

THE THUNDERBIRD

Spring 1981

*American Graduate School
of International Management*

ARIZONA 73
AGSIM
GRAND CANYON STATE

Inside

- Tax problems of overseas executives
- International credit
- Graduates return for their Silver Reunion

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Front Cover photo:

An AGSIM diploma is a ticket to travel the globe. Numbering more than 14,000, AGSIM alumni distinguish themselves with insignias such as the familiar T-Bird rings and with more unusual attention getters such as a personalized auto license plate. Charles Mannel, Director of Career Services, promotes his favorite school with his personalized plate, pictured on this page and also on the cover. Photo by Steve L. Hawkins, '80.

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THE THUNDERBIRD

Quarterly magazine of the Alumni Office of the American Graduate School of International Management, Glendale, Ariz.
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Some '80 Thunderbirds with 1 TBird and 2TBird are, in front from left, Yoichi Kanai from Japan; Bruce Wilcox, who was ASLC president, from California; Mary Quist, from Washington; standing with Executive Vice President Berger Erickson is Pagnan Adama Kabore from Upper Volta; and with Mabel Erickson is Mie Mie Myint from Burma.

Just Say AGSIM

By K. Jean Gilbert Hawkins

By the time a graduate — a "Thunderbird" or "T-Bird" — can finish saying the "American Graduate School of International Management," a business deal could have been concluded.

A popular — and quicker — way of telling someone about your alma mater in the Arizona desert that trains international managers is to call the school "AGSIM" and to say you're a "Thunderbird" or a "T-Bird."

And instead of telling someone in person, you may order personalized vehicle license plates — like Executive Vice President Berger Erickson and Career Services Center Director Charles H. Mannel did — to tell other motorists about the graduate school you attended.

The costs vary from state to state, from a high of \$50 plus \$10 annual renewal in Illinois to a low \$10 fee in Texas. New York will allow eight letters and/or spaces for your message while California permits seven letters, including spaces. Arizona, Illinois and Texas will only let a resident use six letters maximum. Nevertheless, that would permit an alumnus to order a license plate printed "AGSIM 1" or "T Bird 1." Someone in California, according to an official at the Department of Motor Vehicles, already has a license plate reading AGSIM.

The procedure for ordering a vehicle license plate also varies from state to state, according to The Thunderbird magazine's informal telephone survey of five states — Arizona, California, Illinois, New York and Texas.

License plates using letters rather than numbers are often referred to as "personalized license plates" or, in Illinois, "vanity plates." Contact your local state department of motor vehicles for more information.

If you do order personalized plates for your car, then you, too, will be telling the world you're glad you are a T-Bird! Just like Berger and Mabel Erickson and Charles Mannel.



Charles Mannel, director of Career Services Center, with his trusty four-wheel drive advertising his favorite school "AGSIM"

with the help of Thunderbirds. . .

AGSIM and the Overseas Tax Situation

The United States Congress initially imposed taxes on U.S. citizens living abroad in 1926. Today the United States is the only major industrialized nation that taxes its citizens on salaries earned outside their own country.

According to a June, 1980, Chase Econometric Associates' report, "Economic Impact of Changing Taxation of U.S. Workers Overseas," results of this policy include:

1) A high percentage of U.S. workers abroad, in some cases as high as 50 percent or more, are voluntarily and involuntarily returning to the U.S. because of the tax.

2) The return of American workers from overseas increases the domestic work force, but does not increase the number of domestic jobs, therefore domestic unemployment increases.

3) The cost of maintaining U.S. workers overseas has risen substantially due to the tax. Survey results indicate that these costs add 2 to 10 percent to the cost of U.S. goods and services, depending on the industry involved.

4) The increased cost of employing U.S. workers overseas and the reduction in the number of U.S. workers overseas reduces the competitiveness of U.S. services and goods abroad and results in a significant drop in exports.

5) Survey results and other analyses indicate that the overall drop in real U.S. exports amounts to about five percent.

6) The drop in U.S. income due to a five percent drop in real exports will raise domestic unemployment by 80,000 and reduce federal receipts from personal and corporate income taxes by more than \$6 billion in 1980 — many times the value of tax expenditures under Sections 911 and 913.

7) Reduced domestic income from lost exports cuts state and local corporate profits taxes by \$700 million, and state and local personal tax receipts by \$100 million. Unemployment compensation payments increase by some \$200 million — more than the total additional federal taxes paid

by overseas workers.

8) Treasury estimates of tax expenditures from Sections 911 and 913 overstate the potential gain in revenue since they ignore the drop in corporate profit taxes when employers equalize the pay of overseas workers.

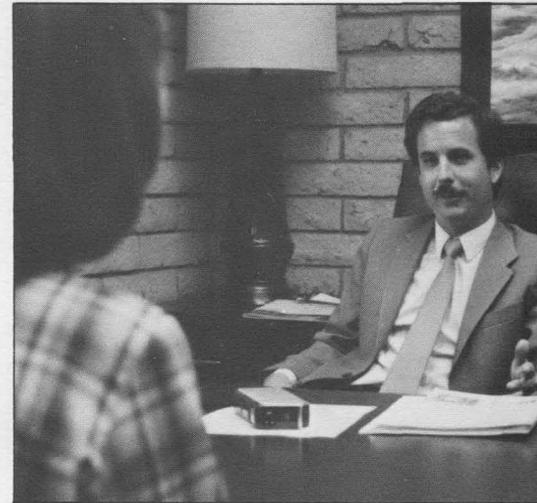
9) The impact of U.S. export competitiveness is greatest in emerging market countries where such high-value-added U.S. imports as construction and engineering are reduced, along with the substantial volume of merchandise exports generated by major projects.

The overwhelming conclusion from these findings is that the negative impacts of the change in taxes on U.S. workers — on overall tax receipts, on exports, on domestic unemployment, and on other social and economic factors — are many times greater than the projected gain in personal taxes paid by overseas Americans. The long term loss in global influence is, of course, immeasurable, but also of concern.

Professor Robert Tancer has contributed an article to this issue of "The Thunderbird" which is designed to be useful for your personal planning and also to raise your consciousness in this area.

With the vast changes in Washington in recent months, the outlook for change in Sections 911/913 is better than ever. The U.S. and Overseas Tax Fairness Committee (1101 15th St. N.W., Washington D.C., 20005) has been established for the sole purpose of working for a more favorable section 911/913. The Committee feels that optimism is justifiable at this time and solicits your support by writing to the individuals listed below (with a copy to your Congressmen) and giving your support for a change in the law.

Because of the adverse impact of current legislation on you and on the American Graduate School of International Management, the Executive Committee of the Board of Trustees has passed a resolution deploring the



Thomas Bria, Alumni Director

current situation and committing the school to a vigorous policy of opposition to it. Your help could make the difference in this session of Congress. How about it, Thunderbirds?

Thomas R. Bria
Director of Alumni Relations

Dan Rostenkowski (Illinois)
Chairman, House Ways and Means
Committee
1102 Longworth Office Building
Washington, D.C. 20515

Robert Dole (Kansas)
Chairman, Senate Finance
Committee
2227 Dirksen Office Building
Washington, D.C. 20510

Donald Regan
Secretary of the Treasury
1500 Pennsylvania Ave. N.W.
Washington, D.C. 20220

Taxing the Overseas Executive

By Professor Robert S. Tancer

Not since the autumn of 1976, when Congress enacted the Tax Reform Act of 1976, has the question of United States taxation of its overseas personnel been of such concern to the international business community. Worldwide economic conditions over the last four years have contributed to the urgency of this issue, but basically, the problem has its origins in changes and uncertainties aggravated by present law. United States multinationals have become increasingly vocal because of the eroding presence of United States executives abroad and the increasingly high cost of sending them there. It is, therefore, timely to review our historical approach to taxation of international operations, the present law and some of the proposals which are likely to be enacted by Congress during the coming year.

The expansion of United States international business in the years following World War II paralleled a system of taxation whereby U.S. taxpayers, citizens and resident aliens, received specific exclusions of their foreign source income in computing their United States taxes. This special treatment was deemed necessary as a result of the United States practice to tax its citizens on the basis of their worldwide income. Since, it was reasoned, the United States taxpayer had already paid income tax to the foreign country where his income was earned, including this foreign source income as part of his United States taxable income would create the onerous burden of double taxation. To avoid this situation, the first \$20,000 of foreign source income was excluded in calculating U.S. taxable income. This exclusion could be increased to \$25,000 if the taxpayer worked abroad for three years.

Complementing this exclusion were additional benefits making available to the United States taxpayer the foreign tax credit, further reducing his United States taxes by the amount of foreign

taxes he has paid, and computing his United States taxes at a lower rate, i.e., permitting the excludable amount of foreign source income to disappear for the purpose of determining taxable income. Since United States tax rates are calculated on a graduated basis, this practice automatically lowered the tax bracket of the overseas United States taxpayer.

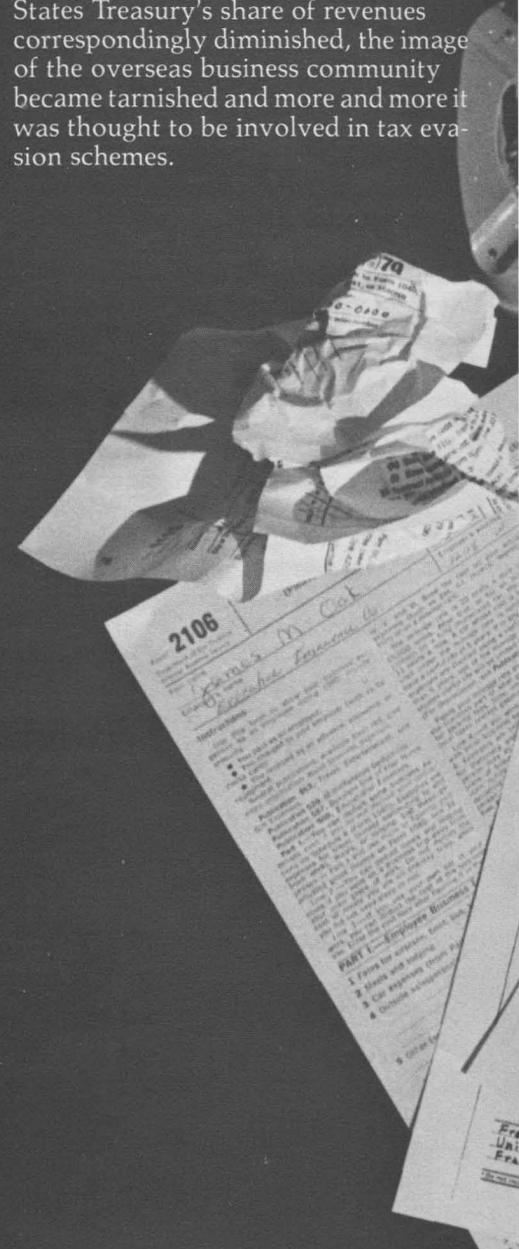
Enjoyment of these benefits was based on the simple requirements of either a bona fide foreign residence test, computed on the basis of living abroad for one tax (calendar) year or a physical presence test of remaining abroad for a period of 510 days, approximately 17 out of any 18 months. The employer was also required to be a foreign enterprise, thus excluding United States government personnel from these advantages. For the purposes of United States tax laws, the foreign enterprise requirement was met by merely organizing or incorporating abroad. The foreign enterprise could be, and often was, a wholly owned subsidiary of a United States parent.

This approach to taxation is characterized by tax theoreticians as neutrality in that the operation of the foreign tax credit assured that the overseas executive neither paid more or less in his total tax bill than he would have, had he remained in the United States. The exclusion of a significant amount of foreign source income was consistent with neutrality in that presumably that amount of excluded income was subject to foreign taxes thereby making a windfall impossible for the foreign based employee.

In fact, however, attitudes toward income tax enforcement abroad were often casual. In many foreign countries, compliance with tax laws was so nominal that the taxpayer avoided payment of the foreign tax for a significant percentage of his foreign source income. In addition, he often did not include this income as part of his worldwide income for purposes of computing United States taxes, as it was secretly deposited in a tax haven country by a

willing employer, who viewed tax evasion as a normal aspect of international business.

To appreciate the full impact of these provisions, one must remember that immediately after World War II, foreign tax rates were generally lower than those in the United States, thereby affecting United States Treasury receipts minimally. As foreign countries increased their tax rates and the United States Treasury's share of revenues correspondingly diminished, the image of the overseas business community became tarnished and more and more it was thought to be involved in tax evasion schemes.



Increased pressures originating from the Treasury sought changes in the law. These pressures were finally embodied in the poorly conceived Tax Reform Act of 1976, a patchwork series of compromises enacted by Congress during the final days of the Ford administration. The Tax Reform Act of 1976 modified the tax treatment of overseas personnel by reducing the ex-

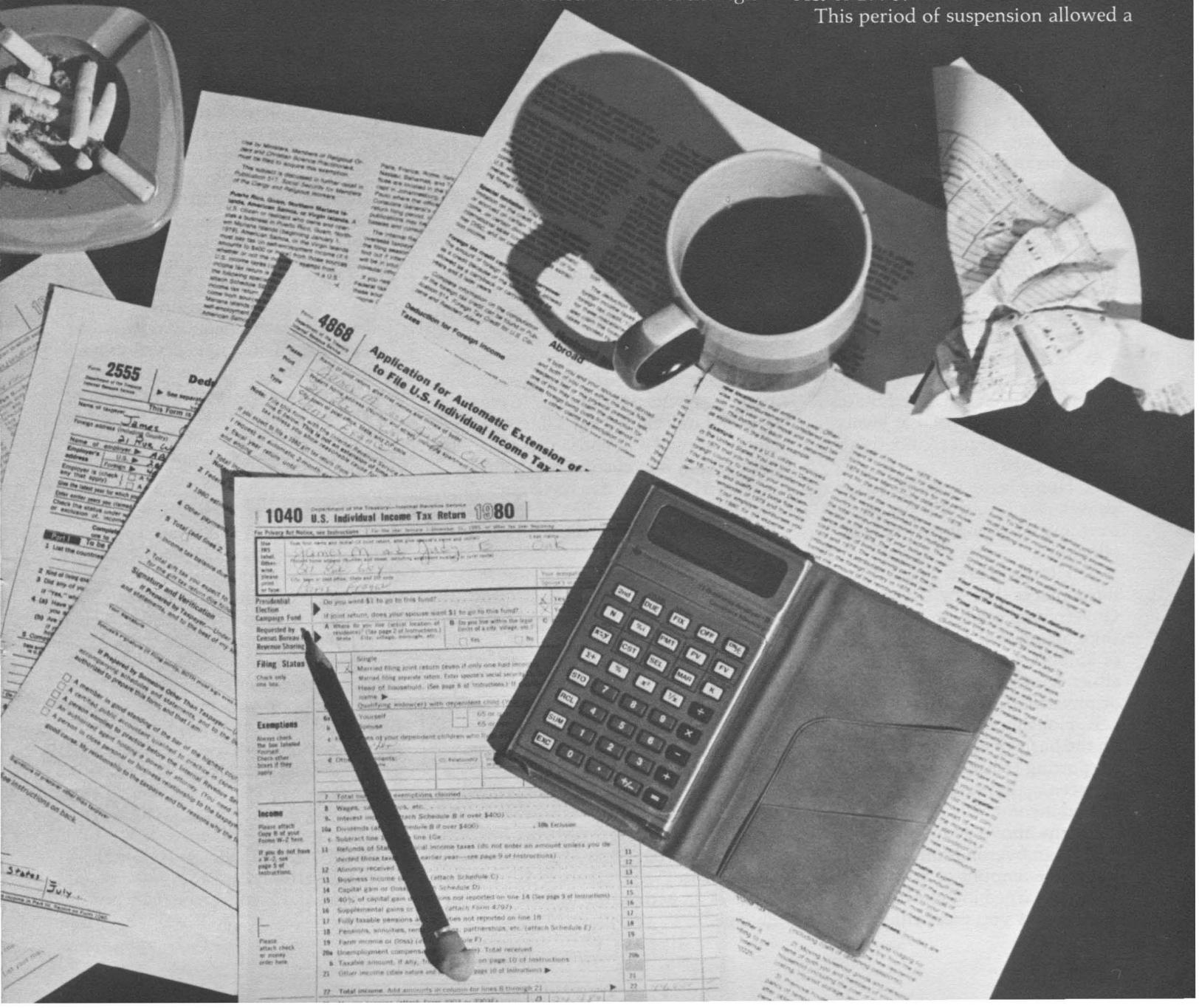
clusion to \$15,000, eliminating the foreign tax credit on that portion of foreign taxes paid for which the taxpayer received the exclusion, and taxing the resulting taxable income at the higher rate, i.e., as if there were no exclusion.

Although these changes were sufficiently disruptive in themselves, the real challenge to the international business community was responding to the mood reflected in much of the legis-

lative history of the Tax Reform Act; that it was but a first step in the elimination of so-called special tax treatment accorded overseas personnel.

Response to these modifications in the law was immediate and effective. The hue and cry of the international business community resulted in significant political pressure to delay enforcing the provisions of the Tax Reform Act of 1976.

This period of suspension allowed a



reassessment of the situation and a simultaneous effort of exploring alternate solutions. Somewhat on the defensive — no doubt because of feelings expressed prior to enactment of the Tax Reform Act — the international business community began to champion an approach based on expanding the familiar system of deductions, an approach that would include as eligible for deductions those items of special expenses borne by overseas executives as part of their special way of life. It was believed that using deductions would be more acceptable to Congressional critics of special privileges and, at the same time, still offer meaningful benefits to the taxpayers involved.

As a result of these considerations, Congress passed the Foreign Earned Income Act of 1978. Whereas the Tax Reform Act of 1976 eroded the old exclusionary system, the new law eliminated it in all but one limited area. In its place a system of deductions was introduced which selected predetermined areas in which overseas personnel were likely to have increased expenses solely as a result of their overseas status.

Those deductions for excess foreign living costs were recognized by the new law and include:

a. Cost-of-living differential established by the government based on the actual differential between the highest metropolitan area in the United States and the taxpayer's foreign home.

b. Schooling expenses, those expenses incurred in sending taxpayer's children to United States type of schools abroad at levels equivalent to grades kindergarten through twelfth.

c. Home leave transportation expenses, one round trip per person over any 12 month period was allowed.

d. Hardship area amount paid in those places that the United States Government recognized as hardship, an amount up to a maximum of \$5,000, for days spent abroad either under the bona fide residence or physical presence tests.

e. Housing expenses, calculated on the basis of an elaborate formula purporting to establish the ratio between actual housing costs and earned income.

All of the above deductions were subject to an overall limitation for any tax year; the amount of your net foreign source earned income for that part of the tax year you meet either one of

the residence requirements.

In only one instance is the taxpayer able to elect these deductions or utilize a flat \$20,000 exclusion and that is when his income has been earned in a hardship area camp. The law defines hardship area camp narrowly, as an area close to the job site where satisfactory housing is not available and one in which the employer provides the housing.

The Foreign Earned Income Act has not been received well by United States multinationals or their employees. Deductions are simply not worth as much to the taxpayer as the former exclusion.

The latter amount is eliminated from gross income for United States tax purposes while the deduction merely lowers the amount of one's taxable income. In addition, eligible deductions are defined narrowly by the law, and the Internal Revenue Service has been particularly restrictive in its interpretation. Lastly, the worldwide inflation over the last few years has further eroded the value of the deductions themselves. Cost of living tables are issued periodically, and already have become obsolete in certain parts of the world when applied.

For all of these reasons, Congress has again been reexamining the question, largely as a result of increasing complaints by international firms that they cannot afford to send United States personnel abroad and effectively face the competition.

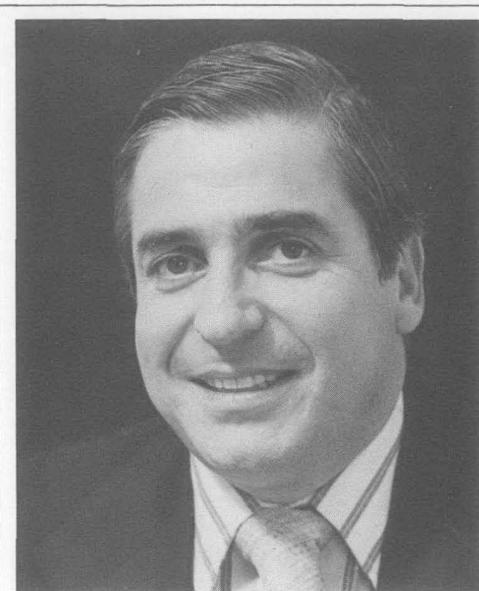
It is the employer, of course, who must bear the burden of the extra tax costs since the average employee is interested only in his net salary and will not go abroad if he ends up in a situation which is in fact costing him money.

Two U.S. industries have been outspoken in their criticism of the existing law and have been most active in instituting change.

These are United States exporters who feel they simply cannot compete and sell their products abroad without United States representatives.

Exporters have more recently been joined by the United States construction industry, who also argue they are losing out on foreign jobs because of their inability to send their own employees abroad.

As a result of this problem, a non-profit public interest organization, U.S. and Overseas Employees Tax Fairness Committee, has been organized and operates in Washington, D.C., where it plays an active role in lobbying for change.



Professor Robert S. Tancer

Professor Robert S. Tancer, who is a visiting professor at AGSIM, received his LL.B. law degree from the University of Michigan and his LL.M. degree from the Harvard Law School. His thesis dealt with the Choice of Law Clauses in International Contracts.

He maintains a law office in Phoenix and teaches such courses at AGSIM as Tourism and Economic Development, Legal Environment of International Business, Regulating Direct Foreign Investment and Doing Business in Peru and Mexico. He has worked with the Agency for International Development in the Dominican Republic and Washington, D.C.; has served as an associate counsel for the American Broadcasting Company International Division in New York City, and has been a consulting attorney in Buenos Aires.

With the uncertainties of a new administration, it is difficult to anticipate with precision changes the law will take. Several proposals reached Congressional committees during the last year and it is likely they will reappear when the new Congress convenes.

Although they differed in details, all had certain elements in common and can be summarized as follows: a) eliminate the deduction approach; b) return to a system of excluding foreign source earned income, but increase the amount to \$50,000 or \$60,000 a year and; c) reduce the physical presence requirement to 12 months.

AGSIM alumni should follow these proposals closely and advise their Congressmen and Senators of their preferences.



International Credit and Collection Strategies

By Al Ilch
AMA Staff

During the current tight economy, arranging customer credit and collecting payments is a continuing problem in international business transactions. It is a problem that must be understood by all executives exporting to overseas customers.

While the decline in the U.S. dollar's value has actually expanded the market potential for many U.S. exports, the uncertain economies of many foreign nations have caused U.S. exporters to take a closer look at how well their marketing tactics are meshing with their credit and collection policies.

A well planned credit and collection policy can ultimately be as important to the exporter as the price and quality of the product. A thorough knowledge of the international market, the specific customer and the customer's country is essential before sales negotiations can begin. James J. McCormack, treasurer of the Union Special Corporation, stresses the importance of observing the "Five Cs of International Credit Evaluation" in his article on apparel exporting in the April 1980 issue of *Apparel Industry* magazine: character, capacity, capital, country and cultural. The seller must determine if the customer has a good reputation, has established a successful trade record and is financially sound. The exporter must also evaluate the customer's country regarding its political and economic status, its foreign exchange situation and whether its social custom and mores foster a willingness to meet obligations.

A variety of financing or credit arrangements are available. Mel Herman, a senior partner with The Globecon Group, an international financial consulting firm in New York, says many foreign buyers cannot always get financial assistance from their governments unless it is for the purchase of such "big ticket" items as airplanes or for the building of dams, refineries, etc. In light of increasing

U.S. trade deficits, however, such U.S. agencies as the Export-Import Bank and the Foreign Credit Insurance Association will be able to offer more help with financing.

The most urgent problems in collecting payments are related to the previously arranged credit terms. A cash-in-advance situation obviously is of no risk to the exporter. A letter of credit arrangement can be complex but involves minimal risk to the seller. The bank handling the transaction guarantees payment as long as the shipment of goods is made. The length of time involved to secure payments, however, can be excessive in some parts of the world.

Globecon's Mel Herman says there are few problems with this in Western Europe and in some Latin American countries such as Brazil, Colombia, Chile and Costa Rica. In Uganda, however, he says there can be delays of up to 43 months. Among other countries where lengthy delays can be expected are Liberia, Zambia, Zaire, Turkey and Jamaica.

Another credit arrangement, open account, is normally used only when dealing with a buyer of high reputation. The risk here is solely with the exporter, since payment is not expected until after the customer receives ship-

ment. If, for any reason, payment is not made, the seller's course of action is basically no different than a firm's domestic dealings with overdue accounts.

There is one alternative, says Dr. James Mills, associate professor of economics at AGSIM: The seller can go to a "discount house," which purchases the goods at a lower price, conducts its own credit investigation and takes over responsibility for collecting the past due receivables on a recourse or non-recourse basis. On a non-recourse basis, the discount house takes over all risks.

With a recourse arrangement, the discount house can return responsibility to the seller if payments are still not received after a certain length of time.

Exporters, of course, should be thoroughly briefed in the intricacies of international credit and collection techniques before embarking on foreign sales negotiations.

A number of training programs and seminars can be of great help in this area. AMA/International's popular program, "International Credit and Collections," is next scheduled in New York, May 7-8. The course will explore current credit and collection trends and provide up-to-date foreign exchange information.

International Credit and Collections

May 7-8, AMA Headquarters, New York

Meeting # 10537-07	INDIVIDUAL	AMA	Non-
Price:	FEES	Members	Members
		\$420	\$480

REGISTRATION CARD

REGISTRAR AMA/International, 135 West 50th St., New York, N.Y. 10020

Tel: (212) 246-0800

YES, I want to attend _____ date _____

List team registrants on separate sheet

This confirms phone registration. Full fee is payable in advance. I am entitled to AMA Member fee Please send membership information Bill me

Name: _____

Address: _____

Official Stresses Africa's Importance

Lannon Walker, the senior deputy assistant secretary of state for African affairs, spoke to about 60 students at AGSIM the day after the landslide victory for Ronald Reagan on "Africa: Economic Challenges of the 1980s."

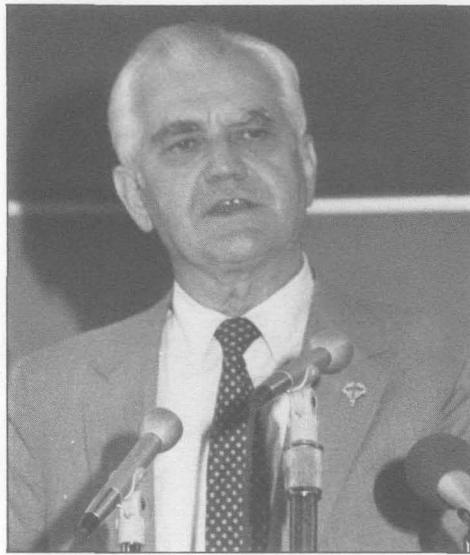
He stressed the importance of Africa to the U.S. and said that if the U.S. doesn't become involved with African affairs, the situation will be bleak not only for Africa, but also for the U.S.

Some of the challenges Walker listed are the important role of government in encouraging the private sector's involvement in Africa, in the government's role as provider of foreign aid and the effects of the North-South dialogue.

He said he could understand the Africans' frustration at not getting much financial help because of the government's focus on studies and research. When an African complains to Walker about that discouraging factor, Walker reports the African will say "he has yet to see anything but study teams, and I don't have an answer for that."

There is great potential in Africa, Walker said, but said the U.S. should concentrate on a few projects of quality to help Africa develop her resources. For example, he said, many African governments prefer to keep food prices low, which in turn hurts the farmer. If prices were allowed to fluctuate, the revenue could help overrun the food deficits, he added.

To a question regarding the Reagan administration, Walker said he hoped the U.S. commitment to human rights would not be dropped. "There should not only be sticks but carrots," he said, to offer to African countries coming to the U.S. for aid.



General William C. Westmoreland

Westmoreland's 'Wish List'

General William C. Westmoreland spoke to a packed auditorium last November about his "wish list."

The tall, silver haired former chief of staff for the U.S. Army told the group gathered at AGSIM that, if he could have his dreams come true, he would wish for the prevention of war and achievement of world peace, the protection of democracy, the achievement of democratic tranquility, the protection of the physical environment, maintenance of the quality of life and the improvement of those less fortunate.

Yet, he said there are "forces at work which makes this utopian wish not possible."

Westmoreland, who was once Time magazine's Man of the Year, said the competition between the U.S. and the U.S.S.R. is perceived as being the major obstacle to such dreams.

"The Soviets play chess while we play poker," he said, stressing that the free world would become leaderless if it were not for the United States.

But other free countries must join the U.S., he said, and be encouraged to share the load despite their self-interests. "Great military power pays off in world power."

Westmoreland said he believes there is a "dangerous decade ahead." Furthermore, he said the U.S. "has not come to grips with the energy and inflation problems." He said he was distressed by former President Jimmy Carter's vacillation on those two issues. And, while he said he was "delighted" with the election of President Reagan, he was unsure of Reagan's ability to reverse the situation.

Quality of Espionage

Stan A. Taylor, who spoke on the status of the U.S. intelligence community, told about 60 individuals in AGSIM's auditorium last November that "there is a general decline of perceived worth of all government institutions."

He said he believed some of this current thinking was healthy while other thoughts were unfortunate.

Taylor, who served as a professional staff member on the Senate Select Committee on Intelligence from 1976 to '78 and who is currently a professor of government at Brigham Young University, said the intelligence of the U.S. needs internal reform and needs to reduce its size. He also said there must be a change in leadership within the intelligence community itself.

Communication between analysts should be improved and that may "immunize redundancies" within the organization, he added.

Taylor also stated that every single nation engages in the collection of intelligence, listing about 15 agencies which do so in the U.S. There are two basic types of intelligence collection, he said: technical such as use of photographic and bugging devices, and the use of humans, which Taylor said is poor because morale is currently so low.

Behind the Scenes . . .

Worrying that a featured speaker's plane will be late or dealing with security for a speaker who has been threatened is all part of the job for Sonia Thurmond, director of communications and adviser for AGSIM's Speakers Committee.

Last semester, she and Vern Christianson, committee chairman, and the seven members used many connections to make contact with potential speakers, acted as hosts and hostesses to the speakers and made housing as well as publicity arrangements for their guests.

The purpose of the committee, according to Christianson, is to provide AGSIM students with "a variety of speakers to round out their education, to improve their understanding of current issues and affairs." An example of that purpose is the group's advance planning for this spring's program on international terrorism, and the invitation to alumnus actor Don Novello

Please turn to Page 18



'55 T-Birds attending the reception in their honor, the evening before graduation, were, from left back row, Eugene J. Meyer, Rob Risher, Paul Davis, Ray Lopez and Robert J. Tyldesley; front row, Sharmon Steen Davis, Harley Kelley, Jim Bean, Billy Martin and John Izard; kneeling, from left, Charles J. Sommer and Niek Slijk.

'55 Grads Return for Silver Reunion

More than a dozen '55 graduates of the then-American Institute of Foreign Trade returned in December to attend graduation at AGSIM and other functions honoring them at their Silver Reunion.

The T-Birds were first greeted at a cocktail reception in the Goldwater Lounge on the evening of Dec. 11. In addition to the honorees — including Roland E. Garcia, '53, who had planned the first Silver Reunion — President and Mrs. William Voris, Executive Vice President and Mrs. Berger Erickson, Professors "La Senorita" de Noronha, Laurence and Mrs. Finney, Frank and Mrs. Jackle, former alumni director Martha Snyder, librarian Lora Jeanne Wheeler and Robert G. Horn, director of development and public affairs, attended the gathering.

The morning of graduation the alumni were given a tour of the campus including the library and the recently completed classroom complex. President and Mrs. Voris hosted a luncheon for them at their campus home. In addition to the '55 T-Birds, AGSIM's Board of Trustees, the 1980 recipient of the Jonas Mayer Award Ralph C. Harpham, '49, and the current student body officers also attended.

Graduation ceremonies that afternoon included recognition of the Silver Reunion graduates by President Voris who presented each returning T-Bird with a specially designed Silver Certificate. Later that same evening, along with Alumni Director Tom Bria and his wife Shonny, a few of the '55 graduates went on to the graduation party which was held at a Scottsdale resort.

Chairman of the Silver Reunion was John R. Izard, '55, who with his wife, lives in Phoenix. Izard, who is a certified licensed underwriter, has his own business, Izard Insurance, corporate and estate planning. Garcia, '53, the last reunion chairman, is president

of Roland E. Garcia Consulting in Fresno, Calif. The firm is involved in international business and consulting work in the paper and oil industry as well as a paper recycling plant and family-owned vineyards. Garcia is also a former Jonas Mayer Award recipient.

The other T-Birds who attended the special ceremony were: James Q. Bean, who lives in San Diego, Calif., is retired from Fruit-O-Matic Vending. Paul and Sharmon Steen Davis also live in the San Diego, Calif., area. Paul is with Art Leitch Realty and Sharmon is teaching English as a second language. Harley B. Kelley, who lives in Phoenix, works with Commonwealth Land Title Insurance Co. Ray C. Lopez, who with his wife AnneMarie, lives in Birmingham, Mich. Lopez is president of Graficentro International, Inc., with a partner/associate in Panama and Mexico. The company covers the territory of the Caribbean, Central America, Venezuela and Brazil. Mr. and Mrs. Billy F. Martin came from St. Louis, Mo. Martin, a former Barton Kyle Yount and Jonas Mayer Award winner, is the director of utility finance for A.G. Edwards & Sons, Inc., Corporate Finance Division. Eugene Meyer, who maintains homes in Tempe as well as in Show Low, Ariz., is in real estate. Rob Risher, who lives in Scottsdale, Ariz., is self-employed in the aluminum recycling business. He spent many years overseas in Liberia. Niek Slijk and his wife live in Southern California. Slijk is the manager of the Chula Vista, Calif., Chamber of Commerce. Charles J. Sommer retired from the Civil Service in 1977 and now

"dabbles" in real estate. His wife Armada died last August. Robert J. Tyldesley is the manager of the Dawn D Motel in Santa Monica, Calif. Dee Jay Weinrebe, who lives in Minot, N.D., is an accountant with Baldwin Martz & Co.

Other T-Birds who sent their regards, but who could not attend included: Barbara Yunker Bettison, Long Beach, Calif.; Charles W. Busbey and his wife Doris, who live in Plantation, Fla. ("Give my best to everyone. Would love to be there"); J.G. Egeland "will be abroad;" Eric E. Ericsson and his wife Janie, who live in London ("with our best regards"); Dick Pooler, Alamo, Calif.; Richard Punnett, Tonawanda, N.Y.; George R. Rainoff, who works for Johnson & Higgins in New York City, said, "I expect to be in Saudi Arabia on those days;" Tom Rigler and his wife Ellie, who live in Los Gatos, Calif. ("Have one for us!"); Bill Wassmann from Troizinias, Greece; G.N. Weismuller from Maseru, Kingdom of Lesotho; and Charles D. Yost from Kirkwood, Mo.

Oklahoman Honored

A graduate of Oklahoma State University was given the Barton Kyle Yount Award at AGSIM's 77th commencement exercises Dec. 12.

John Phillip McKay, 23, who is from Tulsa, Okla., received his B.S. degree in business administration from OSU in Stillwater. While at AGSIM, McKay participated in the Annual Phonathon and also served as the full-time youth counselor/director at a Methodist church in Phoenix.

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World Affairs Conference Seeks Information

The Pacific Rim will be the geographic area of concentration for World Affairs Conference at AGSIM Sept. 24 and 25.

Faculty adviser is Professor James Mills and student chairman is Nancy Hague. AGSIM students John Dunn, Candy McAdams, Diana Owens and Conrad Terry have volunteered to advise the new committee because the four served on the first conference.

The committee welcomes assistance and recommendations from interested alumni. Address all inquiries to the World Affairs Committee, AGSIM, Box 548, Glendale, Ariz., 85306.

Department Data

A new department chairman for Modern Languages, a flurry of paper presentations and some new faces in the World Business Department are highlights for AGSIM's three departments.

International Studies Department: Dr. Andris Trapans has been invited to participate in the Sixth International Scientific Conference on Baltic Studies in Stockholm, Sweden, this June.

Professor Beverly Tanner Springer has written a chapter for the book "Women in European Radical Politics," which was published the first of this year. She was also elected to the executive board of the Southwest Labor Studies Conference where she presented a paper on the British Labor and Thatcher Government. Springer and Professor Robert S. Tancer discussed Italian tourism at the Midwest Political Science Association.

Professor Yao Nien-Chin of the Beijing Institute of Foreign Trade in the People's Republic of China was a guest lecturer for one month from mid-September to mid-October. He held three talks about the Chinese economy open to all students in addition to lecturing and attending AGSIM classes.

Modern Languages Department: Professor Jorge Valdivieso stepped down as chairman of the department after six years. He will continue to teach and to do research. Robert M. Ramsey, Ph.D., who most recently lived in Barcelona, has been selected to succeed Valdivieso as department chair-

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Winning Ad Campaign

Winners of the 1980 fall semester Inter-ad competition were, from left, Carolyn Katterjohn, Robert Kerwin, Russ Walter, Jennifer Pinkerton, Jennifer Armstrong and Susan Ylvisaker. Their team presented an advertising campaign to introduce Oil of Olay into Greece. Other teams' campaigns were to introduce Levi-Strauss slacks into Mexico, Sprite soft drink into Brazil, and Harley-Davidson motorcycles into France.



African Club's Memorial

"In loving memory of Gbodey N. Bodom, Class of 1980," the placque reads in front of the African sumac which was planted and dedicated by the African Club in early December 1980 near the new classroom building. Badam, who was a student from Nigeria, was afflicted with a rare form of hepatitis, according to Dean of Students Stephen R. Beaver, and died in a Phoenix hospital in December 1979, shortly after he received his Master in International Management degree from AGSIM. The tree was selected as a memorial, according to Tom Malone, a former president of the African Club, in the hopes that future students would sit under the tree and enjoy the shade and shelter from the Arizona sun. Attending the dedication were members of the African Club, President William Voris (right of tree), club president Clark Ross Croulet (left of tree) and Beaver (behind Croulet).

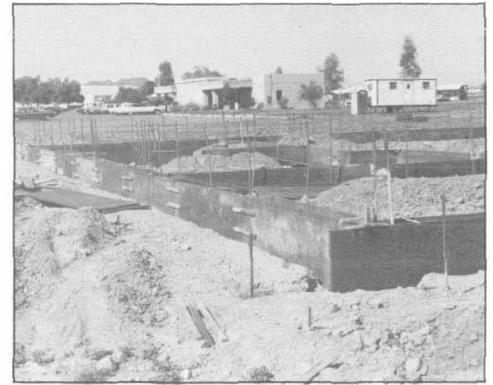
Putting on a New Face

The temporary trailers have disappeared, and the 'stables' which were used as classrooms in the hangar nearest the athletic field at the American Graduate School of International Management have also been abandoned. The students at AGSIM have been attending class in a brand-new building which was completed last August, just in time for the beginning of the fall 1980 semester.

The \$600,000 structure contains three buildings, which total 13,000 square feet, and is U-shaped, connected by covered walkways. A blue-tiled three-tiered fountain, donated by Kenneth Jacuzzi, '79, in honor of his parents, Inez and Candido, is the focus of the central courtyard and patio area.

Surrounded by trees and shrubs, the 29 rooms vary in seating size from accommodating about a dozen language students to classrooms for larger groups of about 50 or 60 students to a lecture hall that seats 90 individuals. There is also a room which can be used for seminar discussions.

"You will be happy to learn that the 'stables' will be abandoned for classroom purposes," wrote Dean Marshall Geer III in a memo to students, faculty and staff last year. Some of the other classrooms by the Quad and the Audi-



torium will continue to be used, however.

The building, which is constructed of slump block keeping in line with the western style architecture of AGSIM's Thunderbird campus, is adjacent to the library and the Career Services Center and Alumni Office.

Donors to be honored at the spring 1981 classroom dedication include individuals — Clay P. Bedford, Thelma Kieckhefer and the late Paul W. Litchfield; and corporations — Anderson Clayton Corp., the Arizona Bank, Chase Manhattan Bank, Citibank, Firestone Tire and Rubber Co., First National Bank of Arizona, S.C. Johnson & Son, Inc., the Kresge Foundation and Valley National Bank of Arizona.



Ralph C. Harpham, '49, the Jonas Mayer Award recipient for 1980.

Bank Executive Gets Alumni Award

An executive with United California Bank in Los Angeles is the recipient this year of the Jonas H. Mayer Alumni Award.

Chosen because his "outstanding international career has brought credit not only to himself but to the American Graduate School of International Management," according to President William Voris, Ralph C. Harpham, '49, executive vice president of United California Bank, was honored Dec. 12 at a luncheon held at Voris' campus home. He spoke at graduation ceremonies later that afternoon.

Harpham, who speaks four languages including English, was elected to his present position seven years ago. Prior to his position at UCB, he was vice president of finance for Merrill Lynch International in Geneva, Switzerland.

A past president of the American Chamber of Commerce in Switzerland and also a past chairman of the Council of American Chambers of Commerce in Europe and the Mediterranean, Harpham joined Merrill Lynch in 1972. Prior to his affiliation with Merrill Lynch, Harpham, 56, served First National City Bank of New York for 23 years, organizing the bank's first German branch in Frankfurt and later opened First National City's Geneva bank and other Swiss branches in Zurich, Lugano and Lausanne. Harpham left the bank as vice president in charge of all Switzerland operations.



Resource Person/ Alumni Association CONTACTS

If you are visiting, job-hunting or moving to their area, the T-Birds marked RP (resource person) will help you. If you'd like information about alumni meetings and activities in their area, the T-Birds marked AA (alumni association) will advise you of times and places of get-togethers. By writing or calling the Alumni Office (602-978-7135), you may add your name to our list of distinguished AGSIM alumni who are proudly serving their school as well as other T-Birds world-wide.

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Scott & Danmark Ltd.
P.O. Box 410/KBY
Jakarta Selatan
Tel: 582792 (O)

ISRAEL

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Ramat Hasharon, Israel
Adrienne Wayne (RP, AA)
Palace Hotel
277 Hayarkon
Tel Aviv, Israel
Tel: (03) 445111

ITALY

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Ford Buonaparte 16
Milano, 20100
Jorgen Lindeskov
c/o Oticon Italia s.r.l.
Ungarno Guicciardini n.7
50125 Firenze, Italy

IVORY COAST

Kenneth Erickson (RP)
African Development Bank
Room 802
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Abidjan, Ivory Coast

JAPAN

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1-1 Nishi-Shimbashi
Nimato-ku
Tokyo, 105, Japan

Yu Fukui
Assistant General Manager
Otemae Women's College
2-10 Otamae Higashiku
Osaka, Japan 545
Tel: 06-944-1106

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3-5-1 Higashi Azabu, Minato-ku
Tokyo, 106 Japan
Tel: 586-8645

Michael B. Powell (AA)

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C.P.O. Box 953
Tokyo 100-91, Japan
Tel: 03-212-0411
03-952-2370

JORDAN

Mohammad Anwar Abdelrahman
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P.O. Box 9776
Amman, Jordan
Tel: 62126-62129 (O)

KENYA

Mustafa Mamujee (RP, AA)
M/S Mamujee Brother Limited
P.O. Box 90600
Mombasa, Kenya

Gertrude S. Muloli
c/o Valentine Musoga
Twiga Chemical Industries Ltd
P.O. Box 30172
Nairobi, Kenya
Tel: 338333

KOREA

Jaesuk Lee (RP, AA)
The Korea Development Bank
I.P.O. Box 4570
Seoul, Korea
Tel: 22-4111

Jung-Bae Kim
Asia Cement Mfg Co. Ltd
10th Floor Dong Ah Bldg
120-23, Seosomoon - Dong
Chung-ku, Seoul, Korea
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590-6442 (H)

MEXICO

Craig J. Dudley (AA)
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Mexico, D.F. Mexico

(Continued Next Column)

Betsy Kaduk (AA)
c/o Multibanco Comermex, S.A.
Plaza Comermex
Blvd. Avila Camacho NO. 1
Mexico, 10, D.F.

Claude Shaneyfelt
Explanada #1220-A
Lomas de Chapultepec
Mexico, 10, D.F.

MOROCCO

Judith Taybi
"Villa Vallespir"
12, B-d des Nations Unies
Agdal
Rabat, Morocco
or: USAID/RABAT
Department of State
Washington, D.C. 20523

NETHERLANDS

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Weissenbruchstraat 253
2596 GH
Den Haag, Netherlands
Tel: 070-280083 (H)

NORWAY

Jan A. Strangel
Asterudvn 16A
N-1344 Haslum
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(02) 532526 (H)

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514017

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Pierce & Kiyonaga
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Balboa, Republic of Panama
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52-5298

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John Zavala-Kent
Av. Mcal. Lopez 1532
Asuncion, Paraguay
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PERU

Hector Cespedes Bravo
Hector Cespedes Bravo-Empresa
Unipersonal of Export of Peruvian
Handicrafts
"Los Mirtos 448-Lince, Lima-Peru"
Tel: 2250-97

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Bruno Cornelio (RP)
c/o Bank of America
Manila Branch
BA-Lepando Building
Paseo do Roxas
Makati, Metro Manila
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PORTUGAL

Diane Claus Huth
Johnson & Johnson
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PUERTO RICO

Ole B. Dam
Digital Equipment Corp.
P.O. Box 106
San German, Puerto Rico 00753
Tel: (809) 892-1946

Jerome E. Firsky
Firbeck Inc.
P.O. Box 14423
Barrio Obrero Station
Santurce, P.R.

Tel: (809) 726-1102
(809) 726-1798

Robert & Gloria Shuman (AA)
c/o Robert Shuman & Associates
Box 1393
Hato Rey, Puerto Rico
Tel: (809) 789-9371

John F. Tomlinson, President (RP, AA)
Caribbean Properties Limited
171 Del Parque
San Juan, Puerto Rico 00911
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SAUDI ARABIA

Gary E. Adams (RP, AA)
Fluor Arabia Limited
Gas Gathering Project
P.O. Box 360
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875-7651 (H)

(Continued Next Column)

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Harry A. Cockrell (RP)
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Tel: (401) 3545/402-5084

Roger N. Voegelé
c/o HBH Company
Contracts Department
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James W. Echle (RP, AA)
Salsbury International Inc.
187 A Goldhill Shopping Centre
Thomson Road
Singapore 11, Singapore
Dick & Sandy Hasenpflug (AA)
Monsanto Singapore Ltd
26th Floor, Clifford Center
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James W. Stewart
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201-B Goldhill Centre
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Singapore 1130, Singapore

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WABCO Trade Company
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Madrid 20, Spain

Barton L. Hartzell
Construcciones Aeronauticas, S.A.
Factoria de Getafe
Apartado 193
Getafe (Madrid) Spain
Tel: 681-58-11

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J.R. Svalander (RP, AA)
BP Chemicals (Suisse) SA
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Bangkok, Thailand

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VENEZUELA

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Caracas, 50817, Venezuela
Tel: 239-4442 (H)
745-169 (O)

Mitchell K. McMurry
Representato Adjunto
Bank of Montreal
Edif. Centro Altamira, Piso 14
Avda. San Juan Bosco, Altamira
Apartado 68415 Altamira 1062
Caracas, Venezuela
Tel: 324275 or 321189 (O)



Robert Walker, '50



Robert Senkfor, '54

CLASS OF '47, '49, '50

Ben Cid Novoa Jr., '47, whose mailing address is Crown Point, Ind., is working for Sears in Mexico. He is a former Jonas Mayer award recipient. Phyllis and **Walter M. Leonard**, '49, have moved to Tombstone, Ariz., where they continue their writing and researching of "the old West." **David W. Moir**, '49, is the export manager for Nordic Controls Company in Batavia, Ill. His primary connection is as manager of international sales for Furnas Electric Company, also in Batavia. **Richard Kerr Murison**, '49, with his wife Cacilda C., recently visited the Alumni Office. Murison is the administration/financial manager of the metallurgical company Mcquay do Brasil, Ltda. in Sao Paulo. **Joseph D. Ames**, '50, who is living in Oak Park, Ill., is the regional marketing director for Candlelight Dinner Club and covers three states — Illinois, Wisconsin and Minnesota. **Richard G. Kranz**, '50, is the manager of purchasing in the contracts administration for General Dynamics/Pomona division in California. Living in Singapore are Carol and **Robert Lewis**, '50, who is working for Monsanto Singapore Pte. Ltd. **Fred J. Parmentier**, '50, is the senior vice president with Frank B. Hall & Co. international department and has recently moved to Chicago. **Robert G. Walker**, '50, has retired from Ameritrust of Northeastern Ohio. He was chairman and chief executive, and served in that capacity since 1976. He joined the bank in 1959 as an assistant vice president.

CLASS OF '51

Inter-American Development Bank has transferred **Carlos F. Borja Jr.** to Lima, Peru. **Curtis Rausch** is working for Cosdel Singapore Pte. Ltd. in Singapore. **Richard Sullivan** is a vice president with Mobil Oil in Norway. We heard this news from his brother-in-law Ben Cid Novoa Jr., '47.

CLASS OF '52

Norman "Norm" J. Blackie of Castro Valley, Calif., is self-employed in the export business. **James V. Kauffman** recently wrote: "After Purina I set up a poultry meat business for them in Mexico City and operated it for five years . . . since then the family and I 'escaped' from Mexico City. I operate a small feed lot for beef cattle near Queretara and Ruth supplies the city with American pies. I suspect we rank near the top of the seniority list of Thunderbirds in Mexico."

CLASS OF '54

Jack William Nedell is the manager-international administrative services for Procter & Gamble in Cincinnati, Ohio. **Ken Nelson** is working with the store Spanish Galleon in Phoenix. **Robert C. Senkfor** has joined FCIA as senior vice president, underwriting.

CLASS OF '55

Dale Sheets has returned to the U.S. after spending seven years in Brazil. He has his own Snelling and Snelling Employment Services office in Burlington, Iowa. "**Jack**" **John Thomson** will be the sales manager for Latin America for Fokker Aircraft U.S.A. but will keep his office in the Washington, D.C., area.

CLASS OF '56

Phillip R. Keeler is the owner of an advertising agency in Mexico and recently joined other T-Birds at an alumni gathering at the Camino Real. **Benedict J. Mione** is the director general for Latin America and the Caribbean for Canada Dry. He resides in Mexico City. He was recently on campus, visiting with Executive Vice President Berger Erickson. Mione and his wife Irma were in Phoenix to attend a two-day meeting; they spent one evening at a local restaurant which had been transformed into a Mexican village, ringed with 700 luminarias. Mrs. Mione was quoted in the local newspaper as saying: "I've never seen anything so spectacularly beautiful in all of Mexico."

CLASS OF '57

Alan B. Helffrich Jr. has joined the management group of Tupperware International, a division of Dart Industries, and is planning a move to Buenos Aires then on to Santiago, Chile. **Alf Johnsen** is with Nat Chemsearch in Madrid. **Robert T. Mott** has recently been named a partner in Dames & Moore, an engineering and environmental consulting firm in San Francisco. He and his wife Esther and two sons live in San Rafael, Calif.

CLASS OF '58

Pieter A. Vos has been appointed export marketing manager for Bunker Ramo International Sales Corp., in Oak Brook, Ill. Vos, who was born in the Netherlands, has more than 20 years of international marketing experience including resident positions in Belgium, Cuba, Germany, Guatemala and Thailand, as well as export sales experience in Africa and the Middle East. **Stanford P. Wilson**, who is employed by Snelling and Snelling in Rio de Janeiro, writes that he has been in Rio since 1959 ". . . and plan to stay here much longer."

CLASS OF '59

Gerald K. "Jerry" Anderson is the owner of O'Tay Nursery Inc. in San Diego. He recently visited the Alumni Office. **Andrew W. Furlan** is the executive vice president and general manager, international, for Del International, Inc., a division of Del Laboratories, Inc., in Farmingdale, N.Y. **Aldon L. Pierce Jr.** is the owner and president of Coronado Finance, Inc., Las Cruces, N.M. He and his wife Carmen Salcido Pierce, who have three children, recently celebrated their 20th anniversary.

CLASS OF '60

Charles H. Brassard is the general manager of Seagram's de Mexico in Mexico City. **Donald A. Brugge**, who recently visited the Thunderbird campus, is with Chapman Chemical Company, Memphis, Tenn. Nancy and **Robert F. Kidney**, who works for Kodak Pte., Ltd., are residing in Singapore. **Paul Reiss** is the managing director of Ther, S.A., in Cuautitlan, Mexico. **Gordan W. Ware** recently wrote from Mexico where he is the president of Hallmark Cards. Kit and **James Worthington**, who is employed by Citibank, live in Singapore.

CLASS OF '61

Duane Bellmore is working for Promotora Gales in Madrid. Sue and **Richard Dron** are living in Madrid, where Dron is working for Pfizer. **Jerome "Jerry" S. Lewis** has taken a year's leave from CARE and is working on his brother ('68) **Richard's** pig farm in Valencia, Venezuela. Jerry has been with CARE in Venezuela for 18 years; but writes, "I love the change of pace and if it works out, I may stay longer."

CLASS OF '62

Carol and **Robert Louis**, who works for Monsanto, are living in Singapore. **Julius J. Modlinski**, who received his doctorate from the University of Wisconsin at Madison, is the executive director of the Arizona Children's Home Association in Tucson, Ariz. The job title of **Peter Reitz**, who was profiled in the last issue of The Thunderbird magazine, was incorrect. Reitz is the assistant executive director for CARE Europe. All other information about Reitz, however, was accurate. Living in Singapore are Boba and **Theodore "Ted" F. Ryan**, who is working for Electronic Data System World Corp. Mida and **David M. Sheehan**, who works for Mobil Producing Services East Asia Inc., also reside in Singapore.

CLASS OF '63, '64

Beatriz and **Richard Hotz**, '63, are living in La Coruna, Spain, where Hotz is employed with Nebraska Consolidated. **Stanley A. Zagrodnik Jr.**, '63, works for Southeast Enterprises, Singapore. **Lester "Les" Montegut Jr.**, '64, is a financial adviser for Walter Wainright in San Francisco. **Donald C. Nelson**, '64, is no longer with MONY; he is self-employed as an insurance broker in Fargo, N.D. The job title of **George Radcliffe**, '64, who was profiled in the last issue of The Thunderbird magazine, was incorrect. Radcliffe is the assistant executive director, overseas operations for CARE. All other information about him, however, was accurate.



Dale Sheets, '55



John Thomson, '55



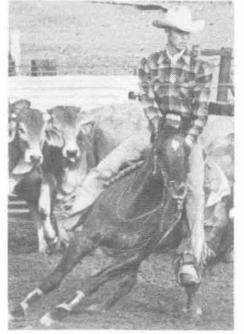
Robert Mott, '57



Julius Modlinski, '62



Thomas Farver, '67



Tom Lyons, '68

CLASS OF '65

John Datsopoulos is the president and owner of InterCat Corporation, American Diversified Products, Inc., and Horns International, and lives in Missoula, Mont. The companies, in order, are involved in export of reconditioned heavy equipment with emphasis on Caterpillars; export of medical/dental equipment, and the export of horns from elk and deer to the Orient. **Tom Granger**, who is president of the Central American division of Pfizer, Inc., lives in San Jose, Costa Rica, with his wife, the former Ellen Parker, and their three daughters. Since graduation, Granger has traveled and worked in Thailand, Ceylon, India, New Zealand, Peru and Costa Rica. **Christian A. Larsen Jr.**, who was recently elected to the New York Alumni Association board of directors, is the marketing director for Aramis International/Estee Lauder International in New York City. **Don Novello**, who plays the unpriestly priest Guido Sarducci who is a gossip columnist from the Vatican on the comedy show "Saturday Night Live," was recently interviewed in the magazine Rolling Stone. The article notes that he covered Pope John II's visit to the United States for the Rolling Stone. "In his article, Father Sarducci mentioned among other things, that he didn't even know in what state Des Moines was located, but that he didn't just want to come out and ask someone. 'So I've been waiting for someone to mention the name of it, but no one does. I think I might ask, 'What are the names of the states surrounding this one?' and then maybe I could figure it out myself, within a state or two.'" According to the article, Novello and his wife Kathy are living in Hollywood, where he is writing a non-Guido movie in which he hopes to play a role. Novello published "The Lazlo Letters" in 1977, a book of letters sent to various celebrities under the pen-name of Lazlo Toth. (The real Laszlo Toth — Novello changed the spelling a bit — was the Hungarian-born Australian who in 1972 had attacked Michelangelo's "Peita" with a hammer.) He also continues to promote his comedy record "Father Guido Sarducci Live," which has sold about 70,000 copies.

CLASS OF '66

Ed Fernandez-Fournier is working for Westinghouse, S.A., in Madrid. **Gerald E. Rupp** was recently promoted to personnel administration manager for Northrop in Taif, Saudi Arabia.

CLASS OF '67

William C. Dyer has joined Connell Brothers Co., Ltd., in San Francisco, as executive assistant to the president. He sold his own firm, Corporate Export, Inc., and now resides in Walnut Creek, Calif. **Thomas D. Farver** recently was hired by GOE Resources, oil and gas invest-

ments in Houston. In January, he became a director and vice president, treasurer and controller, when the Boston Oil and Gas Drilling Fund Company's Houston office separated and formed the privately owned oil and gas investment company called GOE (Gas, Oil and Energy) Resources Company. **David G. Fisher** and four others, including two Thunderbirds, have incorporated the Oak Bridge Institute in Tokyo, with the purpose of providing cross-cultural services to Japanese and foreign firms in Japan. **Nicholas L. Hunter** writes that he is supervisor of finance and accounting for Dravo Arabia, Ltd., which is a subsidiary of Dravo Utility Constructors, Inc., of New York City. "We have a contract to maintain and operate the Ghazian power plant which is an 800 megawatt oil and gas fired steam generated electrical plant." **Edward K. Kimmel** recently began a three-year tour as a commercial officer at the U.S. Consulate in Hamburg, W. Germany. This assignment, he explains, is with the new U.S. Department of Commerce foreign commercial service. **J.M. Moore** is the manager of the Los Angeles and Beverly Hills branches of Banque Nationale de Paris. After 12 years with Citibank in New York, Brussels, Madrid, London, Mexico and Los Angeles, **Dean M. Ross** has set up his own company to build and develop a 160-unit condominium/time share resort project in Puerto Vallarta, Mexico. His company is located in Los Angeles, where Ross, his wife Susan and two daughters live. **Harold N. Tune** is working for Textron in Singapore.

CLASS OF '68

Selling Mayan designs to tourists in Antigua, Guatemala, is **Cynthia C. Burski**. Sandy and **Dick Hasenpflug**, who is working for Monsanto Singapore, are living in Singapore. **James H. Hunt IV** is working for Temenggong Merchant Bank in Singapore. A newspaper interview recently appeared in a local Phoenix paper about **Tom Lyons**, who trains horses on his 80-acre spread on West Buckeye Road with his wife Tootie. "They're our business and our hobby," he was quoted as saying. "A cutting horse has to be born with an instinct to work cattle. He's got to love it . . . You always want the horse to believe he can jump over the moon. You want him to think he can do anything because if he fails, he'll worry about it and then he'll lose his concentration." **Stephen D. Nadler** was recently admitted into partnership with Schneider & Shuster, certified public accountants, in Denver. **Kenneth P. Skuse** has moved to Seoul, Korea, with Marine Midland Bank. **Algis Vosylius** is the president of Avex International, Ltd., in Naperville, Ill. Mary and **Montroville B. "Bo" Walker III**, who is working for Kodak, are living in Singapore. **Booker R. Warren** is the regional manager for LNC Corp. in Dallas.

CLASS OF '69

James R. Brokken is the vice president and deputy regional manager, corporate banking Europe, with Manufacturers Hanover Trust in New York City. He completed the Stanford Executive Program last summer, which included 180 executives of which 60 were with foreign corporations. **Roger Brown** is working for Marine Midland Bank in Singapore. **Robert B. Hughes** is with Export-Import Bank in Singapore. **Graham M. Lowe** is the director of national sales for American Express in Mexico. He met recently with other T-Birds living in Mexico and Tom Bria, the alumni director. **Valentin Navarro**, with his wife Blanca, are living in Madrid, where he is employed by Nat Chemsearch. Employed by John Deere Industrial Pte., Ltd., and living in Singapore is **Thomas Rhomberg**. **Walter C. Sweet III** is now operating Walt Sweet Advertising, Inc., in Phoenix.

CLASS OF '70

John Daughenbaugh is the vice president of United California Bank, international division, in Los Angeles. **Bruce R. Duston** is senior vice president for Western Bank in Farmington, N.M. **Thomas K. Gray** was recently promoted to vice president for studio publicity at United Artists in New York. **C. Norman Hansen** has been in the Frankfurt, W. Germany, office of Marine Midland Bank for four years and is currently vice president and senior representative responsible for Central Europe and Yugoslavia as well as the Com-econ countries. **R. Lynn Hurlbert** has moved from Venezuela to Houston where he is enrolled at the University of Houston in the Ph.D. program in management operations with a minor in international business. He remarked: "I received full credit for all my Thunderbird classes." **W. Dana Juett** is the production control manager for Mostek Corp. in Carrollton, Texas. **Richard Kidder** is the district manager for Coca-Cola U.S.A. in Atlanta, Ga. **Patrick J. McCormick**, as vice president and general manager of the United California Bank, Tokyo Branch, has moved to Tokyo. **Richard J. Roth** is assistant vice president for the First Bank of Minneapolis. He lives in Plymouth, Minn. **Herbert G. Rupp** is working for Georgia Pacific International in Singapore. **Gary Walter**, who also lives in Singapore, is working for John Deere & Co. **Charles M. Weeks III** is in Monterrey, Mexico, working as the general manager for Burger Boy's northern division in an expansion program to develop the chain in that part of Mexico. "Forty restaurants to date," Weeks writes and explains that Burger Boy is a recent acquisition of the VISA Group.

CLASS OF '71

Bonnie and **Harold D. "Buck" Brown** are living in Madrid, where Brown is working for Sterwin Espanola S.A. **William "Bill" M. Coulter**, manager of the United Kingdom Export Finance Division for the Chase Manhattan Bank, N.A., has worked in New York and Hong Kong. He writes: "I feel very fortunate having had the opportunity to work in two very exciting overseas locations and my year at Thunderbird certainly contributed to my success in obtaining a career in international business." **Michael Hanson** is now in international finance and audit with Control Data. **Judd Kinne** is working for Frazer & Co. in Singapore. **Dan Mapes** is a manager of international marketing for Kaiser Commerce International in Berkeley, Calif. **Lance M. Renault** is the director of administration for Compassion International in Colorado Springs, Colo. This organization, which works through evangelical missions and national churches providing educational and health care and Christian nurture, assists 56,000 children in 33 countries in Asia, Latin America and Africa, according to Renault. **Phillip N. Strongin** has been appointed vice president of Bartlett and Company, Grain. He and his family reside in Overland Park, Kan. **Charles Taplin** is working for William Wrigley, Inc., in Madrid. **Margaret E. Watson**, who is now **Margaret W. Lupton**, is currently living in Brookfield, Conn.

CLASS OF '72

Living in Poway, Calif., **Daniel Bohart** is an assistant vice president for the Bank of San Diego. **William W. Burrus** was recently named the executive director of ACCION International/AITEC. He had been the Latin American director of operations. **Paul R. Collins** is working for Business International Corp. in San Francisco. Carolyn H. and **Grier H. Cooper** attended the Balloon Race in November. **John Cullison** has been transferred from California, where he studied agriculture and the needs of developing countries, to Africa, where he has the responsibility for southern Africa for Bank of America as vice president. **Richard Delaney** is now working for ITT with their consumer financial unit as executive assistant to the president. **John Fred Duffer**, who recently returned from Dusseldorf, W. Germany, is the vice president general manager for the Coca-Cola bottling plant in Waco, Texas, which is owned by American/European Associates. Marcia and **Gregory W. Duffin**, who works for The American Insurance Company, live in Singapore. **James W. Echle**, who works for Salsbury International Inc. as Asian marketing director, and his wife Michiyo are living in Singapore also. **Barton A. Francour** is vice president of Continental Illinois National Bank and Trust Company of Chicago, Distribution Service. Nancy and **William "Bill" R. Grant**, who recently visited the Thunderbird campus, are living in Rosnell, Ga., where Grant is a trader of peanuts and vegetable oils for Alimenta (USA) Inc., which exports these items. **Russell E. Johnson** has recently been transferred to the north Asia headquarters of American President Lines, Ltd., in Kowloon, Hong Kong. **James D. "Jay" Kreimer** is presently in Peru, handling all of National Supply Company's business with Peru, Ecuador and Bolivia. **Nick Lazos** is chief of procurement/logistics with Gray International Corp., in Jakarta, Indonesia. **Gary Michael** is the sales manager for Latin America for Bausch & Lomb in Rochester, N.Y. **Alec Soon Guan Teck** who lives in Singapore, works for Sim Lim Company. **W.A. Taft** and his wife recently visited the



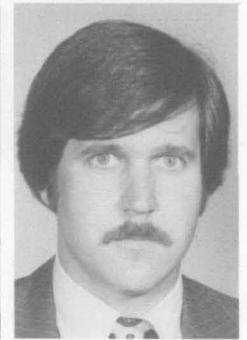
William Coulter, '71



Phillip Strongin, '71



David Resha, '73



Dennis Kelley, '74

Thunderbird campus on their way to Bermuda where he works for Cameron & Colby Insurance. **David A. Young** is employed with DECA Group, Inc., in Miami Beach, Fla., as the client services manager, dealing with real estate developers, architects, general contractors and interior decorators in building interiors for commercial buildings.

CLASS OF '73

James Mike Alexander is working for Woodward & Dickenson in Singapore. Also living in Singapore are Sharon and **R. John Davis**, who is working for First National Bank of Dallas. Xuan and **Robert "Roy" M. Dix Jr.** are another couple living in Singapore; Dix is with Chase Manhattan Bank there. **Terence M. Esmay** started as a consultant last fall with the California Avocado Commission, promoting California avocados in Japan. **Ted Finkel**, who recently returned from Brazil, is working for Chase Manhattan Bank and its correspondent banks in Spain, Portugal, Greece and Cyprus. He currently resides in Great Neck, N.Y. **Gilberto Franquebalme** is working for Multibanco Comermex, S.A., in Mexico City. Dilcia and **William Gambrel** with their daughter are living in Buenos Aires, where he recently was promoted to vice president and manager of corporate banking at Chase Bank, South America, which is a subsidiary of Chase Manhattan Bank of New York City. **Lawrence C. Giessinger** has been transferred from Singapore to the head office of First Pennsylvania Bank, N.A., international department, in Philadelphia, as an assistant vice president. **John C. Graeff** has left Pool Company after six years there to start his own company called Porthcawl Services, Inc., which specializes in providing technical training and technical placement services to the oil and gas industry. He lives in Houston. Working for J.I. Case is **Jackson Harris Jr.**, who with his wife Charlotte is living in Singapore. **Herb Jensen** is a faculty associate at Deloitte, Haskins & Sells in New York City. **David Levy** is in the management development program as a trainee with Electronic Data Systems in Erie, Pa. **Randolph K. Miller** has become the vice president of Texas Commerce Bank N.A.'s Latin American division. He resides in Houston. **Michael A. Morris**, who came to the Balloon Race in November, recently joined Getty Oil Company in Los Angeles as a macroeconomic analyst. **Richard L. Painchaud** is professor of international business at Mankato State College in Minnesota. **David Resha** has been elected president and executive officer of Colonial Bank in Louisiana. "I am looking forward to providing Colonial Bank with the impetus and direction needed to make the bank an integral and contributing factor within the financial commu-

nity of Orleans Parish," Resha said. **Charles L. Rucquoi** is employed by Funding Systems International GmbH in Dusseldorf, W. Germany. **Gerd Stippinger**, who lives in Toronto, is involved in international travel as director of marketing for Inclusive Tours, Ltd. He takes care of all arrangements for several companies — including Sperry Univac, General Electric, Zenith, John Deere — for these companies' group and incentive travel to such places as Acapulco, Barbados, Martinique, Amsterdam, Puerto Rico, Vienna and London. As he says: "It surely is quite challenging and rewarding. It also gets you out of the house once in a while." Physician **Mary E. Thorne** is living in Detroit, Mich. **Jesse G. Wilson** has joined March Advertising, which does marketing and advertising research for Chicago hispanics, in Norridge, Ill.

CLASS OF '74

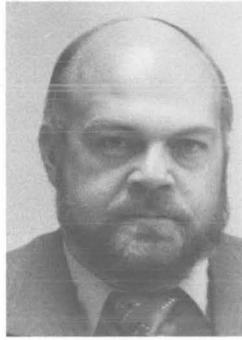
Living and working in Singapore is **Charles Allard** who is with the State Bank & Trust Co. **James Randolph Andersen**, who is the cost engineer and senior field scheduler for Fluor Arabia Ltd., is living in Saudi Arabia. **Bob and Cindy Cotton Brady** write from Goshen, Ind., where they are keeping busy "gentleman farming" and restoring a turn-of-the-century farmhouse. They also have a son, Aiden, born Jan. 19, 1979. Bob is with Glascoat of Midwest, a supplier to the reinforced plastics industry, as a manager of sales. Cindy is forecasting and pricing manager for NIBCO, Inc., a leading manufacturer of valves and plumbing fittings. **Tim Burleigh** is an account executive with Commodity in Denver. **Gary A. Drimmer** is currently the director of planning for the world processing division of Continental Grain Co. He recently returned from Paraguay. **Hugo Bernard Effinger Jr.** is manager of finance for Hydril Co., a petroleum manufacturing company located in Los Angeles. **Bashar T. Farouki** is the director for United Group for Development and Contracting in Amman, Jordan. **James Ferrara** has moved from Singapore to the Philippines. **Barry L. Heimbigner** has been transferred from Bank of California's Taipei office to the Seattle, Wash., branch as vice president and international department manager. **Gregory H. Holm** is going into the Air Force officer training program. **Richard L. Hubbell** is currently posted to the American Embassy in Kabul. **Norman P. "Norm" Huddle** is a realtor for the A.J. Alfano Co. in Phoenix. **Dennis B. Kelley**, who has been working for Cummins Engine Company Foundation, says "for the last two years I have devoted my efforts toward negotiating a technology agreement with the People's Republic of China. I would be happy to share my experiences with any interested faculty and students if their studies are focusing on doing



Paul Pugsley, '74



Harold Blair, '75



Pierre Charbonneau, '75



Robert Kronman, '75



Robert English, '76



Mary Hewett Dudley, '79

business with China." He resides in Columbus, Ind. **Stephen John Koller** and his wife Catherine are living in Singapore, where Koller is employed by Sterling Drug Pte., Ltd. **Stuart M. Lane** has become a senior foreign exchange consultant for Chemical Bank in New York City. Pat and **Paul Larson** currently reside in Seattle, Wash. Paul is the Seattle branch manager for Karl Schroff and Associates, custom house broker for importing and exporting. He received his custom house broker license about two years ago. **Bruce Marks**, who recently changed jobs, is now the director of export sales for Premier Industrial Corp., in Cleveland, Ohio. **Kent C. Mericle** is a commercial loan officer for the National City Bank of Minneapolis. **Paul Pugsley** is the assistant vice president for First City National Bank of Houston, international department, and was recently assigned to Singapore to handle marketing business development and credit for the new branch which began operation in January. **David L. Sandel** and his family are re-locating to Southeast Asia where Sandel will continue to work for Cooper Industries which is based in Houston. **Tony Savarese** is an account executive with Bateman Eichler, Hill Richards in San Diego, Calif. Lynda and **Craig Williamson**, who works for Industrial National Bank, are living in Singapore.

CLASS OF '75

John Jose M. Anter is working for Procter & Gamble in Madrid as a brand assistant. **Harold H. Blair** has been appointed executive director of the International Council of Mid-Ohio by the council's board of trustees. **Garrett R. Bowden** is the assistant vice president of Cross & Brown Company in New York City. **Sara K. Burgess** has left IBM and is currently employed by Deloitte, Haskins and Sells, specializing in data processing as a consultant. She lives in Irving, Texas. **Robert C. Burnett** of Houston is the project manager for Venezuela for Coflexip & Services, Inc., which is involved with pipelines. **Pierre "Pete" Charbonneau** has left Agnew-Tech-Tran, Inc., to form his own company Charbonneau/Crowe & Associates in Van Nuys, Calif. Charbonneau, who speaks French, Russian and Japanese, said his services will provide translations for advertising copy in French, Spanish, German, Italian, Portuguese, Arabic, Japanese and Chinese. He also contracts with translators of other languages. **Charles Clausen** is sales manager for Mexico and South America for Franklin International Company in Houston. **Salvatore D'Amato Jr.** was promoted recently to field training consultant with Metropolitan Life. Jan and **Russell "Rus" H. Davis III**, who is employed by Caterpillar (FE) Pte. Ltd., are living in Singapore. **Vernon Hatch** has been promoted to brand manager Latin Ameri-

can area distributor markets for Parker Pen Co. He resides in Janesville, Wis. **Michael J. Kelley**, who recently took an AGSIM refresher course in Japanese, is in the process of moving to Tokyo where he is the general manager, international metal trading, for U.S. Reduction Co. He will handle both sales and purchases in Japan for the subsidiary. Kelley expects to live there for about two years. **Robert B. Kronman**, who is currently employed by Beckman Instruments in Fullerton, Calif., has co-authored a book entitled "Gentlemanly Attitudes: Jerry Ford and the Campaign of 1976," with David and Margaret-Mary Howell. Emily and **James C. Loberg**, who works for Crown Pacific in Jakarta, are living in Singapore. **Robby T.K. Loh** is employed by Robin Company in Singapore. **Alwin "Win" Miller** has been promoted to senior consultant with Booz, Allen & Hamilton, Inc. in the communications and information technology division and works in Bethesda, Md. **Michael Moore**, who was interviewed in Minnesota's "Corporate Report" October 1980 issue, is the senior representative for Northwestern's Banco division and living in Mexico City. Just two weeks prior to his move to Mexico in October 1980, he was married. "Working abroad is something that has always appealed to me," the T-Bird said in the interview. "I happened to be about the only guy in the office who was qualified for this assignment so I was pretty lucky. The real bonus is that I will get to open things up and make all the initial decisions." **Tom Nolte** is director of marketing for Philippines, Micronesia and Orient Lines (PMO Lines) and is based in San Francisco. **Allan Ronnow** recently added Arizona and Southern California to his territory of Northern California and Nevada as district representative with Bucyrus-Erie Co. He and his wife Jennifer and three children are living in Livermore, Calif. **Robert J. Rosser**, who works with Hudson Underwriting Ltd. in Bermuda, was in Phoenix recently for an insurance convention and stopped by AGSIM. **Jeffrey C. Slocum** is the director of annual giving at Carleton College in Northfield, Minn. **Emmett Steed**, who is the controller at the Los Angeles Marriott Hotel, was on campus recently as a recruiter for Marriott Corp. **Ted R. Strickler** writes from Zaire where he continues to work for Constructeurs Inga-Shaba, a consortium of construction firms led by Morrison-Knudsen International Co., his primary employer. **Marcia E. Vancil** is the advertising manager — Latin America/Caribbean for Seven-Up International, which is owned by Philip Morris International. She resides in Miami. **Robert J. Wark** was recently appointed director, telecommunications marketing, at RCA solid state division. He and his wife Mary and their three children are residing in Gladstone, N.J. **Mark Wolf** works for Bank of New York in Singapore.

CLASS OF '76

Jeanne A. Bear is the international marketing manager for Greyhound Lines, Inc., Phoenix, where she coordinates all marketing activities for Greyhound International, including administrative and sales offices in Europe, Asia, Australia, South America and Africa. She travels extensively. She recently spoke to the Women in Business Club at AGSIM. **Robert C. English** was recently appointed assistant vice president in the worldwide banking department of First National Bank of Chicago. **Lynette Guzzino** is with Grey Advertising in Madrid. **Steve Hering** is working for the First Wisconsin National Bank of Milwaukee. **Douglas Holaday** has recently been transferred to the Paris office of A.I.U. liaison office to do production and public relations work for all the A.I.U. business in Europe. **Francis Hsu** is working for American Express International Inc. in Singapore. **Robert F. Jamison** is the branch manager for Valley National Bank, Dobson Ranch office, Phoenix. **Joseph C. Jarvis** has been named assistant vice president of Emil Preuss Inc. His office directs the joint efforts of Emil Preuss GMBH and Co., Hamburg, Germany and Fred S. James & Co., Inc., in their approach to German-linked businesses in the U.S. **Edward K. Kimmel** is living in Hamburg, West Germany and working for the U.S. Department of Commerce foreign commercial service. **Alex Kubassek**, who is living in Phoenix, is the brand manager for Cudahy Foods Co. **Cynthia Leidner** is with CBS in Madrid. **R.E. "Tex"** and **Michael McGrath Miller** have recently moved to Texas where he is with Mid-Continent Supply and she is with Miller Brewery Co. They send their greetings to the Guadalajara summer '76 group. **Paul D. Miller** is working for the Agency for International Development in the U.S. State Department, planning a move to Manila, Philippines, soon. **John Newlin** is an equipment specialist for Gill Management Services in San Jose, Calif. **Brian O'Boyle** is a commercial loan officer for Great Western Bank in Scottsdale, Ariz., where he and his wife Bobbie reside. **Pamela Papas** is a third year law student at California Western School of Law. **John Phillips** has recently joined Whittacker Corporation in Los Angeles. **Tom Rahn** is working for Continental Grain in Lisbon, Spain. **Ronald B. Schun** is manager, international sales Europe/Africa, for Canadair, Inc., for the Challenger jet. He resides in Munich, W. Germany. **Charlotte Kennedy-Takahashi** and David G. Fisher, '67, with **Yasumiro Takahashi** as auditor and stockholder, and two others have incorporated the Oak Bridge Institute in Tokyo, with the purpose of providing cross-cultural services to Japanese and foreign firms in Japan. In addition, to his affiliation with his wife's institute, Takahashi is manager for SK&F in Japan.

CLASS OF '77

Laurie and **Thomas J. Beatty** are moving to Brussels because as part of a consolidation plan, the European internal audit department of Clark Equipment Co. will be based there. The Beattys previously lived in Mulheim/Ruhr, W. Germany. **Elizabeth L.C. Beck** is the comptroller international inspector for Citibank in New York City. **Arthur G. Brina** is with Peat, Marwick, Mitchell & Co. in Chicago. Rosamaria M. and **Emilio A. Cabrera**, who came to the Balloon Race in November, are living in Glendale, Ariz. Cabrera is working as a systems engineer for IBM. The Cabreras were married last August. **Jane Carey** is with the General Accounting Office, international division, in Washington, D.C. **Richard Chalk** is the Far East sales manager for Classic Chemicals in Dallas. Judy and **Jose Chertrudi** are living in Madrid where Chertrudi is working for Chrysler. **Michael Christenson** is in the budgeting and operational analysis division of C.P.T. Corp. in Eden Prairie, Minn. **J. Michael Clatterbuck** was recently promoted to assistant vice president and assigned as Bank of California's representative in Taipei. **Laurence E. Crabb** is currently employed by Levi Strauss & Co. in San Francisco. **Linda Cypres**, who lives in San Francisco and works for Sutro & Co. as an investment specialist, attended the Balloon Race in November. **Roy A. Daugherty**, who is with the aircraft engine group at General Electric, was recently promoted to administrator - international personnel practices, and will be supporting the world-wide aircraft engine operations and the joint venture with SNECMA, a French aviation company. **Jo Anne Spatz de Vargas** is an independent consultant, living in Winston-Salem, N.C. **John Garza** is an international sales engineer for S and S Corrugated Paper Machine Co., in Brooklyn, N.Y. **Tom Halder** recently became the accounting supervisor for RANTEC, a division of Emerson Electric, which manufactures antennas for satellite communications. **Raymond V. Haley** has been promoted to assistant vice president, planning and corporate development for Marine Midland Bank in New York City. **Joseph A. Igoe**, who came to the Balloon Race in November, is an international banking officer for United California Bank in Los Angeles. **Frank Jent** is in Switzerland with Procter & Gamble. **Scott K. Johnson** writes from Tunis, Tunisia, that his job with Bank of America "remains interesting and challenging," and that he and his wife have a daughter, Ines Rim, who was born July 2, 1980. **Ed. J. Jusino**, who attended the Balloon Race in November, is the director of marketing/Latin America, Caribbean operations for Foodservice Consultants & Designers - Exports in Irvine, Calif. **Mary Kolehmainen** is employed by Danis-Benton & Bowles in Madrid. **Nimrod Kovacs** is a senior account executive for Wells, Rich, Green, Inc., in New York City. T-Bird Gerald E. Rupp, '66, reports that he has seen **Jim Kreuze** on the tennis courts or playing bridge in Al Khobar, Saudi Arabia. Kreuze's wife and newborn child recently joined him in the Middle East. **Ken Lambert** is with Cato Johnson in Madrid. **Steve Lunde** is working for Crown Pacific in Singapore. **Shirin McElhinney**, who is living in Dublin, Ireland, is working with the Irish Export Marketing Board. **Lorrie Miller** has left Pillsbury to work for ConAgra Inc. in St. Louis, Mo. **Morris "Mo" Ostroff** is the marketing representative in international marketing for Goodyear Aerospace Corp., in Litchfield Park, Ariz. **Frank M. Parsons** is an administrator for Baker International/Exploration Logging in Sac-

ramento, Calif. **Jack Query** is the Far East coordinator for National Semi-Conductor. **Arthur F. Rizzi Jr.** is working for Banque de l'Union Europeenne in the corporate banking sector on special projects. He writes: "We are still a relatively small operation with approximately 50 people. We are a full branch of the Banque but have only been in the States for two years." **Mark Scott** is working for Grey Advertising in Madrid. **Craig Shoots** is working for Guardian Industries in Houston. **Mark Steinborn** is an import distribution supervisor for Volkswagen of America in Pleasanton, Calif. **Mary Suzann Van Sickle** is the travel director for Maritz Travel Company in Fenton, Mo. **Curt Ward**, who is an industrial engineer for Intel Co., in Santa Clara, Calif., attended the Balloon Race in November. **Ying Chin Wah**, who is employed by Clark International Market S.A. Melroe Division, lives in Singapore. Akiko and **Yoichiro Yoshida**, who is employed by Obayashi-Gumi, reside also in Singapore. **Robert J.H. Zuurdeeg**, who was recently married to Jean Weingart, is an educational counselor.

CLASS OF '78

Abdulrman Al Amoudi is now working in sales at OLAYAN Group in Jeddah, Saudi Arabia. **Elias Ashkar** is living in Geneva, Switzerland, and working in the advertising department of Procter & Gamble. **Peter Asten** is employed by Crocker Bank's credit review department in Los Angeles. **C.J. Atteridge**, who attended the Balloon Race in November, is a marketing representative for computer sales with IBM-GSD in Phoenix. **Pierre Bachoc** and his wife Sima recently celebrated their second year in Rome and plan to stay possibly two more years. Pierre has become the marketing planning manager with Eli Lilly and will market vet drugs in the Mideast and Africa. **Catherine Baldwin** is working in merchant banking for Crocker Bank in San Francisco. **Carolann Paul-Bennett**, who was married in 1979 to Joel Bennett, is living in Los Angeles and working for the state of California in the Office of International Trade, doing international business development for California's industries. She writes: "The job is lots of fun and I get to use a wide range of the knowledge I learned at Thunderbird." **Paul D. Brady** is a telecommunications specialist for Wall Street with ITT World Communications. He is living in Arlington, Va. **Raul Casas** is a loan officer in the commercial loan division of Citibank, N.A., in San Juan, Puerto Rico. **Louis I. Clark** has changed jobs and is currently employed by Texas Rice Export, Inc., Houston. **Gary Cochran** is the assistant to the president of Radius International Corporation in Clearwater, Fla. **Cynthia Ann Cramer** is a communications analyst for Iowa-Des Moines National Bank. Prior to her present position, she was the supervisor of the bank's communication center with a staff of 12, installing the electronic word processing center. **Mai Dam**, who recently visited campus, is an economist and financial analyst in charge of evaluating the performance of Ivory Coast corporations with the Minister of Economy, Finances, Planning in Abidjan, Ivory Coast. **John E. Durbin**, who was recently promoted and transferred, is the financial coordinator for Douglas Oil Company of California in Costa Mesa, Calif. **David A. Dustin** is working as a contract administrator in the Middle Eastern section of EF&G Washington Analytical Services Center, Inc., and is planning a move to the Eastern Province of Saudi Arabia. **Michel El-Daher** is currently based in Helsingborg, Sweden, with Joint Trawlers Ltd. Sweden AB, a company

owned by Libinvest Holdings, S.A., Paris. **Richard J. Gibson** is a senior staff consultant for Keith-Stevens Inc. in Edina, Minn. He attended the Balloon Race in November. **Rick Griffin** is the director of marketing for First State Bank & Trust Co. of Houston. **Carolyn Harvie** is the market development manager for Baxter-Travenol in Glendale, Calif. **Richard Holst** has recently been reassigned as area manager, product support for Colombia, Peru and Ecuador with John Deere Intercont. Ltd. He will be living in Quito, Ecuador. **Yoshihiro Hotta** is employed by Procter & Gamble in Japan. **Leslie Johnson** is a sales representative for Container Corp. in Los Angeles. **Robert D. Johnstone** is working in strategic planning for Boeing Commercial Airplane Co., and lives in Federal Way, Wash. **Masao Komiya** is in the advertising department of Procter & Gamble in Japan. **Mark O. Larsen** is an account executive/faculty for Management Recruiters in Tucson, Ariz. **Lorraine Lindsay** is in Peru with Procter & Gamble. Another Procter & Gamble employee is **Michelle Lionel**, who is in Canada in the advertising department. **Tim Lund** is working at National Supply Company, a division of ARMCO, Inc., in Houston. **Jo Ann Lynch**, who attended the Balloon Race in November, is a management associate for Mountain Bell telephone company in Phoenix. **Phillip M. Martineau** is working for Onan Far East in Singapore. **Sandy McDevitt** is in marketing support with Memorex. **Kim W. Mc Leroy** is working for Spanish-American Health System in Miami. **Milind P. Mokashi**, who was recently married to Sasmita, is with the export department of Godrej & Boyce Manufacturing Co. in Bombay, India, with plans to expand to Indonesia. The company makes typewriters, forklift trucks, steel furniture and office equipment. **George Carteret Mussenden** is vice president-sales for H.A. Mussenden & Associates in San Marino, Calif. **Lisa Fesler North** and her husband **Mark North** are living in Stamford, Conn. Lisa is a management trainee with State National Bank of Connecticut, international division; her husband is a territory assistant for Manufacturers Hanover, international division. **Charles Nunu** is a meal merchandising manager responsible for meal pricing, sales strategy, spreads regional delivery differentials, hedging and coordinating daily marketing efforts, currency exchange and credit control. He moved to England earlier this year. **Brian J. O'Connor**, who came to the Balloon Race in November, is an economic consultant and worked on the Reagan for President Committee. **Douglas Pressman**, who lives in San Francisco, works for the Bank of California. **Steve Reinbolt**, senior agency marketing representative for INA International Corp. in Los Angeles, recently visited campus. **Jerome Sanzo** is with Chase Manhattan Bank in Singapore. **Jan Skybak** is in the advertising department with Procter & Gamble in Venezuela. **Klaus Stoehr** is employed by Hoechst in Sommerville, N.J. **Dean Storm** recently changed jobs and is now with the State Department, learning Arabic at the Foreign Service Institute. **Kunio Toma** is in the advertising department of Procter & Gamble in Japan. **Roger Voegele** is working as the contracts department manager for HBH Company, on a contract for operations and maintenance of the Royal Saudi Naval Forces. Voegele, who said he expects to be in Saudi Arabia for several years, said his primary employer is Hughes Aircraft Co., but is on loan to a joint venture of Huges, Bendix and Holmes and Narver (HBH). **Steve Yudicky** is a sales representative for Merck, a pharmaceutical company in North Dakota.

CLASS OF '79

Richard "Rick" Attix is with Solar Turbines, Ltd., London. **Ali M. Bahaj**, who is with Procter & Gamble, lives in Switzerland. **Kathryn "Blossom" Banks** is with North Carolina National Bank in Charlotte, N.C., where she and her husband **Jeff Rinz** reside. **Wesley "Wes" D. Bigler** is presently working for FMC Corp., in Atlanta, Ga. **John C. Cook** has left International Harvester to join Uninvestors s.a., a Belgium investment company which specializes in U.S. real estate, commercial development, and oil and gas exploration. He writes, "The company is 15 years old and is well known in Brussels and Texas, where most of our U.S. activity is concentrated. My job is on the investment/sales side." **Mary Hewitt Dudley** has joined Flexibox Inc. as marketing coordinator in Houston. **Mary Jayne Dzonik** is a credit analyst for First City National Bank of Houston with plans to enter into either an energy or international lending position. **Jim Easter** is a credit analyst for Houston National Bank in Houston. **Catherine "Kaki" Ferris** is working for Citibank in New York City. **Rachel Geltman** is working for Backer & Spielvogel as a research analyst and also lives in New York City. **Yves Gourmelen** is the assistant controller for the French subsidiary of Bunker Ramo Corp. based in Oak Brook, Ill. **Phillip S. Harward** is a management examiner for W.N. Murray & Associates, Inc. **Barbara Hoffman** lives in Pasadena, Calif. **Tom Hofmann** is a junior trader for Transammonia International Limited, a fertilizer marketing company, in Zug, Switzerland. **Daniel T. Holstein** is an associate selected account manager, Los Angeles commercial branch, for Burroughs Corp. **Yun-Jung Huang**, who lives in San Francisco, is a technical recruiter for Executive Resources. **Ann L. Huseman** is a project specialist with J.I. Case, and for the past year has been working in The Netherlands and in England. For the next two years, she writes, she will be based in either Racine, Wis., or Frankfurt, W. Germany. **Simon Kings** is the store manager of Pico Rivera branch of Jewel T in the Los Angeles area. **Martha Laham** is helping to run Richard Ouelette (a beauty salon and cosmetics shop) in Laguna, Calif. **Nelli Long**, who came to the Balloon Race in November, is a financial analyst/electronics for Intel in Phoenix. **Clifford W. "Cip" Lord** has been traveling around South America visiting several hotels as a traveling accountant for Inter-Continental Hotels. Jane and **Stephen Ludders** are living in La Grange, Ill. Ludders is a financial analyst for Allied Tube & Conduit in Chicago. **John F. "Paco" Marshall** is working in Houston for Harle Services, an airfreight forwarder. **Satoshi Matsu** is in the sales department of Procter & Gamble in Japan. **Rei Matsui** is in Japan, also employed by Procter & Gamble. **Laurence D. McGriff** is a hospital administrator at Christ Hospital in Illinois, and also does private consulting work. **Marianne McIlvain** is working for Chase Manhattan Bank in New York City. **Matthew Powell** works with attorney Neveille Johnson in Woodland Hills, Calif. **Taco Frederick Proper** is working for McCann Erickson advertising agency in New York City. **Sonia Jeantel Rosco** began a 38-week training program last fall with the Four-Phase Systems Company in southern California as a marketing representative. After spending a year at the American University in Cairo, at a special Arabic language institute for diplomats and businesspersons, **Charles Signer** is now working for Paccar International, Inc., in Bellevue, Wash., as a sales administrator for the countries of the Arabian Gulf. He writes: "As the company's only

Arabic speaking employee, in an area where it has a large market, my chances of being sent overseas pretty soon are very good. I am glad I started at AGSIM, and I only wish I had gone there sooner." **Virginia Simonds** is a research assistant with Russel Reynolds Associates, an executive recruiting firm in Los Angeles. **Balbir Singh** is working for J.I. Case in Singapore as is **Virginia C. Sipiore**, who is employed by Mandarin Singapore. **Judy Riedinger Smythe** and **Peter Scot Smythe**, who were married Nov. 17, 1979, in Covington, Ky., are currently living in Lafayette, Calif. The new Mrs. Smythe is a consultant in the management information consulting division of Arthur Anderson, San Francisco. Scot is the consumer promotion analyst for the Clorox Company in Oakland, Calif. **Alfred Stanton** and his wife Glenda have moved to Yokoto Air Force Base in Japan where Stanton is a staff officer captain. **Thomas Stevenson** has been sent to Geneva, Switzerland, by Caterpillar Tractor Co. **James W. Stewart** was recently hired by AmerOrient in Singapore. **Samuel West Stewart** is working for Mitsubishi in the machinery division in New York City. **Alan P. Walicke** and his wife Sheila attended the Balloon Race in November. Walicke is an instructor in the management division of Embry-Riddle Aeronautical University in Prescott, Ariz. **Thomas Yang** is in the advertising department of Procter & Gamble in Canada.

CLASS OF '80

Jamieson C. Allen has been hired by Bechtel Corp. as an international management specialist and is working in Saudi Arabia, according to his wife Kathy P., who is hoping to join him shortly. "His working hours may not be the best which is from 7 a.m. to 6 p.m. Saturdays to Wednesdays, but the working facilities and conditions provided by Bechtel are the most superb in that area," his wife writes. **Eunice "Neesy" Armstrong** is a financial analyst for First City National Bank of Houston. **James "J.D." Chambers** is with Conoco Chemicals as an international customer service representative in Houston. **Cynthia E. Cielle** is the president and founder of Phoenix Export Systems, Inc., in Scottsdale, Ariz. She writes: "This is an exciting and challenging adventure. The things I learned at AGSIM are absolute essentials. My firm is dealing with electronic components and my customers are in Western Europe. This is a long way from my stated goals, but I'm finding it more fulfilling than the corporate hierarchy. Wish me luck!" **James R. Corley**, who is a financial analyst in the international division of Max Factor & Co., is living in Los Angeles with his wife Dawn. **Dennis J. de Atley** is employed in the international department of the Republic National Bank of Dallas. **Jesse Erickson** is in the credit training program at Texas Commerce Bank in Houston. **Pearl J. Garrido** is participating in a one-year training program with Industrial National Bank's international department in Providence, R.I. **Shannon R. Greene** is marketing coordinator for Vacco Industries in South El Monte, Calif. **Jeanine Hartnett** is working for Manufacturers Hanover. After two weeks of beginning work with Harris Corporation, satellite division, **James H. Herald** was sent to Lagos, Nigeria, where he spent two months then he was sent to Guatemala. **Shabbir Ahmad Khan** is an analyst for Spectra Medical Systems and lives in Sunnyvale, Calif. Debbie and **Fritz Kleppinger** are living in Taif, Saudi Arabia, where Fritz is employed in the microbiology laboratory at Al Hada Hospital. **Michael R. Lederle** is a product supervisor for Intel in Portland, Ore.

After graduating from the IIST in Fujinomiya, Japan, **Jerry Maloney** was hired by Kobe Steel, Ltd., to work in their export department in Tokyo. "Life in Tokyo is rather hectic," Maloney writes, "but exciting (especially the earthquakes)." **Chung-Man Ng** and his wife Penny have moved to Danville, Ill., where Chung is working for Hyster. They recently drove to Chicago where they observed the Chinese bronze exhibit. **Nobuaki Ogura** is a construction supervisor for Mitsubishi International in Los Angeles. **David S. Paris** is a credit analyst for Wells Fargo Bank, N.A., and lives in San Francisco. **John C. Paxson** and his wife Francine have moved to Gardena, Calif. Paxson is an advanced planning specialist for Mattel Toys, which is located in Hawthorne, Calif. **Jim Reynolds** is with Chevron USA in Denver. **Yung Tae Seo** is working in the international division of the Royal Bank of Canada in Montreal. **Mary Shurtleff** is starting as a group manager for operator services for Mountain Bell/Tempe in Arizona. **Robert E. Slobe** is the manager of associate programs for Business International in New York City. **Gregory L. Stringer** is a trainee with United Brands and lives in Panama. **Gustavo A. Teran Jr.** and **James F. Traner Jr.** are both working for Chase Manhattan Bank and are sharing an apartment in New York City. **Julie Van Buren** is a marketing representative for Caterpillar Tractor Co. **Craig Vrabec** is in his first year of law school at Capital University in Columbus, Ohio. **Gregory Clark Wallace** is an administrative manager for Parker Drilling Co. He writes, "Due to the living conditions in Algeria, I work 14 days in Algeria then I spend seven days in Palma de Mallorca, Spain, resting." **Eric K. Williams**, who is living in Aurora, Colo., is the new manager of international licenses/team promotions for Descente, a Japanese sportswear manufacturer. He writes that he "couldn't have done it without T-Bird background." **George J. Yoshida** is in the advertising department of Procter & Gamble in Japan.

MARRIAGES

Cindy Bailey, '77, and Terry Oakes were married in January. Cindy is a zone manager for Ford Motor Co. in Colorado. **Cynthia Linenbroker**, '79, and **David D. Johnson**, '79, were married June 1, 1980, in Los Angeles. The couple, who reside in Torrance, Calif., both work for AiResearch of California. Cynthia is the manager of the after market sales division and her husband is the director of Far East operations. **Laurie McClearey**, '79, and Brad Gaylord were married Aug. 10, 1980, in Denver, where they reside. Maria Modiano and **George D. Miller**, '50, were recently married in Mexico City. Laura Lee Larson and **John Lyon Mulcahy**, '78, were married Aug. 23, 1980, at St. Patrick's Cathedral in New York City. Mulcahy is an account representative, international division, of Chase Manhattan Bank in New York. The couple reside in Bronxville, N.Y. Wedding vows were exchanged Oct. 4, 1980, between **Suzanne O'Hanlon**, '79, and Donald Markle in Anchorage, Alaska. **Cassandra Rhine**, '77, who is an account manager for The Burroughs Corp. in San Jose, Calif., was married to Donald Craig Giesen of San Francisco on Nov. 15, 1980. **Mona Louise Rizk**, '80, became Mona Carbona del Valle on Dec. 27, 1980. The newlyweds traveled throughout Spain, Greece, Egypt and Thailand on their honeymoon. Debbie Williams and **James K. Secunda**, '76, were married Sept. 28, 1980, in Charlotte, N.C., where Jim has his own business, American Rehabilitation, Inc.

BIRTHS

A girl, Sara Louise, born Oct. 27, 1980, to Dawn (former editor of *The Thunderbird* magazine) and **James Corley**, '80. A daughter, Heather Anne, to Kathleen and **David A. Dustin**, '78, on April 27, 1980. A boy, Ernest Karl, to Paula and **Karl Edelmann**, '78, on Oct. 3, 1980, in Ashland, Ky. A boy, Brian Tash, born Oct. 30, 1980, to Mr. and Mrs. **Nimrod Kovacs**, '77, in New York City. A boy, Dane Alexander, to Tina and **Larry Lotspeich**, '76, on Oct. 14, 1980. A daughter, Ellen Marie, born to R.E. "Tex" and **Michael McGrath Miller**, '76, on March 30, 1980. A boy, Allan James, on Sept. 23, 1980, to Mr. and Mrs. **Allan Ronnow**, '75. A girl, Cristina Ann, born April 9, 1980, to Conchita and **Fred Smoot**, '66, in Honolulu.

DEATHS

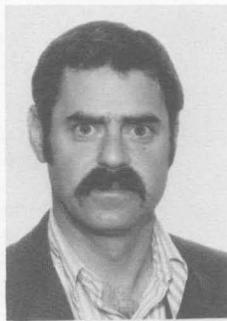
Donald D. Bentley, '64, died Oct. 20, 1980, following a long illness. Bentley, 52, was Good-year International Corp.'s industrial products sales and marketing manager. He is survived by his wife, Betty, and a daughter and three sons. Mr. Bentley lived in the Philippines, Hong Kong, Northern Ireland, Iran and London. **Walter D. Gillis Jr.**, '56, suffered a fatal heart attack while in Italy on Oct. 30, 1980, during a business trip. Mr. Gillis was chief counsel for Sun International, Inc., a subsidiary of Sun Company, Wayne, Pa. **Paul Parrette**, '56K, who died Oct. 17, 1980, headed Procter & Gamble's trade relations division when he retired in 1965. Before that, he established the Procter & Gamble Belge Co. in Belgium. He was also president and general manager of the Procter & Gamble Philippines Manufacturing Co. in Manila. Mr. Parrette, who was 74, and who lived in Carefree, Ariz., is survived by his wife Anne. **Lars Hals-Hagen**, '57, died in November 1979. He is survived by his wife Ruth Sterri Hals-Hagen, who lives in Oslo, Norway. **Peavy Heffelfinger**, '66K, recently passed away. **Pamela Irene Dolan**, '79, died in an automobile accident Oct. 5, 1980. More than 75 individuals, including dozens of T-Birds, sent in donations to AGSIM in Miss Dolan's memory. "We all hope this will bring happiness to others as Pam brought much happiness into our lives," said Linda Hunter, research supervisor at Leo Burnett U.S.A. Miss Dolan is survived by her mother, Mrs. Harry Parker Dolan of Winnetka, Ill.

KEYMEN

Thomas M. Huber, '56K, was recently promoted to manager of world-wide business development for Owens-Illinois, Inc. **Leonard S. Beard**, '59K, who recently visited AGSIM, is the director for Central America and the Caribbean for 3M Company. **Bodo A. Lubenow**, '64K, corporate engineer for 3M in St. Paul, Minn., recently visited AGSIM and noted that he learned Spanish here which "formed a good foundation upon which to build while working in Argentina." **R.W. Meadows Jr.**, '71K, is the president of LaFrance Fire & Safety, Inc., which is an exporter of fire and safety equipment, in Newport, R.I. **Hector Fernandez Gallardo**, '80K, who lives in Mexico City, is the commercial director of U.S. Sanitary de Mexico, S.A., which is affiliated with American Can Company of Greenwich, Conn. **Bert A. Gyllin**, '80K, is the export sales manager for Stephens-Adamson, Inc., an affiliate with Allis-Chalmers Corp. **Mark A. Stayer**, '80K, is the zone manager/Europe and the Middle East, for Kohler Co. in Kohler, Wis. **Robert C. Steiner**, '80K, of Salt Lake City, is the general counsel/managing director for Germany for Steiner Corp.



Jorge Valdivieso



Robert Ramsey

*Department Data
Continued from Page 8*

man. Ramsey initiated and directed the English as a foreign language program of the International Summer Courses, University of Salamanca, Spain. He is also assistant professor for English language in the Department of Modern Languages at the Autonomous University of Barcelona, where he has taught since 1968.

Ramsey, who was born in Petoskey, Mich., received his diploma in Hispanic studies from the University of Barcelona in 1961 and his bachelor's, master's and doctorate degrees all from the University of Michigan. Professor Larry Finney took on the

duties of acting chairman until Ramsey arrived.

According to Valdivieso, 275 students of the 827 enrolled in language study at AGSIM, are studying Spanish; 180, French; 108, English and English as a second language; 98, German; 63, Chinese; 43, Portuguese; 36, Japanese; and 24, Arabic.

World Business Department:

There are five new professors in the department: Professor Donald Schmidt, who holds an M.S. degree from Rensselaer Polytechnic Institute and who comes from the University of Texas at El Paso to teach Operations Analysis and Management Information Systems. Professor Alfred Hagan, who has a Ph.D. from the University of Texas, and his wife Professor Theresa, a Certified Public Accountant who holds an M.B.A. degree in accounting from the University of Cincinnati. Professor Wenlee Ting, who holds a Ph.D. degree from New York University and who has recently taught at the Tatung Institute of Technology in Taipei, Taiwan; and Professor Clair McRostie, on sabbatical from Gustavus Adolphus College, St. Peter, Minn., who holds a Ph.D. degree from the University of Wisconsin at Madison.

*Speakers/Behind the Scenes . . .
Continued from Page 6*

("Saturday Night Live"), '65, to judge an AGSIM Talent Show.

They try to work in advance, Christianson explained, but limited funds often restrain the students. Yet the committee members have been resourceful — dealing directly with a potential lecturer, having a relative or friend from AGSIM do the persuading. Such was the case with Ambassador L. Dean Brown's nephew who attends AGSIM and with Professor Duane Hall who knows General Westmoreland, Christianson said.

Serving on the committee is good experience, he said, because the students do most of the leg work: Writing letters, planning the calendar, working on publicity, arranging for housing, meals, airport pickups. The rewards not only are the experiences but also the talks on a one-to-one basis with the speaker during a lunch before the speech or on a ride from the airport, he said.

Thurmond agreed and added that the committee which meets weekly really works to assure a full house for the speaker, to take care that the planning goes smoothly. For example, the speaker who had been threatened, was not intimidated and went on with his plans to talk to the AGSIM students. Everyone was tense, Thurmond added, with security very tight, but the speech went off several months ago without incident.

Members this year have been students Mary Beth Anthony, Kathleen Bonar, Alain Brown who is spring semester chairman, Christianson who was the chairman last fall, David Church, Laura Garavaglia, Nancy Hague and Ernie Olsen. Alumni who are interested in speaking at AGSIM or who could provide help in reaching other potential speakers may contact either Thurmond or one of the committee members.



Washington, D.C. . . . Richard Owen, director of the Office of Commercial Affairs in the Department of State, recently spoke to almost 20 alumni on "Export Disincentives of International Trade Policy."

"Now it is often said with some justice I might add, that U.S. embassies do not provide their exporters with as effective service as the British, Japanese, Germans and other major traders provide their businessmen. While I am not so sure that this complaint is always accurate, I do think that there is a basis, in fact, for it," he said.

Owen, who has served in nine posts in Latin America, Europe and the Far East, continued by stating, "As you all are aware, U.S. laws . . . frequently serve as disincentives to trade . . . The legal factors most frequently cited by businessmen as a disincentive to U.S. exports are taxation of foreign earned income, the Foreign Corrupt Practices Act and anti-trust laws. There has been progress in recent months," Owen told the group gathered at the International Bank of Washington's 12 floor conference room, "toward clarifying or changing these laws to reduce their unfavorable impact on trade."

Also reported at the Oct. 23 meeting was the donation of \$133 to the Thunderbird Fund by the D.C. chapter — and the group's challenge, expressed by organizer Brian Marshall, '73, to other alumni associations to match or top that amount. Registrar John Arthur, who attended the meeting, hand-carried the money back to AGSIM.

Seattle, Wash. . . . A bunch of happy alumni gathered together at the Washington Plaza Hotel here Jan. 30 to "Kick Off the New Year." They enjoyed hot hors d'oeuvres and cocktails. Mrs. Tom Sweetser, '77, and Susan D. Arnold, '77, were the organizers.

Tucson, Ariz. . . . Southern Arizona T-Birds at the Westward Look Resort on the afternoon of Jan. 11 joined Alumni Director Tom Bria in celebrating his anniversary of being with AGSIM's Alumni Office.

Singapore . . . A fourth annual Christmas party was held Dec. 17 for T-Bird alumni living in Singapore. James W. Echle, '72, coordinated the party.

Houston . . . Ben Miedema, '77, hosted a group of about 10 persons at his home Dec. 14

for a wine tasting of German whites. He kept himself busy before the party, preparing the cheese and snacks.

Miami . . . An open house/cocktail party was held Dec. 10 at the International Center of Florida. The Miami T-Birds are also holding get acquainted meetings every Tuesday evening at Coconut Grove's The Mutiny. Contact Greg Hargrett, '68, in Miami for further information about club cards. Other questions may be directed to either Fran Aldrich, '78, or Paul Simons, '70.

New York City . . . By applying two months in advance, the New York chapter of the Thunderbird Alumni Association was able to reserve a block of seats for the play "Evita!" T-Birds first had dinner at Arthur's then went on to view the drama. Richard Saint-Amant, '75, helped organize this exciting event in December.

Washington, D.C. . . . About 40 alumni attended the Dec. 6 Christmas party at the home of Jane Carey, '77. According to Brian Marshall, '73, Laura Clarke, '78, and her husband "went beyond what I'd expected in the way of food preparations . . . and Dean Storm, '78, and Steve De Lateur, '74, came through with their 'special' hot punch." Sandy Stone, '69, helped with the fund raising, which is done at each meeting to contribute to the Thunderbird Fund.

Dallas/Fort Worth, Texas . . . Students enrolled in the joint Southern Methodist University/AGSIM program were guests at the Dec. 5 cocktail party at Churchill's Polo Tavern. Dave Trott, '74, organized the event.

Puerto Rico . . . On the same day, across the waters, a film on AGSIM was being viewed at the 1980 Thunderbird Club del Caribe reunion. "The party was very pleasant with about 35 alumni and spouses attending," reported Peter Benziger, '77.

Mexico City . . . About 40 alumni and spouses attended a cocktail reception Dec. 2 at the Camino Real, honoring Alumni Director Tom

Bria and his wife Shonny. Craig J. Dudley, '58, was helpful in organizing the event, and reported he was also "pleased with the response."

Houston . . . Tarek Badjwa hosted a Thanksgiving dinner for nine T-Birds, according to Ben Miedema, '77, who added that Mark Kerrissey, '76, prepared the traditional turkey, stuffing, vegetables and pies . . . which were "outstanding," Miedema said. Seven of the guests were '77 graduates.

Atlanta, Ga. . . . John Arthur, registrar, and Tom Bria, alumni director, brought best wishes from Thunderbird to the alumni attending the get-together at Harrison's Bar and Restaurant Nov. 21. Rod Taylor, '75, had made arrangements for the meeting.

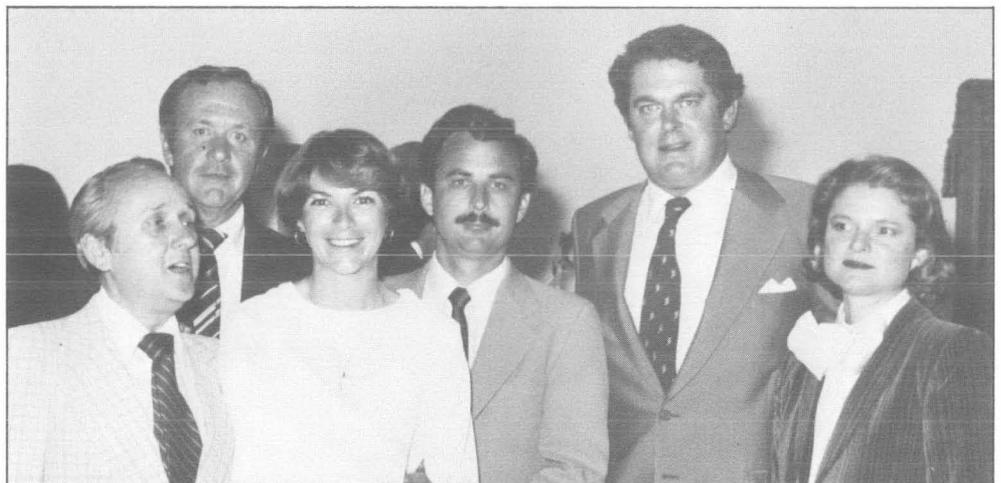
Glendale, Ariz. . . . More than a dozen T-Birds stopped by the Alumni Office the Nov. 15 and 16 weekend during the Balloon Race, to catch up on news and to update their files.

Madrid . . . The Alumni group in Spain, under the direction of Duane E. Bellmore, '61, are holding monthly meetings and working on future club plans.

The group is considering contacting Spanish university students and notifying them about the benefits of attending AGSIM, collecting Spanish magazines and reference books for the AGSIM Library, gathering material about the T-Birds in Spain for mutual benefit, and updating the list of alumni living in Spain.



Najib Ben-Yedder, '77, (left) hosted a small party in his London home for T-Birds Rosalie Huntzinger-Della Ratta, '76, Ralph M. Della Ratta Jr., '77, and Rick J. Clinton, '77.



In Mexico City were, from left, Claude Shaneyfelt, Craig J. Dudley, Shonny Bria and Tom Bria, director of Alumni Relations; Steven H. Spencer and Mrs. Spencer.

Class of 1951

We need your help! If you know the whereabouts of these alumni, please fill out the form below and mail to: The Alumni Office, American Graduate School of International Management, Thunderbird Campus, Glendale, Ariz., 85306.

By providing our office with this information, you assist us in keeping track of the successes of our graduates. A list of unknown alumni will appear consecutively by graduation year in upcoming issues of "The Thunderbird" magazine.

Also, if you have news about yourself, your family or your T-Bird friends, please include that information for our Update section.

Richard D. Anderson
 Frank L. Barney Jr.
 Nancy Barrington
 Charlotte Beal
 Francis L. Biglen
 Vincent E. Bochnak
 Angelo J. Cannizzaro
 Maurice J. Cardinale
 William R. Charleson
 James H. Cook
 Patricia M. Cropsey
 James R. Daly Jr.
 Richard R. De Long
 Harry J. Defazio
 Robert L. Dodge
 Frank K. Eckley
 Italo P. Frajola
 John E. Good
 Wilbert L. Haberthier
 Hubert J. Hagens
 Edward J. Headley
 Oliver J. Hensler

Donald C. Herman
 Earl L. Hill
 Tetsuo Horita
 Daniel H. Horwitz
 William D. Johnston
 William J. Kamp
 David D. Karmann
 Wyatt B. Keith
 John A. Klingelsmith
 Richard D. Lawyer
 Tom E. Leggett
 Consolato G. Malavenda
 Alex Maruda
 Robert E. McCarthy Jr.
 Daniel J. Metaxas
 Jack Q. Motto
 Hugh L. Murrell
 Raymond B. Nardini
 George A. Nelson
 Carl A. Nygaard
 Charles V. O'Brien
 William R. Poehling

Mrs. Mary E. Pratt
 William B. Regan
 Robert S. Reynolds
 Mrs. Javerne Richardson
 Jose T. Roady
 Geraldine B. Ross
 Robert D. Rowland
 Joseph H. Sands
 Egbert T. Scott Jr.
 John E. Sheppard
 James K. Sheridan
 Ben A. Soldo
 George R. Strohecker
 Norman R. Tapp
 Stuart E. Thaves
 David L. Trimble
 Edmond J. Ward
 Robert L. Waughtal
 Stanley J. Wilz
 Karl F. Wojahn
 David J. Woolstencroft

Katherine Bloor Baroni, '80, recently wrote from Riyadh, Saudi Arabia, where she and her husband John Baroni, '80, are currently residing. "Saudi women," she says, "are veiled completely. They do not even have an opening for their eyes. You cannot see their faces but they can see yours through the material.

"... Foreign women have clothing restrictions. You do see some women in short sleeves or wearing mid-calf length dresses, but these are not appreciated. A woman should be covered at all times. I wear long dresses and skirts when I go downtown to shop but pants and shirts when I go out to the store to buy groceries. I don't want to rock the boat. The religious police are out and will pick you up if they feel you are inappropriately dressed.

"... strangely enough I don't really feel confined because I can't drive or wear my short skirts... People become friends much faster here because they are dependent upon the few people they know for their livelihood. Spending day after day with the same people is not boring nor aggravating. You learn to live with the idiosyncrasies of others because if you choose not to socialize then you are alone."

David L. Sandel, '74, who is relocating his family to Southeast Asia with Cooper Industries, writes: "... My travels have taken me extensively through the Middle East and Southeast Asia. Much of my work finds me crawling through jungle, driving through desert or taking wild and various kinds of conveyances to off-shore locations. I am a salesman who loves his work.

"In regard to the article in The Thunderbird (summer/fall 1980 issue) on business ethics, I would point out that having personal ethics, or at least personally accepting the ethics one represents when dealing in business, can be the toughest wall a graduate may ever have to climb. I know because I've had the misfortune of running into it face first! I have found the other countries' business behaviors easier to understand than my own company. For that matter, even some of my fellow employees. Well, I've changed company with employer and employees and am working hard on having my own ethics. The problem is solved, but like myself, I think a lot of graduates are going to be in for a rude awakening when they have to face their own shortcomings in this respect to ethics."

Name and Mailing address _____

Business affiliation _____

Title _____

Business phone _____ Home phone _____

First T-Bird Females to Win Circumnavigators Study/Travel Scholarship

By K. Jean Gilbert Hawkins

Many Thunderbirds who graduate from AGSIM travel around the world on business. But there is a study/travel fellowship — won for the second time last year by a female T-Bird — that pays a student to tour the world, then return to campus to report on the experience.

The Circumnavigators Club Foundation — an international organization composed of distinguished scientists, explorers, educators, businessmen, and military as well as civic leaders who have traveled around the world — sponsors the study/travel fellowship. Members include Dr. William Voris, who is a past president of the local Arizona chapter; George F. Getz Jr., a member of AGSIM's Board of Trustees; as well as astronaut John Glenn and Lowell Thomas. The club idea originated in 1902 by two U.S. travelers Joe D. Morrison and James Birch, and was formally organized in 1911. Last year was the third time an AGSIM student received the club foundation's fellowship, according to Dean of Students Stephen R. Beaver — and the second time an AGSIM coed circumnavigated the globe under the club's auspices.

Eleanor S. Hamric, '76, was the first woman to be awarded the scholarship in 1976. In 1978 John Grover's topic "Differences in Values of Different Cultures which Lead to Culture Shock" won the coveted study/travel fellowship. Janet K. Strube, who will graduate this spring, took a trip around the world during the summer of 1980 to learn "What are Countries Doing About the World Energy Crisis?"

Hamric studied "The Role of the Woman in the World Today" for 111 days in 20 countries including Japan, Taiwan, Hong Kong, Indonesia, India, Turkey, Iran, the U.S.S.R., Finland and Denmark. Strube spent about three months discussing the world energy situation with scientists, government officials and other individuals in Japan, Taiwan, the Philippines, Singapore, Indonesia, India, Italy, Austria, Belgium, Germany and Denmark.

Strube joined Hamric for a luncheon interview with *The Thunderbird* magazine in Phoenix shortly after Strube had returned last fall. Unlike Hamric, whose \$2,250 around-the-



Janet K. Strube, left, and Eleanor S. Hamric, '76, back in Phoenix, reminiscing.

world ticket was paid by the Circumnavigators, Strube was given \$4,500 to cover her expenses. They both added, however, that their trips cost considerably more than what they were given — and they paid the differences.

To pare her expenses, Hamric, who is now living in Phoenix and selling real estate, contacted T-Birds when she arrived in a particular country. When Strube won the scholarship, Hamric contacted her and suggested that Strube do the same thing, stay or at least talk with T-Birds on her trip — not just to save money but also to get an insider's view of the country.

Good advice. And true to the Thunderbird mystique, Strube was able to visit one T-Bird, Guna Seelan, '80, in Singapore. She stayed with the friends or relatives of Adi Adiwoso, '80, in Indonesia; of Mona Rizk, '80, in Thailand; of Sandip Lal, '80, in India, and of Hans Vollrath, '80, in Germany.

Hamric's Thunderbird hosts in 1976 included Philip S. Blaisdell, '70, in Hong Kong; the Libby Ginnettis, '70, in Bangkok; Kyoko and Keith Bovetti, '75, in Singapore; Dennis Kelley, '74, and the Roger Browns, '69, in Iran.

Both women traveled alone; although Hamric, who was able to spend more time than Strube traveling and researching her topic because she had graduated, was joined by a friend for three weeks. The Circumnavigators, who read the students' proposals

before selecting finalists who are then interviewed, hear a speech at a meeting in New York City by the student travelers when they return to the States. Hamric had scarcely stepped off the plane onto U.S. soil when she was called upon to talk; Strube, on the other hand, flew back to New York from Arizona several weeks after her return.

Their experiences could fill a thousand pages: From an evening on a sampan in Typhoon Bay and watching a tea ceremony to a tour of a hydroelectric plant in Thailand. They both had frightening experiences as well as humorous and enlightening ones. All anecdotes and interviews were chronicled in reports and journals. Hamric and Strube agree that exposure to different cultures has expanded their opinions and education — about women's roles and the world's energy situation. They have spoken to several groups as well as the Circumnavigators about their travels. However, the members of the Circumnavigators Club will not admit them into their all-male organization. Any alumni interested in having Strube or Hamric speak at a meeting may contact the Alumni Office in order to get in touch with either woman.

These two AGSIM coeds lived a dream all Thunderbirds have — and now they are prepared to share their experiences.

American Graduate School
of International Management
Thunderbird Campus
Glendale, Arizona 85306 USA

ADDRESS CORRECTION REQUESTED

The Thunderbird Ring



A unique design available only through the alumni relations office, the Thunderbird ring is cast in sterling silver or 14 karat gold, with a turquoise chip inlay. Standard ring sizes may be ordered in whole, half or quarter sizes. Alumni and their spouses may order T-Bird rings.

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RINGS

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Model
Size range shown in parentheses.
Available in quarter sizes.

- Small (2-7) \$ 42 _____
- Medium (5-9) \$ 51 _____
- Large (8-11) \$ 59 _____
- Extra Large (10-13) \$ 70 _____

14K Gold Finger Size

- Small \$189 _____
- Medium \$238 _____
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Final cost of rings may vary according to precious metals market.

Name	Last	First	M.I.
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State	Zip	Phone	

Please add \$2 handling charge for ring orders and \$1 handling charge for other jewelry orders. Make check payable to AGSIM Alumni Office. Arizona Residents add 5% sales tax. Call the Alumni Office (602) 978-7135 for further information.

THUNDERBIRD JEWELRY

Tie Tacks, stick pins, cuff links and pendants available through the Alumni Office. See ad in The Thunderbird magazine, Winter issue 1980/81 for details or call (602) 978-7135.

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		Gold	Silver
_____	Tie Tack	\$15 <input type="checkbox"/>	<input type="checkbox"/>
_____	Lapel Pin	\$15 <input type="checkbox"/>	<input type="checkbox"/>
_____	Stick Pin	\$15 <input type="checkbox"/>	<input type="checkbox"/>
_____	Pendant	\$15 <input type="checkbox"/>	<input type="checkbox"/>
_____	Cuff Links	\$24 <input type="checkbox"/>	<input type="checkbox"/>
_____	Total	\$ _____	