

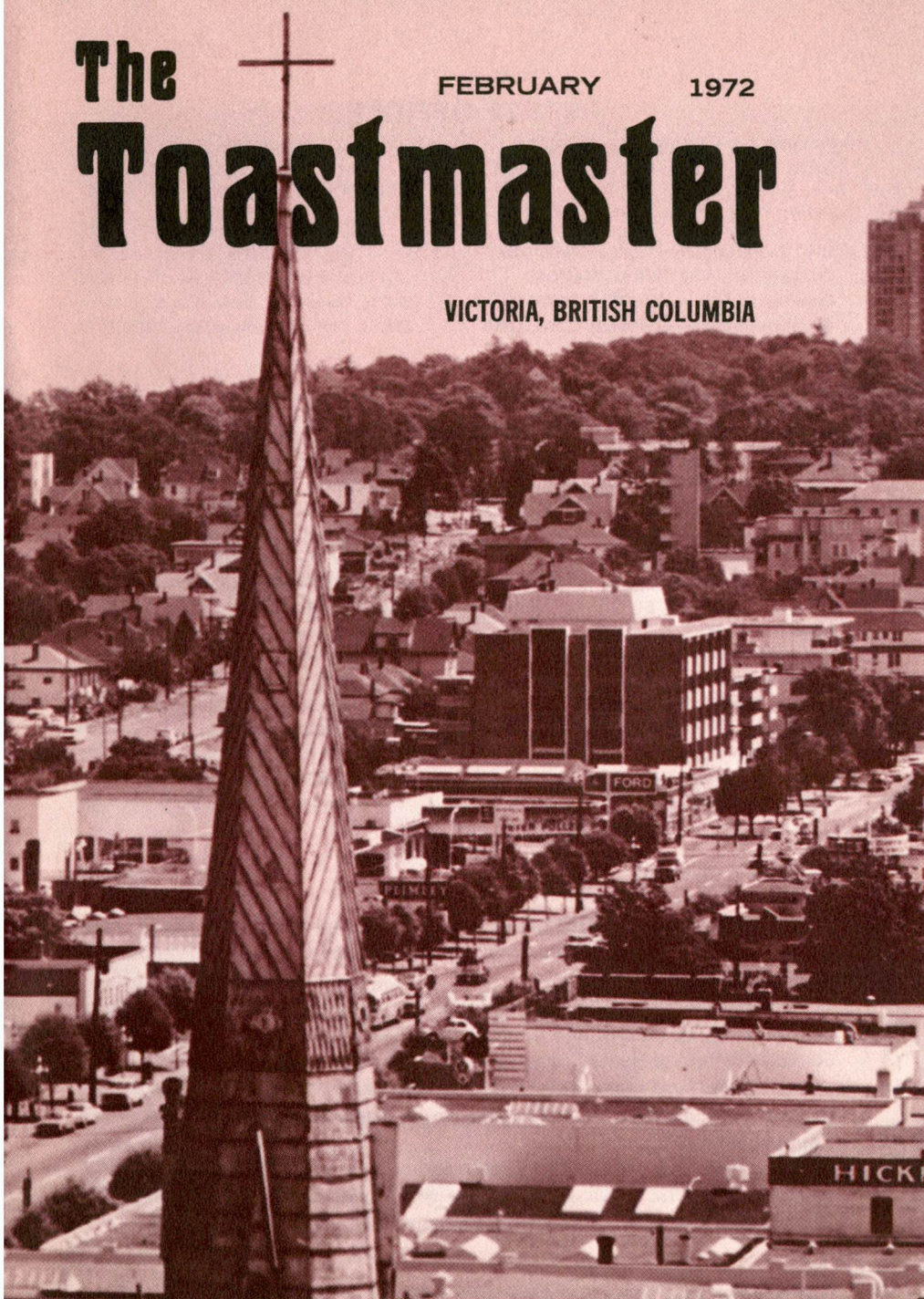
The

FEBRUARY

1972

Toastmaster

VICTORIA, BRITISH COLUMBIA



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

Toastmasters programs provide opportunities to develop skill in listening, thinking, speaking, and leadership by participating in a series of oral communication projects, constructive evaluation, and leadership experiences. These and many other opportunities to develop leadership potential are presented in the fellowship of an organized group of men — the Toastmasters Club.

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

THE TOASTMASTER

BETTER LISTENING, THINKING, SPEAKING FOR MEN ON THE MOVE

VOL. 38 NO. 2

FEBRUARY 1972

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In This Issue...



THE DRAMATIC PAUSE — Toastmaster Tom Grimm brings to life, in a humorous article, the often neglected and forgotten speech technique of the dramatic pause. See page 6.

WE'RE HAVING A BALL — Toastmasters clubs around the world are "having a ball" with Project Fun, and more merriment is on the way. See page 10.

NEW MEMBERS ARE EVERYWHERE — An informative article on the location and whereabouts of potential TI members. A great help for Project Fun. See page 13.

TI INITIATES SPECIAL FUND DRIVE — The Ralph C. Smedley Memorial Fund drive was officially opened by Toastmasters International Board of Directors. See page 16.

LECTERN GO HOME — Toastmaster Alan Wonhof discusses the disadvantages of leaning too heavily on a lectern as a speech prop. See page 32.



- TO LEAD A BETTER LIFE -

TI...for Leadership

MoTIvaTION




Your Toastmasters club offers many opportunities for you to develop your leadership ability. Be an opportunist! Take advantage of them; the experience you gain will prepare you for "Success Is . . ." recognition as a leader in your business, community, and special interest groups.

Your club's leadership-development program provides opportunities for you to serve as an officer and committee member, as a Youth Leadership Program and a Speechcraft Program coordinator or advisor, as Toastmaster of the Meeting or speaker. In fact, there are no Toastmasters opportunities that do not contribute to the development of your leadership talent.

Man wants to be more than he is. He is never content long with any goal he reaches. He has to aim higher than he can reach; life is not for attaining but for striving — striving to lead a better life.

That's what motivates you to be an active participant in your club's acTION program. Your needs and goals are reason enough to urge your club to take advantage of all of TI's acTION opportunities.

Participation! It's the key to developing your leadership skill and your club's standard of excellence.



Russell G. Herron, Ph.D.
International President

educational happenings

WAS IT MEMORABLE?

When you are a speaker you're concerned about remembering — remembering what you plan to say. When you've concluded your speech, however, will the *audience* remember it?

The purpose of Project XII in TI's *Communication and Leadership Program* manual is twofold: to help you remember and to show you how to present your speech so the audience remembers it, too!

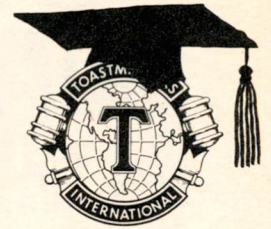
The manual describes several ways to make your speech memorable for your audience. One of them is to use special emphasis to focus attention on important topics.

How do you "emphasize"? Consider using gestures (emphatic, descriptive), vocal variety (a shout, a whisper, a well-timed pause), visual aids (a chart, an object, a photograph), repetition (a key word or phrase), humor (understatement, exaggeration), an authoritative opinion or fact.

Another way to impress your message on your listeners' memories is to speak precisely, give specific examples to assure that what you say is being understood.

A third technique for creating a lively impression of what you especially want to be remembered is to use vivid language and dramatic illustrations.

for YOU and your Club



Where do vivid language and dramatic illustrations come from? Primarily from yourself! They reflect your personality, your outlook on life and your environment, your awareness of things about you — the reading and listening you do.

Adapting your speech to the audience's interest as well as your own can make your message memorable. Whatever you care deeply about, whatever is of importance to you, probably will be equally as important to your listeners.

You don't have to conceal your convictions or be patronizing instead of being honest. Simply let your listeners know that you regard their opinions and feelings as seriously as you do your own.

The purpose of adaptation is to induce a feeling among the audience of deep importance to your message. Show how the subject of your speech relates personally to your listeners.

You may speak about the same subject any number of times. This, too, will contribute to the audience's retention of your ideas.

As with any speech you present, the content, organization, and delivery should represent a high level of achievement. When preparing your "memorable message" combine all that you have learned in previous speaking projects.

Put it all together and your audience *will* remember what you say!



The Dramatic Pause

“Actors joke about it. Laymen wonder about it, and public speakers, far too often, do without it.”

By Tom Grimm

There is a potent speaking weapon that is as old as spoken history. In the trade it is fondly known as the ‘dramatic pause’. Actors joke about it, laymen wonder about it, and speakers, far too often, do without it.

After a dozen college plays, a year at the Pasadena Playhouse, and five years of rubbing the magic lamp of stardom to fulfill my ‘American Dream’, I failed to materialize the elusive Genie; my acting days were over.

This August, as I was comfortably entering into the middle of my fifth decade of mortal existence, I was quietly and subtly drawn into the local Toast-

masters 7 a.m. ‘Vocal Chord Consortium’.

I had spoken in public many times in my real estate endeavors, so I didn’t need to get the nerve up, nor did I need to have some unknown impediment patrolled or programmed. But I did need that mirror for my local reflection — those echos which can only bounce back from ‘human walls.’ Only then could I discover the reason why I was the seasoned and successful, but not necessarily the super and superior, salesman.

Of course I hoped that I hadn’t slipped my clutch too much since my former years of turning the proper phrase and holding the audience in the grip of

various well voiced tones.

I spoke well, but the other fellows spoke far better and it was very evident they had pulled way out ahead of me while I slept by the side of the road. Those innocent-appearing businessmen, city hall employees, and automatic adding machine purveyors were coolly confident, mad-deningly well modulated, and antagonistically articulate.

However, I detected a flaw in all that vibrant verbosity. There was some ingredient missing in all those droves of wonderful words which flowed across the podium. At first I could not discover what it was. I’d been out of the traces so long that my ears just didn’t track as accurately as they should have. Then at my fourth breakfast and first turn as an evaluator, while still thinking about my warm bed and listening to a particularly smooth delivery by one of the more impressive speakers in our club, the answer suddenly came to me. You see, he spoke so very well that I almost missed *it!* What really brought the answer to my attention was the important nature of his subject matter, and still there was not enough of something to put his points across nearly as forcibly as they should have been. I turned my head away and listened with only my ears. Then I was dead sure of the reason — he was not using the speakers’

and actors’ most formidable weapon — THE DRAMATIC PAUSE — the contrast in pace which makes you actually hear and remember what a speaker is saying to you.

This excellent speaker was laying his words on the listeners in perfect order with flawless grammar and hand gestures that would have made a deacon proud. But his very important message was just numbing my antennae. I was picking up so many of his signals, all at the same frequency, without a pause in between that I could not decipher them and thus I missed most of his marvelous message.

Even though I had discovered this interesting information, I wasn’t sure that I should come forth with such earth-shaking pronouncements to this *august* body of well-seasoned speakers. I was also conjecturing to myself whether or not I could make my point clearly enough to be understood in the proper perspective.

As I arose from my breakfast chair to evaluate the very able man who had spoken so nimbly and so fluently, my thoughts flew swiftly back to those days when all my world was a stage. When I only lived for those moments in my role before a thousand expectant human beings, when I would stop speaking and fill the air with nothing but dead silence, in the middle of a

very important line, and then finish the line with that great emotional release which the entire, highly respective audience and I had come together to experience. The promise and the fulfillment; the challenge and the acceptance!

When I told this speaker of his fine delivery and his mastery of the subject, I was very sincere. And then when I began to explain the use of the 'dramatic pause', I knew that I struck a lost chord in several minds. I found myself using the dramatic pause and explaining it to others in a manner which told me that I, too, had forgotten until this day the proper usage of the verbal weapon that has swayed armies, freed nations, sold cities, and spared millions of lives in the centuries of the spoken word. The Senators of Rome were absolute masters of the delayed point, the perfectly timed phrase. With no weapon but their voices they created Caesars, and they destroyed them. They sent legions across the world with a properly chosen dramatic pause.

There are several key phrases in every good speech. Here is the natural place to insert a dramatic pause. The key phrases of

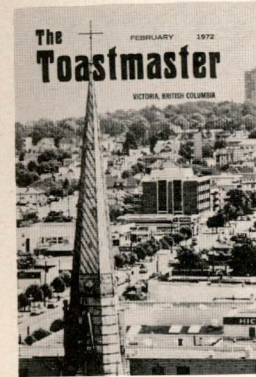
a speech are the same as the climaxes in a good story where pages of words build up to one exciting point that is revealed in a single sentence. That sentence must be a loaded masterpiece! When you use the dramatic pause it also must be a masterpiece. Your speech is actually made up of these high points. Your audience will remember little else. If you have no pauses, then they have nothing to remember you by.

In Shakespeare's *Hamlet* the classic "To be or not to be" speech is riddled with these pauses. They are all quite necessary for this great speech which balances the question of life and death. In the first phrase you will find the greatest dramatic pause that man will ever use. Without that long and thoughtful pause after "To be" this line would become just six simple, ordinary words. There isn't one word in that potent sentence that has more than one syllable!

Words are cheap! But say the right word at the right time, to the right person and the doors of the Treasure House will open wide. The keys to every city will be in your hand, and the favors of the fairest shall be at your command.

ABOUT THE AUTHOR

Tom Grimm is a member of Arrowhead Club 788-F in San Bernardino, Calif. He majored in speech and dramatics at Willamette University, Salem, Ore. Currently he is a realtor in San Bernardino.



Toastmasters Town of the Month

VICTORIA, BRITISH COLUMBIA

VICTORIA, capital of the Province of British Columbia, Canada, is situated on the southern tip of Vancouver Island. It was founded as a Hudson Bay Company fort and fur trading post in 1843. The Fraser Gold Rush in 1858 mushroomed the fort into a lively frontier town. This rapid growth resulted in Fort Victoria being incorporated in 1862 as the city of Victoria.

Over the years, the city has acquired a dignity worthy of the capital of the Crown Colony of British Columbia. The people of Victoria benefit from the University of Victoria, an art gallery, symphony orchestra, the beautiful Butchart's Gardens, peaceful Beacon Hill Park in the center of the city, and the illuminated legislative buildings.

Toastmasters in Victoria are especially proud of Victoria as it is the city which made "Toastmasters" International. The first club formed outside the United States was First Canadian Club 38-21, chartered in 1936.

Today, there are seven Toastmasters clubs in Victoria: First Canadian Club 38-21; Pioneer Club 331-21; Thunderbird Club 396-21; Camosun Club 757-21; Victoria Beaver Club 790-21; Dockyard Recreational Association Club 867-21; and Pacific Meridian Club 1811-21.

Victoria Toastmasters are keen to play their part in the community offering speakers for many community enterprises. Novice speakers have been encouraged to take part in an annual competition known as the "Golden Gavel Contest." This February will mark the 26th year the contest has been held.

We're Having a Ball!



Toastmasters clubs around the world are "having a ball" with Project Fun, and more fun is in the making.

Toastmasters International's "membership sales is fun" program concludes December 31, 1972, and includes merchandise awards for members and clubs that achieve outstanding success in gaining new members.

Say, has your club put the bulletin board posters in use? They were sent to your administrative vice-president.

Two additional TI programs that will support your club's Project Fun activities are about to get rolling — Project Spot and April Invitation Month.

PROJECT SPOT

Project Spot is a series of "TI acTion in the club" public service spot announcements for radio broadcast before and during April Invitation Month. The spots can be a real attention-getter for your club and Project Fun!

Every district will participate in Project Spot. The announcements are to be aired exclusively on especially selected radio stations in specifically chosen cities. The cities have stations that, when combined, will cover almost the entire geographical area of every district.

Project Spot was conducted for the first time in 1970, resulting in approximately 100 hours

of Toastmasters spot announcements on 177 stations in 86 cities. Another 100 hours of broadcast time were obtained through radio interviews with Toastmasters who told listeners about TI's communication and leadership program.

The value and success of Project Spot have been demonstrated, and it will doubly benefit you and your club when utilized this year as part of Project Fun. Watch for details about Project Spot in your district bulletin.

APRIL INVITATION MONTH

TI's April Invitation Month is another acTion program aimed at increasing community awareness in and appreciation of your Toastmasters club. Begin planning now for an acTion April, and coordinate your plans with your other Project Fun activities.

Perk up your club programming so the Toastmasters standard of excellence will be obvious to your guests and prospective members. Then, invite friends, acquaintances, business associates, former members, and previous guests to see your club in acTion. Invite your local news media to "cover" your meetings. Invite your boss!

"Turn them on" to Toastmasters... update former members about the Toastmasters program and ask them for

names of prospects.

Develop special Toastmasters displays and exhibit them in public places. Present gift subscriptions to *The Toastmaster* to libraries, chambers of commerce, community organizations, and civic leaders.

The Project Spot announcements that are "on the air" during April Invitation Month will be a great conversation "opener" for your membership sales effort — "Did you hear the announcement about my Toastmasters club on the radio today? I'd like you to be my guest and see our program in action. . . ."

SPEECHCRAFT

Also under Project Fun's colorful umbrella of acTION programs to help you gain new members is TI's highly successful Speechcraft Program.

When conducted as it has been prepared — without modification — Speechcraft is a fun, sure-fire way to attract new members; many clubs have testified to *that!*

Don't run the risk of losing any of your potential members by altering the program. The Toastmasters standard of excellence is built into Speechcraft as it is written. It's an acTION membership sales technique.

NEW CLUB COMMISSIONERS

TI's new membership sales program is the District New Club Commissioner project. Appointed upon the recommendation of each district governor, the commissioner's duties are to:

- Determine and/or develop new club opportunities in your district
- Advise your district new club development chairman and World Headquarters about new club leads
- Assist your club in organizing new Toastmasters clubs

Do you know who your district's new club commissioners are? They might be of great help to you in your Project Fun planning.

Project Spot, April Invitation Month, Speechcraft, and new club commissioners are but four ways to make your Project Fun a success. There are many others available from WHQ — membership sales pamphlets, manuals, brochures, and fliers. Check your club's copy of the *TI Supply Catalog* for details, and ask your club administrative vice-president to lead a discussion about the Project Fun materials that have been provided by WHQ.

Join in the fun — the membership sales acTION in 1972!

Just In Time For... **Project Fun**

New Members Are Everywhere!

By GENE S. SELIG

Editor
DENTIST
TEACHER
Carpenter
VETERINARIAN
DOCTOR
Engineers
TECHNICIANS
Businessmen
Machinist
Salesman
Accountant
Grocer
CHEMIST
REPAIRMEN
POLICEMEN
CLERK
Farmer

I can't think of a single person to invite to see my Toastmasters club in action.

I know why I joined; I needed Toastmasters so I could explain my ideas better and, perhaps, land a few of the accounts I was after. But I still don't know anyone to "sell" on the idea of joining my club.

At least I didn't think I did; but within 24 hours I found out that new members are everywhere. Here's how it happened:

Having made an appointment with my auto dealer to get a few minor things straightened out on my new car, I began the day by driving to his garage.

The repair shop service writer was having a lot of trouble getting onto paper what I was telling him about my car, when suddenly, and without warning, I switched the subject to Toastmasters. As of last week he is a member of my club.

I left the dealership and headed for the office. At 9:30 a.m. I was visited by a chemical salesman. He was trying to tell me about a new process his company was working on, and in a few minutes of conversation I counted 44 "ahs". This nice

young gentleman is another new member-prospect for my club.

By ten in the morning, I had lined up two new members — in one day!

Next, I met my stockbroker for lunch. Over a cold drink and a corned beef sandwich I spoke to him about Toastmasters and he to me about the market. How did it end? I bought 100 shares in Company XYZ and he gave me his promise to join my club.

Wow! Am I hot today! It's only 1:30 p.m. and I've latched on to three new members.

At three o'clock in the afternoon I was just finishing shooting a series of pictures of a new bottling machine in action. The national advertising people were on the set and the senior ad man couldn't convince his copy man about a point he was trying to make.

After the shooting was completed and the cameras and lights were packed away, I invited the ad man for a cup of coffee. I told him that I thought he was right about what he was trying to do and told how he could have won his point with Mr. Right. Of course, I also told him that I had learned it all

through Toastmasters.

Guess who's coming to the next meeting. You're right, the ad man.

Back to the studio I went. I unloaded the gear and headed for the auto dealer's to pick up my car.

I got to the dealership just as it was closing, and I met the salesman who sold me my car. We started talking about trading in my wife's car on a new one. Business has been rather good to us lately, and the little woman really deserves a nice, new, shiny automobile.

The salesman and I sat down and got a price on the new car. Of course he had to appraise the trade-in so he made an appointment to see my wife's car later in the evening.

Promptly at 8:00 p.m. he showed up. We agreed on a price and he wrote up the deal. I asked how his business was doing and he told me "so-so."

"Would you like to increase

your sales volume?" I asked. Of course he would. "Come to the next meeting of my Toastmasters club," I said, "and meet a grand bunch of guys. Together we'll teach each other how to better ourselves in the area of communication and leadership".

"Agreed? See you next Wednesday as my guest. In fact, your very own service writer will be there, so will a chemical salesman, a stockbroker, and an ad man, plus all those other guys. Boy, we're going to have a real acTION meeting".

I told you those potential members are all over the place! They're not hiding at all. They're right out in the open where you can see them, speak to them, and invite them to your very next meeting.

Just think, each member gets a member and suddenly there's a new club. I can just see our membership doubling in the next few months!

Yours can, too!

ABOUT THE AUTHOR

Gene S. Selig is a member of Golden Circle Club 2282-31 in Framingham, Mass., and an area governor. He is the owner of Massachusetts Legal Photography in Framingham.

TI Initiates Special Fund Drive

Your Toastmasters International Board of Directors officially opened the Ralph C. Smedley Memorial Fund drive during its November, 1971, meeting at World Headquarters.

You and your club are invited to donate to the Ralph C. Smedley Fund. The first major project of this Fund is to start research that will lead to improvement of our evaluation program.

TI currently provides 11 publications dealing with speech evaluation. Several of them, however, were written more than two decades ago, and the changes in evaluation techniques that have occurred since then are not reflected in today's material. Correcting this deficiency and bringing your evaluation program up to the Toastmasters standard of excellence is the goal of the TI Speech Evaluation Research Grant.

In recognition of speech evaluation's importance to your Toastmasters club meeting, the special evaluation program was established by board action in August, 1971.

Speaking on behalf of members around the world, the board said that inadequate research has been conducted on the source, nature, and best techniques of speech evaluation. A two-phase program was adopted to effect the needed improvements.

Phase one of the evaluation program involves surveying the most current literature dealing with speech evaluation. Phase two will be the preparation and publication of new evaluation material.

The cost of the survey is approximately \$3,600. The cost of the development and of new evaluation material is yet to be determined. This is the first of several special research studies your board of directors is considering.

At the board's November meeting, \$295 was donated by officers, directors, and visiting Toastmasters.

Individual and club donations are encouraged by the board of directors, which noted that the sooner the needed funds are raised the sooner you and your club will have the new evaluation material.

Your support will be a meaningful gesture toward the continuing improvement of the Toastmasters communication and leadership program.

Your tax deductible donations may be sent to Toastmasters International, 2200 N. Grand Ave., Santa Ana, Calif. 92711. Please make your checks payable to the Ralph C. Smedley Memorial Fund.

Donors will be recognized in a special Smedley Memorial Fund booklet.

Lend your support! Contribute to the Smedley Memorial Fund.

TI Directors' November Board Meeting Report

Your Toastmasters International Board of Directors conducted its 1971 fall meeting November 18-20 at World Headquarters, Santa Ana, California. Board members discussed and acted upon many items of interest to Toastmasters, among them the matter of district realignment.

The board approved the formation of new districts with the following actions to be effective July 1, 1972: Consolidation of District 9 and District 33; District 39 and District 59; and District 50 and District 51. The counties and clubs of District 55 will be transferred to District 15, District 17, and District 26. The board also approved the transfer of the counties and clubs of District 34 to District 53, District 61, and District 65.

The board postponed until its August meeting consideration for consolidation of District 2 and District 32, District 12 and District 27, District 20 and District 41, District 28 and District 62, and District 37 and District 58. The board postponed the realignment of District 54, District 43, and District 29.

The board also postponed action on District 63 pending a review of the progress of District 43. Action was withheld on District 68 pending a review of the progress of District 29 and District 43.

District 23 and District 44 were removed from the realignment schedule pending further study of their growth and progress. District 3 and District 31 were removed from the schedule due to their great progress.

Membership Criteria Policy

The board adopted the policy to grant exceptions to membership criteria for new and existing clubs as follows:

An exception be granted to Toastmasters clubs receiving support from and associated with or approved by a governmental agency with policies requiring open membership.

An exception be granted to any Toastmasters club receiving support from organizations that are covered by government regulations requiring open membership which would lose this support if exceptions were not granted.

These exceptions will be valid only for the period of time that the basis of such exceptions exist.

*Required for DGO 15 km. it was rounded
trip for 1st class*
Travel Policy Amended *INTERNATIONAL in
one way 1st*

The board amended TI's policy on travel reimbursement to district officers and speech contestants attending regional conferences and the International convention. The same allowance will be extended to both meetings. Toastmasters International will pay round trip air coach fare for the district governor elect to attend both meetings, and one-half coach class air travel fare to not more than two lieutenant governors elect.

The board reviewed 1971-1972 growth objectives established by each district and noted that all districts need an all out effort for the balance of the year if they are to exceed their growth objectives. The board enthusiastically endorsed Project Fun as an effective membership building program for all districts, areas, and clubs to use to exceed their membership growth objectives. The board further encourages all Toastmasters to participate in the membership incentive recognition that is part of Project Fun.

The board reviewed the programs planned for the 1972 regional conferences and International convention and the plans for the 50th anniversary celebration in 1974. The board and World Headquarters staff appreciated the many fine 50th anniversary program suggestions made by Toastmasters attending the 1971 International convention in Calgary, Alta. The board continued its study and review of the number and type of all Toastmasters meetings other than club meetings.

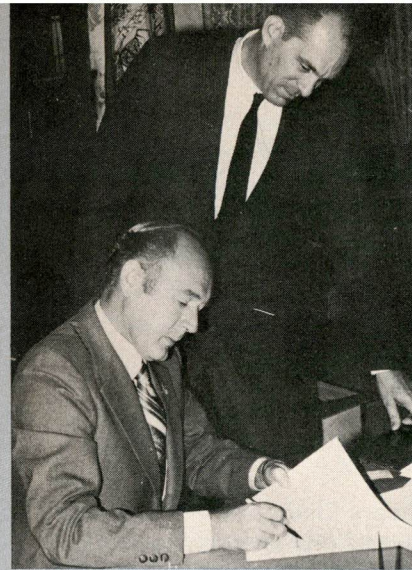
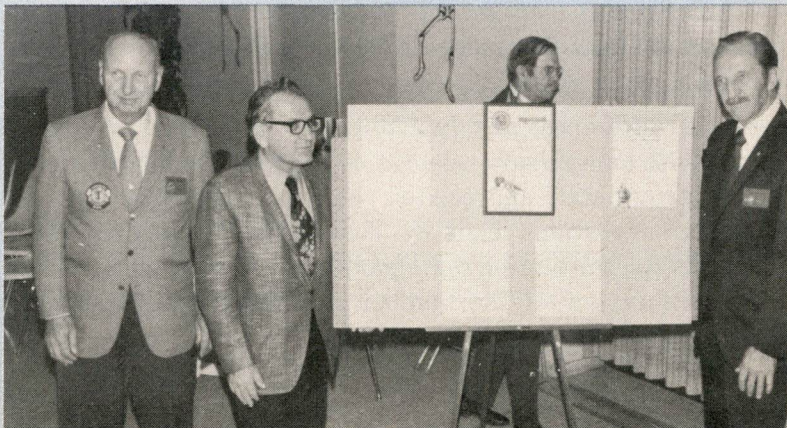
Anniversary ActIon...

More Good News

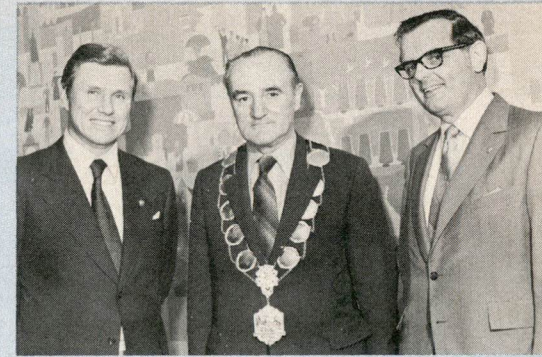
News about club and district activities during Toastmasters International's 47th anniversary month — October, 1971 — continues to arrive at World Headquarters. In addition to the Toastmasters Week and Toastmasters Month proclamations reported here in pictures, these observances also were reported:

- In District 30, **Toastmasters Week** in Park Forest, Ill., was proclaimed by Village **President Ralph G. Johnson**.
- Malden, Mass., **Mayor Walter J. Kelliher** proclaimed **Toastmasters Club Week** in his District 31 community.

PROCLAMATIONS DISPLAYED — International Directors Conrad R. Peterson, ATM, left, and Albert C. Burlingame, ATM, right, join District 39 Gov. Jack M. Hartman, ATM, at a display of **Toastmasters Month** proclamations signed by California **Governor Ronald Reagan**, Sacramento **Mayor Richard Marriott**, the **Sacramento County Board of Supervisors**, and the **Rancho Cordova Chamber of Commerce**.



IN DISTRICT 15 — Idaho Governor Cecil B. Andrus, seated, signs his **Toastmasters Month** proclamation for District 15 Gov. Addison K. Barry, Jr.



IN DISTRICT 60 — Hamilton, Ont., Mayor **Victor K. Copps** is flanked by District 60 Gov. George Hevenor Jr., ATM, left, and International Director J. Robert Gaul, ATM. Mayor Copps proclaimed October as **Toastmasters Month**.

TOASTMASTERS WEEK — Revere, Mass., Mayor **George Colella** signs his **Toastmasters Week** proclamation for members of Winthrop Club 3038-31: Phil DePasquale, John Hurley, Charlie D'alessio, and Bob Sqroi.





Steak Fry

Fifty Toastmasters from ten central Iowa Toastmasters club migrated to Nevada for the fifteenth annual invitation steak fry sponsored by **East Story County Club 504-19**. It was the kick-off meeting for fall and winter activities of Toastmaster in central Iowa.

Officers Elected

Club 92-U of the U. S. Naval Base, Guantanamo Bay, Cuba, recently elected officers. All members of the club are past presidents of other Toastmasters clubs, and all are working in the Advanced Communication and Leadership Program.

GUEST SPEAKER — **David L. Osborn**, American Consul General in Hong Kong, addresses **Victoria Club 2787-U** in Hong Kong. Listening attentively are Krishan Lall and Syed Hasan.



TOASTMASTER OF THE YEAR — **George Leary**, center, of Trinity Club 3902-53 in Springfield, Mass., receives the club's **Toastmaster of the Year** award from **Paul Flannery**, left, and **Roy Vickery**.



Klondike Promenade

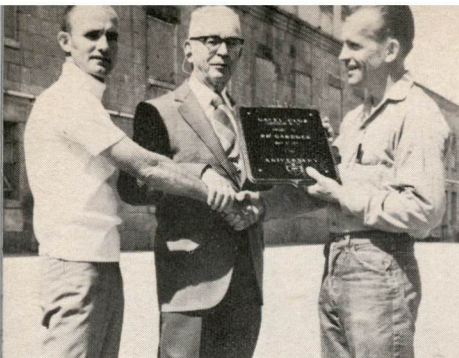
Thirty-two **District 42** Toastmasters performed management and coordination duties during one of the biggest outdoor shows in North America, the **Klondike Promenade**. They later acted as group chairmen for 450 delegates attending the **Alberta Conference on Recreation**.

On the Air

District 45 Gov. G. Chester Dorr taped a series of three programs for radio station **WDEA**, Ellsworth, Me. The programs ranged in length from three to five minutes and covered various activities of Toastmasters.

CONTINUOUS SERVICE AWARD — **Dr. Leslie McClure**, former newspaper editor and University of Illinois professor, was presented by **Champaign-Urbana (Ill.) Club 195-54**, an award for twenty-five years continuous service to TI. Presenting the award are, from the left, **Ed Jester**, **Jerry Karr**, **Dr. McClure**, and **Bob Bills**.





APPRECIATION AWARD — Paul K. Gardner, center, of **Kit Carson Club 2299-59** in Carson City, Nev., receives a plaque of appreciation from the Nevada Maximum Security Prison **Gavel Club**. The club president, right, and Wendell Howard, prison sponsor, make the presentation.

CLUB ANNIVERSARIES — MARCH 1972

35 YEARS

Covina Club 76-F
Covina, California

30 YEARS

Greysolon Club 217-6
Duluth, Minnesota

25 YEARS

Hillcrest Club 460-F
Fullerton, California

Rose Bowl Club 456-F
Pasadena, California

San Leandro Club 452-57
San Leandro, California

Opportunity Club 451-19
Des Moines, Iowa

Pioneer Club 453-40
Cincinnati, Ohio

20 YEARS

Skyline Club 1038-26
Denver, Colorado

Park City Club 1065-53
Bridgeport, Connecticut

Cedar Valley Club 1062-19
Charles City, Iowa

Windjammers Club 1077-31
Lynn, Massachusetts

K. C. Club 1059-20
Fargo, North Dakota

Jamestown Club 1073-20
Jamestown, North Dakota

Wednesday Club 659-40
Springfield, Ohio

We Nat Sa Pum Club 1063-9

Wenatchee, Washington

Saskatoon Club 450-42
Saskatoon, Saskatchewan

Larbert Club 1053-TCBI
Larbert, Scotland

Rothesay Club 1158-TCBI
Rothesay, Scotland

Wishaw Club 1104-TCBI
Wishaw, Scotland

15 YEARS

Vanguard Club 2349-39
Sacramento, California

Macon Club 824-14
Macon, Georgia

Portage Lake Club 2362-35
Houghton, Michigan

Midland Club 2399-62
Midland, Michigan

Traffic Club of New York Club 2286-46
New York, New York

Bryan Club 2268-28
Bryan, Ohio

Early Birds Club 2255-13
Butler, Pennsylvania

Pampa Club 2384-44
Pampa, Texas

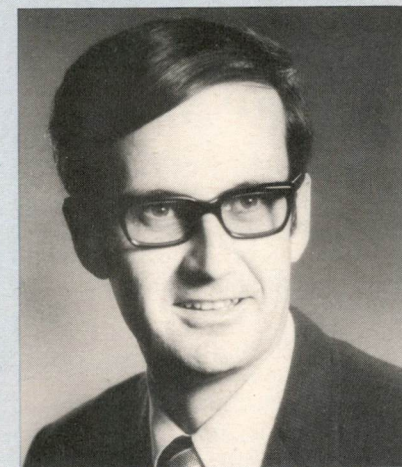
Helmsmen Club 2412-36
Arlington, Virginia

Jolly Jester Club 2360-2
North King County, Washington

Chippewa Club 2273-35
Chippewa Falls, Wisconsin

Brampton Club 2347-60
Brampton, Ontario

NEW MANAGING EDITOR NAMED



Jon Finch has been named managing editor at World Headquarters, it was announced this month by Robert T. Buck Engle, Toastmasters International executive director.

The new managing editor assumes responsibility for *The Toastmaster* and *TIPS*, the bimonthly newsletter distributed to all Toastmasters clubs.

Mr. Finch has been in the writing field for several years. Prior to joining Toastmasters International, he was engaged in freelance writing and editing. He has written a children's novel which will be released in the early fall.

The new managing editor has been a member of the editorial staff of Harper & Row, Publishers, Inc., New York. Here he developed brochures and other publications.

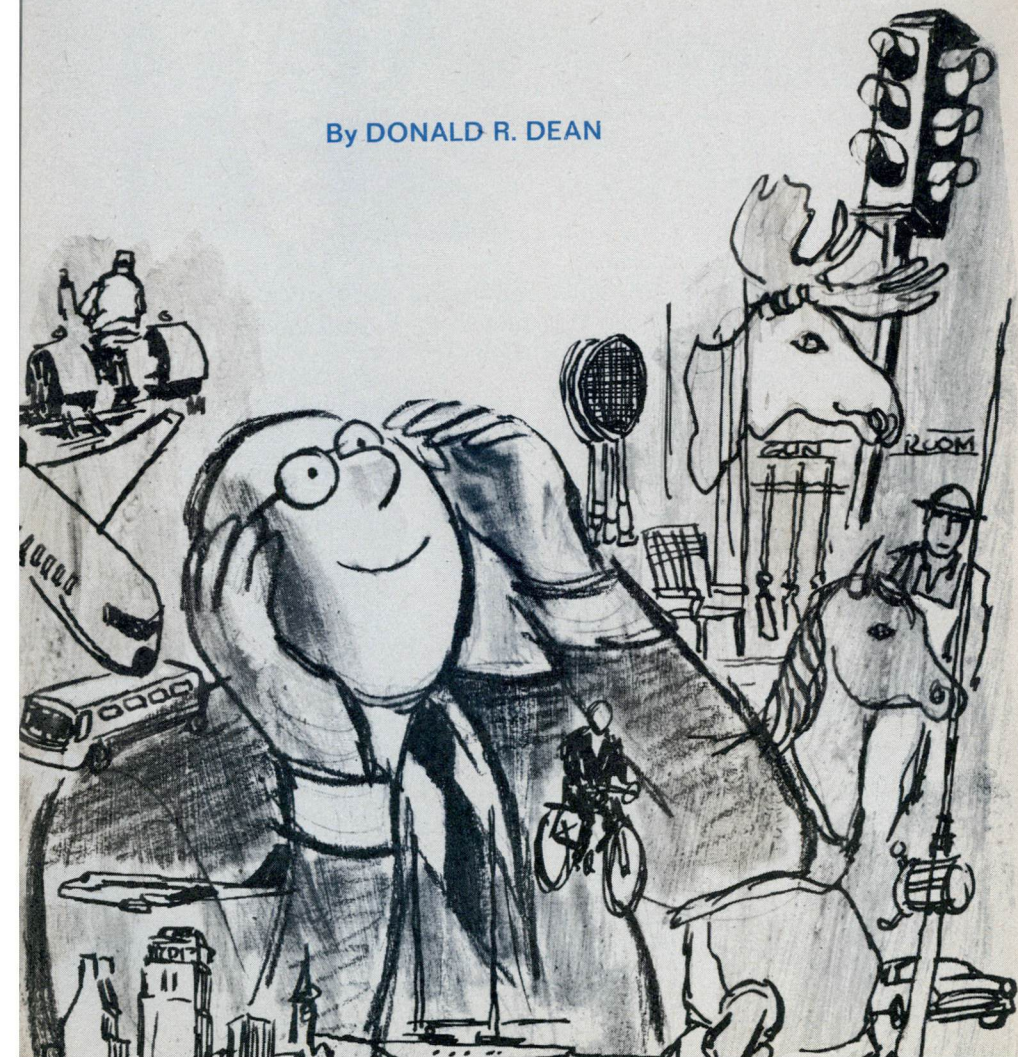
In 1955, he was awarded as an outstanding teacher of speech and English in the state of Michigan. Mr. Finch received his undergraduate degree in speech and English and his advanced degree in library science.

Former publications managing editor Doug Peterson recently resigned to accept a managing editor's position with the Fairfield Republic newspaper in Fairfield, California.

LISTENING—

Habit or Skill

By DONALD R. DEAN



Listening, to many of us, is not something we think much about; it's just something we do automatically. If we would take just a few minutes to think of just how important it really is, we might try to listen a little more attentively.

There is the story of a certain lieutenant who was directing an allied attack on a certain portion of the Italian peninsula during the Second World War. Early one morning, he was given the order to attack. However, once given the order, his mind began to immediately plan the strategy which he would use in accomplishing the objectives. By doing this, he did not hear the most important part of the order; namely, not to attack until the enemy had been sufficiently softened up by our airpower.

He strode quickly from the office, fully intent upon beginning the campaign. There was only one small item which prevented the disaster which surely would have ensued. While walking back to his office, he overheard two enlisted men conversing about the advantages of aerial power to any given campaign.

As he approached his office, he wondered why airpower was not being used in this campaign. He then wondered if, possibly, something had been said about airpower and he had missed it.

He called headquarters and phrased his question thus: "Exactly what time is the airstrike due to commence?"

If it had not been for this afterthought, just imagine the countless number of lives which would have been lost — lost because of a failure to listen! As it turned out, the campaign was a successful one, and the Allies moved ahead with their overall plan.

Listening becomes routine with most of us. We tend to forget how really important it is in our lives. It is vital to us in order to communicate at all. It is so vital that a person who is deaf must quickly learn a means to take its place, such as reading lips or the use of the Braille system. This is also a reason why hearing aids are of such importance. Our life depends on our knowing just what is going on around us. *This is why we have ears.*

John Smith, the foreman of department 852, had just received a new employee, hired directly from the outside. It was 7 a.m. on Monday when the new man, Jim Beattie, walked up to the foreman and presented him with his new-hire slip.

"Where would you like me to work?" inquired Jim.

Mondays were particularly hectic around the plant, so John had to quickly decide just where he wanted to start Jim off. He

decided Jim would learn best if he started off on a job which was easy and of routine nature, so he said: "Jim, follow me. I'm going to start you off on one of our easier jobs until you get used to the department."

He led Jim over to one of the three presses which were in the department and said: "Since Jack Strauss, our ordinary operator, is absent today, I'll have you run this until you get used to our operation."

John then began to explain to Jim just how the press worked, what the purpose of it was, how it applied to the rest of the department, how much would be expected of him, and how to operate the machine safely. After he explained each item, he asked Jim if he had any questions, to which Jim said, "No."

Jim had followed the whole explanation closely, except in regard to the safe operation of the machine. At this point, Jim's mind had wandered for a few minutes. Feeling that he would look stupid if he asked John to repeat himself, he let it pass, thinking that he would be able to find out for himself anyway as soon as he started the press.

Just as John had finished his explanation, another of his employees came hurriedly down the corridor.

"John, John! The main belt conveyor on the north end just snapped! You'd better get some-

body down to fix it right away or else the whole department will soon be down!"

John turned quickly to Jim and said: "Jim, do you think you can handle the press all right? If so, I've got to run down and contact the maintenance department to get that belt conveyor repaired."

Jim stated that he felt quite confident, hoping that he had not missed something important in John's job description.

"Fine!" replied John, as he hurried swiftly down the aisle.

The part of the explanation which Jim had missed was that he should be sure to always turn the power off before reaching into the machine for any reason. For the thumb of Jim's right hand, *this omission was fatal*. The press ran well for about 15 minutes, during which time chips had begun to build up inside it. When it finally jammed and Jim reached in to unplug it, down came the press, crushing Jim's right thumb.

Had mistakes been made here? Certainly! Two very important mistakes had been made:

1. John had made the mistake of leaving Jim on his own without being sure Jim had heard what he had said, especially in regard to the safety aspects of the job.

2. Jim had not listened. Not only had he not listened, but he had refrained from asking a very important question in regard to the safe operation of the machine.

Not listening, then, played a major role in both mistakes which had been made.

Although many of us do not realize it, *listening can be called a science*. Webster's Dictionary describes science as, "A possession of knowledge as distinguished from ignorance or misunderstanding." Is there a better way than listening to accumulate knowledge? Each of us can answer this question.

We can compare listening to the arrow which William Tell used to knock the apple from his son's head. The arrow was the means used by William Tell to unseat the apple from his son's head. So, too, listening is a

means with which to accomplish an objective, the objective being communication. Listening is a means used to unseat ignorance and misunderstanding.

Just as the arrow was all-important to William Tell, so should listening be all-important to the supervisor in accomplishing his objectives.

The amount of time one spends on listening in one day exceeds the time of any other human activity in that day. About 40 percent of the average businessman's salary is earned in listening.

Surely, it is a certainty that if more people took just a few minutes to analyze how important listening really is in their daily lives and decided to listen just a little more attentively, many accidents could be prevented, communications would improve, time would be saved, and life would be a *little more pleasant*, all the way around.

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NEW CLUBS

Chartered during November, 1971

District 6

METRO II Club 821-6. Meets Tues., 6:00 p.m., Slinger's Cafe, Prior & University Avenues, ST. PAUL, Minn. Contact: 636-1282. Sponsored by **METROPOLITAN CLUB 1696-6**.

District 11

HANGING ROCK Club 18-11. Meets Wed., 6:30 p.m., Steer Rest., Hwy. 107, MADISON, Ind. Contact: 265-3151. Sponsored by **NEW ALBANY CLUB 410-11**.

ELKHART Club 1773-11. Meets Mon., 6:30 p.m., Black Angus Steak House, 1521 Cassopolis, ELKHART, Ind. Contact: 293-8466 or 262-7312. Area: Eleven.

CHECKER FLAG Club 2007-11. Meets Mon., 6:59 a.m., Holiday Inn-Speedway, 4700 W. 16th St., INDIANAPOLIS, Ind. Contact: 244-4010. Sponsored by **INDIANAPOLIS CLUB 385-11**.

District 13

ELKINS Club 1276-13. Meets 1st & 3rd Mon., 7:30 p.m., Monongahela Power Co., Rt. 219 & 250 S., ELKINS, W. Va. Contact: 636-2422. Area: Three. Sponsored by **GREATER FAIRMONT CLUB 2773-13** and **BUCHANNON CLUB 3615-13**.

GREATER UNIONTOWN Club 2921-13. Meets 1st & 3rd Wed., 7:30 p.m., Uniontown Public Library, UNIONTOWN, Pa. Contact: 437-2725. Sponsored by **CHARLEROI CLUB 2312-13** and **GREATER FAIRMONT CLUB 2773-13**.

District 29

CHATAUQUA Club 2983-29. Meets Mon., 7:30 p.m., The "Hut" Rest., Hwy. 90 W., DEFUNIAK SPRINGS, Fla. Contact: 859-2303. Sponsored by **EGLIN CLUB 1919-29**.

District 30

DCASR, CHICAGO Club 265-30. Meets alt. Thurs., 3:30 p.m., DCASR, Chicago, O'Hare Intl. Airport, CHICAGO, Ill. Contact: 694-3031, Ext. 6109. Sponsored by **MOUNT PROSPECT CLUB 1500-30**.

District 31

HONEYWELL Club 2725-31. Meets alt. Thurs., 5:00 p.m., Honeywell Exec. Conf. Rm., Old Connecticut Path, FRAMINGHAM, Mass. Contact: 879-2600, Ext. 2266.

District 39

SAAD SACHS Club 2591-39. Meets Tues., noon, Sacramento Army Depot, Officers Open Mess, SACRAMENTO, Calif. Contact: 388-2538. Area: Four. Sponsored by **CHANTICLEER CLUB 1624-39**.

District 40

ROSS Club 3912-40. Meets 1st & 3rd Tues., 5:15 p.m., Ross Laboratories, 625 Cleveland Ave., COLUMBUS, Ohio. Contact: 228-5281, Ext. 216. Area: Two. Sponsored by **J. T. CLUB 1507-40**.

District 46

GUARDIAN Club 1951-46. Meets 1st Tues., 7:00 p.m.; 3rd Sat., 10:00 a.m.; 504 Marion St., BROOKLYN, N.Y. Contact: 452-9716. Area: Sixteen. Sponsored by **PAN AM CLUB 333-46**.

District 52

VALLEY Club 1873-52. Meets Tues., noon, Sir George's Rest., 6911 Van Nuys Blvd., VAN NUYS, Calif. Contact: 766-7257. Area: Three.

District 54

CATERPILLAR EMPLOYEES Club 79-54. Meets 2nd & 4th Tues.: 7:00 p.m., Caterpillar Tractor Co., Adm. Bldg., Rm. 204, PEORIA, Ill. Contact: 688-5295. Area: Five. Sponsored by **LINCOLN-DOUGLAS CLUB 1196-54**.

District 55

RAWLINS EARLY BIRD Club 1526-55. Meets Tues., 6:30 a.m., Square Shooters Rest., RAWLINS, Wyo. Sponsored by **MORNING TOUR CLUB 2503-55** and **Richard Cooper, ATM**.

District 61

DOMTAR Club 1415-61. Meets alt. Mon., 5:30 p.m., Board Rm., Domtar House, 395 De Maisonneuve Blvd. W., 16th Floor, MONTREAL, Que. Contact: 874-5730.

CARTIER Club 3738-61. Meets 1st & 3rd Tues., 5:00 p.m., UniRoyal Ltd., 550 Papineau Ave., Montreal 133, MONTREAL, Que. Contact: 522-2111.

TCBI

MAYFAIR Club 2355-TCBI. Meets 1st & 3rd Thurs., 7:30 p.m., English Speaking Union, Charles St., MAYFAIR, London, England.

NZP

THAMES Club 700-NZP. Meets Mon., 6:30 p.m., Thames National Party Rm., Pollen St., THAMES, New Zealand. Contact: 1710 Thames. Sponsored by **EASTSIDE CLUB 1076-U**.

WAIRARAPA Club 1131-NZP. Meets 1st & 3rd Tues., 6:15 p.m., Carterton School, Holloway St., CARTERTON, New Zealand. Contact: Carterton 8158 or 7294. Sponsored by **CAPITAL CLUB 409-U** and **WELLINGTON CLUB 1046-U**.

LOWER WAIKATO Club 3157-NZP. Meets 2nd & 4th Thurs., 7:45 p.m., Taupiri Primary School, Green Ln., TAUPIRI, New Zealand. Contact: TPI 143. Sponsored by **HAMILTON CLUB 1893-U**.

Undistricted

BRUSSELS Club 3286-U. Meets 1st & 3rd Tues., 8:00 p.m., Club International Chateau Sainte-Anne, 103, rue du Vieux Moulin, 1160 BRUSSELS, Belgium. Contact: 322 38.83.30.

STUTTGART INTERNATIONAL Club 3658-U. Meets 1st & 3rd Wed., 7:00 p.m., Patch Barracks Officers Club, Hq. USEUCOM, STUTTGART, Germany. Contact: Patch Mil 8740.

Lectern Go Home

By ALAN WONHOF

The Great Wall of China was of no more value to the Chinese people than the beloved lectern is to a Toastmaster. Even so, the lectern seems essential as the Toastmaster's protector, comforter, and source of strength.

As the chairman's last word of introduction dies, it is followed by the welcoming applause for the introduced speaker. You can almost smell rubber burning as the speaker spins his wheels in a mad dash to get behind the lectern's protecting bulk, there to snuggle defiantly and cast a baleful eye upon his audience.

In the speaker's mind his audience has been transformed into an armed force, waiting for its leader's signal to unleash a hail of rotten eggs and over-ripe produce in his direction.

By flexing his knees slightly and turning his shoulders inward, our hero, safely behind his trusty lectern, makes a difficult target.



Secure in the knowledge that his bulky ally will protect him, the speaker launches into his delivery.

Oh, how wonderful to receive the lectern's strength! It must be that all matter has life, for the speaker can feel the lectern's friendly vibrations surging through his hands and arms as he alternately grips, strokes, and leans on it. Trembling hands are magically stilled, quaking knees become firm, and our speaker drones on. Gestures, of course, are hampered; it takes an iron will to loosen the white knuckled clutch on the edge of the lectern. The speaker is riveted into place!

Should he somehow stumble in his delivery he can cure that sudden sick feeling by gazing intently at the top of the lectern—for as long as it takes his listeners' eyes to disappear from his view and his confidence to return. There before him are his notes, carefully arranged so that in moments of distress he can glance downward to find his next thought. Where would he put those notes if he didn't have a lectern?

Our hero, concluding with a tremendous effort, pries his hands loose and, for the first time in several minutes, reveals

himself to his audience shorn of his magnificent "buddy," the lectern. Glassy-eyed and trembling, he totters back to his seat, polite applause ringing in his ears.

A far-fetched case? Not really.

Many of us would be practically incapable of addressing a group of any size without the aid of a lectern.

Our first fledgling steps as Toastmasters were taken from behind the lectern. A lectern is found at every club meeting, in every public address hall. On our television screens the speaker and his lectern are inseparable; like bread and butter, salt and pepper, Bonnie and Clyde. What would happen if all lecterns suddenly disappeared? Dare I dwell on just such a circumstance?

The speaker approaches the speaker's position on the platform. Hours of preparation have gone into his speech, and from this practice he has gained the confidence to address the waiting group. He's prepared; he knows he's prepared. Even if he momentarily stumbles, he takes comfort in knowing that only he knows what he is going to say and how he intends to say it.

He doesn't need a flat surface upon which to place his notes because he knows his speech. Practice has made written prompters unnecessary.

His eye contact is guaranteed because there are no notes to distract him. His strength comes not from a wooden barrier but from within him — the result of preparation. He has taken care to dress himself properly. In short, he has nothing to hide; he has something to give. With confidence he begins his speech.

Wait a minute! What is he going to do with his hands — those five fingered items of optional interference? Until now they have been attached to the edge of the lectern. Now they're hanging from the ends of his arms for all the world to see!

Actually, the hands are now free to do their assigned job to help present the speech. They are free to point, hammer, spread wide, close tightly, or hang naturally. One of them may even slip into a pocket, (but never both). The speaker's hands are the natural extension of his personality; if he knows

his speech his hands will not interrupt.

The listeners are enjoying this speech. For the first time since they can remember, they are observing the whole speaker instead of a piece of wood with a head and shoulders sitting on top of it. They are benefiting from the natural body movements of an enthusiastic speaker who has something to say. Our "now" hero no longer is chained to his designated spot; he's free to move occasionally to the right or the left. He can retreat slightly or move forward to emphasize a particularly dramatic point. He has the floor and he is in command.

As his presentation ends, our speaker strides back to his seat, shoulders straight, head up, and with the positive conviction that he has given a good speech.

Any takers? Mr. Educational Vice-President, challenge has been made. Take away the lectern and replace it with a speaker.

That's what Toastmasters is all about.

ABOUT THE AUTHOR

Alan E. Wonhof is a member of V. A. Gaveliers Club 2920-36 in Washington, D.C., and an area governor. He is a Marine Corps Major, retired, and an inventory management specialist with the Supply Service of the Veterans Administration.

TOASTMASTERS HALL of FAME

Congratulations to these 34 Toastmasters who completed the TI Communication and Leadership Program between November 6 and December 3.

ABLE TOASTMASTER (ATM) Certificate of Achievement

- | | |
|--|--|
| Hubert H. Love Jr., ATM
West Fullerton Club 3060-F | Frederick Daniel Gray, ATM
USDA Club 3294-36 |
| H. Al Richardson, ATM
JPL/Caltech Club 3292-F | Larry A. Thompson, ATM
Cape Fear Club 2879-37 |
| Kenneth L. Skinner, ATM
Papago Club 2694-3 | John J. Breslin, ATM
Hazleton Club 2405-38 |
| John R. Harrell, ATM
Fred H. Rohr Club 2518-5 | Robert Dewey Paul, ATM
DESC Club 2781-40 |
| John R. Marshall, ATM
Fred H. Rohr Club 2518-5 | Raymon E. Laird Jr., ATM
Tall Town Toasters Club 3189-44 |
| Gerald Patrick May Jr., ATM
Fred H. Rohr Club 2518-5 | M. Dwight Faige, P.E., ATM
Picatinny Club 3547-46 |
| Leslie Wayne Cook, ATM
Fred H. Rohr Club 2518-5 | Terry McCollum, ATM
Civic Club 1564-48 |
| Raymond Ernest Ellard, ATM
Fred H. Rohr Club 2518-5 | William F. Shaffer, ATM
Redstone Club 1932-48 |
| Arthur O. Brickman, ATM
Early Bird Club 3293-11 | Charles R. Kidd, ATM
Anniston Club 3214-48 |
| R. E. Flanagan, ATM
Greater Fairmont Club 2773-13 | John Vernon Landry, ATM
Rolling Hills Club 139-51 |
| E. L. Alexander, ATM
Will Rogers Club 1032-16 | W. R. Humphreys, ATM
CPA Club 971-56 |
| Dale C. Meredith, ATM
Ponca City Club 1846-16 | Edward Y. Ulmer, ATM
Dolphin Club 3170-58 |
| Rex Davenport, ATM
Arlington Club 1728-25 | K. Gordon Bell, ATM
Towns of York Club 1609-60 |
| Joseph L. Bonderer, ATM
Jackson County Club 1871-29 | Jacques R. Perrault, ATM
Joliette Club 1669-61 |
| Luis G. Oliver, ATM
Eglin Club 1919-29 | Everett M. Robinson, ATM
King's Mountain Club 2958-63 |
| Raymond P. Fetherston, ATM
Schlitz Club 1989-35 | Darrell E. Rolison, ATM
Blacksburg Club 3351-66 |
| Roman J. Eichman, ATM
Beloit Club 2147-35 | Dewitt T. Siler Jr., ATM
NAS Beta Club 3424-66 |

ON THE MOVE —

TOASTMASTERS

City Council Appointee

Hugh Hill of Early Words Club 3657-7, Longview, Wash., was elected to the **Longview City Council**.

Promoted

Roger Graham of Valley Club 3354-3, Phoenix, Ariz., was appointed to assistant manager of the **Valley National Bank**.

SPEECH WINNER — Pianist Peter Duchin, chairman of the Greater New York Boy Scouts of America Council Speech Contest, congratulates winner Paul Patrick. **Bob Montgomery**, District 46 Lt. Governor, looks on.



IN SPOKANE — Spokane, Wash. Mayor **David Rogers** declares October as **Toastmasters Month** for District 9's Lt. Gov. **Gail Cantonwine**.



SERVICE AWARD — **Arthur F. Irwin**, ATM, of Fairchild Club 2594-48 in Montgomery, Ala., receives from Lt. Gen. **Alvan C. Gillem II**, Air University Commander, the Meritorious Civilian Service Award.

TI ON TV — Toastmasters present "Sound Off With Toastmasters," a program designed to increase community awareness of the two Toastmasters and one Toastmistress clubs in Ponca City, Okla. Past District 16 Gov. **Richard E. Schneider**, DTM, is "on camera."





JA AND TI — Past International Director **Loring Dalton**, second from left, and Past District 11 Gov. **Gilbert Smith**, right, stroll with **Pete Velandar**, winner of **Junior Achievement's** 1971 national public speaking contest, and **Sigmund Toth** of **RCA**. Toastmasters Dalton and Smith, with Mr. Toth, were contest judges.

IN COCOA BEACH — Cocoa Beach, Fla., proclaims November as **Toastmasters Month**. Mayor **Robert Murkshe**, seated, signs proclamation for **Art Green**, left, of **Bon Raconteurs 2198-47**, and **Area II Gov. Richard Battin**.



Appears on TV

District 48 **Division Lt. Gov. Eugene B. Lewis** recently discussed the Toastmasters program on **WBMG-TV's** Birmingham, Ala., "Focus, 1971."

Another TV Star

District 64 Gov. Hugh Graham appeared on **Canadian Broadcasting Corporation's** "Crossroads" television program in a five-minute interview about the **Winnipeg, Man.,** Toastmasters organization.

Named President

Dr. Owen J. Newlin, past District 19 Governor, has been named president of **Pioneer Seed Company**, Des Moines, Iowa.

With Semiannual Report...

First In Their District

These "acTION" clubs were the first in their district to submit semiannual reports to World Headquarters. Their promptness indicates a high standard of excellence in club management.

District Club

- F El Monte Club 352-F
- 2 Dee Cee Club 71-2
- 3 Lost Dutchman Club 3359-3
- 4 Saratoga Club 3572-4
- 5 Cal-State Club 1733-5
- 6 NWNL Club 3107-6
- 7 The Dalles Club 620-7
- 8 Lincoln Trails Club 1354-8
- 9 Gaveliers Club 238-9
- 10 Lake Club 2093-10
- 11 Evansville Number One Club 337-11
- 12 Oxnard Club 649-12
- 13 Hercules ABL Club 1200-13
- 14 Statesboro Club 1870-14
- 15 Mount Ogden Club 1614-15
- 16 Osage Club 1585-16
- 17 Gallatin Club 362-17
- 18 Potomac Edison Club 2613-18
- 19 Marion Club 3250-19
- 20 Hettinger Club 1705-20
- 21 Pioneer Club 331-21
Victoria Beaver Club 790-21
Klitsa Club 2196-21
Telespeakers Club 2328-21
Trail & District Club 2776-21
Chilliwack Club 3486-21
- 22 Wichita Club 3255-22
- 23 Carlsbad Club 1182-23

District Club

- 24 Council Bluffs Club 2114-24
- 25 State Farm Companies Club 491-25
Shreveport Club 718-25
Executive Club 1783-25
- 26 Hewlett Packard Club 3140-26
- 27 Visalia Breakfast Club 909-27
- 28 Bryan Club 2268-28
- 29 Hilltoppers Club 3232-29
- 30 Gibraltar Club 2819-30
- 31 MITRI/ESD Club 2779-31
Northshore Club 3908-31
- 32 Sunrisers Club 2205-32
- 33 Yakima Club 318-33
- 34 Dewitt Club 1143-34
Fulton Club 1515-34
- 35 Schlitz Club 1989-35
Watertown Club 3694-35
- 36 Mall Club 2406-36
- 37 Forsyth Club 1278-37
- 38 Rancocas Valley Club 2933-38
- 39 Roseville Club 712-39
- 40 Queen City Founder's Club 1619-40
- 41 Gateway Club 2158-41
- 42 Pile O'Bones Club 1862-42
- 43 Philadelphia Club 3370-43

District Club

- 44 Brownwood Club 3461-44
- 45 Waverley Club 1177-45
H. M. C. Dockyard Club
3182-45
- 46 Midland Park Club 3041-46
Picatinny Club 3547-46
- 47 Southernmost Club 2293-47
- 48 Valley Club 536-48
- 49 Kokua Club 1911-49
- 50 F.A.A. Club 1004-50
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Club 2839-57
- 58 Fort Mill Club 1370-58
- 59 Tahoe Club 2307-59
- 60 Collingwood Club 2104-60
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Lemoyne Club 1261-61
Limestone City Club 3045-61
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- 64 Dryden Club 3447-64
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2647-65
- 66 RAAP Club 3633-66
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- 68 Downtown Club 2455-68
Lamplighters Club 3867-68
- 69 Mount Isa Club 3704-69
- 70 Miranda R.S.L. Club 2505-70
B'Nai Brith Club 3769-70

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Name _____ Club No. _____ District No. _____

Present address _____

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Country _____ Zip Code _____

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City _____ State/Province _____

Country _____ Zip Code _____

If you are a club, area, division, or district officer, indicate your complete title: _____

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- F. Eugene R. Beckwith
- 2. James E. Bell, ATM
- 3. Alan P. Scherer, ATM
- 4. Robert H. Selover, ATM
- 5. Gerald D. Owens, DTM
- 6. Robert L. Haynes, ATM
- 7. Kenneth E. Herman, ATM
- 8. Earl W. Drennen, DTM
- 9. Henry A. Rozeboom
- 10. Allen C. Kingseed, ATM
- 11. C. C. Grove
- 12. Isaac W. Anders
- 13. H. Gerald Warren, ATM
- 14. Orville L. Dickinson
- 15. Addison K. Barry Jr.
- 16. Page D. Waller
- 17. John T. Cadby
- 18. Theodor C. Berenthien, ATM
- 19. Robert G. Glenn, ATM
- 20. Dale O. Anderson
- 21. Ronald F. Drane, DTM
- 22. Leslie P. Frazier
- 23. C. Thomas Kimball, ATM
- 24. Carl C. O'Neal
- 25. Thomas B. Alexander Jr., ATM
- 26. Paul E. Hendren
- 27. Russ N. Goodson, ATM
- 28. Phillip B. Richards, ATM
- 29. John M. Barreto, ATM
- 30. Richard L. Storer, ATM
- 31. Joseph L. Eden, ATM
- 32. Robert L. Erckert, ATM
- 33. Max P. Andrus, ATM
- 34. Richard W. Van Duyn
- 35. Carl E. Kopsisckie
- 36. Charles E. Waterman, ATM
- 37. Robert E. Herndon
- 38. Anthony J. Marra
- 39. Jack M. Hartman, ATM
- 40. Hubert E. Dobson, DTM
- 41. Roy D. Beaird
- 42. Albert E. Fahlman, ATM
- 43. Otto H. Wenk
- 44. J. Q. Warnick Jr., DTM
- 45. G. Chester Dorr, ATM
- 46. Robert G. Lommel
- 47. Michael G. Shayne, DTM
- 48. Charles S. Allen, ATM
- 49. Herman A. Loeb1
- 50. Henry Greenberger, ATM
- 51. Edward A. O'Connor
- 52. Jack H. Guy
- 53. John D. McCarthy
- 54. Edgar D. Jester, ATM
- 55. Tom I. Haralson, ATM
- 56. George M. Gray
- 57. Hubert G. Morgan
- 58. Thomas M. Marchant III, DTM
- 59. David G. Towell
- 60. George Hevenor Jr., ATM
- 61. Dr. Jacques R. Perrault, ATM
- 62. Colin H. Broddle
- 63. Preston E. Allen
- 64. J. Hugh Graham
- 65. Robert H. Root
- 66. Carlton E. Burley
- 67. Dr. Donavon E. Hampton, ATM
- 68. Anthony E. Llambias
- 69. Russ Walkington
- 70. Tom W. Stubbs
- NZP Terry W. Boon
- 179 Marywood, Claremont, Calif. 91711
- 15704 SE 6th, Bellevue, Wash. 98008
- 8942 Kirkpatrick Cr., Tucson, Ariz. 85710
- 2927 Fallwood Ln., San Jose, Calif. 95132
- 711 S. Rose, Escondido, Calif. 92025
- 814 Meyer St., St. Paul, Minn. 55119
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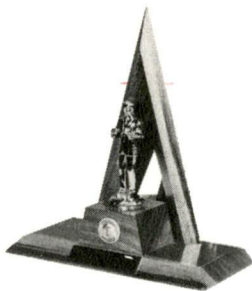
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