

PERSISTENT PEDDLERS

"We would like to welcome you to this area. As an expression of our sincerity we would like to send to your home, free of charge, several magazines. They are . . . We would appreciate it if you would give us your permission to order these magazines. Incidentally, there will be a small service charge of 50¢ a week."

A number of people in this area have been hearing words to this effect over the telephone. A little mathematics shows that 50¢ a week means \$26. a year! A person can buy quite a number of magazines at discount prices directly from reputable firms for that kind of money.

The world is full of individuals and companies who are attempting to get people to part with their hard earned money. Here are several good rules to follow concerning those who would contact you to sell you their goods:

1. Hang up on a telephone peddler. You don't owe him the *courtesy* of listening.

2. Be absolutely certain of the credentials of the salesman who comes to your door. If there is the slightest doubt in your mind, *don't let him in.* If you desire to check him out, call the Chamber of Commerce.
3. If you are uninterested in the seller's product don't let him in. You don't owe him the time of day.
4. If you DO allow the vendor in to show you his wares, remember that you are **IN NO WAY OBLIGATED TO HIM.**
5. **DON'T** sign your name to any thing until you have read and thoroughly understood the fine print. Watch especially for vague or indefinite delivery date for the goods. Get a legible receipt for any money you may pay as "deposit".

There are reputable salesmen with good products. Such men and women will not be afraid to have you check them out and will not be offended if you are cautious.

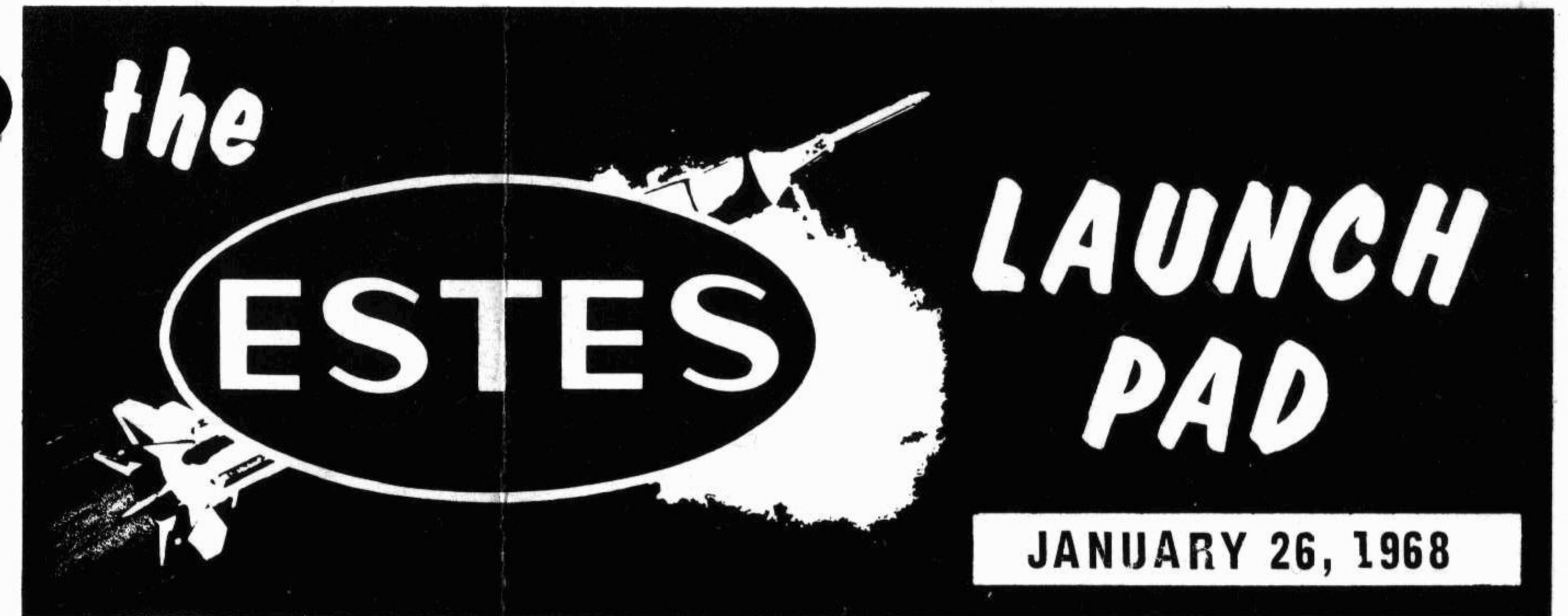
Otherwise: **WATCH OUT!**



Every minute you are angry you lose sixty seconds of happiness.



MB



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SCENES OF THE BIG MOVE



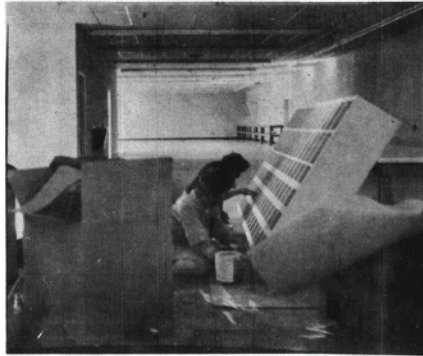
I Took My
Camera
and
Here Is
What
I Saw . . .



"I think it would look better on that side, don't you?"



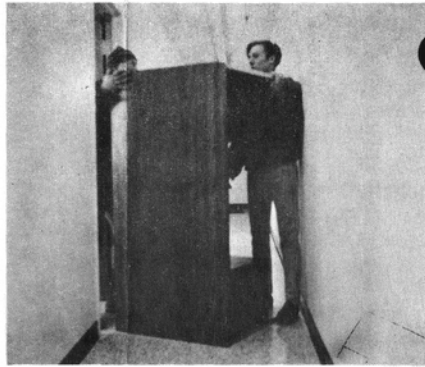
Easy does it, fellows!



Barbara Corwin and Mackie Young turn painters in preparation for the move of the shipping department.



At least Kathy looks settled....



Anyone care to try typing on that desk?



Is that a microphone, Arlene?

PERSONAL GLIMPSES

Last Launch Pad we reported that Mark Gilbert was scheduled for open heart surgery. We can now report that the surgery has been performed, and the doctor indicates a complete correction of Mark's heart problem has been achieved.

The woodshop is delighted to have June Knight back to work following her surgery.

Phil Thompson of the woodshop won the *Color T.V.* in the Christmas drawing at Bill Berry Motor Co. Some people have *all* the luck. . . .

The shipping crew gave the manager, Don Chumbley, TWO calls for his birthday. Sounds great, Don.

WELCOME NEW EMPLOYEES

Bob Cannon — Colorado Springs Educational Director. Two children. Hobbies: Photography, skiing.

Marie Christensen — Canon City — Mailroom, graveyard. Hobbies: Sewing and crafts.

Louella Kirkendall — Canon City Bookkeeper, Day shift. Hobbies: Textile painting and knitting.

John Mike Murphy — Pueblo — Machine shop, Day shift. One child. Hobbies: Cars.

Floyd Phillips — Canon City — Carpentry, Maintenance and repair, Day shift. Three children.

. . . We are proud to have you join our crew.

HAPPY BIRTHDAY!

Alice Hammock	February 6
Robert Reddington	February 7
Louella Kirkendall	February 7

MODEL ROCKETRY *in the News*

The February issue of the *MODEL CAR AND SCIENCE* magazine contains a five-page illustrated article entitled *Prepare to Launch*. It gives some background on model rocketry with a series of pictures showing the basic steps for building an *Alpha* (K-25). Another story, explaining the steps in model rocket launching will appear next month.

Last August, the ninth National Model Rocket Championship Meet (NARAM-9) was held at Mankato State College, Mankato, Minnesota. An article describing this meet appears in the January issue of *AMERICAN AIRCRAFT MODELER*.

One of the many features of the meet was the launching of the

WHO'S WHO

Gene Street is the Chief Artist and Composition man at Estes, and does most of the art and layout work for the publications which come off the company presses. For many months he also supervised the print shop and much of the dark room operation.

An avid model builder with natural artistic abilities, Gene continues to research and develop new products. Many kits and accessories have been created by him, including the new Saturn 1-B. He is also very proud to have had a part in the exterior design of our new home.

Gene joined Estes Industries in June, 1963. At that time he was working on a correspondence course in commercial art. It was a dream fulfilled — even if it did mean starting in the "pantry" of the old office building.

Although raised in Colorado Springs — Gene, with his lovely wife Dorie and their three children now enjoy country living in Penrose.

Saturn 1-B (Uprated Saturn I). The model is pictured in the story in three separate photographs.

Also mentioned was Jaroslav's visit to the United States as a guest of Estes Industries. He was present at the meet. Most of us remember this friendly Czechoslovakian.

One note of definite interest was the announcement that the American Institute of Aeronautics and Astronautics' education committee has endorsed the use of model rockets by its members. This means "The AIAA's new position opens the way for college and university students, affiliated with the organization, to carry out model rocket experiments as an official section activity."