ARTHUR JOHNSON

Area realtor heads Ontario association

Georgetown Real Estate. broker Art Johnson has been elected president of the Onlario Real Estate-Association

Mr. Johnson is the president of Johnson-Carney Limited, a real estate and mortgage brokerage firm with its head office in Georgetown, and 17 branch offices in south-central Ontario. The firm employs almost 250 people, including 200 licenced salespeople.

Mr. Johnson, 41, is n graduate of the University of Guelph, and holds the designation F R I. (Fellow of the Real Estate Institute of Canada). He is a director of the Canadian Real Estate Association, and has been a director of the Ontario Real Estate Association since 1975. He is also a past president of the Brampton Real Estate Board.

Johnson Carney Limited was

number of other communities around the Metro Toronto Escarpment Commission and area. This brings Johnson the Planning Act Review Carney's business sphere to a Committee. total of about 30 communities. Mr. Johnson said

on the growth potential of the committee area. The new locations are the area as well as existing which brokers, Mr Johnson said In satisfaction existing operations

successful," Mr. Johnson said. Ontario," "A very high percentage of the staff has remained with the association has been effective firm after the new company in its activities in recent years, has been brought in." In and he sees no need for a Georgetown, a number of the number of major changes. He original people are still with does think there are areas in

firm's training program for its Jectives

management training government contributions programs

only if we believe they will spring session of 1979. succeed, which to us means. The second area in which that they will enjoy selling real. Mr. Johnson is interested is estate. We believe that is first that of management systems. and foremost. The second He said the staff of the consideration is whether or not association has worked well. they can earn a good living but with the changing memdoing it."



ARTHUR JORNSON

formed in the summer of 1970. He became president of the with the amalgemation of two Brampton Real Estate Board existing companies. P.J. in 1971, and became involved Carney Real Estate Limited of with the Ontario Real Estate Georgetown and Arthur Association shortly after, Johnson Realtor At the time of serving on a number of amalgamation, the committees In 1975, Mr company had four offices in Johnson was elected director-Georgetown. Brampton, at large in charge of the Orangeville and Woodland legislation committee. In this Beach, and had 20 salespeople. capacity, he was involved in a Johnson Carney Limited number of presentations to the now has 17 fully staffed offices, provincial government, in and is also doing business in a particular, presentations involving the Niagara

In 1976, Mr. Johnson became vice-president of the Ontario When Johnson Carney sets. Association and held that up a new office, they choose position for two years. He was their market areas based also chairman of the education

"One of the things I feel we chosen in close co-operation achieved during the period with the real estate board in when I was vice-president gave me great the last four or five years, the development of a training growth in the company has course for the association. been as a result of purchases of which is now being successfully presented in a "This has proven very number of centres across

Mr. Johnson said the which "I feel I can help the Mr Johnson credits the association achieve its ob-

salespeople as being a major. One of the projects of the factor in the success of the association has been to draw up a draft proposal to change "We consider ourselves to be the Real Estate Agency Act one of the foremost companies. Over four years ago, Mr. in North America in the area of Johnson said, the association sales training," Mr. Johnson studied its relationship to the said The company has two Ontario government, and employees involved in the area concluded that it could do a of sales training full-time; better job of controlling its Graham Reeve, director of members than the government development, and Jane Cole, could A draft bill was drawn sales framing supervisor Mr. up by the association which Johnson was formerly in permitted the regulation of the volved in sales and real estate industry by management training, and the public at large, industry said continues to play a major representatives, and, "in the role in Johnson Carney's beginning, at least", some

Mr Johnson said the "I believe we're successful provincial government has today because of our training encouraged the association to programs." Mr. Johnson said continue with its work on this "Our selection process project Mr Johnson saidhe requires that an individual be would like to see the proposed interviewed by a minimum of legislation become law during three of our management his term or shortly thereafter. personnel Should they decide. The association is hoping the to come into real estate, we bill will be presented to will encourage them to do so Queen's Park during the

bers in the elected volunteer Mr. Johnson first moved to positions, there is a tack of Georgetown in 1967, becoming direction and continuity from involved in the activities of the year to year. Mr Johnson said Brampton Real Estate Board, he is hoping to bring a set of

management objectives to the executive committee and the directorate. If the committee and the directorate adopt these objectives, the various committees of the association will be asked to draw up their own set of objectives, to provide

The Ontario Real Estate Association is made up of members from the 47 real estate boards in Ontario, and provides membership services to the various boards. Mem bership in the association is not compulsory, Mr. Johnson said, but all the boards have

The association is not really above the boards," he said. "The board is really the key organization. The board could function without the association "

"It's the 47 hoards which really make the decisions as to what happens at the association. The association is a grass-roots organization. concerned in what's happening at the grass roots," Mr Johnson said

Mr. Johnson and his wife, Barbara, live in Mississauga with their children, Brian, Barbara Lee and David



McDonald's

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Centennial

any Limited of Glen Williams Samuel Penrice, Frank Grew is celebrating its 100th year of and Gordon Graham. Two, turning out "Glenmont" socks. years later, Mr. Grew died, banks of the Credit River in Penrice continued in partner-1978, and was originally named the Hirst Woollen Mills. II was purchased by an English immigrant from Yorkshire. whose name as Samuel Beanmont. The operation was handed down to Samuel's son, Joseph, and then to Joseph's

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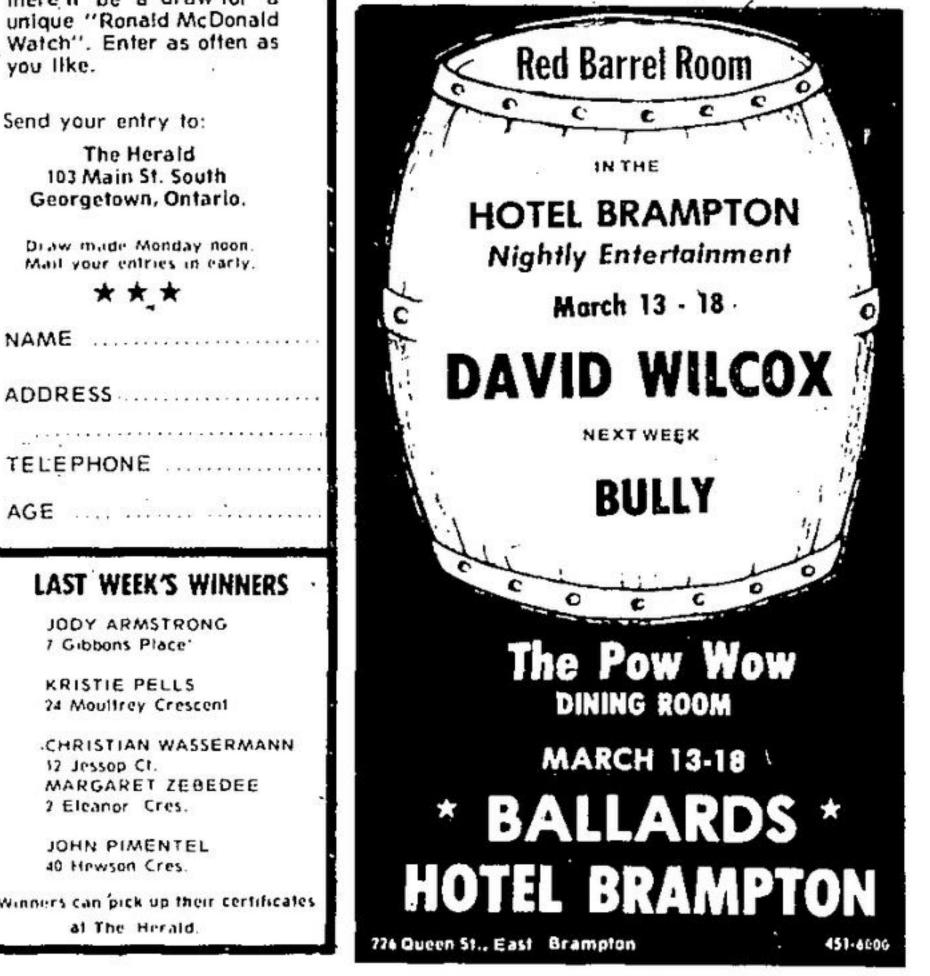
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When Mr. Graham retired in 1974, he sold his interest in the company to Mr. Penrice's son, Doug, who is now vice-president of the company and plant manager. The business is still son, Arthur in 1943. The busi-family-owned.



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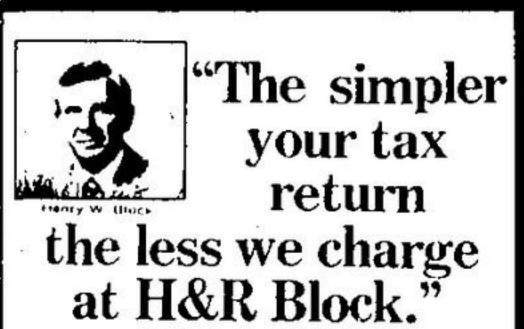
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