

# Al Tomsik Will Speak To Realtors

Al Tomsik, founder and director of the Tomsik Sales Institute, will speak on "Formula for Success" at a luncheon meeting March 25 of the Torrance Lomita Board of Realtors. The meeting will be at the board hall on Arlington just south of Sepulveda. Tomsik's subject is based on his experience in direct selling. Tomsik started in sales work 25 years ago and has sold more than a million dollars worth of merchandise. AS LECTURER and author Tomsik has traveled more than a million miles in the past 15 years delivering lectures to sales and business groups, service organizations, universities and industry. He now directs operations of the Tomsik Sales Institute which has trained thousands of men and women in the selling and management field. TOMSIK'S LECTURE will include the laws and principles of selling, the arts and science of selling and the skill and knowledge of selling, according to Mrs. Geneva Meara, program chairman. "However," said Mrs. Meara, "Tomsik will emphasize the definite need for educational and training programs if one is to develop the true technique of selling." "That the realtor has become aware of this fact is evidenced by the turnout we've had at our luncheons recently. Since the board's policy of using educational speakers exclusively at our luncheon meetings attendance has skyrocketed to the point we've hardly enough room to accommodate the membership."

# State's End of Education Costs More Than Reported

By CHARLES E. CHAPEL, Assemblyman, 46th District In the past 10 years, the share of the California State General Fund spent for public education has risen from 57.5 per cent to 59.4 per cent. In dollars, this means that a rise from \$1,259 million has taken place. In addition, budget funds outside the General Fund of the State have added another \$130 million for public education. The latest report from the State Legislative Analyst, a non-partisan official, shows that the State of California is currently paying 47.4 per cent of the total amount spent on public education from kindergarten through the first two years of college, technically reported as grades K-14. This amount, about \$950 million, includes last year's cost for teacher retirement payments of \$48 million and the debt service on capital outlay aid for local districts approximating \$41 million, not including \$12 million for free textbooks, \$5 million for special schools, and other essential educational costs.

According to Mr. A. Alan Post and other impartial experts, the difficulty with the frequently quoted percentages of State support is that such percentages do not reflect the whole story. For example, since 1952 the State has spent more than \$1,555 billion (repeat \$1,555 billion) to help local school construction projects through the State School Building Aid Program, and yet these huge subsidies are seldom mentioned by those who complain about what the State does to help local schools. IN ALL FAIRNESS to everyone in California, including professional educators, taxpayers, parents and others, the people of California should wake up to the tremendous and expensive efforts the State has made in the last 10 years in a very sincere effort to alleviate at least some of the problems of public education caused fundamentally by the great growth in population. According to A. Alan Post and other experts, the cost of educating a child in the public, tax-supported public schools of California during the past 10 years has increased almost twice as fast as the number of children enrolled in public schools. For this reason, the California State Legislature now and in the future con-

tinues to do our best to obtain good schools in the face of these monumental problems.

THE INTENT of the school finance bills which I am supporting (all but A.B. 46 by Mr. Unruh) is to increase state support for each child's education by increasing the total State guarantee through the State Foundation Program already in existence and also by obtaining additional financial resources through the greater efficiency of public school organization and operation. Our whole aim is to make more dollars available for the educational enrichment of each child in California enrolled in public schools. The phrase "free public education" does not mean that the people receive public education without paying for it. The cost of the free public school system of California comes out of the pockets of every citizen of California, whether or not they own real property, and whether or not such citizens have children or grandchildren enrolled in our free public schools. Nobody gets anything for nothing. Somebody has to pay directly or indirectly for every cent spent on the free public schools of California.

Currently, from school district to school district, the State of California supports the local school districts' budgets in proportion to the ability of each district to support itself. In this regard, the State paid more than 90 per cent of the cost of the so-called poorer districts last year.

## Candidates Meeting Set For April 8

All candidates for the City Council in the April 14 municipal election have been invited to attend a candidate's meeting sponsored by the Torrance League of Women Voters. The meeting will be held at the Torrance Recreation Center, 3031 Torrance Blvd., at 8 p.m. Wednesday, April 8. All candidates will be given equal time to present their views on current municipal issues. The session will be followed by a question-and-answer period. Mrs. Albert Nadel, past president of the League, will serve as moderator. The League has mailed questionnaires to all candidates. The questionnaires will be reproduced and distributed to all producers who attend the meeting. Mrs. Irving Boxer, voters service chairman of the League, said the meeting is designed to give voters an opportunity to hear all candidates. The League is a non-partisan organization.

## Victor School Cub Scouts to Meet Tomorrow

Cub Pack 390C will meet tomorrow evening at 7:30 at Victor Elementary School. Theme of the meeting will be Mardi Gras. Awards will be presented to members of the pack. The program will feature a grand parade of all cub scouts in the pack in costumes they have made. Hal Weinman is cubmaster of the pack. The group is sponsored by the Victor School PTA. The United States has nearly 400,000 legally blind persons, according to the National Society for the Prevention of Blindness, Inc.

## U.S. Steel Names New Public Relations Boss

M. E. "Rockey" Spicer has been named director of public relations for the Pacific Southwest district of United States Steel Corp., according to Charles W. Huse, vice president of the firm. Spicer, a veteran Southern California newspaperman and public relations man, has been assistant director for U. S. Steel for the past 10 years. The new director succeeds the late Paul Sullivan, who died in February. Before joining U. S. Steel, Spicer had been special assistant to the division manager of the Convair Division of General Dynamics Corp. He also has been public relations director for the Dan B. Miner Co. of Los Angeles and Western Air Lines. A veteran of World War II, Spicer worked for many years as a reporter in the Los Angeles and Southern California areas. He is a graduate of the University of Southern California and a member of many professional organizations.

## Obituaries

MYRTLE R. RANK Funeral services for Myrtle Eugene Rank, 83, of 1600 Torrance Blvd., will be held tomorrow at 1 p.m. in the Stone and Myers Mortuary Chapel. Mrs. Rank, a resident of Torrance for 32 years, died Tuesday. She was a member of the Rebecca Lodge of Gardena for 20 years. She is survived by her daughter-in-law, Mrs. Marie Bowman of Ohio, a granddaughter, Mrs. Eileen Roberts of Torrance, and three great-grandchildren. Interment will be Roosevelt Memorial Park.

BERTHA M. GAUDREAU Requiem mass was celebrated for Bertha Marie Gaudreau, 63, of 21014 Reynolds Drive, was celebrated Monday at St. James Church. Rosary was said Sunday evening at the Halverson-Leavell Mortuary Chapel. Mrs. Gaudreau died March 13 at a Torrance hospital. She had lived in Torrance for nine years. She is survived by her husband, Joseph, a son, Capt. Roger A. Gaudreau of the U. S. Air Force, and a daughter, Lucille Kulp of Torrance. She also is survived by a brother, Nonore Angles, and a sister, Marie Rose Violette, both of New Bedford, Mass. Interment was in Holy Cross Cemetery.

EWELL N. EDWARDS Funeral services for Ewell Nelson Edwards, 64, of 823 W. 241st St., were held yesterday at Keystone Baptist Church with the Rev. George B. Leathers and the Rev. W. I. Lowe officiating. Halverson-Leavell Mortuary was in charge of arrangements. Mr. Edwards, who had lived

in the Torrance area for 19 years, died Sunday in Torrance. He was a member of the Seaside Masonic Lodge of Long Beach. He is survived by his widow, Dorothy; two sons, Ewell Jr. of Long Beach, and Dale L. of Lakewood, and four grandchildren. Interment was in Roosevelt Memorial Park.

ESTANISLAO B. PAGALING Funeral services for Estanislao Baldonado Pagaling, 58, of 343 E. 213th St., will be held at 11 a.m. Saturday in the Stone and Myers Mortuary Chapel. The Rev. David R. Pasamonte, pastor of Wilmington Methodist Church, will officiate. Mr. Pagaling, a resident of the area for more than 34 years, died at his home Sunday. He is survived by a brother, Felmin Pagaling, and a daughter, Cecilia Pagaling, both of the Philippines. Interment will be in Pacific Crest Cemetery.

Rites Held For College President A solemn requiem mass was celebrated Friday, March 13, at St. John Fisher Church in Rolling Hills for Mother Mary du Sacre Coeur Smith, 58, president of Marymount College. The Rev. Mother died March 10 on the Palos Verdes campus. She had served as president of the college since 1960 when the campus was moved from West Los Angeles to the peninsula. Prior to that, she was president of Marymount College in Tarrytown, N.Y. The Rev. Mother was the foundress of Mother Butler Guilds in the United States. Mother Smith entered the Religious of the Sacred Heart of Mary, an international teaching order, in 1929 following two years of service on the lay faculty at Tarrytown. She was a classics scholar and held degrees from Dalhousie University in her native Halifax, Nova Scotia, and a doctorate from Fordham University. She also held an honorary Doctor of Humane Letters from Manhattanville College in New York. She was head of the Mother Butler Guilds and sponsored the foundation of the Mother Butler Center, a social welfare activity for Indians, in Sioux City, Iowa. Interment was in Calvary Cemetery in Los Angeles.

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After nearly 5 months -

# The Strike is Ended at General Telephone

Consistent with our policy of keeping our customers, shareholders and the general public informed as to the collective bargaining and strike conditions, the following is provided for your information.

A new three year contract between General Telephone and the union has been ratified. Its terms reflect the conditions which exist in this California Company. It is not related to any settlements reached with other companies in the communications industry.

Below are listed the union's demands presented September 19, the Company's offer of October 18 on the major issues and the disposition of these items in the contract as ratified.

### UNION DEMANDS

(presented to company September 19, 1963, no specified length of contract)

WAGES Grant three and one half percent average wage increase. Two wage reopeners - 12 month intervals.

VACATIONS Three weeks paid vacation after 10 years of service.

HOLIDAYS 8 guaranteed holidays per year with time and one half pay for hours worked on a holiday in addition to holiday pay. Holiday pay not to be counted towards calculation of overtime in the normal work week.

HEALTH INSURANCE Establish new basic health insurance program with Blue Cross as the carrier. Company to pay 25 percent of the premium now and 25 percent of a specified later date. Increase provisions of major medical plan from \$10,000 to \$15,000. Reduce corridor from 4% to 2%. Eliminate the minimum and maximum limitations. The above to include pensioners and their dependents.

PENSION PLAN Eliminate social security deductions by degrees over a period of five years. Increase minimum pension to \$125 per month. Establish a disability pension after 15 years of service. Reduce from 20 to 15 years the minimum service requirement for pensions. All provisions to be effective on date of new contract. These benefits also apply to those already on pension. Five-year term for pension plan agreements - from date of agreement.

### COMPANY'S OFFER

(presented to union October 18, 1963, three year contract)

WAGES Grant three and one-half percent average wage increase. Two wage reopeners - 12 month intervals.

VACATIONS Three weeks paid vacation in the 13th year of service.

HOLIDAYS 8 guaranteed holidays per year with straight time pay for hours worked on a holiday in addition to holiday pay. Holiday pay not to be counted towards calculation of overtime in the normal work week.

HEALTH INSURANCE Establish new basic health insurance program with Blue Cross as the carrier. Company to pay \$2 per month, per employee enrolled, to the monthly premium cost. Increase provisions of major medical plan from \$10,000 to \$15,000 for lifetime maximum benefits. Reduce corridor from 4% to 2% of employees' annual wage with \$100 minimum. The above to apply to active employees and their dependents.

PENSION PLAN For employees who retire on and after January 1, 1964 (a) Reduce social security offset to zero over ten year period - 1964 through 1973 (b) Establish disability pension provisions for employees with 15 years' service, effective January 1, 1965 (c) Reduce minimum service requirement for pension from the present 20 years to 15 years as of January 1, 1966 (d) Increase minimum pension from \$115 per month to \$125 with 40 years' service; \$120 per month with 30-39 years' service; \$115 per month with 15-29 years' service, effective January 1, 1966 (e) Ten year term for pension plan agreement - January 1, 1964 to January 1, 1974

### TERMS OF AGREEMENT

(signed by company and union March 7, 1964, three year contract effective March 15, 1964)

WAGES Same as company's offer of October 18, 1963 with provision that no employee will receive less than \$2 per week increase. This exceeds our October 18, 1963 offer by \$20,000 total annually.

VACATIONS Same as Company's offer of October 18, 1963 except for a reopening during term of three year contract.

HOLIDAYS Holiday provision unchanged.

HEALTH INSURANCE Same as Company's offer of October 18, 1963 with provision that Company will pay an additional \$2 per month per employee enrolled, to the monthly premium cost for basic health insurance at the end of one year.

PENSION PLAN Same as Company's offer of October 18, 1963 with provision that Company agrees to two reopeners concerning amount of social security deductions - one at the end of three years - one at the end of six years.

We appreciate the fine cooperation displayed by our customers, and their many expressions of confidence which sustained us in our efforts to maintain telephone service during this labor dispute.

## GENERAL TELEPHONE

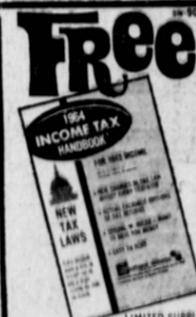
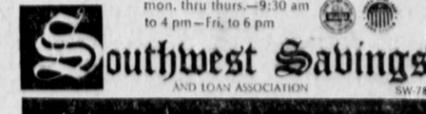


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