

February 1974

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TOASTMASTERS INTERNATIONAL is a non-profit, non-partisan, educational organization of Toastmasters clubs throughout the world.

First Toastmasters club established October 22, 1924. Toastmasters International was organized October 4, 1930 and incorporated December 19, 1932.

A Toastmasters club is an organized group, meeting regularly, which provides its members a professionally-designed program to improve their abilities in communication and to develop their leadership and executive potential. The club meetings are conducted by the members themselves in an atmosphere of friendliness and self-improvement. Members have the opportunity to deliver prepared speeches and impromptu talks, learn parliamentary procedure, conference and committee leadership and participation techniques, and then to be evaluated in detail by fellow Toastmasters.

Each club is a member of Toastmasters International. The club and its members receive services, supplies, and continuing guidance from World Headquarters, 2200 N. Grand Ave., Santa Ana, California, U.S.A. 92711.

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February 1974

# the toastmaster

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 Phil Interlandi **ILLUSTRATIONS**



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David A. Corey, DTM

## “It Just Depends . . .”



Have you ever considered taking a look at things through the “wrong end” of a microscope? If you do, chances are you’ll get an entirely different impression of what it’s all about . . . and it might be helpful.

L. J. Rosenkranz, president of National Technical Schools in Los Angeles, California, once said: “Try to look at life and living as if you were in an airplane, flying above the earth. It’s surprising what a long-distance view of things will do. It changes the entire picture. From an airplane, the petty annoyances, the little things which irritate and discourage us, tend to disappear.”

A similar approach could be useful to us as we look at our Toastmasters club, and our relationship with it. Taking a look at things “from an airplane” gives us the opportunity to see the total program and what it can do for each of us and our communities. Such a view might tend to put the small things in the background which might now seem so important and which, in themselves, might be insignificant.

There is little doubt that most of us understand the Toastmasters program. The longer the membership, the greater the appreciation of the total experience. We keep telling each other about it and

we’re convinced! The problem is that we don’t tell others—and tell them as effectively. The world outside Toastmasters believes that we are creating “public speakers,” and it’s up to us to change that image.

Let’s look at our program through the “wrong end” of the microscope. Let’s look at it as a total communicative experience which embodies better listening, better thinking, better speaking, and a host of other things. Let’s also see experience in chairmanship, group discussion, briefing techniques, body language, and many other methods “getting the word” from one to another or from one to a thousand. Isn’t that the way we see it?

That’s what we mean when we say FORWARD FROM FIFTY . . . To Club Program Excellence.

To see it that way, however, might not be easy. It will probably be difficult for many of us to look past the “table topic, prepared speech and evaluation” format. It is neither expected nor desired that we ever do that completely. But there is much more to it than that.

We’re “missing the boat” when we don’t explain the total program to every guest at every meeting and to everyone else as the opportunity presents itself.

An ancient Egyptian ruler, Ptah Hotep, gave this counsel to his son: “The archer hits the target partly by pulling, partly by letting go.” He was saying simply that achieving one’s objectives does not require uninterrupted attention to the task at hand; that to reach the objective, one has only to “pull” at the proper time. So it is with us—and the time is now.

I believe the Toastmasters experience is needed today more than ever before. If we don’t provide the opportunity for others to gain that experience somebody else will.

The question, then, is this: How do you see your club and how do others see it?

I’m sure IT JUST DEPENDS ON HOW YOU LOOK AT IT. ■



Forward From

**FIFTY**

To Club Publicity

Excellence

As pro football coach George Allen is fond of saying, "The future is now!" And the road, as suggested by our 50th Anniversary motto, is forward.

Forward From Fifty . . . to Club Program Excellence represents a challenge to all Toastmasters. That challenge is to let the public know all about Toastmasters and the benefits it offers, especially our Communication and Leadership Program. As I see it, the Forward From Fifty campaign is destined to evolve outside and within our organization as the result of whatever publicity effort we might make.

#### **News And Publicity**

To begin with, it is important to recognize that there's a difference—a subtle difference—between publicity and news. I can best explain by saying that news comes close to being a natural phenomenon. News happens, and when it does, you don't

by Tom Chance  
Club 2858-33

# ... to club publicity excellence

usually have to exert much effort to get the media involved. In fact, many times you have to work at keeping our distinguished members of the Fourth Estate at bay. News rarely works out to your best interest. If you need a further illustration of what I mean, just take a look at the front page of today's newspaper.

On the other hand, publicity is a controlled, thought-out, normally beneficial way of getting something you want to say into print or onto the air waves. Since news happens and publicity is created, it is important to know what you're doing when you play the publicity game. Otherwise, like Dr. Frankenstein, you might create a monster.

Creating publicity is a lot easier than most people think, so don't be reluctant to tackle the job.

## The Basic Ingredients

Names, addresses and something of interest are the most important ingredients in just about any news story or publicity item. Let's take these ingredients and stir up a story.

You and your fellow Toastmasters are all members of the local community so, unless you live in a cave, people know you. Therefore, your first big plus is proximity. The media realizes that names make news and that people you know—family, relatives, friends, fellow employees, etc. — will be interested in reading about your special interests and work in Toastmasters.

Now you have to do something of interest — create a publicity situation. If you do something for your community, you have another big plus. Let's say you organize a Speechcraft or Youth Leadership Program. Perhaps you and your fellow Toastmasters may want to get together and throw a party for some underprivileged kids. All of these items are good subjects for publicity exploitation.

So now you have names, addresses, and an item of publicity interest. What do you do next?

## Let The Media Know

I would recommend first, and above all, that you let the working press do your work for you. When you are ready to begin whatever project you have decided upon, be sure to let the media know. Call your local newspapers, radio and TV stations. Invite them to cover the story themselves. If you live in a small or mid-sized community, your chances of the press accepting your invitation are excellent. If a meal is being served, tell them that they will be

your guests. Most newsmen that I've met consider themselves to be highly underpaid, and most enjoy free meals.

If a member of the press does attend your program, your prospects for getting something in print or onto the air are right around 99.9%.

But let's say that your local press can't send a representative. If you live in a big city, this is most likely to be the case. The bigger the city, you see the more hard-core news events are likely to be taking place locally. Consequently, the press needs their reporters to cover these events. Space in a newspaper is also at a premium; a full page advertisement in the Los Angeles *Times*, for example, costs several thousand dollars. With this in mind, you can see why big city newspapers are tough nuts to crack. So what do you do?

## Cover All Flanks

It is always best to plan on covering your own publicity story; always cover your flanks and be prepared even if a newsmen is present. You know or have a pretty good idea of, what is going to happen before it happens. With little effort, you can have your story mapped out in advance. Write up and leave the holes where they appear. You can fill them all in after the event has taken place.

Chances are that most of you are not ready to write for the New York *Times* just yet. So don't try to emulate Scotty Reston. Keep your story simple, short, and accurate. Avoid flowery adjectives. They drive editors right up the wall.

## Keep It Simple

Here's a fact that I think most of you will find rather shocking: the average reading mentality in the United States today belongs to that of a 14-year-old. That's eighth or ninth grade level. And that's why your story must be simple. As an example, take another look at today's newspaper. Chances are that you will find very few fifty dollar words in return.

While you're at it, take a look at the length of the sentences. Notice that they're not very long. For instance, rarely over 20 words. And paragraphs are about a lot of fairly short. When you type a newspaper-destination paragraph, you should try to hold it down to about five double-spaced lines. There's a reason for this. Long sentences become confusing. Long paragraphs tend to gray and blur. They look boring and discourage the average reader. Short paragraphs you in

offer blessing the illusion to read.

## Story Pre

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offer blessed eye relief — white space — and give the illusion that the story is not too long or difficult to read.

### Story Preparation

Always double-space your typewritten story. Again, this is for the benefit of the editor and his blue pencil. Don't break words at the end of a line. If you're running out of room, skip on down to the next line. Try to end the page with the end of a paragraph. Instead of numbering the bottom of the page, write the word "more." Start your second page in the top left hand corner with a simple phrase like "Toastmasters Speechcraft" and the numbers "2-2-2." You're not stuttering, you're showing the editor that this really is page two. If you have more than two pages, repeat this process. When you get to the end of your story, write "30." That's a signal to the type-setter in the print shop that this is really the end of your article.

Be neat. A story that is full of strikeovers and erasures looks very unprofessional.

Get your story out as quickly as possible. Publicity, like news, dissipates with time.

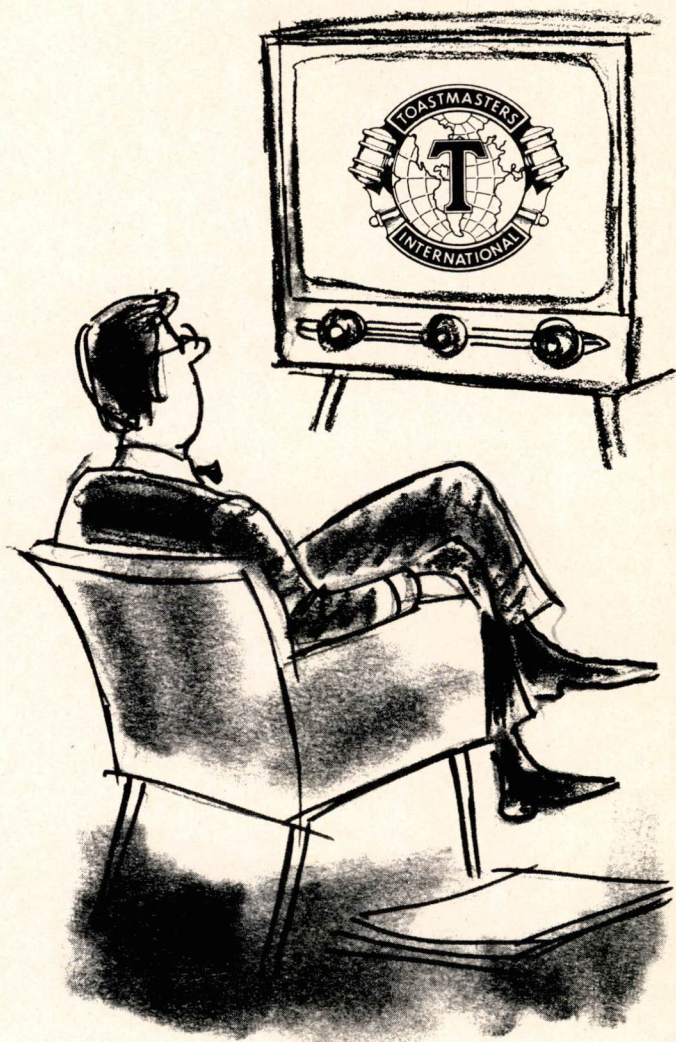
Be concise. Remember space is money. Try to keep your story down to one or two pages. Simplicity is beauty in journalism.

### The "Five W's"

Just to play it safe include with your story a separate "fact sheet." A fact sheet contains all of the famous five "W's" of journalism: who, what, where, when, why (and sometimes how). With a fact sheet in hand, the newspaper editor has the opportunity to quickly rewrite your story so that it conforms with his paper's style and space commitments. If he rewrites your story, at least it will get into print and that is what is important.

Include on all press releases a proper heading. It should contain the name of your organization, a return address, a phone number where more information can be obtained, the date, and the words: "For Immediate Release." If you plan on putting out a lot of releases, you might start a release number log. As an example, your first release in 1974 would be "1-74," your second "2-74," and so on.

Keep a copy of all your releases. We refer to this as an "alibi file." The alibi file is a reference source for you and the people who follow you. It also covers you in the event that your story is changed and



a quote or fact is improperly used. Finally, if someone calls and wants a copy, you have one handy to give them.

Photographs are always desirable items to present to the press. But don't hold up your story because you don't have one. A good story will stand by itself.

If you do take photos, you don't need a fancy camera or a professional photographer to do the

## ... to club publicity excellence

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job. If you have either, by all means use them. But, on the other hand, all you really need is a steady hand. Most of your instamatic-type cameras will deliver pretty good photos if you hold them steady — don't jerk them — when you snap your picture. Use black and white film. Get it processed as quickly as possible. Have 5x7 or 8x10 photos made. If your photo is a little fuzzy, opt for the 5x7 print and it won't be as obvious. Photos going to newspapers should be printed on a single weight glossy paper. Those destined for the TV station should be printed on matte paper in a horizontal format. And like your story, keep your photo simple. Don't clutter it. Never have more than four or five people pictured. If you do, when (and if) it shows up in print, you will see nothing but a bunch of pin heads.

Each photo must have a caption. When you write your caption, the first line should read as if the event is happening *now*. In other words, something like, "Toastmaster John Jones *accepts* the gavel . . ."

In captions, as in your story, abbreviate whenever possible items such as dates, states, etc. Spell out numbers one through nine only. If you begin a sentence with a number, spell that out too. If you use acronyms, spell them out the first time mentioned and put the acronym in parenthesis. For example: "Toastmasters International (TI)." Thereafter you may use only the acronym if you so desire.

### **You're "On The Air"**

Getting a story on the air waves in a little different. You must punch it out. It has to say everything in a much shorter time frame and has to get on the air soon after the event has taken place. That is radio and television's big plus over newspapers — it usually gets the word out to the public first.

The following is an example of a radio news release (notice how it contains the five "W's" and tells the whole story in about 30-seconds) :

"Twenty teenagers from Oxnard high school graduated today from a Toastmasters Youth Leadership program at Port Hueneme's Seabee Center. The youngsters — 16 to 18 years of age — completed the eight-week course under the sponsorship and guidance of the CBC Toastmasters Club. The Toastmasters organization, celebrating its 50th

Anniversary this year, offers the program as a free public service to help young men and women develop their leadership and communications skills." — Tom Chance, KNUZ News."

Phone it in yourself. Speak into the phone receiver and pronounce your words clearly and distinctly. Practice a couple of times before you place your call.

Whenever possible, whether you're writing for newspapers or radio, put names into your stories. Add personality. Make your publicity item lively. And always get your story out quickly and accurately.

TI World Headquarters has many tips and audio-visual aids available to help you prepare and disseminate your publicity. Most are free or available at low cost.

### **The Time Is Now!**

Get your publicity committee in gear now. Plan your publicity program for the 50th Anniversary. Do you have a Fair coming up in your area? Will you not set up a booth? Check with your public office, banks and libraries and see about setting up a Toastmasters display or a silent salesman.

Here's another suggestion. Mail a copy of your club bulletin to the local press. Who knows, someone might see an item which they will want to highlight or develop into a larger story. Perhaps the editor might show up for your next meeting.

In any event, anytime you plan something special, be sure to tell the press.

Use the special 50th Anniversary edition of Publicity and Promotion Programs and your regular publicity manuals for ideas and assistance. Consult TIPS and *The Toastmaster* for more ideas.

Don't be afraid of publicity! Be assured. Be quick. Be accurate. Be neat. Be courteous. And all means, be enthusiastic! ■

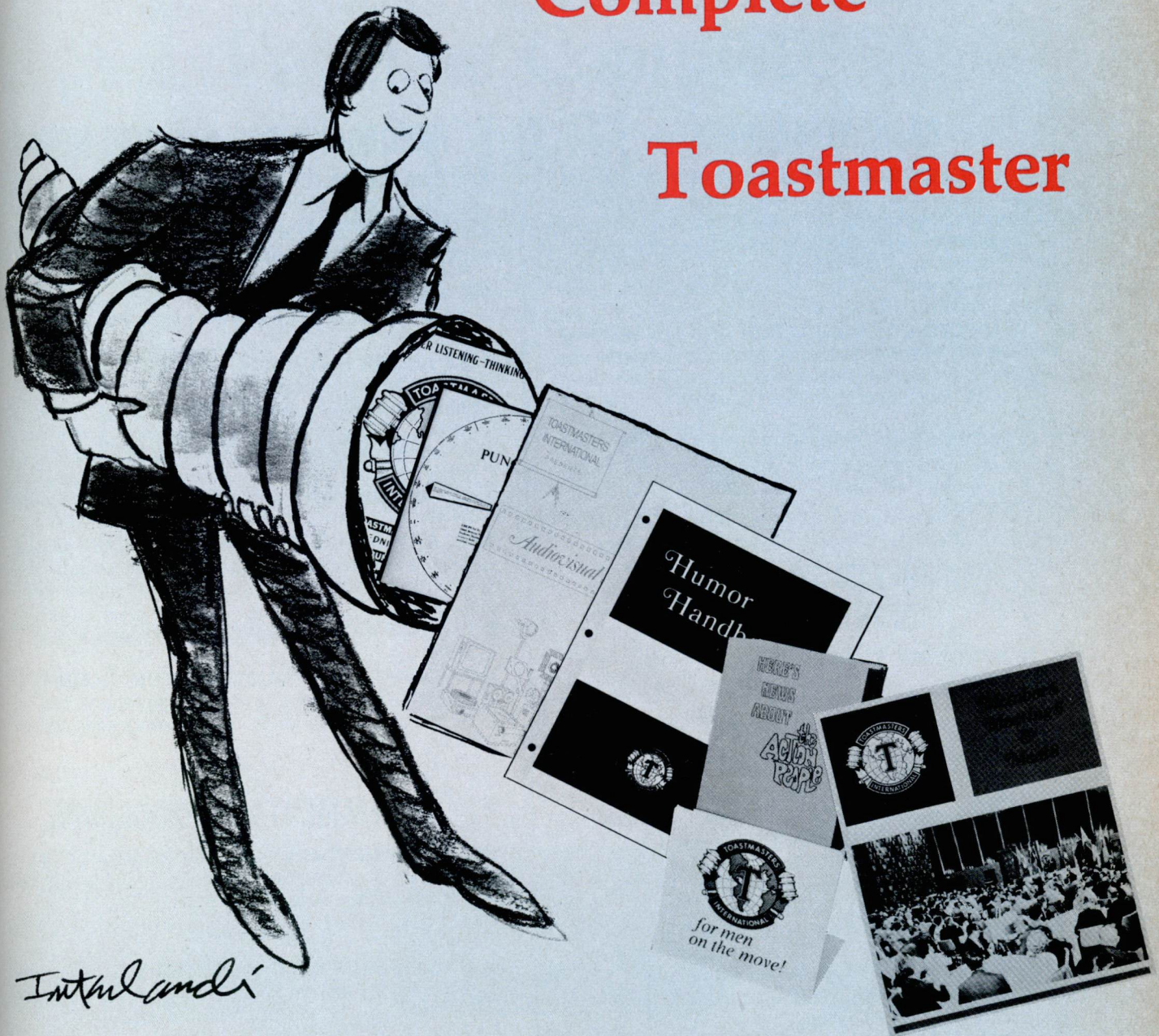
Tom Chance is President of the CBC Toastmasters Club 2858-33 of Port Hueneme, California. Mr. Chance has served as a Chief Journalist in the Navy for the past 14 years, working in the field of public relations.



# Provisions for the

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# For The Complete TOASTMASTER

*Every Toastmaster who is serious in his self-improvement efforts should have the following items, both for study and for ready reference as new opportunities appear in communication and leadership development:*

## BASIC TI MANUALS

### 225. COMMUNICATION AND LEADERSHIP PROGRAM.

Toastmasters International's fundamental communication and leadership program manual. Price includes copy of Toastmasters Advanced Communication and Leadership Program upon submission of completed "A Record of Your Progress" form from Communication and Leadership Program. \$3.00.

### 226. ADVANCED COMMUNICATION AND LEADERSHIP PROGRAM.

Toastmasters advanced communication and leadership program manual for members who have completed the Communication and Leadership Program. \$2.00

202. **EFFECTIVE SPEECH EVALUATION.** Manual for individual and general evaluators; includes suggestions for putting variety into your club's evaluation program. 65 cents.

## PAMPHLETS TO AID YOUR DEVELOPMENT

107. **POINTERS ON SPEECH MAKING.** Six-page pamphlet outlining speech formulas, preparation, delivery, qualities, and cautions. 20 cents.

109. **HOW TO PUT VOCAL VARIETY INTO YOUR SPEECH.** Pamphlet explaining methods of controlling and developing the voice. 20 cents.

110. **HOW TO USE GESTURES.** Six-page pamphlet explaining the use of gestures. 20 cents.

111. **INTRODUCING THE SPEAKER.** Answers the questions "Why should a speaker be introduced to his audience," "What should the speaker contribute," and "What should the introducer say." 20 cents.

1315. **TABLE TOPICS.** Pamphlet explaining the method, purpose, and value of Table Topics programs in impromptu discussion and conversation. 25 cents.

1616. **THEY'RE ALL AROUND US.** Many ideas on how to find subjects for your speeches; where and how to uncover them. 5 cents.

## HANDBOOKS FOR SPECIFIC NEEDS

104. **DEBATE HANDBOOK.** Basic information for staging and judging a debate. 75 cents.

172. **THE PUNCTUATOR.** A handy, practical guide to perplexing punctuation problems. Spin the dial and the answer appears with an example. \$2.00.

200. **MR. CHAIRMAN.** Guide for the many aspects of chairmanship, based on the rules of parliamentary procedure. 80 cents.

1192. **HUMOR HANDBOOK.** Tells when and how to use humor. NOT a joke book. \$1.10.

1193. **AUDIOVISUAL HANDBOOK.** Illustrated guide to selecting the audiovisual technique best suited for your speeches. Contains audiovisual aids you can make, suggestions and references about audiovisual equipment and a bibliography of audiovisual research material. \$1.10.

1322. **TRAINING THE TRAINER TO TRAIN.** Booklet to help you be an effective trainer. Discusses your responsibilities and the framework for effective training. 50 cents.

B-16. **WHAT TO TALK ABOUT.** "1001" ideas for speeches. \$1.00.

B-52. **CLEVER INTRODUCTIONS FOR CHAIRMEN.** By Lawrence M. Brings. A gold mine of practical and tested introductions by more than 100 experienced chairmen. \$5.25.

## PARLIAMENTARY PROCEDURE

169. **PARLIAMENTARY PROCEDURE IN ACTION.** This pocket-size card outlines the program and fundamentals of correct club procedure. 20 cents.

— or —

170. **HENDERSON'S PARLIAMENTARY GUIDE.** Pocket-size outline for studying parliamentary procedure. 20 cents.

— or —

PA

171. **PARLIAMANTARY PROCEDURE.** Parliamentary

B-25. **PARLIAMANTARY PROCEDURE.** O. Garfield. Parliamentary

163. **BALL AND CHAIN.** Form with speaker, member to make of 500.

167. **EVALUATION.** Each of: Speakers Individual the Critic

## MORE ON PARLIAMENTARY PROCEDURE

**171. PARLIAMENTARY SLIDE RULE — THE LEGISLATOR.** Pocket-size guide covers 40 points of parliamentary law. \$1.50.

— and —

**125. PARLIAMENTARY PROCEDURE AT A GLANCE.** By O. Garfield Jones. Contains a simplified index for quick parliamentary reference. \$2.00.

## BE PROUD OF YOUR MEMBERSHIP

**391. MEMBERSHIP PLAQUE.** Silk-screened plate on a walnut base, with TI insigne, makes this 5" x 7" plaque an attractive addition to home or office. Space for engraving your name. (World Headquarters cannot provide engraving. It must be done locally.) \$3.00.

**5751. MINIATURE MEMBERSHIP PIN.** Gold electro plate, hand finished. \$1.55.

**5753. LARGE MEMBERSHIP PIN.** Gold electro plate, hand finished. \$2.00.

# For The Complete CLUB

*Listed below are the supplies every well-equipped Toastmasters club should have on hand, for programming, conducting the meeting, administrative needs, and for community relations and membership programs.*

## CLUB PROGRAMMING

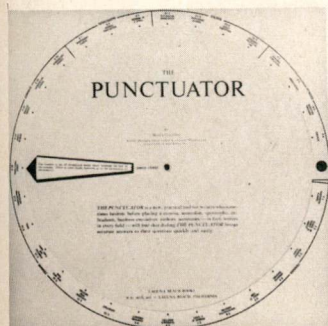
**163. BALLOTS AND BRIEF EVALUATIONS.** Perforated form with ballots for best Table Topics speaker, best speaker, and best evaluator, and a form for each member to make brief comments. *Available only in quantities of 500.* \$3.00.

**167. EVALUATION KIT.** Ideas for putting variety into the evaluation portion of your club meetings. Contains 25 each of: Speech Evaluation Panel Discussion (160); Speakers Profile (161); Picture and Score Yourself (164); Individual Speech Evaluation Form (165); and Critique of the Critic (1323). \$1.50.

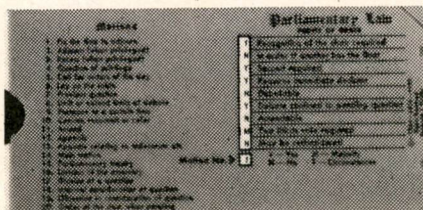
**220. MEMBERS, MEETINGS, AND MEALS.** Excellent planning aid for club, area, district, community and company meetings, banquets, conferences and conventions. *90 cents.*

**403. MEMBER PROGRAM PLANNING GUIDE.** Pad of 25 survey forms to establish each club member's communication and leadership needs. Semiannual survey recommended. Results help educational committee plan club programs to meet members' needs. *One per club. No charge.*

**1019. COMMUNICATIONS MEETING.** Outlines a club program to include representatives of news media and chamber of commerce for publicity and membership purposes. *Three free, additional copies one cent each.*



No. 172



No. 171



No. 391

## MORE ON CLUB PROGRAMMING

**1020. THE COMMUNITY CONTACT TEAM.** Explains how to organize and conduct a 30-minute Toastmasters program for presentation to civic and social clubs for membership and to groups desiring to organize a Toastmasters club. *Three free, additional copies one cent each.*

**1114. TOASTMASTERS CHECK LIST.** Provides an outline for the educational vice-president to complete an entire club program. Reverse side of the sheet gives the Toastmaster of the meeting an outline of his duties. *Pad of 50. 75 cents.*

**1202.3. LISTENING TO LEARN PROGRAM.** Program on cassette tape to help club members improve their listening skills. Contains enough material for ten participants. *\$20.00. (Additional manuals ordered with program, \$1.00 each; additional response sheets, \$1.00 for a pack of 25).*

**1310. CLUB OFFICERS MANUAL.** All the information each club officer needs to help his club meet the Toastmaster standard of excellence. Includes policies, procedure and programming ideas. *75 cents.*

**1314. PATTERNS IN PROGRAMMING.** New ideas, lively, worthwhile, and educational Table Topics, educational happenings, and club programs. *75 cents.*

**1502. QUARTERLY PROGRAM ASSIGNMENT SCHEDULE.** Provide each member this schedule form to record past and future assignments. It will assure that none are overlooked. *Available only in quantities of 20. 50 cents.*

**1550. CLUB REFERENCE FILE.** Essential handbooks, brochures, fliers for club and member. Includes copy of Debate Handbook (104), Humor Handbook (1192), Audiovisual Handbook (1193), Listening to Learn (1202) and more. *\$10.00.*

**1555. COMMUNICATION AND LEADERSHIP LIBRARY SET.** Consists of 4 C & L Manuals, No. 225. Keep a supply on hand to loan to new members until their own manuals arrive. *\$10.00.*

**B-60. HANDBOOK OF PARLIAMENTARY PROCEDURE.** By Henry A. Davidson. Covers the rules and practices of parliamentary procedure for the small organization. *\$5.00.*

## FOR YOUR CLUB MEETING

**231. GUEST BADGE - VISITOR'S CARD.** Designed to fit into breast pocket. Space for visitor's name. Detachable card is club's record of visitor's name, address, occupation, and comments. *2 cents.*

**234. OFFICIAL CLUB BANNER.** Blue TI emblem and lettering on gold satin 3' x 4'. (Specify club name, city, and state.) Allow 30 days for delivery. *\$25.00.*

**375. GAVEL.** Antique hardwood finish, boxed. *\$3.75.*

**384. OFFICIAL CLUB MEETING PLAQUE.** White plastic plaque, 10½" x 10", with Toastmasters motto and emblem. For inside display at club meeting place. Includes

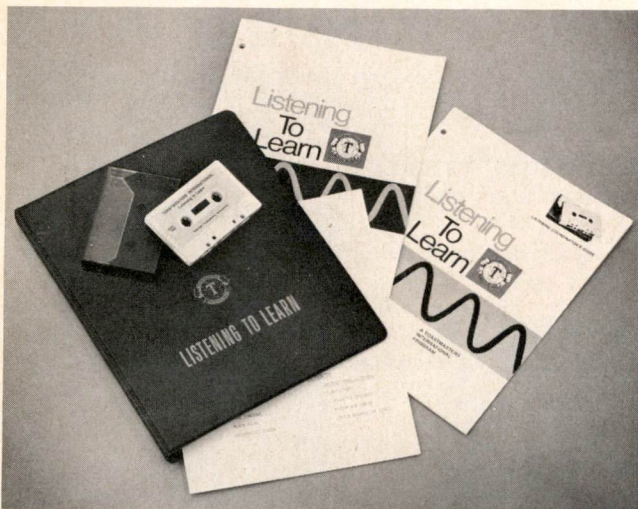
statements: "Toastmasters Meet Here," "Guests Welcome." Pressure sensitive decals provided for day and hour of meeting. *\$3.25.*

**393. OFFICIAL CLUB OFFICER BADGE.** Heavy plastic, emblem, spring clip back, name and club office slot. Preprinted office titles. *80 cents.*

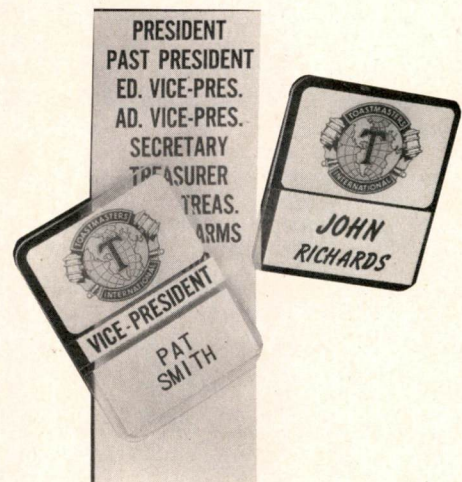
**395. OFFICIAL MEMBER BADGE.** Heavy plastic, Toastmasters emblem, spring clip back, name slot and insert. *60 cents.*

**904. VISITOR'S CARD.** This 6" x 8" card is useful as a means of obtaining a visitor's name, address, and occupation. *Available only in quantities of 30. 50 cents.*

**1440. INSTALLATION OF OFFICERS.** Outline for properly conducting an installation ceremony. *Two per club. No charge.*



No. 1202.3



No. 393 and 395

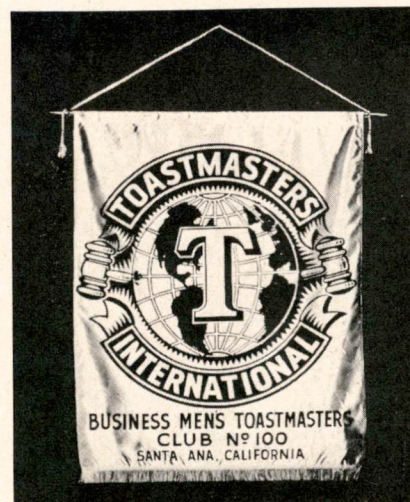
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## CLUB MANAGEMENT NEEDS

36. **STATEMENT OF CLUB DUES PAD.** Notice to members of dues to be collected. *60 cents.*
37. **DUES RECEIPT BOOK.** Receipts for collection of dues. Perforated stub for payment record. *\$1.00.*
50. **DIRECTORY OF TOASTMASTERS CLUBS.** Lists the time and meeting place of Toastmasters clubs throughout the world. *No charge.*
223. **COMMUNICATION AND LEADERSHIP PROGRAM—RECORD OF PROGRESS.** Report form for completion of Toastmasters Communication and Leadership program. *Three per club. No charge.*
224. **ADVANCED COMMUNICATION AND LEADERSHIP PROGRAM — RECORD OF PROGRESS.** Report form for completion of Toastmasters Advanced Communication and Leadership program. *Three per club. No charge.*
227. **MEMBER PROGRAM PROGRESS CHART.** Maintain a permanent club record of member progress in the TI Communication and Leadership Program. *One per club. No charge.*
- 227-A. **MEMBER PROGRAM PROGRESS CHART.** Maintain a permanent club record of member progress in TI's Advanced Communication and Leadership Program. *One per club. No charge.*
228. **COMMUNICATION AND LEADERSHIP PROGRAM—EVALUATION GUIDES.** Complete 15-page set for evaluating each project in the Toastmasters Communication and Leadership program. *40 cents.*
229. **ADVANCED COMMUNICATION AND LEADERSHIP PROGRAM — EVALUATION GUIDES.** Complete 15-page set for evaluating each project in the Toastmasters Advanced Communication and Leadership Program. *40 cents.*
350. **CLUB ENVELOPES.** Matching envelopes for club letterheads. *Available only in quantities of 100. \$1.50.*
351. **CLUB LETTERHEADS.** Official stationery for club correspondence, 8½" x 11". (Special imprinting not available.) *Available only in quantities of 100. \$1.50.*
356. **KOMplete KIT FOR THE SECRETARY OR TREASURER.** Handy portfolio of club record forms for entire year. Record of officers, members, attendance, dues payments, visitors. *\$1.75.*
400. **APPLICATION FOR MEMBERSHIP FORM.** Envelope for reporting new, reinstated, and transfer members to World Headquarters. *Ten per club. No charge.*
902. **CHANGE OF ADDRESS CARDS.** Postcards for reporting address changes to World Headquarters. *Five per club. No charge.*
945. **THE MOVING TOASTMASTER.** Pre-paid postcard to advise World Headquarters of Toastmasters who leave your club and move to a new community. *Five per club. No charge.*
1051. **INSTRUCTIONS FOR REPORTING MEMBERS.** *Two per club. No charge.*
1110. **DISTINGUISHED CLUB PLAN.** Achieve and maintain the Toastmasters standard of excellence for club programs, community activities, and participation in TI programs for clubs, areas, and districts. Used for judging in TI's Top Ten Club competition. *\$1.00.*
1205. **SUPPLY CATALOG.** *No charge.*
- 1205-A. **ORDER BLANKS.** *No charge.*
1208. **RECOGNITION IN FOCUS.** Brochure describes TI club, area, district, and International awards and recognition. *One free to each club. Additional copies 25 cents each.*
1503. **RECORD OF REGULAR MEETINGS.** A simplified method of keeping club minutes. May be inserted in looseleaf binder for permanent record. 8" x 11". *Available only in quantities of 40. 80 cents.*
1504. **COMMITTEE MINUTE RECORD FORM.** Provide these to each club committee to insure complete record of committee action. *Available only in quantities of 25. 50 cents.*



No. 234



No. 1550

## COMMUNITY RELATIONS AND MEMBERSHIP

### 99. COMMUNICATION AND LEADERSHIP PROGRAM.

Two-color promotional pamphlet describes the benefits of Toastmasters program to your prospective membership. *Twenty-five free to each club upon request. One cent each additional copy.*

**100. INTRODUCING THE ACTION PEOPLE.** Pamphlet describing Toastmasters programs and explaining the personal benefits membership offers. *Twenty-five free to club upon request. One cent each additional copy.*

**101. COMMUNICATION . . . FOR YOUR ORGANIZATION.** Explains the value of Toastmasters to business, industry, and government. *Twenty-five free to each club upon request. One cent each additional copy.*

**108. FROM PROSPECT, TO GUEST, TO MEMBER.** Membership sales pamphlet tells how to find prospects, what to say, and how to stimulate their interest in membership. *Twenty-five free to each club upon request. One cent each additional copy.*

**348. INVITATION TO MEMBERSHIP.** Distinctive card with gold emblem superimposed on black script. Matching envelope. *Available only in sets of 25. \$1.25.*

**358. ARTWORK, READY TO USE.** Four pages of emblem symbols such as "The Action People," arrows, numbers, stars . . . everything you need to dress up your bulletin. *25 cents.*

**363. HIGHWAY SIGN, 22" DIA.** Toastmasters emblem in weather-proof paint with reflecting "Scotchlite" T. Hole drilled for attachment to post. *\$7.00.*

**366. SILENT SALESMAN.** Special kit to help get information about Toastmasters to your prospective members. Contains 25 of "Communication and Leadership" (99), 25 "Introducing The Action People" (100); and three high-impact plastic containers to display the pamphlets. *\$3.75.*

**402. PROSPECT ORIENTATION PROGRAM FORM.** One-page guide to review the benefits of Toastmasters membership with a guest or prospective member. *Three per club. No charge.*

**1007. SAMPLE INVITATION LETTER.** This sample letter contains a number of pertinent points which should be covered when inviting guests to a Toastmasters meeting. *One per club. No charge.*

**1156. YOUR CLUB BULLETIN.** A brochure explaining the value of a good club bulletin, the necessary ingredients including selection of an editor, the name, format, content, and distribution, plus some examples. *Three per club. No charge.*

**1159. MEMBERSHIP SALES PROGRAM.** A wealth of ideas for attracting new members and obtaining club publicity. *One free per club. Additional copies 25 cents each.*

## FOR THE 50TH ANNIVERSARY

**362. 50TH ANNIVERSARY MOBILES.** Ten double-sided posters to be used as mobiles at club, area, district functions. Contains the "Forward From Fifty" slogan and recognizes 50 years of the Toastmasters organization. *\$3.00.*

**5001. DOUBLE FACED COIN.** The 50th Anniversary emblem on an antique gold finish coin, 1 1/8" in diameter. *\$2.00.*



No. 5001

**5002. LETTER OPENER.** 50th Anniversary is commemorated on a Roman bronze letter opener, with an antique finish. *\$6.00.*

**5003. SYMBOL OF THE FUTURE.** A double-faced spinning medallion with the 50th Anniversary emblem mounted on a stand. The medallion and base is 2 3/4" tall, in Gothic antique finish. *\$12.00.*

**5005. 50TH ANNIVERSARY DISPLAY KIT.** Contains two "Forward From Fifty" posters, one "Action People" poster, five C & L manual covers, and fifty promotional pamphlets (Nos. 99 and 100). For use in 50th Anniversary exhibits and displays. *\$5.00.*



No. 5003

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Address \_\_\_\_\_

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# ORDER TO Toastmasters International

**P. O. BOX 10400  
SANTA ANA, CALIFORNIA 92711**

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Date \_\_\_\_\_

CLUB NO. \_\_\_\_\_ DISTRICT NO. \_\_\_\_\_ CLUB NAME \_\_\_\_\_

Please ship the following: **Please Print or Type Name and Address Clearly.** Payment accompanies this order  \$ \_\_\_\_\_  
**Include Club, District and Zip Code on all correspondence.**

To: \_\_\_\_\_ Mail invoice to: \_\_\_\_\_

Address \_\_\_\_\_ Address \_\_\_\_\_  
NUMBER AND STREET NUMBER AND STREET

CITY STATE ZIP CODE CITY STATE ZIP CODE

HOW SHIP — Surface Mail  Air Mail  Air mail requests are extra charge

BILLED (Date \_\_\_\_\_ ) Add 15% to the amount of your order to cover postage and packing, except where otherwise indicated in supply catalog. Where postage charges exceed 15%, customer will be billed for excess. Calif. clubs add 5% sales tax.  
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Special Delivery _____	No Sales Tax _____
Special Handling _____	Shipped by Mfg. _____
Rush _____	_____

TOTAL \_\_\_\_\_

15 % Postage & Packing \_\_\_\_\_

Calif. clubs add 5 % sales tax \_\_\_\_\_

TOTAL AMOUNT \_\_\_\_\_

# ATM-DTM ...

## *Your Next Step*

## *In Toastmasters*

Each month, The Hall of Fame presents the names of Toastmasters around the world who have been awarded their ATM and DTM certificates.

These awards, however, represent much more than mere symbols to be added to the letterheads of Toastmasters who are searching for some level of importance; they represent achievement in the highest sense.

These people have given their time and talents to Toastmasters, in hopes of improving communication; not only in their respective countries, but in the world.

Many of these individuals have also received promotion and salary increases on the strength of the letter from Toastmasters International, stating that they have earned their ATM or DTM. But both are indeed "earned" and not "given."

To receive the Able Toastmaster award, both Speech Programs (Communication and Leadership I & II) must be completed. The Toastmaster must have been a continuous member of a club for three years from the date of application and must have held a club office. A minimum of three speeches made before a non-Toastmasters group is also required.

Distinguished Toastmaster is the highest member recognition a Toastmaster can attain, but also carries with it much more effort.

To become a Distinguished Toastmaster, the individual must have already earned his ATM and must have been a continuous member of a club for five years from the date of the application.

Toastmasters has also come to mean community involvement. Stressing this aspect, all candidates

for Distinguished Toastmaster must have coordinated at least one Youth Leadership Program and one Speechcraft Class within the last two years. Furthermore, the candidate must have presented at least five speeches to other than a Toastmasters audience for a Toastmasters Speakers Bureau.

To better influence the learning of the leadership part of the Toastmasters program, the person seeking the DTM, like the ATM, must have served as an elected club officer. But, going further than the ATM, he or she must have served a complete term and fulfilled the minimum requirements of one or more of the following district offices: district governor, lieutenant governor, secretary and/or treasurer, or area governor.

Rounding out the requirements, the future DTM must have also assisted in organizing a club and must have sponsored five new members within the last year.

After the Toastmaster completes the ATM or DTM requirements and World Headquarters is notified, publicity releases are sent to the media requested. Appropriate letters are also sent to the candidate's employer or supervisor upon his request.

Both the Able Toastmaster and the Distinguished Toastmaster awards require above average performances from those wishing to receive these certificates of achievement. Not only will your fellow Toastmasters realize this when they see an ATM or DTM printed after your name, but you will also possess the inner-satisfaction that you have, in some way, improved Toastmasters and helped celebrate its Golden Anniversary.

Toastmasters held 8-10, at V. President on his addressing the Districts. These visits the opposition industry,





# TOASTMASTERS BOARD MEETS

Toastmasters International's Board of Directors held their annual Fall meeting on November 8-10, at World Headquarters in Santa Ana, Calif.

President David A. Corey reported to the Board on his activities since the August, 1973, meetings, stating that presidential visits had been made to Districts: F, 1, 3 and 2, starting in October, 1973. These visits, President Corey stated, had given him the opportunity to meet 31 leaders in business and industry, several heads of Chambers of Commerce,

and a number of state and city government officials located where the district meetings were held. He also said he had made a number of radio and television appearances during his visits, all of which had helped to bring Toastmasters International to the attention of a wider audience.

## The President's Program

Executive Director Engle opened his report to the Board with an evaluation of the President's

Toastmasters International Board of Directors for 1973-74 (starting at far left and going clockwise around the table): Eric K. Stuhlmuehler, ATM; Richard E. Schneider, DTM; Donald Story, ATM; Thomas M. Marchant III, DTM; R. Bernard Searle, ATM; Jack M. Hartman, DTM; C. Thomas Kimball, ATM; Donald J. Costello, ATM; Second Vice-President George C. Scott, DTM; Legal Counsel Joseph Rinnert; Senior Vice-President John F. Diaz, DTM; President David A. Corey, DTM; Past President Donald W. Paape, DTM; Executive Director Robert T. Buck Engle; Third Vice-President Robert W. Blakeley, ATM; Patrick A. Panfile, ATM; Hubert E. Dobson, DTM; Roger A. Cuadra, DTM; Robert E. Herndon, DTM; Grafton H. Dickson, DTM; James G. Kalley; Robert G. Glenn, DTM; and Ted A. Olcovich, DTM.



Program—"Forward From Fifty . . . to Club Program Excellence." The District Visitation Program, Mr. Engle stated, provided visits to only 7% of the clubs thus far from reports received by World Headquarters, with no reports coming from districts: 1, 2, 3, 4, 5, 7, 9, 11, 18, 20, 23, 26, 30, 31, 39, 41, 42, 43, 45, 49, 53, 54, 56, 61, 62, 63, 66, 68, 70, 71 and 72. World Headquarters has also received 351 Area Club Visitation reports representing visits by Area Governors to 9% of the clubs, with no reports coming from districts: 2, 4, 9, 15, 17, 18, 26, 30, 32, 33, 35, 43, 45, 48, 49, 53, 57, 61, 63, 66, 68 and 69. These 351 reports, said Mr. Engle, reflect that most of the clubs have the tools provided by Toastmasters International for club operations and programming, but much is to be done to motivate clubs to utilize these, although a slow growth has been noted in the number of clubs utilizing these management tools and checklists. Mr. Engle added that the 1974 Distinguished Club Plan is being distributed in November, with no major changes in procedure except that all point verification data will be maintained by the districts. An additional category has also been made in the Plan to give recognition to finalists not placing in the "President's Top Ten."

### Educational Accomplishments

The Executive Director detailed the Educational Accomplishments, saying that completions have been received for Communication and Leadership and Advanced Communication and Leadership manuals totalling 730, compared to 582 completions for the same period last year, with no completions received from Districts 64 and 71. There were 171 Able Toastmaster certificates issued this year, compared to 132 last year, with none as yet coming from Districts 8, 20, 31, 45, 47, 49, 53, 54, 61, 63, 64, 68, 71 and 72. Twenty-five Distinguished Toastmaster certificates have been issued since July 1, 1973, compared to 10 for the same period last year.

During the reporting periods between April and September, 1973, there was a total of 61,831 members, down 2,129 from last year's 63,958 figure, although the number of charter members of new clubs for this same period shows an increase of 139 members: 2,537 in 1972, and 2,676 in 1973. Forty-eight new clubs have been added for the period of July 1 through October 31, compared to 46 for the same period in 1972. However, 90 clubs have been dropped for this period, compared to 76 in 1972.

### Fun, Activities, Exceptions

Director Engle concluded with reports on Project Fun, Club Activities and Membership Exceptions, saying that 75 members have received 150

"Toastmaster Key Man" certificates, and 22 Toastmasters have been awarded "Toastmaster Sponsor" certificates and prizes, with the emphasis in 1974 on improved club programming and operations. Recognition for success in membership building will be continued in 1974.

Mr. Engle reminded the Board that the procedure for the recording of club completions of Speechcraft and the Youth Leadership Program was revised on July 1, 1973. Completions are now recorded after the activity instead of before. Eleven Speechcraft and 12 YLP completion records have been received since that date.

As of October 31, 1973, 726 clubs (approximately 23% of the total 3129 clubs) have open membership, admitting both men and women members, and 19 of the 46 new clubs added this year have open membership.

### Proposed Amendments Approved

The Board approved two proposed amendments to the Bylaws of Toastmasters International, to be submitted to the delegates at the 1974 annual business meeting and convention. These proposed amendments, highlighted on the following pages include an increase in annual dues from \$12.00 to \$18.00 per member, effective October 1, 1974, and a reduction in the size of the Board of Directors. This restructuring of the Board will reduce its size from 16 directors to eight, and will also reduce the Executive Committee from five members to three.

The Board also approved the staff recommendation that the fee for charter members be \$8.00, the same as paid by new members after April 1, 1974, so as to provide them with the same materials as those received by new members of established clubs.

### Other Board Decisions

In other action, the Board of Directors:

1. Approved the selection of Toronto, Ontario, Canada, as the location of the 1977 International Convention.

2. Adopted criteria for a minimum district performance program, with details left to be developed by the World Headquarters staff for implementation and submission to the Board at its March 1974, meeting.

3. Reviewed progress towards accomplishing the long-range objectives of the corporation, noting excellent progress in educational, organizational and publicity objectives. Results to date, however, do not show desired progress in membership and retention objectives. The Board, in view of the actual results, recommended that the World Headquarters staff review objectives for 1974 through

1979 and period to

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THESE REPORTS TO STANDARD

### District and

- F TM Club
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- 2 Burien B
- 3 Toastma
- 4 Presidio
- 5 Cactus C
- 6 Lakehea
- 7 Yawn Pa
- 8 Carlinvill
- 9 Panoram
- 10 Downtow
- 11 Evansvill
- 13 Greater U
- 14 Gaveliers
- 15 Blackfoo
- 16 Tinker Cl
- 17 Whitefish
- 18 Potomac
- 19 Moline Cl
- 20 Hettinger
- 21 Cariboo C
- 22 Suburban
- 23 Tri State C
- 24 Holt Cour
- 25 Reveille C
- 26 Wetalk Cl
- 28 Maumee V
- 29 Downtow
- 30 Roseland
- 31 Lowell Cl
- 32 McChord
- 33 Oxnard Cl
- 35 Uni Royal

1979 and recommend more realistic goals for this period to the Board at its next meeting.

4. Reviewed the position of staff representative in the field and recommended this position be implemented on a trial basis consistent with the current planned budget considerations. They further recommended that, prior to this implementation, a job description and some criteria for measuring effectiveness be developed.

5. Announced that the following members had been selected to serve on the Nominating Committee of TI for 1973-74: Past International Presidents Arthur M. Diamond, chairman, John B. Miller and Russell G. Herron; Region I—Robert L. Erchert, Region II—John J. Schneider, Region III—W. Don Buckner, Region IV—Richard D. Hileman, Region V—Wayne Henderson, Region VI—Jack

Lang, Region VII—Joseph L. Eden, Region VIII—Leonard C. Butler.

6. Assigned officers to attend the 1974 Regional Conferences: Region I—David Corey, Region II—George Scott, Region III—John Diaz, Region IV—John Diaz, Region V—George Scott, Region VI—David Corey, Region VII—Don Paape, Region VIII—Robert Blakeley.

7. Reviewed and approved the educational programs for the 1974 Regional Conferences and International Convention developed by the World Headquarters staff.

8. Reviewed progress in the preparation of the evaluation manual, revisions to the Communication and Leadership Manual and the translation of materials into French and Spanish.

9. Discussed guidelines for the club educational program to be made available to each club's educational committee. ■

THESE CLUBS WERE THE FIRST IN THEIR DISTRICTS TO SUBMIT SEMI-ANNUAL REPORTS TO WORLD HEADQUARTERS. THEIR PROMPTNESS INDICATES A HIGH STANDARD OF EXCELLENCE IN CLUB MANAGEMENT.

#### District and Club

- F TM Club 1757-F
- 1 Downtown Club 141-1
- 2 Burien Breakfast Club 2543-2
- 3 Toastmasters B.C. Club 2866-3
- 4 Presidio Club 3012-4
- 5 Cactus Gavel Club 120-5\*
- 6 Lakehead Club 2003-6
- 7 Yawn Patrol 364-7
- 8 Carlville Club 2137-8
- 9 Panorama Club 1373-9
- 10 Downtown Club 1894-10
- 11 Evansville Number One Club 337-11
- 13 Greater Uniontown Club 2921-13
- 14 Gaveliers Club 2252-14
- 15 Blackfoot Club 668-15
- 16 Tinker Club 1362-16
- 17 Whitefish Club 2211-17
- 18 Potomac Edison Club 2613-18
- 19 Moline Club 2790-19
- 20 Hettinger Club 1705-20
- 21 Cariboo Club 786-21
- 22 Suburban Club 1009-22
- 23 Tri State Club 3466-23
- 24 Holt County Club 3586-24
- 25 Reveille Club 2971-25
- 26 Wetalk Club 1533-26
- 28 Maumee Valley Club 1637-28
- 29 Downtown Club 2552-29
- 30 Roseland Club 432-30
- 31 Lowell Club 1930-31
- 32 McChord Star Lifter Club 1594-32
- 33 Oxnard Club 649-33
- 35 Uni Royal Club 2510-35

#### District and Club

- 36 Challenger Club 1642-36
- 37 Transportation Club 1153-37
- 38 DPSC Club 3403-38
- 39 Board Toasters Club 3043-39
- 40 Cincinnati Club 472-40
- 41 Yankton Club 1294-41
- 42 Saskatoon Club 450-42
- 43 Hi Noon Club 2217-43
- 44 Plainview Club 763-44
- 45 Simpsons & Simpsons Club 1555-45
- 46 1210 Toastmasters Club 3375-46
- 47 St. Petersburg Club 2284-47
- 48 Athens & Limestone Club 314-48
- 49 Kamehameha Club 720-49
- 52 SCGF Club 3884-52
- 53 Nutmeg Club 764-53
- 54 Mc Kinley Club 467-54
- 56 Sharpstown Club 2243-56
- 57 LRL Microcentury Club 2797-57
- 58 Dolphin Club 3170-58
- 60 Forest City Club 2729-60
- 61 Uplands Club 3763-61
- 62 Yawn Patrol Club 3306-62
- 63 Warriors Path Club 997-63
- 64 Thompson Club 2411-64
- 65 Dewitt Club 1143-65
- 66 Gamma Club 3423-66
- 68 Public Service Club 3174-68
- 69 Adventures Club 2572-69
- 70 Arncliffe RSL Club 1437-70
- 71 Polish Hearth Club 3640-71
- 72 Wanganvi Club 2417-72
- U Ramstein Club 2442-U

# SEMI- ANNUAL REPORTS

*The following two items, discussed by President David A. Corey, will be presented to delegates at the 1974 Convention. The Board of Directors urges your favorable consideration of these proposals...*

## Dues Increase

It's no secret that prices have gone up.

The rising inflation that has hit in the past few years has had a dramatic effect on the lives of everybody. Inflation has changed lifestyles and has caused major changes in corporation procedures.

Despite the cost increases in every facet of operation, there has not been a dues increase in Toastmasters since 1968 . . . six years ago.

Your Board of Directors is asking delegates at the 1974 International Convention to vote on a proposed amendment to the Bylaws of Toastmasters International that will increase the annual per capita payment to \$18.00 per member, to be paid semiannually in installments of \$9.00 each on April 1 and October 1 of each year, or fifty cents per month per member.

The proposed increase is designed to maintain operations at the present level and to meet the expected inflation as it would affect programs and operations over the next five years, unless predictions are conservative and costs rise even more than anticipated. The total inflationary factor over the past five years has been approximately 22%. It is expected to increase accordingly over the next five year period.

The proposed amendment will become effective at the beginning of the October, 1974, semiannual membership reporting period.

The proposed increase results from the simple fact that the corporation cannot keep abreast of the inflationary spiral being experienced today and still hope to maintain programs and services to members and clubs at anywhere near today's level. It is necessary for the total progress of Toastmas-

ters International, including the Board of Directors, World Headquarters, districts, clubs and members.

Although an increase in membership dues has been under discussion informally by the Board of Directors and many district officers for the past two years, the corporation has "held the line" on dues and, at the same time, maintained programs and services at a respectable level. However, due to the inflationary factor in the past year, coupled with a need to look ahead for at least five years, it is time to seriously face up to the necessity for additional revenue for effective operation.

Besides programs and services being in serious trouble if the increase is not adopted, all Toastmasters publications would be sharply affected because of the increase in production, paper, and postage costs. Additional funds are essential to carry on the publications at their present level.

Of the proposed increase, \$1.00 would go to the districts, to help them meet their increased costs. The districts' total programs are involved—including service to the clubs, travel, mailings, district bulletins and meetings. An additional \$.50 will go to those districts that meet their annual goals.

The magazine subscription would be increased by \$.50, from \$1.50 to \$2.00. The remaining \$.50 would be utilized in general operating funds to offset the resounding inflation during the past five years and, hopefully, for the next five.

Delegates at the International Convention must approve the new dues schedule if programming and development of the organization is to be maintained.

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# Board Reorganization

Your Board of Directors approved a proposal that will reduce the Board from 16 to eight directors by 1976-77, to serve for a two year term with four being elected at the Annual Business Meeting each year. The Executive Committee will also be reduced from five to three members: a President, President-Elect, and the Immediate Past President.

The nomination of officer candidates will continue under present procedures. Voting will take place at the Annual Business Meeting of the corporation, with the term of office lasting for one year.

The nomination procedure for directors would require those members who are qualified to stand for the position of director to so be endorsed by their district and the district governor to notify the President of TI 90 days prior to June 1, with no district nomination accepted after February 28. No district with a director whose term has not expired will be eligible to endorse another candidate.

At each June regional meeting, the present voting procedure for the selection of one or no more than two candidates will be utilized. At the region conference, there will be no nominations made from the floor.

At the International Convention, director nominations may be made from the floor, providing the person nominated meets the qualifications of having been a district governor, endorsed by the district, and has notified the President of TI prior to July 15. All candidates would compete against each other and the top four would be the directors, regardless of location. The same voting procedures

for the election of officers would be used to select the directors.

The committee structure of the Board would consist of the Executive Committee with its present responsibilities, with the Board meeting as a committee of the whole.

For an orderly transition to this size Board, assuming that the International Bylaws are modified at the 1974 Convention, only four directors, President and President-Elect would be elected at the 1975 Convention. The Board would then have 12 directors for 1975-76 and eight in 1976-77.

Management experience indicates that a span of control of 8-12 persons provides an organization that one man (the president) can effectively lead.

Further experience indicates that the amount of policy and program review for which the Board is responsible could be accomplished effectively by no more than 12 members. With a Board consisting of a larger number, experience indicates that "busy work" or administrative action both at Board meetings and in the field become prevalent. Another phenomenon that occurs within a Board with a larger number of members is that it requires longer and more frequent meetings that tend to dig into administrative matters which the World Headquarters staff should accomplish.

Efficient management also includes keeping an eye on the cost of operation. Continually inflating travel and meeting costs must be of constant concern to an organization such as ours.

To help the Toastmasters organization move ahead, I urge your club and district to cast their votes for this resolution at the 1974 International Convention.

# CONVENTION SPEAKERS

Dr. William J. Teague, David L. Schmidt and Francis C. "Bud" Rebedeau will be the featured speakers at the 43rd Annual Convention, which will be held this year at the Disneyland Hotel in Anaheim, California, on August 14-17.

Dr. William Teague, administrative vice president of the Purex Corporation, will speak on a subject entitled, "When All Else Fails . . . Think," a motivating program to put the "thinking" into better listening, thinking and speaking.

Dr. Teague received his Master's Degree at Columbia University and his Doctorate at UCLA in Administration and Labor Law. He has served on local, state and federal commissions by appointment from the President, Governor and County Supervisors.

The subject of "Leadership Styles" will be discussed by a longtime convention favorite, David L. Schmidt.

Mr. Schmidt, a management consultant specializing in market development and personnel training, will lead a discussion of leadership and techniques with audience participation.

A graduate of Wichita State University, Schmidt received his Master's Degree from the University

of Kansas. He is the author of "Read to Remember," "Managing Management Time," "A Guide to Better Writing," and many journal articles.

Mr. Schmidt, who co-founded Schmidt, Pryor and Company in 1971, addresses over 150 meetings each year on various management, marketing, and communications topics, as well as serving as guest lecturer at many universities and colleges.

"Members in Action" will be the subject of Francis C. "Bud" Rebedeau, with a discussion on how your Communication and Leadership and evaluation programs blend together to help you and your fellow members get maximum experience in both.

Mr. Rebedeau, president of Kielty, Rebedeau and Associates, has designed workshops, conventions and on the job programs that helped thousands of salesmen and managers develop necessary results in oriented skills.

He has been guest speaker at hundreds of group meetings and has lectured at such colleges as Waterloo University in Canada and the Illinois Institute of Technology in Chicago. Mr. Rebedeau also co-originated the concept "OrgAnalysis," designed to help people interact more effectively in the common pursuit of organization goals. ■

## BEAT THE FUEL SHORTAGE

Arrange group travel to the  
43rd Annual Toastmasters Convention

- ★ Enjoy the company of your fellow club or district Toastmasters while on your way to Anaheim, California.
- ★ Save money by travelling in a group and, at the same time, conserve valuable energy.
- ★ Visit Southern California's many famous attractions, while being just an hour's plane ride from exciting San Francisco. Flights leave Los Angeles every hour for under \$20.

Ask your travel agent about group rates on busses, railways or airplanes.

## More Ideas

for the

# 50th

## Anniversary



Organization at the district, area and club levels is going to be a great determining factor in the success or failure of Toastmasters 50th Anniversary celebration.

Although the Anniversary Year has already begun, it's not too late to plan your district or club's activities for the remainder of this very special year.

A prime example of what your district might be doing this year was recently submitted to *The Toastmaster* by District 15. They sent us their proposed plan for the observance of the 50th Anniversary and is, indeed, a great example of district organization.

*The Toastmaster* is happy to reprint their plan, in hopes that other Toastmasters might be able to use some of these ideas during the year:

- January—Project Spot—Full coverage in all major cities.
- February—Displays at shopping malls in: Boise, Idaho Falls, Pocatello, and Twin Falls, Idaho; Ontario, Oregon; Ogden, Salt Lake City, and Logan, Utah.
- March—Televised Toastmasters meetings in: Boise and Idaho Falls, Idaho; and Salt Lake City, Utah.

- April—Toastmasters Invitation Month.
- May—District Spring Conference—Maximum publicity—Communication and Leadership award.
- June—Radio talk shows in all cities with radio stations who have a Toastmasters club.
- July—Floats in parades at special events: Salt Lake City Pioneer Days of '47—July 24th; Ogden Pioneer Days—July 24th; Independence Day, Idaho Falls—July 4th; plus other major events in other cities.
- August—Attend world convention—Maximum attendance and publicity.
- September—Toastmasters articles in newspapers, magazines, company papers—Publicize community programs.
- October—Anniversary Month proclamations—Maximum publicity.
- November—Displays at shopping malls—See February plans.
- December—Radio talk shows—See June plans.

With organization and planning such as this, District 15 can be proud of the way it contributed to the community awareness of the 50th Anniversary of Toastmasters. ■

# ANNIVERSARY PROCLAMATIONS

*a message to the people*



Toastmasters has always stressed the idea of community involvement and should be especially aware of it during this 50th Anniversary Year.

One of the best ways to carry the Toastmasters program to the people in your community is to have your mayor or governor issue an October proclamation, honoring Toastmasters and the work they do in their surrounding communities.

Not only does this increase community interest in Toastmasters but offers an excellent opportunity for you and your fellow Toastmasters to meet with leaders of local and state government, thereby enhancing your total Toastmasters experience.

1. L. Calhoun Allen, Jr., mayor of Shreveport, Louisiana, is shown signing a proclamation designating October as Toastmasters Month in the City of Shreveport. On hand for the signing were (from left) Greg Trusty, governor of Area 9, and Eastern Division U.S. Governor Leon Pliner, both of District 25.

2. October 22-29 was proclaimed Toastmasters Week in Mobile, Alabama, by the Honorable Gary Greenough (center), mayor of Mobile. Mayor

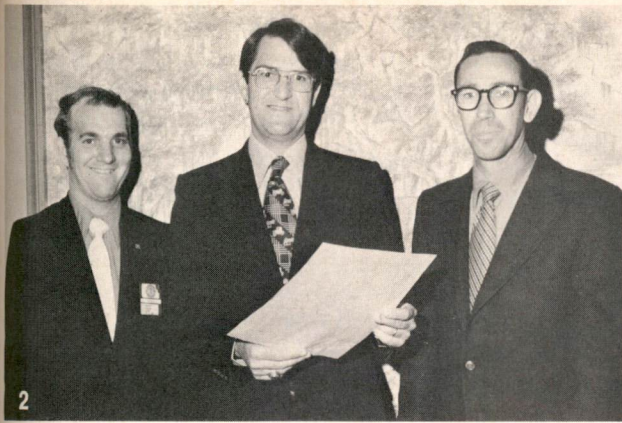
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Greenough is flanked on the left by District 29 Lt. Governor Robert W. Harris, ATM, and on the right by Area III Governor Thomas J. Wilson.

3. Mayor E. J. Garn (center) proclaims October 22 as Toastmasters Founders Day in Salt Lake City, Utah. Shown with Mayor Garn are (from left to right) District 15 Secretary Sid Smith, Downtowners President Roger Dean, District 15 Lt. Governor R. M. Wood and Area 6 Governor Tom Matlin.



4. Pennsylvania Governor Milton J. Shapp signs a proclamation designating October as Toastmasters Month at the state capital in Harrisburg. Surrounding the Governor are District 38 officers (from left to right): District Governor Fred W. Romig, Jr., Past District Governor Anthony J. Marra, DTM; Suburban Division Lt. Governor David F. Watt and Administrative Lt. Governor Harry W. Vincent.

5. District 47 Governor Karl E. Righter, DTM (center), presents Florida Governor Reubin Askew (right) with a commendation making him an honorary member of District 47 Toastmasters. The Florida Governor had just signed a proclamation proclaiming October as Toastmasters Month in Florida. Lt. Governor Northern Division George Waas (left) arranged the ceremonies.



## DISTINGUISHED TOASTMASTER (DTM)

Toastmasters International highest member recognition, the Distinguished Toastmaster award, has been presented to the following:

**Roy D. Beard**

Brookings Club 3797-41

**Roger A. Cuadra**

FMC Club 2873-4

**Eugene E. Keller**

Haverhill Club 694-31

**Robert J. Kenworthy**

Rockhampton Club 3732-69

**Edward J. Mc Donnell**

Ft. Lauderdale Club 2004-47

**John Pournaras**

Old Economy Club 2682-13

**George L. Sabean**

Crosswinds Club 3708-39

**James W. Tomko**

Centennial Club 313-64

# hall of fame

## ABLE TOASTMASTER (ATM)

Congratulations to these Toastmasters who have received the Able Toastmaster certificate of achievement.

**Martin L. Andrews**

Mid-Del Club 2257-16

**William Armstrong**

Diamond Club 2486-10

**William C. Arthur**

Boulder Early Riser Club 3022-26

**Lloyd H. Banning**

Albany Club 307-7

**Frank Barker**

Oak Harbor Club 514-2

**E. D. Begley**

Albany Club 307-7

**John Breese**

Park Forest Club 1717-30

**Joseph M. Bresnahan**

Douglas Aircraft Club 1497-1

**Donald J. Burd**

Leisure World Club 2230-F

**Ernest R. Butterfield**

Northwest Club 2855-30

**Herbert Carson**

Lockheed Knights 1118-52

**H. J. Clark**

Aiken Club 1355-58

**John M. Connell**

Greenville Club 2673-63

**Robert J. Cook**

Greater No. Stockton Club 64-39

**James C. Crabtree**

Aiken Club 1355-58

**Pankaj Mafatlal Dalal**

Uptown Club 1458-56

**Joe Degadillo**

The Big D Club 713-25

**Richard Douglas**

Auckland Club 3593-72

**Glade A. Drake**

Marion Club 3250-19

**John A. Dreher**

Columbia Club 1393-58

**William J. Duddy**

Pagoda Club 1809-38

**Jack H. Eaton, Sr.**

Carlsbad Club 1182-23

**William J. Engen**

Sunrisers Club 2140-6

**Clarence J. Enzler**

Potomac Club 827-36

**O. L. Frazer**

Lonestar Club 1286-25

**Kenneth W. Gardiner**

Forest City Club 2729-60

**John Graham**

Monroeville Club 2954-13

**Anthony T. Granahan**

Buffalo Club 3920-65

**Aiden J. Hayes**

Piedmont Club 1214-37

**Richard D. Hileman**

Business Mens Club 2814

**Hugh Hill**

Early Words Club 3657-7

**Harry Homan**

Fluor Club 124-1

**Ralph S. Hunt, Jr.**  
Los Gallos De La Bahi Club 3400-4

**H. William Kaelin**  
Tuesday Evening Club 947-33

**Phillip Karls**  
Billings Club 319-17

**Robert W. Kindt**  
Satanta Club 2761-16

**William G. King**  
MTMTS Mixmasters Club 3584-36

**Milton L. Laflen**  
Valley Club 3354-3

**Howard J. Lindenmeyer**  
Civic Center Club 3567-52

**Al Lowry**  
North Hollywood Club 147-52

**Melvin C. Lutton**  
Mainland-NAFEC Club 1107-38

**Oren L. Marrs**  
Bartlesville Club 186-16

**Harry M. Martin**  
Town Criers Club 2898-18

**Hugh McEvoy**  
Omaha Club 229-24

**Glen W. Meek**  
Morning Glories Club 3788-7

**James Messner**  
Exec. TM Breakfast Club 3622-52

**William J. Millard**  
Fon Du Lac Club 498-35

**Jagannath K. Nayak**  
Silvertones Club 3559-30

**Norman W. Nichols**  
TM Club 1757-F

**Gordon G. Oliver**  
Credit Union Club 854-31

**Homer H. Peters**  
New Albany Club 410-11

**David E. Pillar**  
Council Bluffs Club 2114-24

**Carl E. Reinhardt**  
Hui O Na Aikane Club 1654-49

**Walter W. Rohweder**  
Idaho Falls Club 548-15

**Victor C. Rose**  
Bayou Pierre Club 2485-25

**Daniel D. Santry**  
Oregonian Club 1226-7

**Raymond J. Schaffer**  
Bellringers Club 3134-22

**Donald A. Schramm**  
Pittsburgh Club 144-13

**Jerry P. Sheeley**  
Marion Club 3250-19

**F. J. Shell**  
Phillips 66 Club 3266-16

**Arleigh F. Snyder**  
Visalia Breakfast Club 909-33

**William A. Stevens**  
Rocket City Club 1580-23

**William S. Taylor**  
Ashland Club 246-40

**David R. Thomas**  
Hercules Club 1274-18

**Ed Tottenham, M.D.**  
Capitol City Club 2048-56

**Donald H. Warren**  
Muncie Club 1096-11

**John A. Wise**  
Atlantic Club 3082-19

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#### 40 YEARS

**Pioneer Club 17-11**  
Indianapolis, Indiana

#### 30 YEARS

**Lodi Club 262-39**  
Lodi, California

**Zanesville Club 257-40**  
Zanesville, Ohio

#### 25 YEARS

**Torrance Club 695-1**  
Torrance, California

**Hospitality Club 683-5**  
San Diego, California

**Fairmont Club 689-6**  
Fairmont, Minnesota

**Evergreen Club 678-7**  
Camas, Washington

#### Turning Wheel Club 676-28

Detroit, Michigan

**Quincy Club 675-31**  
Quincy, Massachusetts

**Lilac City Club 687-65**  
Rochester, New York

**Norfolk Club 686-66**  
Norfolk, Virginia

#### 20 YEARS

**Clay Webster Club 1366-8**  
Springfield, Illinois

**Warren Club 1476-10**  
Warren, Ohio

**Brunswick Club 1411-14**  
Brunswick, Georgia

**Ogden Culb 140-15**  
Ogden, Utah

**Oil Capitol Club 1384-16**  
Tulsa, Oklahoma

# anniversaries

**Dubuque Club 1337-19**  
Dubuque, Iowa

**Beaver Club 1421-21**  
Vancouver, Canada

**Acacia Club 1357-26**  
Denver, Colorado

**Prairie State Club 1451-30**  
Chicago Heights, Illinois

**Green Bay Club 1350-35**  
Green Bay, Wisconsin

**Queen City Club 1420-37**  
Charlotte, North Carolina

**Tracy Club 1353-39**  
Tracy, California

**El Dorado Club 1390-39**  
Sacramento, California

**Sparks Club 1449-39**  
Sparks, Nevada

**Van Wert Club 1418-40**  
Van Wert, Ohio

**Downtown Club 1443-40**  
Columbus, Ohio

**Edmonton Club 1452-42**  
Edmonton, Canada

**Hub City Club 1431-43**  
Jackson, Tennessee

**Augusta Club 1468-45**  
Augusta, Maine

**Graybar Club 1436-46**  
New York, New York

**Perrine Club 1095-47**  
Miami, Florida

**Tri Cities Club 1429-62**  
Grand Haven, Michigan

**Empire Statesmen Club 1427-65**  
Syracuse, New York

**15 YEARS**

**Glendora Club 2877-F**  
Glendora, California

**Alpine Club 2333-7**  
Portland, Oregon

**Communicators Club 1129-11**  
Louisville, Kentucky

**Central West Virginia Club 2885-13**  
Clarksburg, West Virginia

**Prince Rupert Club 1940-21**  
Prince Rupert, Canada

**Minuteman Club 2871-22**  
Whiteman AFB, Missouri

**Naval Shipyard Club 1673-31**  
Boston, Massachusetts

**Pacific Missile Club 2930-33**  
Point Mugu NAS, California

**Mercury Club 2864-37**  
Winston Salem, North Carolina

**Cape Fear Club 2879-37**  
Fayetteville, North Carolina

**Talk-A-Long Club 1481-39**  
Fair Oaks, California

**East Dayton Club 2838-40**  
Dayton, Ohio

**Radiation Inc. Club 1423-47**  
Melbourne, Florida

**Sister Lakes Club 946-62**  
Sister Lakes, Michigan

**Greater Flint Club 2826-62**  
Flint, Michigan

**10 YEARS**

**Golden Rain Club 3710-F**  
Seal Beach, California

**DWR Club 243-1**  
Los Angeles, California

**Nanabijou Club 2090-6**  
Ft. William, Ontario

**Benton Club 3722-7**  
Corvallis, Oregon

**Greenville Club 1489-8**  
Greenville, Illinois

**Kalispell Club 3147-17**  
Kalispell, Montana

**Cherokee Club 3690-19**  
Cherokee, Iowa

**Lake Region Club 1455-20**  
Devils Lake, North Dakota

**U.S. Postal Service Club 3711-36**  
Washington, D.C.

**Lima Management Club 3693-40**  
Lima, Ohio

**Bergen Club 2581-46**  
Hackensack, New Jersey

**Palil Club 3699-49**  
Honolulu, Hawaii

**Ala Moana Club 3701-49**  
Honolulu, Hawaii

**Sarnia Club 3700-62**  
Sarnia, Ontario

**Utica Club 3703-65**  
Utica, New York

**Owego Club 3712-65**  
Owego, New York

**COMING NEXT MONTH!**

An interesting and informative article on a problem you may encounter whenever you speak in public...  
How to Muzzle the Yakker!

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**33-F ARLINGTON AVE. ARTICULATORS**

Overseas, California — Thurs., 7:00 a.m., Sandy's, 5200 Arlington Ave. (83-1782). *Sponsored by Corona Club 1976-F and Jack Fiske.*

**110-F LOS PADRINOS CLUB**

Los Angeles, California—Wed., 6:45 a.m., Belle N' Beau Restaurant, 106 E. Garvey, Monterey Park (791-394). *Sponsored by Montebello Club 20-F.*

**345-2 LAKE UNION CLUB**

Seattle, Washington — Wed., 11:30 a.m., Lake Union Bldg., Room 406, 700 Westlake Avenue North (42-7800). *Sponsored by Dalbert Richter.*

**377-8 HANNIBAL CLUB**

Hannibal, Missouri — Tues., 6:30 a.m., Ahler's Restaurant, 3601 Mc-Masters Ave. (221-0313).

**149-10 INTERNAL REVENUE SERVICE CLUB**

Cleveland, Ohio—Tues., 12:00 noon, Anthony Celebrezze Federal Office Bldg., 1240 E. 9th St., Room 3-1 (522-3337). *Sponsored by Navy Finance Center Club 3502-10.*

**172-11 RIVER CITY CLUB**

Columbus, Kentucky — Mon., 7:00 a.m., King's Table, Oklalonga Shopping Center (241-9708). *Sponsored by Derbytown Club 3688-11.*

**189-13 ABLE-DISABLED CLUB**

Monaca, Penn. — Tues., 8:00 p.m., University Baptist Church, 1251 N. Broadhead (774-5159). *Sponsored by Old Economy Club 2682-13.*

**197-14 LA GRANGE CLUB**

LaGrange, Georgia — Mon., 7:00 a.m., Plantation Restaurant, Bull St. (884-4463). *Sponsored by Columbus Club 2037-14.*

**1782-15 BELL-TELERS CLUB**

Salt Lake City, Utah — Wed., 12:00 noon, Mountain Bell - Customer Services Bldg., 205 E. 2nd St., So. (524-5532). *Sponsored by Downtowners Club 2696-15.*

**1429-19 RIVER CITY CLUB**

Mason City, Iowa—Thurs., 7:00 a.m., Berties Restaurant, 412 S. Federal (423-4270). *Sponsored by Shibboleth Club 386-19.*

# new clubs

**1550-22 REVENOORS CLUB**

Wichita, Kansas—Mon., 11:30 a.m., IRS Bldg., 412 S. Main (267-6311). *Sponsored by Wichita Club 3255-22.*

**1338-28 TREND-SETTERS CLUB**

Toledo, Ohio — Wed., 6:30 p.m., Lynn's Restaurant, 4652 Lewis Ave. (383-7594). *Sponsored by Anthony Wayne Club 1380-28.*

**1132-30 TOWERTALKERS-EAST CLUB**

Chicago, Illinois—Wed., 11:45 a.m., Sears, Roebuck & Co., Sears Tower (875-3726). *Sponsored by Tower Talkers Club 3575-30 and Robert S. McGuffey.*

**2378-33 SERVICE CENTER CLUB**

Fresno, Calif. — Tues., 4:15 p.m., Fresno Service Center (IRS), 5045 E. Butler Ave. (431-1250). *Sponsored by Fresno Club 3508-33.*

**1786-36 GIANT TOASTMASTERS OF NORTHERN VIRGINIA**

Alexandria, Virginia — Tues., 6:00 p.m., Thomas Jefferson High School, 6560 Braddock Road (703-5548). *Sponsored by Giant Club 968-36.*

**3244-36 MT. PLEASANT CLUB**

Washington, D.C. — Fri., 7:30 p.m., Mt. Pleasant Baptist Church, 215 R.I. Avenue, N.W. (832-5538). *Sponsored by Atomic Energy Commission Club 2901-36.*

**3842-39 WASHOE ZEPHYRS CLUB**

Reno, Nevada — Wed., 12:00 noon, Fireside Inn, E. 4th and Evans Avenue (322-9177). *Sponsored by Sierra Sunrise Club 2318-39.*

**477-40 WEST VIRGINIA CAPITOL CLUB**

Charleston, W. Va. — Mon., 12:00 noon, J. T. Johnson Conference Room, Capitol Bldg., (744-8183).

**1464-42 CHIMO CLUB**

Whitecourt, Alta., Canada — Mon., 7:30 p.m., The Cumberland House (778-3901). *Sponsored by N.A.I.T. Club 2291-42.*

**2396-58 WINNSBORO CLUB**

Winnsboro, South Carolina — Mon., 12:00 noon, Uniroyal, Inc., Winnsboro Plant Office Conference Room (635-4651). *Sponsored by Columbia Club 1393-58 and William D. Loebler.*

**2499-62 FEDERAL ASSOCIATION CLUB**

Lansing, Mich. — Thurs., 11:15 a.m., Y.W.C.A., 217 Townsend Street (372-1910). *Sponsored by Capitol City Club 639-62.*

**442-70 ADELAIDE CLUB**

Adelaide, South Australia — Tues., 6:30 p.m., Noahs Arkaba Hotel, 150 Glen Osmond Road, Fullerton (272-3499). *Sponsored by Mt. Gambier Club 1537-70.*

**3541-72 FEATHERSTON CLUB**

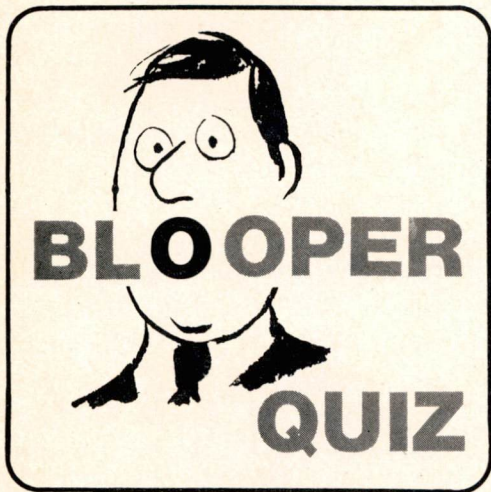
Featherston, New Zealand — Tues., 8:00 p.m., Empire Hotel (463 Featherston). *Sponsored by Wairarapa Club 1131-72.*

**523-U CANTON, PHOENIX ISLANDS CLUB**

Canton Island, Phoenix Islands — Fri., 6:15 p.m., Dining Facility, Canton Island. *Sponsored by Ted Olcovich.*

**2782-U KENAI CLUB**

Kenai, Alaska—Mon., 7:00 p.m., Katmai Motel (776-8161). *Sponsored by Kaknu Club 3191-U.*



It's time to test your grammar once again with Toastmaster Billy Blooper, as he presents another collection of slips of pen and lip by world leaders.

**Test your BQ (Blooper Quotient) by circling the incorrect word or phrase.**

1. "On this particular Sunday . . ."
2. "My ship had a rounded bottom . . ."
3. "City planners and architectures . . ."
4. "Polished them up . . ."
5. "I reject the allegation and the alligator . . ."

**ANSWERS:**

1. Madame, you have a chronic case of Redundantitis. Please say **on that Sunday**, omitting **particular**.
2. Return to school for a course in basic seamanship. Ladies have **rounded bottoms**; ships have **tapered hulls**.
3. Please don't plan my city, or anything else for that matter—particularly if you use **architectures**. The word is architects.
4. And, after that, telephone me **up!** Please omit the unnecessary **up**.
5. In the future, watch out for **allegations** and, particularly in a dismal swamp, for **alligators**. They're as bad as allegators.

SCORE: 5 correct—perfect; 4 correct—excellent; 3 correct—good below that, see you next month!

Copyright Roll Call Newsfeatures



Here are the names of additional Key Men and the number of certificates awarded since the last issue of THE TOASTMASTER.

## PROJECT FUN

- |                                       |  |
|---------------------------------------|--|
| Eugene E. Keller, ATM, 649-31 (13)    | Ted A. Olcovich, DTM, 649-33 (1)           |
| Frederick G. Lawson, DTM, 2291-42 (4) | James W. Given, 3776-36 (1)                |
| H. William Kaelin, 917-33, 947-33 (2) | Dominick Bonomo, 2643-38 (1)               |
| Stanley Simmons, 3643-38 (2)          | Sy Kloner, 2643-38 (1)                     |
| Art Cormier, 3319-61 (2)              | Juan Lopez, 2643-38 (1)                    |
| William D. Hamilton, DTM, 3527-3 (1)  | Lavern V. Beiler, 3155-38 (1)              |
| Ray Mullins, ATM, 3400-4 (1)          | Jack Hartman, DTM, 1390-39 (1)             |
| William Milkes, 459-6 (1)             | Ronald Chapman, DTM, 489-42 (1)            |
| Claude J. Martin, 42-11 (1)           | Peter Banks, 2511-42 (1)                   |
| H. F. Sanderson, 337-11 (1)           | R. A. Holmberg, 3858-42 (1)                |
| Mason J. Miller, 2289-11 (1)          | Emmett A. Clary, Jr., 2284-47, 3909-47 (1) |
| Larry Selby, 170-16 (1)               | Roger Langley, 2727-47 (1)                 |
| Richard E. Schneider, DTM, 454-16 (1) | A. Richard Anci, 2824-47 (1)               |
| Dan Harlan, 3031-16 (1)               | James G. Kalley, 559-53 (1)                |
| J. Sylvester Covell, 122-23 (1)       | Vishwanath Ramdass, 3676-53 (1)            |
| C. E. "Monte" Geasland, 2114-24 (1)   | Walt Duncan, 1393-58 (1)                   |
| Kenneth P. Peterson, ATM, 2114-24 (1) | Carter Poole, 1393-58 (1)                  |
| Orlando J. Ramsvick, ATM, 2114-24 (1) | Frank Hull, 1764-69 (1)                    |
| Travis A. Thomas, 2971-25 (1)         | Paul Loader, 1764-69 (1)                   |
| Raymond C. Lopez, 766-28 (1)          | Roger C. Thompson, 1179-70 (1)             |
| George E. Deliduka, DTM, 1797-29 (1)  | Phillip E. Davis, 1600-U (1)               |

# your 1973-74 district governors

- F. John B. Whittle, Box 862, Idyllwild, Calif. 92349
1. Howard E. Chambers, ATM, 3922 Emerald St., Apt. #83, Torrance, Calif. 90503
2. George C. Tostevin, 12555 - 37th Ave., N.E., Seattle, Wash. 98125
3. William D. Hamilton, DTM, 6416 E. Sheridan, Scottsdale, Ariz. 85257
4. Vit Eckersdorf, ATM, P.O. Box 5705, Redwood City, Calif. 94063
5. Richard A. Freedman, 8479 Scarf Place, San Diego, Calif. 92119
6. Don A. Plaskett, DTM, 428 S. Norah St., Thunder Bay, Ont., Canada P7E 1N9
7. James R. Bales, ATM, 21175 S.W. Vermont, Beaverton, Oregon 97005
8. Josef Seidel, 12674 Grandin Lane, Bridgeton, Mo. 63044
9. Harry A. Popp, Sr., ATM, 1112 South 28th Ave., Yakima, Wash. 98902
10. Edward N. Belt, ATM, 3260 E. 134th St., Cleveland, Ohio 44120
11. Floyd O. Swathwood, ATM, 2521 Abbey Drive, Apt. #2, Ft. Wayne, Ind. 46815
13. Peter P. Pierotti, ATM, RD #1, Box #1, Perryopolis, Penn. 15473
14. P. Gregory McCarthy, ATM, 807 Springdale Rd., N. Augusta, S.C.
15. Marvin E. Kline, ATM, 529 Sykes Drive, Idaho Falls, Idaho 83401
16. William G. Maxwell, ATM, 1002 Canterbury Rd., Enid, Okla. 73701
17. James D. Towey, 3445 N. Hillcrest Dr., Butte, Mont. 59701
18. Bharat J. Gajjar, ATM, 1421 Drake Rd., Wilmington, Dela. 19803
19. Andy O. Norton, ATM, Box 494, Ottumwa, Iowa 52501
20. Eddie V. Dunn, 3106 - 7th St., N. Fargo, N.D. 58102
21. Robert D. Bennett, 396 King George Terrace, Victoria, B.C., Canada
22. M. Norman Hogue, ATM, 6608 West 101 Terrace, Overland Park, Kan.
23. Milton H. Klein, 911 Alamosa, Carlsbad, N.M. 88220
24. Donald D. Smith, ATM, 7 East Ridge Dr., Council Bluffs, Iowa 51501
25. Jack Ligon, 2508 S. Jennings #2, Fort Worth, Texas 76110.
26. Dean Kleinkopf, 1022 Beech Dr., Lakewood, Colo. 80228
28. Ray C. Lopez, 1862 Henrietta, Birmingham, Mich. 48009
29. George E. Deliduka, DTM, 9 Dogwood Dr., Shalimar, Fla. 32579
30. Louis M. Kiriazis, 1329 S. 61st Ave., Cicero, Ill. 60650
31. Roger Boyington, ATM, 65 Coburn St., Lynn, Mass. 01902
32. Paul B. McKinley, 5219 - 28th Ave., S.E., Lacey, Wash. 98503
33. Larry L. Lee, 1604 Cameo Way, Modesto, Calif. 95350
35. William J. Hayes, III, DTM, 1056 E. Lexington Blvd., White Fish Bay, Wisc. 53217
36. William O. Miller, DTM, 12101 Hunters Ln., Rockville, Md. 20852
37. Joe A. Ellis, DTM, Route 3, Box 903-J, Greensboro, N.C. 27410
38. Frederick W. Romig, Jr., 1406 Bonnie Dr., Bethlehem, Penn. 18018
39. Nirmal S. Cheema, ATM, 717 Hazel Street, Livermore, Calif. 94550
40. Lester J. Lucas, ATM, 2301 Potts Lane, Zanesville, Ohio 43701
41. Dale M. Cooley, Box 3125, Rapid City, S.D. 57701
42. Frederick G. Lawson, DTM, 13709 - 64 St., Edmonton, Alta., Canada T5A 1R8
43. John E. Clements, ATM, 1564 Rabb St., Memphis, Tenn. 38117
44. Ramon E. Laird, Jr., ATM, P.O. Box 7537, Midland, Tex. 79701
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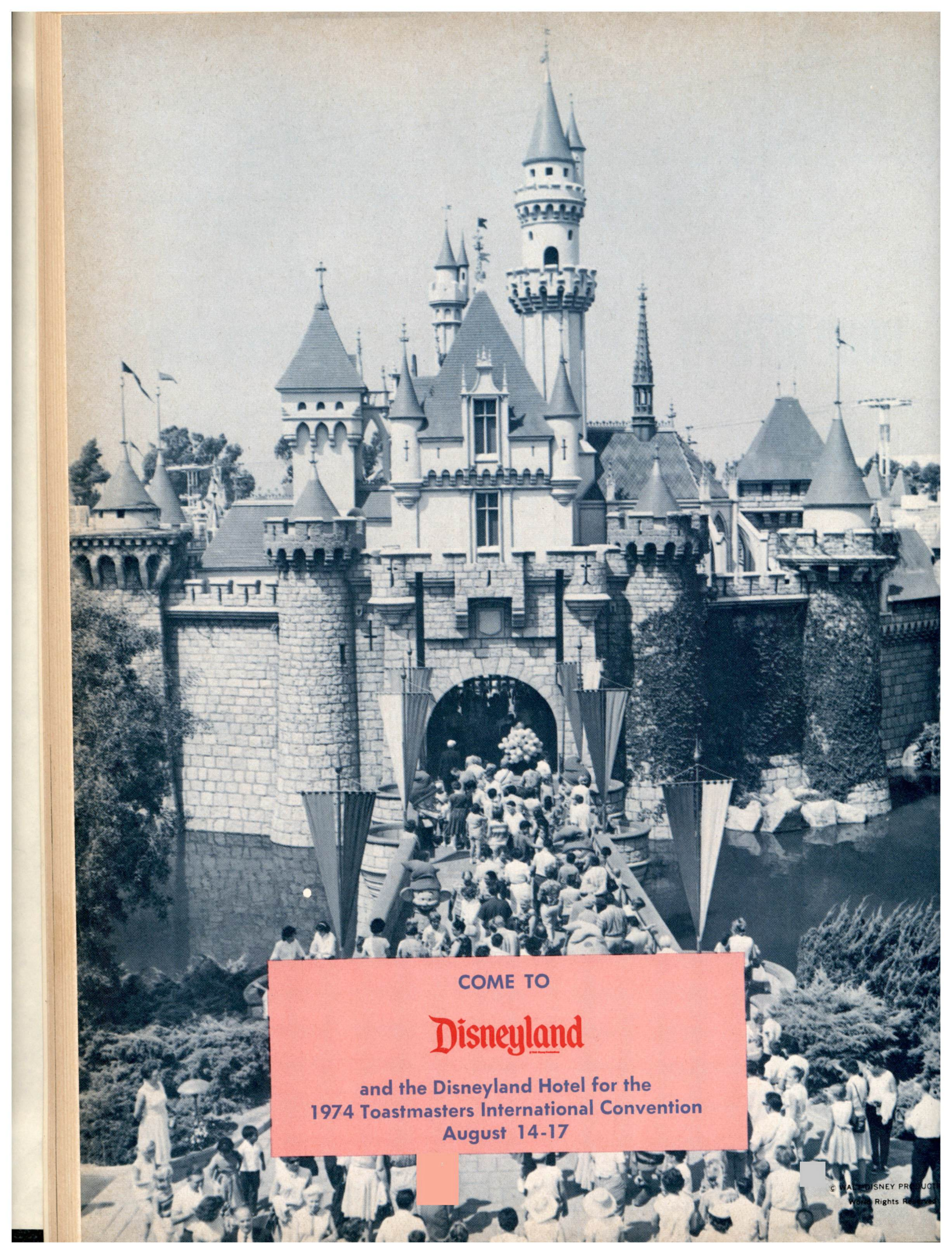
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