

## Red Man's Revenge

If there's any truth to the slogan linking the nation's fate to Maine's, the nation may be in for quite a free-for-all in the near future. In what used to be one of the country's sleepiest corners, a tribe of Indians is suing to reclaim more than half the land in the state; the federal government, on behalf of the Indians, is suing the state over 350,000 acres of state-owned land; and politicians, liberal as well as conservative, are waxing jingoistic as they vie with one another to protect the citizenry from fiscal scalping.

The drumbeat began in 1975, when 3,500 Passamaquoddy and Penobscot Indians won a suit they had filed to make the federal government represent them in their claims against the state, which, they asserted, had unjustly confiscated Indian land 200 years ago. Negotiations between the Indians and Maine failed to produce a settlement, which led to the curious result that federal attorneys are now battling state attorneys over some of the choicest park territory in the state. And while the feds work over the locals, Indian attorneys are seeking 10 million acres—or appropriate compensation—from private and corporate landowners.

One of the most bizarre aspects of the brouhaha is that it could be avoided. In February of this year, the Indians offered to relinquish their claims to the land for \$25 million, payable over 15 years, or roughly \$1.7 million a year. Since the state government already gives the Indians that sum annually in social services, a payment which the \$25 million settlement would terminate, the offer seems almost ludicrously generous. But the state turned it down.

The proposal was rejected by Attorney General William Brennan, the front-runner in the gubernatorial campaign. Brennan has been scoring points with his get-tough stance against the Indians, even threatening to cut off the annual payment. In the senatorial race, liberal Congressman William Cohen has jumped on the anti-Indian bandwagon, while incumbent Joseph Hathaway alone

has had the temerity to advocate a negotiated settlement.

Should anti-Indian sentiment prevail, which seems likely, the state may be left facing years of expensive litigation, with an uncertain outcome. Maine governor Hugh Longley imported one of the fastest guns in Washington, lawyer Edward Bennett Williams, to advise him on how to shoot down the Indian claim. Williams's advice was never made public, but when he sneaked back to Washington with nary a public word, rumors circulated that he had advised negotiation. Governor Longley remains mum on that score.

Meanwhile, the Indians and their federal sidekicks are enjoying better luck with their other claim, the one involving the better part of the state. The claim has been partitioned into

two parts, one challenging holders of less than 50,000 acres, the other for larger blocks of land. In the first case, the federal government has bought off the Indians to the tune of \$25 million, a compensation which must be approved by Congress. In the latter case, dealing primarily with timberland owned by seven paper companies, the government has brought the sides together for negotiations. Chances of the Passamaquoddys and Penobscots regaining the wilderness look dim; but unless the Indians are satisfied with the corporations' offer, they can head for the courtroom, dragging federal attorneys behind them.

Elsewhere, Indian lawyers are prosecuting 13 other land claims throughout the East, while storm clouds gather over the Mohawk....

Paul Richer



## Iron-Clad Contracts

Can you read a nation's mood by the kinds of products it sells abroad? It seems that till recently our balance-of-payments position was being buoyed considerably by our exports to Third World countries of crime-control

paraphernalia—leg irons, thumbscrews, handcuffs, and such. But now the Commerce Department has stepped in and ruled that except for NATO nations, all countries importing such crime-inhibiting materials must obtain a special license. If you know anyone from a non-NATO nation that's heavily into leg irons and thumbscrews, pass the word.

## Going ... going ... gone!

Even the Neiman-Marcus catalog has never offered a genuine, functional water tower; especially not for \$1. But it could be yours, yes, yours alone, at the low, low price of one measly dollar, if you contact Mrs. Margie Briggs, secretary to the city administrator of Harrisonville, Missouri. The tower can hold 100,000 gallons of water—or the fluid of your choice—it retails for \$125,000, and is about to be torn down by the city, which no longer needs it, at a cost of \$20,000. So, if you have liability insurance, and are willing to haul the tower away to the location of your choosing, act now, before the offer runs out. Void where prohibited.

## M.P., Keep Thy Seat

Former members of Congress, along with retired generals, have little trouble sliding out of their public offices into lucrative private ones. Not so former Members of (British) Parliament—and rightly not, according to a report issued recently by a London firm of management consultants. Ex-M.P.s, the firm concluded after interviews with British businessmen, are notably unemployable. They are regarded as unreliable; addicted to politics and always seeking a way back into Parliament; lacking in courage, as demonstrated by frequent votes that follow party lines but violate their own convictions; and, all too often, “well-educated twits” lacking judgment and business sense.

The firm chairman conducted the survey after he had checked the qualifications of three dozen M.P.s who approached him seeking employment. Not one of them, he found, was suitable for any job in commerce or industry. “M.P.s spend a lot of time making decisions that will affect businessmen,” the chairman said, in response to the high dudgeon raised by his survey, “but most of the time they don’t know what they are talking about.”

## The importance of timely harvesting to fine wines.



One of the most important times of the year for any winery is the harvest season.

In order to make the best possible wine, we want to crush our grapes only at the very peak of their maturity. Our experience, of course, tells us approximately when each varietal grape will reach that point, but it is important that we know precisely when the grapes will reach that critical point of maturity.

### Field Tests

In order to determine that critical point, about three weeks before estimated maturity, our field men take samples of grapes from the vineyards for testing.

From representative rows of vines, about 200 individual grapes are collected. They are taken from both sides of the row—from the top of the vines, from the bottom, and from both the inside and the outside.

These individual grapes together make up one sample which our field man “juices” on the spot.

He then makes his own sugar test of the juice, puts it in a cold box and sends it to our laboratory for more exact sugar testing, plus acid and pH analyses.

### Laboratory Analyses

Some wineries test only in the field, but we feel this is too crucial a time in the making of fine wines to not follow through with as much care as possible.

These on-going analyses are each presented to meetings of the winemaker and the field man for their judgments. They pinpoint the exact time of maturity—that important moment when the complex flavor characteristics of the grape are at their peak.

From the results of these tests, our field men then schedule deliveries

from our growers. Because of varying types of soil within a given vineyard certain areas may mature earlier. If the vineyard is a large one, these areas are picked first.

### The Harvest Itself

Usually an entire varietal crop is picked within a one to two week period, allowing for differing times of maturity in the various areas.

Since we believe that, in order to capture the crop’s optimum quality, grapes should be crushed within four hours after picking, all our grapes are scheduled for delivery to the winery no later than three hours after picking.

### Final Inspection

When grapes are delivered to any winery, a State Inspector is standing by to check the sugar content and physical defects.

But what is more unusual is that we have the winemaker—the man responsible for that particular wine—also standing by to check on quality.

We know of no other winery that does this.

Even though other knowledgeable people have passed a particular load of grapes, if the winemaker for any reason feels that they are not perfectly suited for his wines, he can, and does, reject them.

### Our Purpose

The care we take at harvest time is typical of all our efforts to achieve our goal.

Here at the winery of Ernest and Julio Gallo, our purpose is to bring you the finest wine that skill and care can produce.

*Ernest and Julio Gallo, Modesto, California*

*Write for “The Art of Creating Fine Wines”  
E & J Gallo Winery, Dept. 17, Modesto, Ca. 95353*

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- *Bidding guests adieu and getting sleepy*

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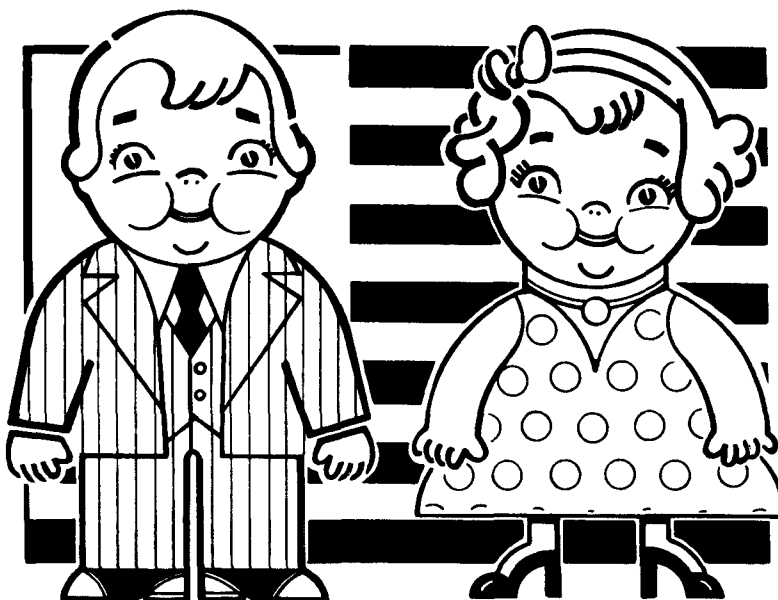
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## FRONT RUNNERS



## What's the Matter With Kids Today?

The extension of the franchise to 18-year-olds may turn out to be the greatest boon in recent history for the Republican Party. The Somnolent Seventies have whelped a stodgy generation; and a new study suggests that young people are growing more and more enchanted with the familiar trappings of the American dream. According to an unreleased study by the American Council of Life Insurance, an astonishing 65 percent of Americans between the ages of 14 and 18 want to adopt "the kind of life that this society has typically offered"—a good job, a family, a nice neighborhood, and involvement in community affairs. Only 13 percent found that prospect "intolerable." A comparable sampling in 1976, involving 2,300 teenagers, registered their approval and disapproval of the good life at 57 percent and 10 percent, respectively.

As if this weren't offense enough to the tormented shades of the Sixties, a question about primary goals showed career fulfillment and family life making rapid gains over "the opportunity to develop as an individual"—even the "me generation" totters in the winds of conventionality. While the desire for self-development as the paramount goal of life has remained roughly

stable at 45 percent of the sampling, the quest for a fulfilling career has risen from 9 percent to 13 percent, while the ultimate preference for a happy family life has made gains from 31 percent of the total to 34 percent.

The Council's Senior Research Associate, Bob O'Connor, cautions that belief in the value of such social bellwethers as marriage and religion has remained stable and strong throughout the period covered by the surveys; but he does detect "more interest in the standard bourgeois lifestyle" among the young.

Indeed, nostalgic readers may be gratified as the present generation of younglings pulls into maturity. The future may resemble a nonstop rerun of "The Dick van Dyke Show." Look for a heavy write-in campaign for Eisenhower in 1980.

## Front Runners Submissions

SR will pay readers \$25 for any clipping or item accepted for use in Front Runners. We regret that we cannot acknowledge receipt of materials, run bylines with items, or return unused submissions.

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# Using a Lawyer May Be Dangerous to your Wealth

I'm a lawyer myself—and I may be cutting my own throat—but I'm going to tell you the truth:

The bulk of what most lawyers do could be done by someone who had never seen the inside of a law school—and usually is.

Lawyer's *secretaries* do most of the work on wills, divorces (as well as annulments and legal separations), bankruptcies and creditor plans, simple contracts, real estate deals (buying, selling, and leasing), run-of-the-mill personal injury cases, adoptions, filing home steads, insurance claims, minor criminal cases . . . and the list goes on and on.

And what do these Legal Secretaries do? They follow directions and fill in the blanks on forms. That's all. It's as simple as that.

That's why I think you may be ready to try being your *own* lawyer—and save a 'ton' of money.

But before you decide, answer these two questions: (1) Can you follow simple directions—no more complicated than assembling a Christmas toy or reading a cook book? (2) Do you have the few cents necessary to buy the correct forms at a Legal Stationery Store?

If your answer to both of those questions is "yes," you're *ready*. Well, *almost* ready. There are just two more things you should know:

(1) You don't necessarily have to have "the few cents necessary to buy the correct form at a Legal Stationery Store." Because I'll tell you how and where to get many of these forms *free*.

(2) You'll need a book. It's called "Do Your Own Legal Work." (And you *can* do your own legal work—no matter which State you live in!)

The book took more than a year to write. Based on what I've actually been earning in my law practice, that represents more than \$100,000 worth of advice.

I mention that, not to brag, but so you'll know that I'm not some kid, fresh out of law school, and hungry for a few bucks. Along that line, you should know that I've been practicing for 13 years, and I've written the book about the legal problems I work with, day in and day out.

Some other things you might want to know: I've published technical legal articles that explain the law—to lawyers. I've served as a research assistant to a Judge of

the U.S. Circuit Court of Appeals.

What will it cost you to "hire" a lawyer with those qualifications? Ten dollars. Just about what I—and lots of other lawyers—would charge you for 10 *minutes* of legal advice.

Why so cheap? Because I hope to sell a million copies—or at least enough so I can take some time off and enjoy life with my family.

That's what's in it for me.

And here's just a sample of what's in it for *you* (including complete directions and sample forms you can practice with):

**How to find and use forms . . . page 7**

**How to draft your own will . . . page 36**

**How to handle your own criminal case . . . page 72**

**How to settle your own accident or personal injury case . . . page 82**

**How to handle an adoption . . . page 99**

**How to dissolve your marriage . . . page 113**

**How to solve debt problems—from consumer-credit counseling to bankruptcy . . . page 127**

**How to draft a contract . . . page 209**

**How to handle real estate transactions . . . page 216**

**How you can use a Law Library—free—to avoid probate! . . . save taxes! . . . form a corporation! . . . and handle hundreds of other matters! . . . page 25**

Now I'm not saying that you're never going to need a lawyer. I *am* saying that if you do need to see one, you'll be *ready* and be able to handle a lot of the simple, clerical work yourself. You'll save *his* time.

Here's an example of how my book will cut down on those precious minutes: For an attorney to

draw up a simple contract might cost you \$400 if he had to start from scratch. It could cost you \$30 if he had to take only a half hour to review the work you'd already done—and *can* do, using my book.

Lawyers get \$60 for husband-wife wills; I'll show you how to do your own in less than an hour. Lawyers charge \$450 for a simple divorce which may take less than two hours of their time. Lawyers get between \$3,000 and \$4,500 for obtaining a \$9,000 personal injury settlement. I'll show you how to do as well, or better, by yourself. Lawyers get \$150 for an adoption, but their secretaries do the work—and so can you.

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## SATURDAY REVIEW: ISSUES

# American Business Should Stay in South Africa

by Roger M. Williams

**A**LMOST A DECADE after the height of the Vietnam War, American campuses are again alive with political protest. This time the target is the American corporation and its investments in South Africa. While no one yet imagines the protests reaching a Vietnam-like crescendo, the corporations and universities involved are frustrated, embarrassed, and worried. Several large universities have announced their intention of selling the portfolio shares they hold in corporations and banks doing business in that country [see box]. Business firms have made changes—substantive or cosmetic—in their South African operations to relieve what is becoming a corporate headache.

The issue reaches far beyond the campuses and board rooms. It has become a nagging concern for the members of the Carter administration and Congress who are wrestling with the questions of whether and how to force American corporations to be aggressive advocates of progress in South Africa or to get out of the country altogether. Several bills that would cut off tax credits and deny government-guaranteed loans to U.S. firms operating in South Africa are already before Congress. And pressure is being exerted on the administration to sever trade relations—despite the fact that South Africa provides the West with strategic minerals.

All this is being played out against an unusual background of public emotion. To American liberals and many moderates, South Africa's government ranks as the world's most offensive regime, symbol and substance of blatant racism and outmoded white colonialism that have no place in the framework of nations. Although conservatives seldom say so straight out, they see the same government as fighting for the survival of white nation-builders against the demands of blacks who have neither the right nor the ability to rule the country; the specter of Communist domination, about which conservatives do talk straight out, adds to their reluctance to apply pressure for fundamental change in South Africa.

Two weeks in South Africa, talking with whites and blacks, Americans and South Africans and others, lead me to this conclusion: American business is not supporting apartheid, either deliberately or in effect, but is helping swell the rivulets of change that may one day join to radically alter South African society and that, in the meantime, will at least mitigate the shocking conditions under which black people live there.

Some 350 American firms, with book-value holdings of approximately \$1.7 billion, now operate in South Africa. The United States ranks as South Africa's leading partner in trade, its second largest overseas investor (after Great Britain), and the supplier of roughly one-third of its foreign credit. More than half of *Fortune's* top 100 companies have subsidiaries in South Africa, and among them are many of the biggest names in American (and multinational) business. American firms control outsized shares of some highly important markets: 23 percent of the automobile market, 43

percent of petroleum, and 70 percent of computers, according to a report issued late last year by the Washington-based Investor Responsibility Research Center. U.S. banks have extended loans and credits totaling about \$2 billion to South African companies and governmental entities. Our federal government has a deep involvement, too, through insurance and loan guarantees provided by the Export-Import Bank, credits granted to U.S. corporations for taxes paid abroad, and the power to embargo items of trade.

American business, therefore, touches many elements of South African life. It has an important bearing on questions that are central to the country's future: Can the white regime be expected ever to bring the black majority into full participation in South African society? Even if the regime permits change to evolve, is sufficient evolution possible, or is violent revolution inevitable? Do foreign corporations have any legitimate and valuable role in an evolutionary process?

**S**OUTH AFRICAN SCENES: May Machaba, 35, slender, bearded, and black, stands in the bright autumn sunshine before his house in the Steelpoort Valley, 175 miles northeast of Johannesburg. Machaba is a shift supervisor at the Tubatse Ferrochrome smelter, which is half-owned and wholly managed by Union Carbide. His house, seven road miles from the smelter, is also owned and managed by Union Carbide. May Machaba says it is the finest house he's ever lived in—"something I never dreamt of"—and one can easily see why. Constructed of concrete block with a corrugated roof and small yards fore and aft, his house and others around it are sturdy and well maintained. The rooms seem uncomfortably small and drab. But compared to the large urban townships and to the primitive conditions in most of South Africa's basic metals industry, these houses are first-class. Along the road from the smelter, in fact, we pass more typical worker facilities, built a decade or more ago and still used by a local South African-run mining concern: little thatched huts called *kraals*, circular or rectangular, most with a single window and with floors made of a dirt and manure mixture.

The black housing area also contains a recreation center, with swimming pool and locker rooms, and an attractive, green-and-cream-colored primary school. A man whose children attend the school tells me it is one of the best schools for blacks in the entire republic; a large claim, but given the dreadful state of black South African schooling, not difficult to believe.

A few miles across the valley sits Tubatse's white housing area. The dwellings and plots are larger, the appointments nicer, and there are tennis courts and paved streets. Racism at work? Yes and no. Whites have higher-paying jobs at Tubatse, as everywhere else, so they can afford higher rents. They have tennis courts because they play tennis; the blacks play soccer, and their recreation area includes a soccer field (May Machaba is goalie on the company team). In any case,