisable to use a regular horizontal bar. Various styles listed below.

Extra sockets for doorway. Pair, 50c.

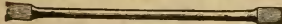
With two pairs of sockets bar may be used for either chinning or abdominal exercises.



## Spalding Horizontal Bars

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- No. 113. 6 feet.
- No. 114. 6½ feet.
- No. 115. 7 feet.

### Solid Hickory Bars

Made of selected second growth hickory.

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- No. 119. 5½ feet.
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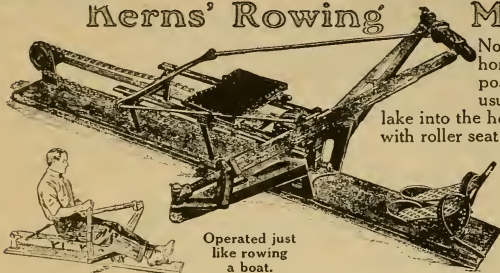


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# Kerns' Rowing Machine

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Operated just like rowing a boat.

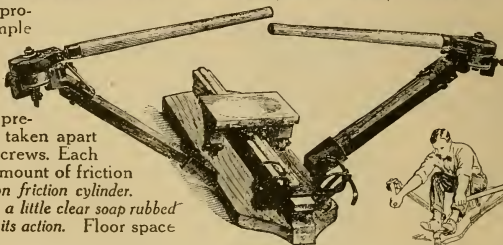
No. 600. The ideal boat for home use and training purposes. Brings the exercise usually obtained on river or lake into the home or bedroom. Fitted with roller seat and adjustable shoes to fit either a tall or a short person. Thumb-nut arrangement controlling belt allows more or less friction to be thrown into the running parts, imitating the resistance which exists when forcing a row boat through the water. The resistance may be reduced for the weaker sex or increased to suit the



strongest athlete. Oars are pivoted in such a way that operator can handle and turn them same as he would during the return and feathering motion with a boat oar. Floor space required, 6x5 ft.

## THE LAFLIN FRICTION ROWING MACHINE

No. 119. The means used to produce the resistance is a simple friction clutch, which takes instant hold at the commencement of the stroke and retains the pressure till its completion, when it instantly releases it, precisely as in a boat. Quickly taken apart without loosening any bolts or screws. Each machine is adjustable to any amount of friction or resistance. Do not use oil on friction cylinder. If its action is not perfectly smooth a little clear soap rubbed on its surface will properly correct its action. Floor space required, 4½ feet by 4½ feet.



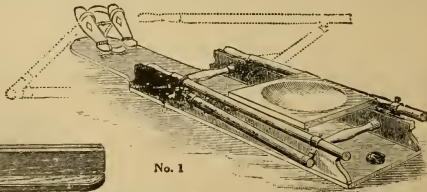
**SPALDING ROWING ATTACHMENTS**, in connection with Chest Weight Machines, will be found particularly suitable for home use; can be detached from the weight machine quickly and put away in a very small space until the next opportunity for use presents itself. To be used in connection only with chest weights which have center arm adjustment, or with handles arranged so that they can be pulled from a bracket close to the floor.

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No. 3. Spalding "Special" Elastic Exerciser, with chart of exercises and Spalding Athletic Library, No. 29, "Pulley Weight Exercises." Complete in box, with charts, door hinge attachment and package of hooks. Choice of heavy or medium cable. Improved in quality and finish. . . Each, \$5.00

No. 1. Spalding "Standard" Elastic Exerciser, with a chart of exercises and Spalding Athletic Library, No. 29, "Pulley Weight Exercises." Complete in box, with door hinge attachment and a package of hooks. Choice of either heavy or medium cable. . . . . Each, \$3.00

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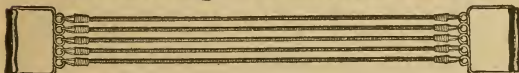


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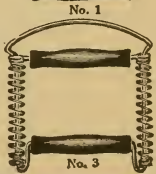
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Strengthens and develops fingers, hands, wrists, arm and forearm. Cures cramps and stiffness of joints.

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# Standard Policy

A Standard Quality must be inseparably linked to a Standard Policy.

Without a definite and Standard Mercantile Policy, it is impossible for a Manufacturer to long maintain a Standard Quality.

To market his goods through a jobber, a manufacturer must provide a profit for the jobber as well as for the retail dealer. To meet these conditions of Dual Profits, the manufacturer is obliged to set a proportionately high list price on his goods to the consumer.

To enable the glib salesman, when booking his orders, to figure out attractive profits to both the jobber and retailer, these high list prices are absolutely essential; but their real purpose will have been served when the manufacturer has secured his order from the jobber, and the jobber has secured his order from the retailer.

However, these deceptive high list prices are not air to the consumer, who does not, and, in reality, is not ever expected to pay these fancy list prices.

When the season opens for the sale of such goods, with their misleading but alluring high list prices, the retailer begins to realize his responsibilities, and grapples with the situation as best he can, by offering "special discounts," which vary with local trade conditions.

Under this system of merchandising, the profits to both the manufacturer and the jobber are assured; but as there is no stability maintained in the prices to the consumer, the keen competition amongst the local dealers invariably leads to a demoralized cutting of prices by which the profits of the retailer are practically eliminated.

This demoralization always reacts on the manufacturer. The jobber insists on lower, and still lower, prices. The manufacturer, in his turn, meets this demand for the lowering of prices by the only way open to him, viz.: the cheapening and degrading of the quality of his product.

The foregoing conditions became so intolerable that, 13 years ago, in 1899, A. G. Spalding & Bros. determined to rectify this demoralization in the Athletic Goods Trade, and inaugurated what has since become known as "The Spalding Policy."

The "Spalding Policy" eliminates the jobber entirely, so far as Spalding Goods are concerned, and the retail dealer secures the supply of Spalding Athletic Goods direct from the manufacturer by which the retail dealer is assured a fair, legitimate and certain profit on all Spalding Athletic Goods, and the consumer is assured a Standard Quality and is protected from imposition.

The "Spalding Policy" is decidedly for the interest and protection of the users of Athletic Goods, and acts in two ways:

*First.*—The user is assured of genuine Official Standard Athletic Goods and the same prices to everybody.

*Second.*—As manufacturers, we can proceed with confidence in purchasing at the proper time, the very best raw materials required in the manufacture of our various goods, well ahead of their respective seasons, and this enables us to provide the necessary quantity and absolutely maintain the Spalding Standard of Quality.

All retail dealers handling Spalding Athletic Goods are requested to supply consumers at our regular printed catalogue prices—neither more nor less—the same prices that similar goods are sold for in our New York, Chicago and other stores.

All Spalding dealers, as well as users of Spalding Athletic Goods, are treated exactly alike and no special rebates or discriminations are allowed to anyone.

This briefly is the "Spalding Policy," which has already been in successful operation for the past 13 years, and will be indefinitely continued.

In other words, "The Spalding Policy" is a "square deal" for everybody.

A. G. SPALDING & BROS.

By *A. G. Spalding*

PRESIDENT,



# Standard Quality

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An article that is universally given the appellation "Standard" is thereby conceded to be the criterion, to which are compared all other things of a similar nature. For instance, the Gold Dollar of the United States is the Standard unit of currency, because it must legally contain a specific proportion of pure gold, and the fact of its being Genuine is guaranteed by the Government Stamp thereon. As a protection to the users of this currency against counterfeiting and other tricks, considerable money is expended in maintaining a Secret Service Bureau of Experts. Under the law, citizen manufacturers must depend to a great extent upon Trade-Marks and similar devices to protect themselves against counterfeit products—without the aid of "Government Detectives" or "Public Opinion" to assist them.

Consequently the "Consumer's Protection" against misrepresentation and "inferior quality" rests entirely upon the integrity and responsibility of the "Manufacturer."

A. G. Spalding & Bros. have, by their rigorous attention to "Quality," for thirty-four years, caused their Trade-Mark to become known throughout the world as a Guarantee of Quality as dependable in their field as the U. S. Currency is in its field.

The necessity of upholding the Guarantee of the Spalding Trade-Mark and maintaining the Standard Quality of their Athletic Goods, is, therefore, as obvious as is the necessity of the Government in maintaining a Standard Currency.

Thus each consumer is not only insuring himself but also protecting other consumers when he assists a Reliable Manufacturer in upholding his Trade-Mark and all that it stands for. Therefore, we urge all users of our Athletic Goods to assist us in maintaining the Spalding Standard of Excellence, by insisting that our Trade-Mark be plainly stamped on all athletic goods which they buy, because without this precaution our best efforts towards maintaining Standard Quality and preventing fraudulent substitution will be ineffectual.

Manufacturers of Standard Articles invariably suffer the reputation of being high-priced, and this sentiment is fostered and emphasized by makers of "inferior goods," with whom low prices are the main consideration.

A manufacturer of recognized Standard Goods, with a reputation to uphold and a guarantee to protect, must necessarily have higher prices than a manufacturer of cheap goods, whose idea of and basis of a claim for Standard Quality depends principally upon the eloquence of the salesman.

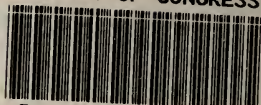
We know from experience that there is no quicksand more unstable than poverty in quality—and we avoid this quicksand by Standard Quality.

*A. G. Spalding & Bros.*

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