



# THE AMERICAN INSTITUTE FOR FOREIGN TRADE



## ALUMNI BULLETIN

VOLUME IV—No. 3

THUNDERBIRD FIELD, PHOENIX, ARIZONA

JUNE, 1951

### BOARD ANNOUNCES RESIGNATIONS

The Board of Directors of The American Institute for Foreign Trade announced the resignations of Dr. William Lytle Schurz as President, and Finley Peter Dunne, Jr., as Secretary-Treasurer, on June 2, 1951.

At the same time, Alfred Knight, senior member of the group of Phoenix businessmen who comprise its Board of Directors, gave assurance that the Institute will continue in operation.

Pending the selection of a new President, Carl A. Sauer, Assistant to the President for the past fourteen months, will serve as acting head of the Institution, with the title of Vice President and Dean. Berger Erickson, Business Manager, will take the post of Treasurer.

It has become necessary for me to resign as Secretary-Treasurer of AIFT. I am continuing as a member of the Board of Directors. I leave Thunderbird with a mixture of regret that I will no longer have a daily part in the work of the school, and solid satisfaction in the knowledge of what the Institute has accomplished.

Today, after five years, our school has won an established place, with more than 1100 alumni, some 725 of them actively in foreign trade. There are now approximately 285 of you permanently assigned abroad in 48 countries.

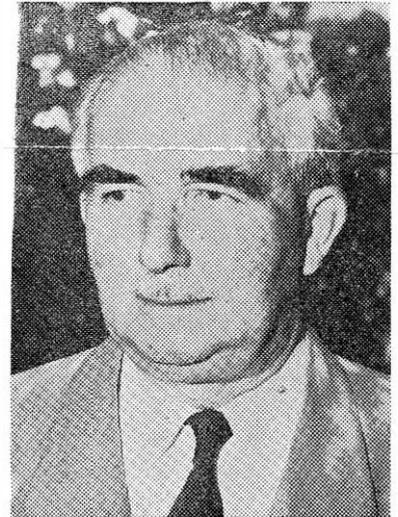
It is something to have originated the concept. It is still more to have played a principal part in turning the concept into a reality: to have conducted the negotiations with the government for Thunderbird Field; and, with that great American, General Yount, to have arranged the initial financing of the Institute, laid out the curriculum, and organized the faculty. There is satisfaction in having directed the school's nationwide public relations program, established its placement policies and procedures, raised over \$100,000 in contributions, and represented the school in its relations with top-flight business.

But my greatest satisfaction is to have known you when you first came to Thunderbird, and as you left it; to know you now as my friends, and as members of a great fraternity of Thunderbird men and women who, to whatever remote places you may travel, will always carry with you the spirit of American democracy, of dignity, and of decency. Good luck!

Peter Dunne

This is just to tell you that, come September, I shall be back at my old stand in the Faculty Building, where most of you will remember me. I'll be dealing out Area 100 in the Auditorium, as usual, plus International Relations, and some frightening thing called "The Economics of Western Europe." And, as always, I shall be happy to hear from you and to see you whenever you come this way.

W. L. Schurz



### TO ALUMNI OF AIFT

It is with pleasure that I can tell you that Dr. Schurz will remain with The American Institute for Foreign Trade as a professor of Area Studies and of International Relations.

When he announced his resignation as President of the Institute, there were many of you who felt that he was severing his connection with the school that he loves so well. It is his desire, and mine, that you know that he is stepping aside as President in order to devote his full time to teaching and writing and that his interest in the school and in you is nowise abated.

The Board of Directors of the Institute have given their full assurance that the school will continue and will be operated in the same manner that it has been under the guidance of Dr. Schurz.

The resignation of Mr. Dunne was accepted because he felt that he has rendered his full service as a member of the administrative staff. He is remaining in a consultant capacity as a member of the Board of Directors, and likewise wants it known that his interest in the school and in you is undiminished.

Let me add my own assurance that the unique qualities which make Thunderbird the vital and wonderful school it is are being preserved and even intensified. It is most heartening to see the enthusiasm with which our friends are increasing their support, locally, and nationally. The new high in morale and determination which animate the whole staff is a fair indication that Thunderbird is going on to bigger and better things.

Carl A. Sauer  
Vice President

## FROM YOUR ALUMNI DIRECTOR

As you can see, there have been some sudden and radical changes made here—so many that we decided to print a Bulletin with only school news in it, but promise to make the next one solely personal alumni news.

The articles by Dr. Schurz and Mr. Dunne are self-explanatory and need no further clarification. However, you will be interested in knowing what is being done to further AIFT's interests without two of its traditional leaders at the helm. Here is the set-up:

1. Carl A. Sauer, Dean and Vice President, will handle the top administrative duties here at Thunderbird. For the benefit of those who do not know Carl, let's say that he has earned the utmost confidence and respect of all of us who are closely connected with the operations of AIFT. He has the tremendous capacity for efficient and clear-cut work and a willingness to shoulder responsibilities that are necessary for the job to be done. You may be assured that he will take care of the home front.

2. The Board of Directors is actively looking for a nationally prominent personality to be president of the Institute, whose primary duty will be fund raising on a national scale. We have no inkling as to who is under consideration for president, but it is not of immediate importance as the Board has already announced continued operation of AIFT.

3. The Phoenix Boosters Club, composed of a group of Phoenix businessmen who have the school's interest at heart, have organized to promote local moral and financial support for the Institute. These men are primarily those who have received Honorary Lecturers Degrees for the unselfish contribution of their time and knowledge to Mr. Murphy's marketing, advertising, and salesmanship classes. They are sometimes referred to as "Murphy's Minute Men"—and not in jest.

4. Mr. Murphy and Mr. Shaterian are on the eastern seaboard, at their own expense, for the purpose of stimulating our relations with business concerns in order to increase both placement and fund raising potentialities of AIFT. They are being aided by Board members, Hugh Gruwell, Henry Sargeant, and Frank Snell.

5. Installation of an active, personal, and down-to-earth student recruitment campaign that has, at this writing, produced a fall enrollment of 114 students (one interesting angle here has been the student-inspired appeal to the June '51 class to replace itself with students through a personal letter.) The alumni could help a great deal here. We realize that you are our best salesmen, and only ask that each and every one of you make a specific effort to send us at least one student each year. By this, we don't mean to rely on the casual contact of everyday life but rather to sit down now and think of someone who would be interested and would benefit from attendance here. This could be, with your wholehearted cooperation, a very successful program. We will be glad to furnish you with any and all promotional material. How about a lift?

6. An absolute trimming of frills in both faculty and administration. This is to place the school on a business-like basis, eliminating duplication of effort, but not curtailing necessary operations. It simply is designed to produce the same high caliber product at considerable less expense.

You can see that an active and forward looking interest is being taken by the Board of Directors and by others not officially connected with the school. The next question is—are you, as alumni, interested or appreciative

enough of these efforts to increase your own labors in behalf of AIFT in sending students, improving public relations, and contributing to the Alumni Fund?

William B. Ogilvie  
Director Alumni Bureau

## AIFT AUTHORIZED TO GRANT DEGREE

The American Institute for Foreign Trade has been authorized to award a Bachelor of Foreign Trade degree to graduate candidates successfully completing its year's course. Members of the class graduated June 1, 1951, were the first to qualify, with sixty percent receiving the degree.

The degree now gives full academic recognition to Thunderbird's unique training course. Previously, all students completing the required 32 hours of work in language, area studies, and foreign trade techniques, were awarded certificates. The degree, however, supplements the certificate in the case of students who already have received either a Bachelor of Arts or a Bachelor of Science degree from another educational institution. The AIFT Bachelor of Foreign Trade degree indicates their specialization. Students taking the two-year course, instead of the one-year course, who have successfully completed three years of college-level work, will likewise be awarded the Bachelor of Foreign Trade degree.

Last fall, the Institute announced the extension of its one-year program to two years. The one-year course gives the student the general program of basic material in foreign trade. The two-year course enables the student to specialize, and at a more advanced level. In both of these courses, the objective is a graduate who possesses three firm qualifications: business training for foreign trade, fluency in a foreign language, and a well-developed area knowledge. It is to be supposed that many of the alumni will be interested in knowing if the awarding of the BFT Degree can possibly be made retroactive. At the present time, it does not seem to be possible without losing the authorization to grant the degree. We are, however, still trying to justify the granting of the degree to alumni that have completed the necessary requirements.

## AIFT OFFERS SUMMER SESSION

Intensive training courses in conversational Spanish and Portuguese are being given during the six-week summer session at AIFT.

The courses have been set up at the request of a number of students and teachers, and it is the first time in the five-year history of the school that Thunderbird's nationally-known language training has been made available during a summer session.

Classes are offered at the beginning, intermediate, and advanced levels in both Spanish and Portuguese. Six credit hours are being allowed for the beginning and intermediate courses, each of which will embrace fourteen 60-minute sessions weekly. Ten 60-minute sessions weekly will comprise the advanced course for which five hours credit will be given. The session will extend from June 18 and continue until July 28.

The enrollment for the summer session at this writing stands at seventy-six (twelve more than was generally expected). It is reasonable to assume that the summer session will have a permanent place in the yearly calendar of AIFT services to American business and education.

## JUNE '51 CLASS TOPS PLACEMENT RECORD

The employment record of the June '51 class of the American Institute for Foreign Trade indicates a sharp rise in the demand for young men and women especially trained in the techniques of international commerce, according to "Ty" Cobb, the school's Director of Placement.

Before graduation exercises were held, sixty-five per cent of the members of this class were employed by a total of seventeen different firms and government agencies. These graduates are all ear-marked for foreign assignment when they complete their training periods with the firms or agencies which hired them.

The largest single group of graduates have reported to work with Transocean Air Lines of Oakland, California. Twelve graduates were picked by this firm to work in the various phases of the company transportation and export-import activities. This is the first year that Transocean has visited Thunderbird to select graduates. It is obvious that AIFT is becoming better known each year to the export-import trade.

The next largest group goes to the National City Bank of New York for a six months training period and then assignment to either Latin American, European, or Far Eastern division of the bank's foreign branches. National has become a regular and eager visitor on the campus, and they now have almost forty Thunderbirds in their organization.

The Goodyear Tire and Rubber Company, another regular customer, has selected seven men to start training at Akron, Ohio, before going overseas.

"Ty" anticipates 100 percent employment of those desiring world trade assignments before the end of the summer as a result of interviews he has set up for students in New York, San Francisco, Chicago, New Orleans, and other cities where foreign trade firms are headquartered. He pointed out that within a month after the January 1951 class was graduated, all those who had interviews set up had received job offers and are all now employed in the foreign trade field. Pre-graduation employment statistics for the January Class show that only 38 percent had accepted job offers before they left the school, as contrasted with the 65 percent figure for the June class.

With the thought in mind, that the alumni might wish to contact these fledgling foreign traders, we are publishing a complete list.

### Willys Overland Export Corporation (Toledo, Ohio)

Paul K. Algert

### Transocean Air Lines (Oakland, California)

Jack A. Baca M  
Howard J. Borrett  
Anthony Brahlick  
Mary Patricia Birch  
Elmer L. Edwards  
Milton O. Larson

Alex Maruda  
Jack J. Moss  
John K. Pidcock  
Curtis W. Rausch  
Robert R. Thompson  
David L. Trimble

### Goodyear Tire and Rubber Company, Int. Div. (Akron, Ohio)

Thomas B. Birch  
Dale E. Correll  
Cecil A. Kersten  
Thomas E. Lloyd

Walter L. Miller  
Joseph H. Sands  
Samuel Squires

### National City Bank of New York, Foreign Division, (New York, New York)

Lyle E. Bricker  
Thomas P. Carter  
William R. Charleson  
Kent E. Durfee  
George W. Engelhardt  
Robert W. Feagles

Roy L. Hileman  
Robert J. Knorr  
James D. MacKellar  
John R. Timmel  
Frank E. Watkins

### Underwood Corporation (New York, New York)

Ugo J. Cauz  
Tom E. Leggett

### Wyeth International (Los Angeles, Calif.)

Humberto Espindola-Pino  
Ozmin Figueroa  
Daniel H. Horwitz  
Stephen R. Reynolds

### Government of Guam (Agana, Guam)

John E. Good

### Mene Grande Oil Company (Venezuela)

Edward J. Headley  
James L. McFadden

### First National Bank of Boston, Foreign Division (Boston, Mass.)

Thomas Clay Herndon

### Ralston-Purina (St. Louis, Missouri)

Efrem Irizarry  
Marlon E. Willson

### Toledo Scale Company (Toledo, Ohio)

Richard D. Lawyer

### Sterling Products International (Newark, New Jersey)

Paul E. Murray

### J. C. Boswell Company (Litchfield Park, Arizona)

William R. Poehling

### Valley National Bank (Willcox, Arizona)

William B. Regan

### Ray Cowden (Phoenix, Arizona)

Bowman Russell

### United States Department of State (Washington D.C.)

Sanford L. W. Weiner

## HORIZONS HITS THE MAILS

The first AIFT yearbook has been published, and 150 of them have been mailed to those alumni who ordered them. We have set aside an additional 150 books for future orders, which we will mail out as the orders come in, and as long as the books last. All but seventeen of our 1100-odd alumni are pictured and their addresses and present location are given insofar as we knew them when the book was made up. Also faculty and administration pictures are present, along with casual and informal shots of the campus and student life. "Horizons" has been very well received by the class of '51, and we are sure that many of the alumni will want copies. The price for "Horizons" is \$3.25 to domestic purchasers and \$3.50 to foreign addressees. These prices include cost of handling and postage. Domestic mailing is parcel post and foreign mailing is by first class, regular mail. Those wishing air mail delivery will have to pay for same accordingly. The weight of the book is eleven ounces. Place your order now to be sure of receiving one.

## ALUMNI FUND HONOR ROLL

The first annual AIFT Alumni Fund drive is fast drawing to a close. We can't help but feel that a large number of you have had the best intentions of contributing to this first appeal, but have just put it off until you have forgotten it. The response has been quite reasonable, but could be much better if you would take out your check now, make it payable to the AIFT Alumni Fund; be as generous as you can and send it to us.

### Class of 1947

Edwin S. Belknap	Fred A. Leisering
Elsie C. Bell	Marvin Mayeux
Sidney Braufman	Brian J. McKiernan
John Bridge	Gerald Mirkin
J. P. Chilcote	William E. Mitchell
Henry Ciesla	Robert Neff
Charles Edmiston	James Phillips
Keith Eggers	Irving Platt
Alex B. Feig	W. L. Schaeffer
Carl G. Gongalez	John Stelzer
Alfred P. Jankus	Edmund E. Tomlinson
Timothy King	Harry Whiting
Oscar Langston	Robert Zapf

### Class Of 1948

Angus A. Anderson	Robert MacCachran
George Barrie	Lowell K. Marcus
Clarence O. Cobb	William Martin
Clifford W. Cole	Les Miggins
William B. Eichelberger	John Nazro, Jr.
William H. Ellett	William O. Neumann
William E. Henley	Del Norman
John D. Henson	Donald R. Patton
Budd Kennedy	Frederick W. Pierce
James A. LaGasa	Tom Sherwin
Don J. Lenertz	Carl Studer
C. Edwin Lewis	John W. Turner
Sigmund Liberman	John A. Warner
John Lien	Elliott M. White

### Class of Feb. 1949

H. M. Abernathy	Jack T. Hall
Chester E. Beaman	Sam J. Rivituso
Merrill Brooks	Edward F. Watson
Lloyd C. Clark	Marvin Young

### Class of June 1949

Robert L. Beamsley	Charles P. Henry
R. W. Bloch	Robert A. Holmes
William D. Burns	F. H. Hughes
Jack Carlson	William A. Kale
Robert M. Carpenter	Paul Miller
Charles W. Cook	James Reilly
R. M. Egan	Kenneth C. T. Snyder
Charles A. Glenn	Irving A. Taylor
Donald J. Grier	Bruce Tillman
Frank W. Hammer	Henry Watson

### Class of Feb. 1950

Alton Ashley	William H. Hunt
Douglas Campbell	Gail Karnes
E. Causten Currey	C. R. Krimminger
Irving C. Dorris	R. M. Nesbitt
Ray Everett	Glenn W. Pederson
Ralph Gettig	Charles Schoolfield
Hal C. Glotfelter	Fred D. Voorhees
Huy Harwood	Leslie J. Standiford

### Class of June 1950

Richard Anderson	Robert C. Lynes
Joseph R. Bender	John B. Mayor
Clifford N. Bevans	Richard A. Meade
Ralph Bower	Napoleon Montoya
Sibby J. Buccheri	Robert Nelson
Clovis Cailliez	John Newell
James W. Clarke	Sherman J. Olson
James E. Coats	William R. Peck
Helen Deman	Luis A. Ramirez
Robert S. Dodd	Kenneth R. Randall
Irv Enevold	William R. Rapp
Robert M. Frehse	Sheridan L. Risley
James D. Goldsborough	A. G. Robins
Selwyn J. Graves	Elizabeth Sites
Raymond E. Hagen	Denman Stanfield
Robert Hammond	Richard A. Tremper
Harold G. Hartgerink	Calvin Van Pelt
Thomas M. Himes	Robert L. Vincent
John Ingmundson	Ray O. Weaver
Robert T. Lewis	Joseph W. Wyble
Edward Lundquist	