

"Hey! Quit kicking that sand in our faces!" Such mas the mindset of Charles Atlas and his colleague, Charles P. Roman, when they created Charles Atlas, Ltd., in 1929.

The company is described as "the cornerstone of the modern mailorder industry." Charles Atles, Ltd., holds the distinction of owning the most famous and recognized trademark in advertising with the "Hey Skinny" and "The insult that made a man out of Max" ads - which have appeared in comic books and pop culture magazines around the globe for nearly a century. The now legendary cartoon ad, which is often dubbed "97-lb. weakling getting sond kicked in his face," remains in circulation to this day.

Charles, born by the name of Angelo Siciliano in Itoly on October 30, 1892, went on to develop a bodybuilding method and associated exercise program (Dynamic-Tension), but he was most well known for the abovementioned advertising compaign that featured his name and physique. This campaign is noted by historians as being. "The most lasting and memorable campaigns of all time." Angelo eventually took the name "Charles Atlas" after a friend allegedly told him he resembled the statue of Atlas that stood on top of a hotel in Coney Island. The name-change was legalized in 1922, and Charles Atlas quickly became associated with a representation of strength, muscles, fitness and clean living.

But the story really begins in 1921, when a man by the name of Bernerr Mocfodden (publisher of Physical Culture mogozine), sponsored a natural bodybuilding competition entitled, "The World's Most Perfectly Developed Man" in Madison Square Gorden in New York City. The show was held for two consecutive yeers, with Charles winning each time. As a result, sources confirm that McFadden decided to stop promoting the contest after coming to the realization that Charles - the most

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Icourtesy of Charles Atlas.com) •Charles Atlas earned the title, "The World's Most Perfectly Doueloped Man." •Charles Atlas was chosen by a cross-disciplined group of health and medical experts, educators, anthropologists, scientists and doctors as the perfect male bodg, and placed his physical meas-uroments on file for posterity. •Atlas' measurements are buried in a time capsule at Oglethorpe University. •On the Ellis Island website, Atlas is list-ed number one.

es number one. *Forbes magazine selected Charles Atlas as one of the Century's Super Salesmen

Charles was named one of the Most Influential People of the 20th Century by *Times Sunday Magazine*.
Charles Atlas is known worldwide as the founding father of modern-day body-building and fitness.

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popular musclemen of his day — would win every time. Charles later earned the immortal title, "The Warld's Mast Perfectly Developed Man." Consequently, his measurements also went on file as being the "ideal mole specimen" for 20th Century men.

After spending his life as a bodybuilding and business icon to millions, Charles Atlas died at 80 years old an December 23, 1972, after suffering from a heart attack in Long Beach, N.Y. Leaving behind two children, this fitness enthusiast's life will forever live on through his land-

mark company

Today, Charles Atlas, Ltd., is celebrating its 80th year as one of the oldest running health and fitness companies in U.S. history. The company boasts at itself on weathering 8 time, two World Wars, recessions and the stock market crash of 1929. An American 🗄 icon lives on and continues to help the "little B

guy" by keeping beaches safe around the world. Today, the company is owned by Jeffrey C. Hogue and continues to change lives one 97-lb. weakling at a time. (Yes, Dynamic-Tension is still used as a muscle-building program today, even by bodybuilders.) Rest assured, no one is kicking sand in this company's history! *

> Editor's Note: For more information about Charles Atlas, Charles Atlas, Ltd. or Dynamic-Tension (which consists of a dazen, 15-minute 🔒 lessons and one final perpetual lesson that is supplemented with photos of Charles Atlas demonstrating the exercises), visit CharlesAtlas.com.



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