



THE AMERICAN INSTITUTE FOR FOREIGN TRADE



ALUMNI BULLETIN

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MARCH, 1951

AIFT EXPANDS TRAINING PROGRAM

AIFT is embarking this year on a new type of training program, designed especially to be of direct service to American business firms which want to send experienced people from their domestic organization to assignments in foreign countries. This course is called the Key-Man Program. It offers an intensive six-weeks course in the Spanish language and a strong indoctrination in area characteristics of the Latin American countries. Students are expected to acquire a fluent working vocabulary of approximately 2,000 words. They spend twenty-seven and one-half hours each week in language classes.

The new program was launched on February 5, with a group of students from Procter & Gamble who are being prepared for positions in Mexico, Cuba, and Venezuela.

A second session is scheduled to start on April 2 and will run through May 12. Future sessions will, of course, depend on the demand and on available facilities for giving this intensive training. The Administration has high hopes for this new service to industry.

FIVE-YEAR CLASS BOOK TO BE PUBLISHED

"Horizons", the AIFT class book, is due to come off the press the middle of April. "Horizons" will be attractively bound and will contain both a written and pictorial history of each of the five years of operation at AIFT. In addition, the picture, present location, and address of each alumnus (the Alumni Directory) will be included.

The cost of this fifty-page book will be \$3, plus postage and handling charges. The Alumni Association will absorb these charges for all domestic addressees if the enclosed order card is returned to us and payment is made in advance—on or before March 25. Those with foreign addresses who wish to have a copy of "Horizons" should notify the alumni office as soon as possible. Since many of you are located so far from home, you will not receive this Bulletin in time to meet the March 25th deadline. The Alumni Office is ordering sufficient copies to take care of your expected demand. Foreign addressees will be billed \$3, plus postage and handling charges, when you receive your copy of "Horizons".

Most of you have expressed an interest in such a publication. Here it is—no, only giving you what you wanted as a class but supplying also the whole school's history (including faculty and administration) and the Alumni Directory for 1951. Please place your order as soon as possible—we think you will be happy with your purchase!

FROM YOUR ALUMNI DIRECTOR

First, we want to express our appreciation to the hundreds of alumni who remembered us during the Christmas season. There were far more than we could individually thank, so we are taking this opportunity to say it—many, many thanks!

The AIFT Alumni Chapters in San Francisco, Chicago, and New York, have continued to expand their activities and associations during the past few months. There are also rumblings of the formation of a new chapter in Los Angeles. Any alumni who have just arrived in any of these areas (or if you have just neglected to affiliate yourself with the "gang") should contact the following Alumni Chapter leaders: Peter R. Mayor; 1700 40th Avenue; San Francisco—phone Skyline 1-2374. Robert L. Bean; 1356 Jarvis Avenue; Chicago 26, Illinois—phone AMBassador 2-7652. Miss Florence Mervis; 2665 Grand Concourse; Bronx, New York—phone FO 5-8322—or John Lien in Jackson Heights, L.I., New York, at 79-06 19th Road—phone Astoria 8-6679. Paul M. Gwartney; 4102½-A Berenice Avenue; Los Angeles 31,—or Gene Merrill in Montebello at 621 W. Cleveland Avenue.

Since writing the last Bulletin, we have made a strenuous effort to contact all former students from whom we have not heard in over a year. The response to this campaign was so good that we have almost too many news items to use in the small space afforded us. However, we have made a particular effort to print items concerning those people whose names have been long absent from these pages. Here they are—

CLASS OF 1947

Jack and Mary Lou Srouse are still in New York City, where Jack is now Vice President of Kenyon & Eckhardt, Inc. Ralph Hardy has spent the last four years as a member of the faculty of the Presque Isle Schools in Maine. Warner Kennon has remained in Atlanta where he is Vice President and Manager of Minit Car Wash, Inc. "Chili" Chilcote stopped off for a short visit here at the school—he was formerly with Goodyear at Cali, Colombia; but is now covering Arizona and five other mountain states for the Manhattan Rubber Company. Joe Jolly, formerly with United Fruit Company, has taken a position with Tropical Oil Company in Barranca Bermeja, Colombia, as assistant to the superintendent. Irwin Marks married Miss Cynthia Louise Jackson of New Bedford, Massachusetts—Irwin is sales and branch manager for Columbia Pictures of Colombia, Inc. in Bogota.

Florence Mervis is one of the guiding lights of the New York Chapter of the AIFT Alumni Association — the last gathering of the New York group turned up Herb and Mal Lindstrom now in Philadelphia; Emily Adacusk, a student at New York University;

(Continued on Page 2)

HONOR ROLL

The following alumni have contributed a total of \$583 to the first Annual AIFT Alumni Fund as the Bulletin goes to press. These men and women rate particular commendation for their foresight and generosity in promptly answering the first appeal for funds.

Class of 1947

Emily Adacusky
James B. Boyce
Benjamin Cohen
Bruce Fagen
Smokey Killen
Karl Klomann
Edwin Lamb
Herb Lindstrom
Cecil Mann
Irwin Marks
Robert Michael
Duane Mong
Shel Pooley
Charles Ritter
E. R. Schneider
Bill Tunnell
Lt. G. H. Walters

Class of 1948

Ted Brill
Robert Brock
Robert Brownell
Richard Drye
Norm Gray
Robert Hamlin
Juan Lujan
Bob Munger
Earl Osburn
Ed Pfeifer
Lee Stalker
James Thomas
E. J. Wilson
Steve Whelan
Robert Whitaker

Class of Jan. 1949

Gary Galloway
Barbara Grady
Paul Gundy
Charles Palm
Keith Rowe
William Springer

Class of June 1949

Robert Allen
Dave Clay
Bernhard Edgar
Warren Grant
Rowley Lascelles
F. James Lee
Dave Moir
Mel Mellinger
Petco Petcoff
James Shea
Dwight A. Steffen
Gordon Young
William Zychewicz

Class of January 1950

Sterling Boyce
Gunner Johnson
Richard Lawyer
S. E. McKelvey
Herb Mendelsohn
George Miller
Jack Rivers
Robert Walker

Class of June 1950

Warren Algeo
Ken Brown
Donald Clark
Stephen Conger
Joe DeCosta
Fred DeRoeber
Hank Ralicki
William Harris
Fred Kemp
Bob Larimer
Dale Lucal
Charles Mitchell
Charles Muse
Graham Ruff
Warner Straley
John Throm
Clyde Wiggins

CLASS OF 1947

(Continued from Page 1)

and Jim Boyce, Far East circulation manager for Time-Life International. We finally caught up with Frank King who, after spending two years in Maracai-bo, has spent the last eighteen months in the Middle East on the Trans-Arabian Pipeline, most of his time being spent in Syria doing Public Relations work with that government—Frank is ready to head back to South America any time. "Gordo" McCormack finally broke down and sent us a card telling of his work with the Evening Star Newspaper Company in Washington, D.C., as well as his attending George Washington University at night—he needs only a few hours more work for his degree in foreign affairs, but will probably stay in Washington even after the completion of his course.

Meta Willis is now Mrs. N. J. Korez of Chicago—she is in the midst of a campaign of trying to convince her new husband that South America needs refrigeration and air conditioning. Jim Ryan is in the same government agency he started with in 1947 and has managed to remain a bachelor. Ed Engelsen is in the

Foreign Department of the Bank of California in San Francisco. Jim Thomas has returned from Mexico City College, where he received his Masters degree, and is in a training job with Market Basket in Olean, New York.

Ray Chartraw is with Nordberg Manufacturing Company in Milwaukee and has had to change his plans for taking up residence in Colombia at least for the time being. Bob Weiss is with the District Attorney in Los Angeles County, California, as an investigator. We finally got a card from the Slovick family, so we know their Chicago address is still correct; but we haven't the foggiest notion of what they are doing there. Merle Johnson is treasurer of Newday Seedsmen, Inc. in Fargo, North Dakota. George Andrews is with the same organization over in Platteville, Wisconsin. Joe Cole has bought himself a house in Louisville, Kentucky, where he is associated with Brown-Forman Distillery. Ed McGettrick is a communications specialist for the Department of Defense in Washington, D.C.—he reports seeing Marv Mayeux occasionally—Marv has returned to Washington from his American Consulate post in Porto Alegre, Brazil.

At present, Ben Cohen is manager of the stationery department of Whitlock's Inc. in New Haven, Connecticut; however, Ben is still looking for foreign trade work in the New York-New England area. Bob Glendinning has remained with the New York Telephone Company as a special representative. Bruce Fagen is secretary-treasurer of the Cinema Educational Guild in Hollywood. Bob Anderson, formerly with Goodyear, is now located with the St. Paul Mercury Indemnity Company of Glenview, Illinois. Joe Klein and Shel Pooley, along with other Phoenix businessmen, received certificates at our mid term graduation as honorary lecturers. They have lectured in their specialties to the marketing, salesmanship, and advertising classes here. Doyle Lowe turned up at our Phoenix alumni dinner—Doyle is with the Arizona State Tax Commission. Ray Florez, having completed his work at Arizona State, is teaching Spanish and English in the Phoenix Schools. Ray says he tried our AIFT Portuguese on a visiting Brazilian and the stuff actually worked.

Morgan Bodie is a Marine Surveyor for Carman and Company in Baltimore, Maryland. That old Irishman, Sean O'Connell, let us know that he is with the Monarch Buick Company in New York City—he uses the New York Athletic Club as his address. Allen Follett is a salesman with the National Biscuit Company in Madison, Wisconsin. T. P. O'Conner is back in the States, where he has acquired both a bride and a job with Aetna Casualty & Surety Company as claims adjuster. T. P. says he would like very much to see the Foreign Shore again. Bob and Helen Golden have continued with Pan American Grace Airways in Miami, Florida.

Cecil Mann's last adventure was operating a converted LCI on a freight run to Central America. Somehow or another, we addressed Lt. George H. Walters as "Sergeant"—he brought our attention to the error very effectively by merely sending back the envelope with the "Sgt." underlined—our apologies, George. Tony Schneider over in Avondale, Arizona, has the distinction of being the first contributor to the AIFT Alumni Fund. Bill Tunnell is working on his Masters degree in Latin American Studies at the University of Texas—he has hopes of getting back to South America when his education is completed. Charlie Ritter and his attractive Panamanian wife were visitors here prior to their re-

turning to Charlie's position with Creole Petroleum Corporation in La Salina, Venezuela.

Bill Cole is back in Falls Church, Virginia, but has every intention of returning to Paris where he has already spent some two years studying. Al Romo has been recalled to the Armed Forces, and is at present in training at Camp Roberts, California. Woody Wallis has also been recalled to active duty with the Air Force. Frank McDonald is manager of the Elmco Corporation in Salt Lake City. Gloria Wasielewski was fortunate enough to get her vacation from the Culural Institute in Rio Grande do Sul, Brazil, in time to spend Christmas at home and New Years at AIFT's bang-up celebration. George Diez has been detailed to Washington, D.C. for a year—you will remember that George has been in Buenos Aires for two years with the U.S. State Department.

John Bridge dropped off for a visit on his way to San Francisco—John had just returned from Singapore where he was connected with American President Lines. After spending a year with National City Bank in Chile, Ernest Olsen has returned to Pasadena, California, where he is a special representative for Remington Rand, Inc. Bob Whitaker wrote us a long and newsy letter from Habana. He has been associated with the Gillette Safety Razor Company there for two years. Paul Doran is with the Flying Tigers Line, Inc. flying the Korean airlift. Bill Bierer, AIFT purchasing agent, passed out cigars to celebrate the arrival of son No. 2 in Feb.

CLASS OF 1948

We had a note from Bud and Tari Kennedy from Lima, Peru—Bud is happily situated there with Sterling Products, but he bemoans the lack of good old A-uno. John Lien continues to be active in the New York Chapter of the AIFT Alumni Association, and reports having spent a weekend visiting with Clete Stallbaumer. Clete was on his way back to West Africa, where he is situated with Goodyear. Charles Lewis has returned from Rio de Janeiro and has resigned from the Singer Sewing Machine Company—he is presently in Downingtown, Pennsylvania. A card from Betty Wright tells us that Hal is now playing basketball for the Navy on Kwajalein. Betty says that young Hal is like the old man except that he has hair.

Bob Bean wrote us a nice letter from Chicago telling us of the alumni gathering there, and enclosed a clipping from "Advertising Age" telling of Chuck Bier's marriage to Carmen Hill, of Pasadena, California, and also of Chuck's promotion as publicity manager of the western region for Northwest Airlines. Chuck's new job in the Seattle regional office of the line will be handling the Pacific Northwest region, Alaska, and Hawaii. Another '48er to enter the state of matrimony is George Miller—he married a Mexican girl whom he met while attending Mexico City College. After returning to the States, George was employed by the Ford Motor Company's International Division. After Norm Gray had told us he was being sent to Buenos Aires, he sent us a quick note changing his address to São Paulo, Brazil—Norm is with Goodyear there. Spencer Adams is in Montevideo with Standard Brands, and reports that Jim LaGasa is also located there working for the McGraw-Hill Publishing Company.

Tracy Hastings left the fourth of February for a ten-week jaunt through Mexico and Central America for Firestone Interamerica Company. Bill Ellett who was in Venezuela with the Creole Petroleum Company is now in Wichita, Kansas, with Boeing Airplane Com-

pany. Bert Hafkin has completed his college work and has landed a job with Charles S. Jacobowitz Company in Buffalo, New York — he is at present in the midst of voluminous Latin American correspondence for his organization. Don Lenertz has taken his new bride to Caracas, where he is located with Procter & Gamble. Henry Bourgeois is in the foreign sales division of Minnesota Mining & Manufacturing Company in New York. Norm Staples is in the real estate business in Greenwich, Connecticut, as Vice President and General Manager of the Stambaugh-Williams Company.

Bill Eichelberger is a partner in the Werle Construction Company in Maryland. Bill Davis is a professional services representative in Greensboro, North Carolina, for the Schering Corporation. Bob Green is the staff physical therapist for the Utah State Board of Health. Bob Eastmond is on the staff at Latter Day Saints Hospital in Salt Lake City, and Jerry Shields is a salesman with the New York Life Insurance Company there. Jim Van Landingham has been moved to New York City where he is handling export accounts for the Goodyear Tire and Rubber Company. "Dixie" Mechling is in Buenos Aires with the U.S. State Department. The Canton Drop Forging Company has added Ted Nicholson to their rolls as instrument technician.

Lowell Marcus is a South American Division Staff man for Goodyear Tire & Rubber Export Company — he is eagerly awaiting an opening in this division that will allow him to go south. John Little is associated with Charles Garoian in Los Angeles in the import-export of farm machinery, chemicals, etc. John Schlosser is credit manager for Fireside Tire & Rubber Company in Lima, Ohio — John was married a year and a half ago and has started a family. Dave Moring is in Caracas, Venezuela, as chief clerk of the Vengref Oil Company. Dick Bentley checked in from Webb City, Missouri, where he is advertising salesman for the International Shoe Company. Elliott White is an investigator for the U.S. Government—he, Candace, and the youngster are currently living in St. Louis, Missouri.

Clint Bagley is division manager for Sears Roebuck & Company in Dallas, Texas. Evidently, the Phoenix climate agrees with Dick Burkland and his family as they have remained here since graduation — Dick is a field representative for the Shell Chemical Corporation. Gus Sonnenberg is now a sales trainee with the Golden State Company, Ltd. in San Francisco.

Juan Lujan brought us up to date on his job with Mene Grande Oil Company in Barcelona, Venezuela, and he reports seeing many former AIFT'ers there. Bob Hamlin dropped us a line from Joliet, Illinois—Bob is expecting to return to South America some time soon. Dick Drye dropped us a line from Louisville, Kentucky, where he is currently engaged in the practice of law—Dick has applied for admittance to Cambridge University in England, and plans to matriculate there barring unforeseen international complications. A Christmas card and a note from Bob and Mary Jean Brownell proves them enthusiastic about Sterling Products, Monterrey, and AIFT—the only Pájaro they run into with regularity is Sam Rivotuso. After a long silence, Bob "Centerfield" Munger from Dayton, Ohio, checked in — although Bob's work is domestic, he spent last summer in Taxco, Mexico City, and Acapulco—he says he got a big kick out of the sights and using his Spanish on the natives.

We haven't heard from Ed Pfeifer since he told us he had been accepted for two excellent positions, one with the Government and one with private industry—both propositions meant waiting for the necessary opening. We all hope it has come through to his satisfaction. Clyde Rodkey, on vacation from Standard Oil in Aruba, dropped in to visit for a day or two at AIFT and stayed a week. Clyde was afraid he was getting island happy down there, but a short treatment of the present U.S. cost of living made him think it was all in the mind.

Vern Johnson blew through on a quick trip to Houston where he planned to start his own private deal. Ted Brill is still running the Lagunillas industrial relations office of Mene Grande Oil Company and "sweating out" the international situation just like the rest of us. Dave Gregory completed his work for his degree at the University of Southern California and paid AIFT a visit at the beginning of his job hunting expedition. Willy Privett is back on active duty with the Navy. Bob Donnell, after completing his college work, was called to service with the Army at Fort Benning. Olly Chapman is secretary of the Chapman Lumber Company in Waterloo, Iowa.

CLASS OF FEBRUARY 1949

Gayle and Frank Bunts, sub-account and pro-manager of National City Bank in San Juan, came to the States in January for a vacation. We hear that Ted Waison is doing a fine job as regional manager for Henry Ferguson Tractor Company in Buenos Aires. Ev Lee has graduated from Mississippi Southern College, and won the Wall Street Journal Student Achievement Award as the outstanding economics student there — Ev and his family have settled in Jackson, Mississippi, where he is an insurance adjuster for General Insurance Agency of Jackson. Carl Langenskiold dropped us a card from Stockholm, Sweden, where he is assistant stock broker at the Stock Exchange in Stockholm.

Jim McGrew took over the Austin office of Group Hospital Service, Inc., as regional director — the McGrews are building a home there and are planning to settle down at least for the foreseeable future. Brad Hoyt and his bride, the former Susan Russell of Santa Barbara, California, are living in Oakland, and Brad is a salesman for Circus Foods, Inc. Jim Heinecke has switched over from the American President Lines to Atkins, Kroll, & Company, where he is a trader for the South Sea Island area — Jim has a desk across from Neil Clark, who handles the Guam account. Steve DeBarry is a mechanical engineer draftsman for Sterling Engineering and Manufacturing Company in Wilkes Barre, Pennsylvania. Sgt. Tom Lodico and Elaine have bought themselves a home in Downey, California—Tom is at present stationed at Fort MacArthur, California.

Bill Weiler has completed the work for his degree at the University of Utah, as he puts it "much to his surprise", and is now happily situated as head of the statistics department of the Western States Machine Company — Bill also does the Spanish correspondence translation for his organization. Bill Volkers seems to be pretty well settled in Sacramento, California.—Bill married a local girl there on December 26, 1950. Barbara Ann Grady is back on active duty with the Armed Forces in Washington, D.C.—Barbara claims her feet have grown three sizes in two months from covering the miles of concrete floors in the Pentagon.

Paul Gundy dropped us a line, along with his contribution to the Alumni Fund,—he is expecting to

be transferred from his present post in Haiti within the next month or two. Paul enjoys Port au Prince, his only complaint being that he doesn't run into the Pájaros that he used to in Venezuela. Gary Galloway checked in from Barcelona, Venezuela, where he continues to enjoy his lot with Mene Grande Oil Company. Keith Rowe has been moved to Santos, Brazil, temporarily, and is enjoying it there very much.

We have an awful time trying to keep track of Tom Burns as the Pepsi Cola Company seems to keep him on the move. We know he was married last year in Caracas, our next address for him was Panama, then San Jose, Costa Rica—we don't know just where he is now. Bob Cheroske is teaching high school in the Long Beach School District, and rapidly acquiring his Masters degree at Long Beach State College.

CLASS OF JUNE 1949

Harold Berman is with Currie's Ice Cream Company as merchandising manager in Los Angeles. Phil Johnson is an accountant for the United Gas Corporation in Sinton, Texas, — the Johnsons say they would like to be on the "beaten track" so that they could see some of the former T'birders occasionally. John Jorgenson is an executive secretary for the Michigan Jr. Chamber of Commerce in Lansing — John has completed his degree in business administration at Northern Michigan College. Gerald Marugg is head of production control for the Fletcher Aviation Corporation in Pasadena, California.

Remember Bill Lester? Bill is deputy field engineer for the Federal Housing Administration in Tampa, Florida; and at present, he is on a diet to see if he can make his old uniforms fit—he was expecting to see Flip Dauenhauer and added the information that Flip had taken himself a wife. Bill Hoge is an inspector for the Immigration and Naturalization Service in Indio, California. Mel Reddy is in Denver, Colorado, with the Gates Rubber Company as factory engineer —Mel has high hopes of getting into foreign trade work in the very near future. The Reg Ambacks are located in Newark, New Jersey, where Reg works as an accountant for the American Agricultural Chemical Company.

The Bentley Jenkins are in Flushing, New York, where Ben is sales representative for the Investors Diversified Services. Joe Zychiewicz (we know him as Mr. Z) has been selling Chryslers and Plymouths for a year and is attending University of Detroit part time. Capt. Bill Pflueger has accepted a regular army commission, and he says he seems to be connected with a going organization that expects to be in business for a long time. Irene Drobnak is secretary to the Vice President and General Counsel of the Ford Motor Company in Detroit, Michigan. Bob Ross has just finished six months in Mexico, and was scheduled for a new assignment December 28 — he is Central American Representative for the Inter-American Orange Crush Company.

Bill and Cathy Burns are located in Kansas City, Missouri, where Bill is assistant export manager for the Clipper Manufacturing Company. Francis and Alice Hyde Hughes are living in Lansing, Michigan, where Frank is in the real estate business — they say they both have a distinct nostalgia for Phoenix at this time of year. George Nichols is a department head for Montgomery Ward and Co. in Burlingame, California.

In our last bulletin, we said that Dick Pfeiffer and Frank Mordecai had leased some land between Managua and Nicaragua. Anyone who has taken Dr. Schurz's area course would know it would have to be between "Nicaragua and Managua" — they are really between Managua and Diriamba, and according to Time Magazine of March 5 they are doing fine on their cotton proposition. Jim Blackburn married Miss Clare Yotter of Phoenix, and they returned to Bowling Green, where Jim is an assessment representative for the Kentucky Department of Revenue. Gorge Brookhouser is in Elyria, Ohio, where he is a sales representative for Ohio, Indiana, and Kentucky for the Manchester Hosiery Mills — George still has foreign work in the back of his mind. Ray Heider has taken a position as special agent for the Prudential Insurance Company of America in Long Beach.

Vince Ogletree is a traveling representative for the Lumbermen's Association of Texas — the base of operation is in Houston. Jim Maguire is in Caracas, where he is a farm machinery salesman for International General Electric. Jack Carlson is teaching in Lynwood City Schools of California, and says he would like to follow this profession in South America. Tom and Barbara Frey are working for Swift and Company in Chicago — Barbara is also attending Northwestern Medical School, and they have good possibilities of going abroad for Swift and Company in the near future.

Bob Holmes is working for the Minneapolis Star and Tribune. Paul Barnes is in Anderson, Indiana, doing contract sales work for the Pittsburgh-Plate Glass Company. A recent letter from Jerry Mason tells us that he has started to work in the export department of Standard Oil of California and works in the same office with Stan Gilbert. A wedding announcement told us of Stan's marriage to Miss Elizabeth Jones in Oakland. John Jones got his degree in foreign trade at USC, and has established himself as export traffic manager for the James G. Wiley Company, customhouse brokers, in Los Angeles. Chuck Cook is finishing up his work at the University of California in Santa Barbara, and is afraid he will have to postpone his foreign trade career for the Army Air Force.

Harold and Rosalind Landson are in Hartford, Connecticut, where Harold is general manager of E. Sullivan, Inc.—they mentioned seeing Bob and Beth Ellis off to Puerto Rico, where Bob will take further training with National City Bank. Hank Mulryan is working for the Industrial Exports Corporation in Los Angeles, and using the services of the alumni bureau to further his contacts in South America. Gene and Marilyn Merrill are working hard helping to get the Los Angeles alumni group organized — Gene is with the Bank of America. Shep Roberts reports that everything is running along smoothly in Rio — he is still with the First National Bank of Boston.

Mel Mellinger visited here after the yearly gathering of the Pepsi Cola clan in New York, and was due to go to Hermosillo to cover the northern part of Mexico for that organization. However, he was waylaid at the Border by a telegram from the home office, transferring him to Brisbane, Australia. Dave Clay and Petco Petcoff are also in Brisbane with the same organization, and we are wondering if Australia can stand the shock of having three former T'birders in the same hotel (Lennons). Keith Algier has finished his schooling, and is now with International Firestone Company in Akron, Ohio. Ed Prochnik is in Hong Kong, China,

with Union Carbide & Carbon Corporation. Paul Miller dropped us a line from Frankfurt, Germany, where he is temporarily located with the State Department—he expects to be transferred to Coblenz.

Jim Shea has left his job with the Aftosa Commission and is returning to the States to continue as a student at the University of Texas or in Washington, D.C. Dave and Jean Moir have been transferred back to New York for a few months' further training before going to Bogota. Warren Grant has been employed by the Columbia Lumber Company in Juneau, Alaska—Alaska, as you know, is Warren's home. Bob Allen is now store manager for a large super market in El Paso. Leon Demee is training with Standard Brands Inc. in Canada. Wes Olander is in Mexico City with Sterling Drug Company. Dick Lewis is taking further study here at the Institute as well as handling insurance sales for a local company.

CLASS OF FEBRUARY 1950

Lt. Jack Bosley is with the Military Intelligence Unit at Fort Riley, Kansas. John McCurdy has taken a position with United Air Lines in Portland, Oregon. Les Wheeler is back in Flint, Michigan, where he is in the safety department of Buick Motor Company. Dick Lawyer has returned to AIFT to complete the work for his certificate of graduation. Fred Schneringer is manager of Schneringer Hardware in Whittier, California,—he and his bride may return to finish his course here. George Romanos is with the export division of the Chrysler Corporation in Detroit.

We got a quick note from Joe Skinner from San Mateo, California—Joe has been moved all over the country learning the work of Swift and Company, and later this year, he is scheduled to head for San Juan, Puerto Rico. I ran into Hal Glotfelter during the Christmas vacation—he was headed for Washington, D.C., for some sort of engineering proposition with the Navy. While in Washington, Hal found out that Helen Cartmill is with the State Department in Athens, Greece.

Irvine Dorris checked in from San Francisco, where he is a medical service representative for Sharp & Dohme. Paul Gwartney is one of the leaders in the Los Angeles Chapter of the AIFT Alumni Association; Paul is going through a training program with Wilson Meat Packers. Jeanne and Jim Carrillo are enjoying life in Toronto, Canada, where Jim is training with Procter & Gamble.

Gunner Johnson has been moved to the Washington, D.C., office of International B. F. Goodrich Company, as their contact man. I have a mental picture of Gunner moving in the diplomatic set with striped pants, morning coat, and crew cut. It's a wonderful break for Gunner, and we all know he will hit the ball hard. J. O. Turner wanders into the quadrangle occasionally—you will remember that J. O. is in the cattle business and travels all of the Southwest. Charlie Schoolfield, along with two other gentlemen, has set up the Millhaven Sales Corporation to distribute heavy machinery throughout Georgia and South Carolina. They thought they were completely safe from atomic bombs, etc., on their Millhaven Plantation far in the backwoods of Georgia. Just as they got nicely set, the Government announced the acquisition of 250,000 acres, less than ten miles from them, to be the hydrogen bomb plant of tomorrow—they're convinced that "you can't escape it". Dick Lake paid Charlie a visit in Savannah last summer. John Boyd has changed from the Independent Pneumatic Tool Company of Aurora, Illinois,

to the General Electric Supply Corporation and is located in Washington, D.C. Sam Squires has returned to AIFT to complete the second semester of work for his credential.

CLASS OF JUNE 1950

John Newell is with the U.S. Air Force at Moses Lake, Washington—John says he would gladly trade their weather for ours here in "The Valley of the Sun". Don Clark's Brazilian proposition did not materialize, so he has entered the training squadron of Goodyear Export Company in Akron. Craig Myers, a foreign trainee with the American Foreign Insurance Association, is living in Levittown, New York. Randy Goldsborough is a traveling auditor with National City Bank of New York in Latin America. "Capt." Bill Peck invites everyone passing through Buffalo, New York, to call on him—Bill is in the operations department of the Emery Air Freight Corporation.

Elmer Leichner is assistant export manager of the Johnson Bronze Company in New Castle, Pennsylvania. Ralph Kaiser is training for a Latin American assignment with Johns Manville International in Cleveland. Both Beebee and Joe Bender are with the Wilson Meat Packing Concern in Omaha, Nebraska. Don Fisher has added his talents as promoter of Fisher's Follies to Olsen & Johnson's "Pardon our French" in New York. Bob Rummell and George Gambrell have been assigned to the Chase National Bank branch in Panama.

Don Applegate, accompanied by his bride, has just lately sailed for Santiago, Chile—we had him listed as being there in the last Bulletin, but Don obtained a furlough to get married. Bob Frehse has been transferred to Puerto Rico, where he is very happy with his position with National City Bank. Mrs. Corinne Holm Milton is secretary of the Ambos Nogales Concert Association. Virgil Heidbrink has gone back on active duty with the medical detachment at Madigan Army Hospital in Tacoma, Washington. Jim Behling is with the International Automatic Electric Corporation in Chicago and expects to be sent to the Caribbean Area after six months' training.

Ray Weaver is operating a dry cleaning plant in Tucson, Arizona. Alice Gatzke is now Mrs. B. S. DeSchon—Alice is a student at Tempe this year. Buddy Lewis has been accepted in the Air Force Intelligence on a reserve status—he expects to be called to active duty in the very near future. Sid Buccheri is ill in the U.S. Veterans Hospital; Newington, Connecticut—I am sure Sid would enjoy hearing from the many friends he made while at AIFT. We hope that he will be able to start his career soon. Hank Ralicki is in the training program of Standard Brands International in Montreal, Canada.

Helen Deman, after a whirlwind training program in Washington, D.C., is enjoying Quito, Ecuador, with the U.S. State Department. Another State Department prodigy is Denman Stanfield who is in the American Consulate in Mazatlan, Mexico. Ann and Paul Hawkins are in New York, where Paul is working for the Ameri-

can Express Company doing work on one of their Latin American accounts. Edith and Jerry Olson are in East Orange, New Jersey, where Jerry has located himself with the American Foreign Insurance Association—Jerry was formerly with Wilson & Company. Dan Witcher has been assigned to Mexico for further training with Sterling Products, Inc.

Warren Algeo is now employed by Walker Vitamin Company doing sales work—prospects are good that he will move into the Caribbean and Central American area after a year or so. Roy Callaway is expected to be in Cuba very shortly. Fred DeRoever is attached to the army as a civilian, and has been expecting to be sent to Germany. Fred Kemp is with the United Nations Armed Forces in Korea. We just got a flash that Charlie Muse has also been called back to active duty. Tom Kem is doing his South of the Border training for Sterling Products International in Mexico.

Joe Ames married that little brunette he met last spring, and is working for the American Tobacco Company in San Diego, California. Another "class of '50 lad" back in uniform is Red Beatley—Lt. Red Beatley, that is—we last heard from Red at Key West, Florida, with the U.S. Navy. Hank Briggs is training in Chicago with Wilson & Company. Bob Dodd has returned from Central America to take a job as director of publicity for the Chamber of Commerce in El Paso, Texas.

John Downey is with the Connecticut Mutual Life Insurance Company. Chandler Echols has received a fine break in being made branch manager for the American Paper & Machinery Corporation in Caracas, Venezuela. Irving Enevold has gone into the real estate business in Libertyville, Illinois. In the last Bulletin, we had Milt Guss checking meters for the San Antonio Light and Power Company—this time, let's put him back at that reporter's desk where he belongs with the "San Antonio Light". Jim Hargis is in New York City with Robert Otto & Co. Inc.

Bill Harma is also in New York City, where he is working with Crane & Company. Phil Luna is here in Phoenix learning the operations of the New York Life Insurance Company. Ed Lundquist is with the U.S. Navy in Korea. Charles E. Myers is with the Minnesota Mining and Manufacturing Company in Minneapolis. Ero Poutinen is continuing his education in Spanish at the University of Guadalajara. Bill Rapp is with the Army & Air Force Exchange Service in Germany.

George Schaefer has been transferred to Brazil by International Packers, Ltd. Fred Stone is with Boeing Aircraft in Seattle, Washington. Warner Suraley is industrial relations director at the Detroit plants of Garwood Industries, Inc. After being offered an excellent position with McGraw, Hill Publishing Company, Alex Tepeda (for patriotic reasons) went to work for the C.I.A. in Washington, D.C. Joe and Hazel Masterson sailed for São Paula, February 22—Joe is with the American Foreign Insurance Association.

are at present using a large number of permanent addresses on our official mailing list. It has occurred to us that many of you now have current addresses which, if we knew them, would greatly speed our postal service. If you will let us know your latest address, plus your business connection; we can, not only improve your alumni bureau services, but can incorporate the changes into the Alumni Directory that is to be included in "Horizons". In order to achieve the latter, the response must be immediate.

In line with our constant striving to keep alumni files up to date, we would welcome any information that any of you might have about the following "lost" alumni.

CLASS OF '47

- Robert E. Black
- Irving B. Bricken
- Robert P. Fortune
- Courtney C. Hamilton
- Major John D. Harris
- Robert Lee
- Andrew Nisbet
- euGene Morgan
- Jordan A. Paine
- Leon Szymanek

CLASS OF '48

- Cylos W. Dunsmoore
- Gordon J. McKillican

CLASS OF JAN. '49

- William S. Boone
- Robert E. Edwards
- Joseph W. Hyne
- P. C. Zipszer

CLASS OF FEB. '50

- Wallace O. Lamb

EXCERPTS FROM ALUMNI LETTERS

Kobe Base, Japan

We certainly appreciated the Bulletin and your letter. The Bulletin arrived about two weeks ago and, as always, I enjoyed Thayer Notine's addition. It's the only way we hear of everyone although Tommy Burns is a pretty faithful correspondent. Did he send you a picture of his bride? Beautiful! We received a Christmas card from the Harold Landson's and they sounded very happy and quite comfortable in Connecticut.

We both agree with you on the beauty of the countryside. Marv's work now entails considerable traveling and whenever possible, I go with him. There is so much to see over here. Since I've been working, the only chance I have to go is on weekends so he saves his long trips for that time.

We piled the kids and the amah in the car last Saturday and drove to Nagoya which is about 130 miles from Kobe. But the roads—it took us six hours. These low slung American cars aren't for these roads; we bent the oil pan and cracked the clutch shield making the trip. x x x

x x x I'm afraid the Portuguese we learned at the school is deserting us (me anyway) but we are taking up Japanese with a vengeance. We both like the language. With both kids speaking it, we have to in self-defense. Feel a little silly having a 3 year old translating for me. x x x

Marv and Erving Young, F'49

Westwood, New Jersey

x x x Max Schmutter writes that he is back from vacation in San Jose. He has seen Dick Pfeiffer and Frank Mordecai and says they expect to get their first crop this winter. Says they are both working like demons. I am certainly rooting for those boys. Chuck Glenn writes from Bogota. Says he likes the area and is enjoying the work.

So far I have been unable to really go after the import field. Keeping my head above water is all I can do. But some day, when I have some dough in the bank, I am going to start something. One thing, I have the finest buying organization of any firm in the U.S.; with agents in every Latin American country. All of the boys have offered to help when the time comes by shipping anything I can sell from the countries in which they are located. Many a firm would give a lot for the organization I acquired solely by making friends at AIFT.

Sam Bloom '49

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Brisbane, Australia

I am now happily situated in Brisbane, Australia, and very fortunate to be teamed up with two former AIFT'ers — Dave Clay and Mel Mellinger. We expect to be in Brisbane until sometime in early March at which time we expect to go to Singapore. I will be assigned to this area once we open the market, and I'm really looking forward to this new responsibility. While in New York this past December, I saw quite a few of the former students who are now in the metropolitan area. Saw Harold Tripp at the American Embassy in the Hague, Holland. Best wishes for a continued success with the Institute. Some day, I may find the necessary time to fully express my gratitude to all those who made the Institute so good for me.

Petco D. Petcoff '49

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South Orange, New Jersey

x x x About a month ago, I was offered a position with The Sherwin-Williams Company, so for the last three weeks, I've been here in Newark, New Jersey, in our Latin-American Export Sales Department. Since I'm only 21 years old (pretty young yet) I felt lucky to get such a job, and I'm beginning to realize my capabilities gained at Thunderbird, so age doesn't really matter. I've just finished a three week training program studying at factory, warehouse, technical labs, etc., and am now ready to get down to work. My job will be that of a correspondent to the distributors in my territory (Mexico, Brazil, Venezuela, Curacao, and Aruba) taking their orders, promoting new products, and many other things. My eight years of Spanish will be put to good use also because three fourths of the correspondence is in that language. x x x

x x x Every once in a while, I get a yearning to go back to Thunderbird and I can hardly stand it. To me, it's my second home. Although I'm not real sentimental, I could easily have cried when I drove out those gates and said goodbye to the finest friends I ever had. It doesn't only give the best foreign trade education in U.S. but it also gives an indirect course in human relations and understanding. It's not a school that you graduate from and then forget, but a school that you're proud to be a part of and continue to be a part of. Well, you know what I mean. It's just that I've never felt so strongly towards anything as I do toward Thunderbird. x x x

Jack Flynn '50

El Paso, Texas

x x x However, I had some unforgettable experiences, traveling by such diverse means as second class bus, an unclassifiable train, and burro back. Had my pocket picked of all papers at Tapachula. Was arrested by the soldados and bought my way out with a slight mordida. After that when asked for pasaporte, I showed my certificate of eligibility for study in Morelia and each official studiously copied my name and address and handed it back, thanking me politely. I don't know what I would have done had I come across a bi-lingual Mexican.

I am presently chief ballyhoo man for the El Paso Chamber of Commerce. It is a job with a lot of possibilities. I see Rod Thompson about every other day. We've had some fabulous parties over in Ciudad Juarez. Incidentally, I am a dyed in the wool aficionado by now. Never miss a corrida. Studied this summer with Antonio Velasquezmin in the Plaza Mexico. Don Roberto Gonzalez, the Empresa of the Plaza de Toros in Juarez has offered me 300 dollars any Sunday afternoon I kill two bulls of San Mateo of not under 300 kilos. However, if you have ever seen any of Don Antonio Llaguna's bulls, you'll understand why I have refused this wonderful opportunity so far. I have killed some smaller ones in outlying plazas, mostly for kicks. Incidentally, I cut quite a figure in a traje de luces.

You might tell members of this graduating class that if there are five men with guts and aficion among them, I can guarantee them a job paying up to five thousand a week for the whole group after about six months preparation. My idea is an all gringo cuadrilla. One torero, two banderilleros and two picadores. The torero should be tall and slim. The banderilleros should be light on their feet, fast with a good sense of timing. The picadores should be men of placid disposition, weighing two hundred pounds or over. An all gringo cuadrilla would fill every plaza in Mexico and Spain. It would be a fabulously successful operation with the right type of personnel. You just can't imagine the sensation. For the first time in the history of the brave festival an all anglo cuadrilla. And what a piece of promotion for AIFT. It would be national publicity with a vengeance. Every man, woman and child in the U.S. would know about AIFT before I was through with the cuadrilla. Also the members of the troupe, if they have anything on the ball would become celebrities over night. Idolized on two continents. And incidentally, filthy rich. Of course, that last part won't interest any one at the Insitute. But think of the art! Ha.

Robert S. Dodd '50

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Ponce, Puerto Rico

x x x Since my arrival in Puerto Rico, I have been over the Island pretty thoroughly except for the easternmost end. I lived in San Juan for two months, in Cayey for three weeks, and now I am living in Ponce where I am working. I have a job which I believe I am going to like very much. My work is with the Municipal Housing Authority of Ponce as planning engineer. My work is directly concerned with slum clearance and the re-development of "blighted" areas within the municipality of Ponce. Work here has several favorable features, one being that most of each day I speak Spanish. In San Juan, English is very common, in Ponce this is not so. The old traditions hold here in Ponce.

Carl J. Studer, Jr. '48

Guadalajara, Mexico

x x x My Christmas present came early, only yesterday—I received the good news that I was to be placed in charge of my company's (Sterling Drug) office in Guadalajara. This branch directs the sales in all of the central and nothern half of Mexico, and includes such towns as Monterrey, Tampico, Morelia, Torreon, Durango, and San Luis Potosi. If I can manage to hit Hermosillo on a weekend, I would like to pay AIFT a visit. x x x

x x x Sterling Boyce, a graduate of Feb. 1950 also, and a fellow Sterling Drug supervisor, left today to take over our branch in Ciudad Trujillo, or as you always called it Sorito Domingo. E. G. Poutinen from the June 1950 class lives here in Guadalajara with his family. He is taking more Spanish at the University before going job hunting. Every place I go in Mexico, I run into former Thunderbird grads. I met Rock Egan in Mexico City as well as Ryan and Bud Kennedy. Bud left for Lima, Peru, last week. In Oaxaca, Dave Clay and I talked over old times. x x x

George D. Miller F'50

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Concepcion, Chile

x x x Actually, I have enjoyed the time spent here very much. I have now been down to Chiloe and Aysen, and I must say I enjoyed the trip. The conditions down in that section are much as they were described to us, with many little villages lining some of the small bays which abound in that section. All unloading of the boats is done by lighters, and that gives you a chance to go ashore and look over the town, take care of any business you might have, and still get back on board in time to continue on the same boat. I'm now looking forward to a trip to Punta Arenas, but I'm afraid that that will have to wait until next summer. This summer has been a very wet one, and consequently road travel hasn't been too good. However, I am planning on leaving next Monday and taking in everything up to Puerto Montt by car.

Speaking of the South, Gladys and I just got back from our vacation. We spent it at Lake Villarica, the northernmost of the southern lakes. We enjoyed it very much, both from the standpoint of relaxing and enjoying the boating and what have you. x x x

Gordon C. Young '49

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Portland, Oregon

x x x I attended the first alumni meeting in San Francisco early this summer and had a very worth while visit with members of the 1950 class as well as with previous classes. After that, I came back to Portland and made a thorough canvassing of those firms dealing in foreign trade in this area. Due to the war situation, my draftability, etc., things looked rather dark for awhile but after the original war scare had worn off, I was fortunate enough to have my choice of a number of relatively good jobs. At the present time, I am working in the Export Department of Janzen's and am very satisfied with the Company. It is certainly a good opportunity for me to learn foreign trade fields from the domestic standpoint. My work here is with all of Central and South America plus Hawaii and Hong Kong. I am still in pretty deep water, but there is no doubt in my mind that training at the Institute that I received was excellent, especially my class from Mr. Shaterian. x x x

Calvin L. Van Pelt '50

Ciudad Trujillo, R. D.

Many thanks for the latest Alumni Bulletin and revised address list recently received. You may be sure that we always look forward to receiving the Bulletin and other alumni news.

No doubt you have already been informed that the Ciudad Trujillo alumni group has been increased by the arrival of Sterling Boyce. Boyce will be in charge of the Winthrop division of our organization when the present manager leaves in February for an extended vacation. x x x I am particularly happy that the man sent to assist me in this operation is a graduate of AIFT since we already have much in common.

As you are already aware, our Company is a staunch supporter of your method of training personnel for foreign service and are well pleased with the record that AIFT men have made in the field. x x x

Robert C. Brock '48

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Lagunillas, Edo. Zulia, Venezuela

x x x I just received your new edition of the Alumni Bulletin and the "Thunderbird", for which I thank you. Also, of course, came your request for funds to support the Bulletin and other worthy causes, which I will answer with the enclosed check, immediately, so I won't put it in my personal pending file, which I seem to have a tendency to forget. I hope that this campaign is successful and that you get an enthusiastic response from the alumni, who, I'm sure, feel very kindly towards the school, not only for what we learned, but for the pleasant contacts that were made.

Jim Phillips dropped in for a surprise visit the other day, enroute to Caracas. He spent the week-end in Lagunillas to get a sample of life in the interior before going on to the capital. Harry Lewis and Ted Brill are working in this area, also, so we managed to get together for a short time.

Edwin J. Lamb '47

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Mexico, D.F.

x x x Jean, Steve, and I left Akron for Mexico City on August 1, and have enjoyed every minute of our stay here. Our first AIFT encounter was with Gordon McKillican shortly after we arrived. Haven't seen him for nearly three months, though. While in Monterrey, I looked up from my breakfast one morning to see Bob Brownell grinning at me from the adjoining table. Had several interesting talks with him since that time. Recently we discovered that Ed and Carly Burns and daughter were living only three blocks from us and have seen a great deal of them since then. From the looks of the last alumni bulletin, there are quite a few other AIFT people in the immediate vicinity that we haven't seen as yet x x x

x x x Enclosed is our small contribution to the alumni fund. Here's hoping it forms part of the 100%. Best wishes to you and AIFT in 1951! x x x

Norm Gray '48

Upper Montclair, New Jersey

Since my husband has wandered off into a corner to mutter happily to himself over the enchanting efficiency of Bayer's Aspirin, Castoria, Dr. Calowell's Sure Shot Vermifuge, and various Sterling products, I shall take up the pleasurable task of bringing you up to date on our whereabouts and doings x x x

x x x At present, Dan is in the Newark office, studying Sterling products and Anatomy in Spanish (the latter has resulted in the paradoxical situation that Dan can name and explain the functions of the body in Spanish, but **not** in English) handling routine correspondence to Latin America and learning procedures. At the end of four to six months, he will go to Mexico for three months field training all over Mexico and then assignment as a Sales Supervisor (of the Native Salesmen) some where in Central or Latin America, at which time Beth and I will join him. As you can see, it's what we've been scheming for and dreaming of for many years.

Mrs. Dan Witcher '50

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Mexico, D.F.

x x x I stayed on in Brownsville about three weeks after my arrival there. On arrival back in Mexico, we were sent down to Oaxaca and the Isthmus of Tehuantepec for another new market survey of that area. It was a very enjoyable trip, to say the least. In the course of the survey, I took several side trips out of Oaxaca to pueblos as much as 120 kilometers away in the sierra. These were all very interesting to me, and each has its own typical costume. The Indians in that area (Zapotecs) are about the nicest people in Mexico as far as I'm concerned. I spent quite a bit of my time in the evenings with an old Sarape salesman from a town nearby called Teotitla where sarapes is the 'oficio' of the pueblo, and he taught me quite a few phrases in Zapotec. We spent quite a bit of our spare time visiting Mitla, and Monte Alban, of course. We also went to the Fiesta de Tlacolula where we saw at least ten different typical costumes being worn. All in all, it was about the best trip yet. x x x

Dave Clay '49

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Adak, Alaska

x x x My ship came in with a bang. I've got an excellent job. I'm what you call a Material and Shipping Coordinator and Labor Expediter. We operate all over Alaska, North Western Canada, and the Aleutian Islands. I have quite a bit of traveling to do. In fact, I travel from 25 to 30 thousand miles a month. I'm on the go practically all of the time. I just hope they don't start sending me by dog sled. I like my job very much. It is really giving me a world of experience—the only draw back is the cold and I do mean COLD. I would give my right arm to be at ole AIFT soaking up some of that Arizona sunshine.

Ken Brown, '50

Morristown, New Jersey

x x x It is amazing that the three couples who were so close in school, the Witchers, Muses, and Echols, are all living near each other in N.J. The fourth couple, the Meades, are missing. Nancy, Mary Helen, and I get together frequently for spend-the-day parties and reminisce over AIFT. We consider the year in Phoenix the best of our lives, and we get so homesick for the campus and all the wonderful people there. Even though we are now well on our way toward our chosen goal in life, I would like to live last year over again.

Mrs. Chas. Muse '50

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Port Elizabeth, South Africa

I'm managing the only American Insurance Company here in Port Elizabeth for the American Foreign Insurance Association. My competition is about fifty four British and Afrikaans companies who have been very nice and helpful. In fact, they have served me about 186 cups of tea already. The countryside is beautiful, and the weather is pleasant.

Jack Rivers F'50

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Racine, Wisconsin

x x x You'll get a kick out of a recent appointment of a Johnson Distributor in Peru. CAR-SOL and CAR-NU, Johnson's automotive products, are taking this country by storm and our progress in Latin America is coming along fine. We were receiving many inquiries from Peru so I wrote Tom Wahl to learn more about his firm and their set-up. He is now our distributor. The first order for our products will go forward from Racine at the end of the month. Prospects for a nice volume of business is good. Anyway we will give him a chance and I think the Inter-American Trade Development Company will do a good job.

At the present I plan to leave Racine the end of March for a trip to the West Coast countries of South America. The plan is—I shall spend about a week in Colombia, Ecuador, Peru and Bolivia, and Chile. I look forward to this trip as I think it will be wonderful experience for me. Then too, I'll enjoy visiting Tom and helping him formulate plans for merchandising our products in Peru. Jeanne will not accompany me on this trip as there will be an addition to our family some time in June or July. See how I have hidden this "gem" of information in an unrelated paragraph.

x x x

x x x I almost forgot to tell you I spent last Saturday afternoon with Nick D'Anna. He is employed with the Harris Trust and Savings Bank in Chicago and has what sounds like a wonderful opportunity. The first of February he will work for two months with the American Red Cross drive as an assistant to some big shot. It will be a wonderful opportunity for contacts which Nick says is his only need at this moment. He is planning to visit us in Racine this week-end.

We also heard from the Normans—Goodyear Tire and Rubber Company, Akron. Del is going to Peoria to work with his brother who is in the Insurance business.

I was in Akron last November and saw quite a few of the graduates from AIFT. Goodyear has them piled up on top of each other. I also met Gunner Johnson and Boy Lyons at B. F. Goodrich. x x x

Jim Sandifer '47

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San Mateo, California

x x x In spite of our travels over the country (just filed income tax forms representing six states for 1950) we have AIFT in our blood—wish we could start over today. Swift and I are better friends with each change. I am here on a sales promotion which will last until April—then I am scheduled for San Juan, P. R. x x x

Joe Skinner '50

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Wiesbaden, Germany

x x x When I left AIFT in June 1948, I had gained more than an education in that that little girl from downtown Phoenix who went to a couple of the dances with me had agreed to become my wife x x x

x x x I met Bill Neumann, one of my old roommates, last summer when he was working for American Express managing the Darmstadt Germany office, but later he dropped out of sight and I found out that he had been transferred to Tripoli, Libya, North Africa. He had just married an English girl the week before he first telephoned me. Right here in Wiesbaden, I ran into Bob Kendall, Feb. 49, who is back in uniform as a Navy Lieutenant with the Rhine Patrol x x x

Capt. Steve Whelan '48

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Lagunillas, Zulia, Venezuela

x x x That pin on your map which is me has been in one place for a long time. This will be my fourth Christmas in the Bolivar Coastal Fields, and I hope not my last. We Thunderbird boys somehow managed to weather last year's crisis in the Venezuelan oil industry when for the first time in its history, it started to economize by reducing forces. Ritter, Lamb, Brill, and I are still working in the vicinity at Lagunillas District. Our old playmates drop by from time to time, the most recent being Jimmy Phillips, on an auditing trip across Venezuela for Singer Sewing Machine.

Harry V. Lewis '47

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Buenos Aires, Argentina

x x x Am enjoying Buenos Aires quite a lot, but still have moments of nostalgia for La Paz, my first love. Have met some delightful Argentines. George and Sally Dietz just left for the States, and George expects a post in Washington with the Department of Agriculture. Ros Mechling is in the Embassy here, and I have met and see often Paul Ti-us at National City. Jim LaGasa is over in Montevideo now. I'm enjoying my work very much but find it not nearly so interesting or strenuous as in LaPaz.

Elsie Bell '47

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Toronto, Ont., Canada

x x x The first six months I was here, I was in the Sales Department working out at a little town by the name of Orillia. At the present time, however, I am in the Advertising Department in Toronto. I like this work very much, and you might tell Mr. Murphy that he surely knows what he is talking about. This advertising work is probably the most fascinating part of the business world. x x x

James M. Carrillo F'50