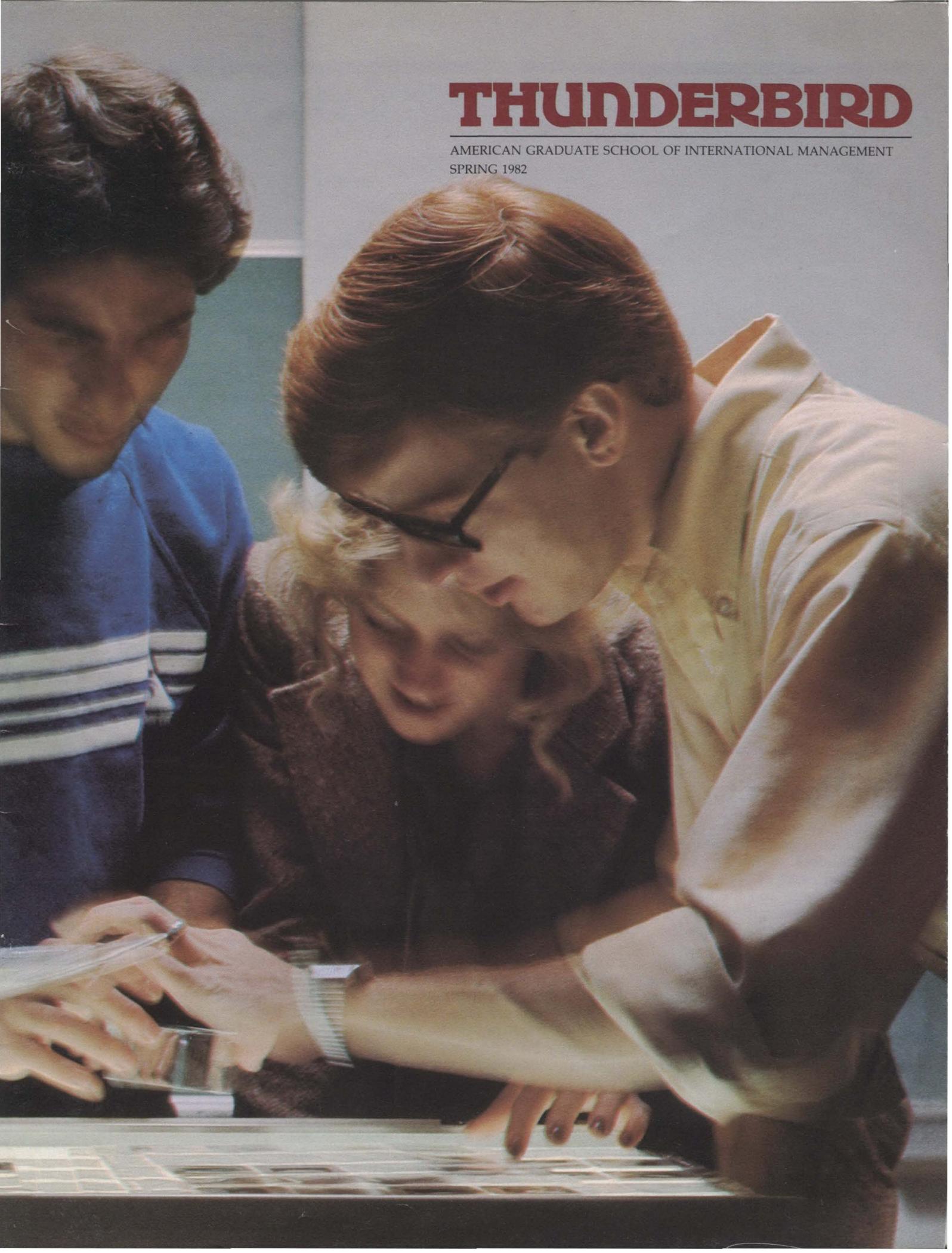


THUNDERBIRD

AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT
SPRING 1982



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THUNDERBIRD

Spring 82 Volume 81, Number 3

Quarterly magazine of the Alumni Office of the American Graduate School of International Management, Glendale, AZ 85306

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Student agency team from WB-557 reviews slides considered for moodset portion of their presentation.

From the Editor

During the course of a year hundreds of letters from alumni come across my desk so that I may pluck out the sad news of personal tragedy or death and the happy news of transfers, promotions or new babies. It's one of the nicest parts of my job.

One day last December a letter from a recent graduate, addressed to the alumni director, took that routine journey to my desk, but remained longer than usual. I read it—and reread it—several times. I think it says something special. I reprint it here for you.

Sonia V. Thurmond
Editor

As a recent graduate of AGSIM, and as the new director of Latin America at LeRoi/Dresser, I was especially touched by the tragic death of one of our most distinguished alumni, Clifford Bevens.

I received the *Thunderbird* which told of this untimely tragedy just days before receiving the assignment to make a sales visit to Guatemala. I had actually pushed hard to convince management that a trip to Guatemala was justified. Being well-versed on Latin American affairs, I realized that a trip to this country brought with it special considerations due to political and social upheaval. But being new to the company I felt the need to prove my worth and leave my training days behind me. I write to you to somehow capture on paper my conceived obligations for making

this trip. I became moved at the thought of reviving what had been abruptly silenced; and to demonstrate that T-Birds could go on and conduct international business under any circumstances.

Carrying these thoughts with me, I walked through the streets of Guatemala City, conducting business as usual—the way I know that Clifford Bevens would like to see it done. . . .

Having returned from a successful trip, I felt that something had to be rekindled, or recovered, and I will carry with me the determination that could only be gained by going forth, as any T-Bird would, to succeed as Clifford Bevens had throughout his career.

J.D. Allen
Class of '81



Photo by Jon Whitaker

AGSIM's INTERAD: Source of Talent for Advertising

by Sonia V. Thurmond

According to the yellowing pages of a 1958 catalog, tucked away in the school archives, AD-200 (Advertising Theory & Practice) was offered for the first time as an elective in the department of foreign trade at what was then considered a struggling upstart of an educational institution, The American Institute for Foreign Trade. Twenty-four years later,

WB-557 ("INTERAD," Advanced International Marketing and Advertising Workshop) is still an elective at American Graduate School of International Management, now an internationally-known graduate school.

INTERAD, like AGSIM, has evolved through the years into a more sophisticated entity, but still

retains some of the "unusual." Since 1976 the INTERAD program has been under the direction of Professor Paul Schlesinger, who joined the school after retiring as chairman of the board of Tatham-Laird & Kudner Advertising in Chicago.

Interviewed recently as to the workings of INTERAD '82, Schlesinger talked easily about

advertising and marketing courses at AGSIM. He communicates his devotion to his craft, not with theatrics or the hard sell, but rather with a sincere and calm approach. His pride in the students, their achievements and INTERAD is evident.

Since taking over INTERAD, Schlesinger has made some changes in the structure of the program as well as the logistics of the actual presentations. He says

there are more applicants for the class than the 28 openings available each fall and spring semester. Students are chosen through interviews (which Schlesinger conducts himself) and selection is based on the applicant's academic record, suitability for the course, interest and desire. The selected students split into four teams or "agencies," choosing their own positions within the team: account executive, and heads of the areas of

market research, creativity, media, merchandising and sales promotion.

The team "agency" then obtains a project from a multinational company to develop a complete marketing and advertising plan for the introduction of a product into a *new* foreign market. The companies solicited by the students provide the information, material and financial assistance for the entire project.

Schlesinger points out that this corporate support is an important change in the INTERAD program. Previously, the team members had relied on their individual personal resources to finance the team presentations. The cost was becoming prohibitive and the lack of equal funds made fair competition among the teams difficult.

The students begin work on all aspects of the project and meet regularly with Schlesinger and the plans board, comprised of four or five students who have done well in previous INTERAD classes. Throughout the semester the teams build their plans and presentations to be delivered before the panel of top advertising and marketing executives who serve as judges on INTERAD DAY, near the end of the semester.

The competition is fierce, according to Schlesinger, and a glance at the judges' evaluation sheets dispels any idea that INTERAD is merely a show. In addition to the students' performances being evaluated individually, all aspects of the presentation are rated from excellent to weak. Ratings on good business sense, investment advisability for the company and overall objectives and strategies are considered. Schlesinger points out that in this type of competitive situation, each team is essentially an "ad agency account group" and the panel of judges is the "client company." When the client asks a question, the account group had better have the right answer. "It's a real world experience and like the real world, there is only one winner — no second place," explained Schlesinger. That winning team is presented the Phoenix Newspapers, Inc. Award at graduation exercises.

When asked if the structure of



The spring '77 winners—Kentucky Fried Chicken in Italy—posed with their "chicken" after their win. Shown, left to right, back row: Gail Ray Houser, now in sales with IBM; James F. Haag, Jr., with N.W. Ayer & Son; David Kreckman, with Ashland Chemical Co. Front row: Mark Scott, with Grey Advertising in Spain; Sarah Blodgett, with Exxon; and Nimrod Kovacs, with Wells, Rich Greene, Inc.

the INTERAD program at AGSIM was unique to the educational world, Schlesinger responded that he knew of no other upper level course structured exactly in the same manner. Many schools use the project approach to advertising but the presentations and judging panel composed of marketing and advertising executives as done at AGSIM are missing in those programs.

Schlesinger feels that the judges'

participation is one of the most important aspects of the program. Top executives are invited to campus twice each year (at their own expense) to view the presentations, serve as judges and interview students for employment. (This aspect of the presentations was conceived and organized by Ed Coleman, who taught advertising from 1962 to 1966. See box item on page 3). Schlesinger explained that agreement to recruit students is a

prerequisite to receiving an invitation to attend INTERAD and serve as a judge.

Some of the firms that have been represented on the judges panels over the years include J. Walter Thompson, Young and Rubicam, Foote Cone and Belding, Ogilvy and Mather, Doyle Dane & Bernbach, Needham Harper and Steers, McCann Erickson, Dentsu, Publicidad Sibony, Leo Burnett,

Please turn to page 9

INTERAD HISTORY

The history of INTERAD (or advertising presentations as they were called prior to 1976) goes back to 1958 when the AD-200 course was taught by Richard Turner. Two hours of credit were given for the elective course and while presentations were performed, they were given during a regular class meeting.

Most of the credit for the present day format of INTERAD goes to Edwin Coleman, former executive

vice president of Upjohn International. Familiar with the School from recruiting trips to campus, Coleman offered his services to the School soon after his retirement from Upjohn. He began teaching here in 1962. He conceived the idea of inviting marketing and advertising executives to the campus to serve as judges for the presentations, so they could view the exemplary work done by the students. The plan was a huge success, bringing executives from throughout the country to campus twice each year — and — students were getting jobs from the exposure. Coleman's untimely death in 1966 cut short a productive career and left the advertising classes without an instructor.

Fresh from the advertising business in New York, where he had been a partner and owner of Ehrlich, Neuwirth & Sobo advertising, Norton Sobo took over the advertising classes in the fall of 1966. Described by Schlesinger as the "stem-winder" in the chronology of advertising at AGSIM, Sobo was inspired by a need to "return something" to the advertising profession that he held so dear. He directed the program with a passion, expanding on Coleman's concept, until his sudden death in the summer of 1972.

After Sobo's death, a part-time instructor handled the program for a semester until it was taken over by Dan Kaufherr. Imprinting his own style on the presentations, they continued to grow and expand under Kaufherr's direction until his retirement from teaching in 1976.

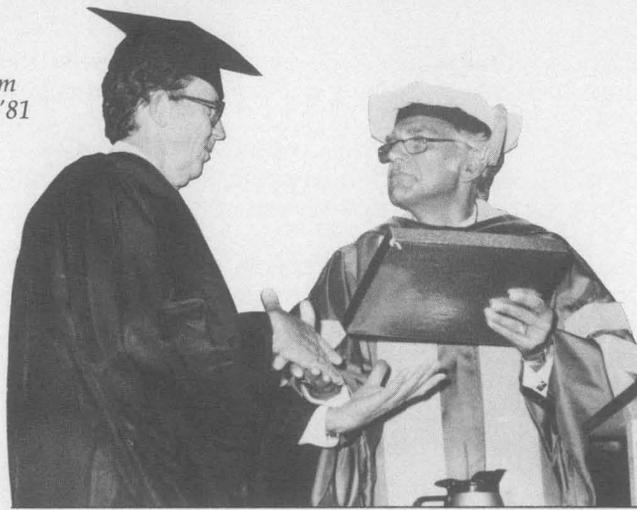
At about the same time Paul Schlesinger, chairman of the board of Tatham-Laird & Kudner

Advertising in Chicago, heard from a friend in the American Association of Advertising Agencies about the teaching position at AGSIM. This was at a time in his life when he was not 100 percent happy with what he was doing and having made the decision "to change his life," he visited the campus to look over the territory. Not impressed with the campus itself, he nevertheless stayed a couple of days and found he really liked the students. He determined he wanted the job, conducted his own campaign to secure it and he's been hard at it ever since.

Schlesinger began his advertising career in 1947 as a sales-service manager for Columbia Broadcasting Company and later went with Tatham-Laird & Kudner as a media-research and account supervisor. He moved in 1962 to Needham Harper and Steers and became senior account director and senior vice president. In 1966 he returned to Tatham-Laird & Kudner until he joined AGSIM. Like his predecessors, Schlesinger doesn't rely solely on textbook material, but shares with the students his wealth of experience from his many years in the advertising world. In addition to his teaching responsibilities, which he finds far less hectic than the advertising business, Schlesinger performs consulting work for companies and advertising agencies in Chicago, New York and Phoenix.



John Warner, left, receives the Jonas Mayer Alumni Award from Dr. Voris during the December '81 commencement exercises.



Alumni Award Goes to John Warner

John A. Warner ('48), president, Sabritas, a Pepsico organization in Mexico, was presented the 1981 Jonas Mayer Alumni Award at the December '81 graduation ceremonies.

The award is bestowed annually on an alumnus who, in addition to his personal achievement, has reflected distinction on his profession and his country's position in world business by his outstanding performance in international service.

In accepting the award, John noted the feeling of honor he was experiencing by sharing the following remarks with the graduates.

"In my few minutes today, I would like to outline for this outstanding graduating class what this award means to me:

First, that I made the right decision in leaving my paradise in central Michigan and my civil engineering position for a future in international marketing and management. I had a three-year career interruption in the infantry in World War II and had developed a world view of opportunities. I arrived here and enrolled in September 1948. It took me four years of international endeavor to equal my previous annual earnings in Michigan.

Secondly, I truly believed that my career should be international—

not a headquarter based traveler. So when I talked to Mr. Shurz, the man who truly inspired this institution, and me—he said *go abroad* young man. Don't hang round for some miracle offer—get experience, perfect your Spanish, and enjoy the excitement of this great hemisphere. Then two of us took a freight to South America—myself and Mr. Jack Siebert (also from the class of '48).

Several months later, we obtained employment in Montevideo, Uruguay for \$60 per

month—but we did develop our language and business experiences. I returned and joined Pepsi International, and here I am still with the same company—32 years later—after living in seven different parts of the world and residing abroad 27 years, travelling in 60 countries.

Thirdly, I selected Mexico where I have worked 20 of these years, at first with Pepsi and then with the Frito-Lay Products called Sabritas. We started the latter in 1967 with 37 bicycles selling 600 thousand dollars per year. We now have 4,000 trucks, 7,700 employees, a comprehensive farming program that cooperates with Mexico's government global food system, and we sell every day almost double my first year's sales. Mexico has been good to me, and my family has enjoyed the excitement of living in a country as steeped in history and folklore.

Lastly, this institution *attracts* very special students—not the doctor/lawyer type who stays in his village or city (with aligned support from family and friends) or takes over his father's business. We are usually adventurers who are searching for an exciting environment to exploit our strengths. Usually we are innovative entrepreneur types with well-developed egos to accomplish what we set out to do. I hope all of you have the satisfaction of a career like mine, and of a moment like this, and reap the true values of this institution."



Warner proudly displays the Jonas Mayer plaque that accompanies the Alumni Award, as friends look on.

SPECIAL REPORT

Barter Growing In World Trade

by Al Ilch
AMA Staff

Editor's note: American Graduate School of International Management is affiliated with the American Management Associations. Al Ilch, of the AMA Public Relations Office, is a regular contributor to "Thunderbird."

Barter, the oldest form of commerce—that many of us would assume exists in only the most primitive of cultures—is currently undergoing a resurgence. Many experts predict that it will constitute at least 20 percent of all international trade in the 1980's.

The rise in barter-like agreements, commonly referred to as countertrades, is not just limited to exchanges between developing nations. Many U.S. companies, such as General Motors and PepsiCo, have become involved. The size and complexity of these deals have grown to such an extent that a number of firms have established countertrade subsidiaries to handle the transactions.

The concept of countertrade appeared earlier in the 20th century when some European nations resorted to it in order to build up their economies following World War I. The *New York Times* reported last October that economists attribute countertrade's return to prominence "... to rising oil prices, which have lifted the debt of nonoil-producing third world countries to \$400 billion and thrown balance of payments far out of whack."

There are many countertrade variations currently being used. One is a straight swap and doesn't involve the exchange of currency. Usually just two parties are involved and each must have something the other wants. A second form is switch trading, which includes a third party or switch trad-

er and is based upon the use of credits, which can't be directly converted into cash but do represent purchasing power of products manufactured in the country of one of the participating parties. The credits are then sold at a discount to a switch trader who, in turn, must find someone who can purchase something with the credits.

A third form of countertrade is known as counterpurchase or "offset" agreements. This occurs when one company, in order to complete a sale, agrees to buy "non-resultant" products (goods not related to its normal business) from the second party in order to offset the cost of the transaction to the second party.

One of the more popular types of countertrade is the compensation or "buy-back" deal. A typical buy-back arrangement might involve a Western firm building a plant in a foreign country and then being compensated with goods produced at the plant.

Countertrade offers several advantages for emerging and lesser

developed nations. It can reduce trade imbalances and the outflow of currency, while it generates the currency needed for industrial development. On the other hand, U.S. companies, traditionally preferring to deal on a cash basis, often cite disadvantages. The quality of the products offered by emerging and less developed countries is sometimes inferior, and the burden of long term obligations, some lasting ten years or more, are not uncommon. American business people also find that they often must deal with red tape, especially in Communist countries. U.S. firms, however, are finding that countertrade is becoming a necessity if they wish to continue to compete in the world trade market. As former Secretary of Agriculture Robert Bergland told *The New York Times* last October, "... when a company decides it wants to engage in countertrade, it opens its doors to the three-quarters of the world's population that cannot afford to deal in hard currency."

Barter-Countertrade

May 17-18, 1982 AMA Headquarters, New York City

Meeting #10331F-10

Price:

INDIVIDUAL
FEES

AMA MEMBERS
\$545

NON-MEMBERS
\$615

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YES, I want to attend _____ date _____

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Name: _____

Address: _____



Mark Reynolds, assistant vice president, A.I.G., New York, center, who lectured at the International Insurance and Risk Management Winterim conference, talks with a student while program director, Duane Hall, right, looks on.



A student shakes hands with Dr. Robert C. Kramer, agribusiness program director at the W.K. Kellogg Foundation, who delivered the banquet address at the conclusion of the Agribusiness Winterim Conference. (Photos by Kraig N. Johnson)

Winterim

Enrollment for Winterim was 441 with 166 of that number being entering students. In addition to the introduction of an international business ethics program, four "conferences" were offered: Agribusiness, directed by Dr. Robert Foster; International Banking, under direction of Dr. Taeho Kim; International Insurance and Risk Management, directed by Professor Duane Hall, and Comparative Industrial Relations, Dr. Jack Barbock, visiting professor from the University of Wisconsin, directing.

International Business Ethics Added to Winterim

A course on international business ethics, directed by Dr. Robert Moran of the International Studies Department was included in the Winterim course offerings. The program was developed by Dr. Marshall Geer, vice president for academic affairs and Dr. Moran. Grant support for the program came from the Levi Strauss Foundation and Chevron U.S.A.

Readings, case studies and simulation games were used in the course, which was designed to make students aware of corporate policies of selected U.S. multinational corporations vis-a-vis the Foreign Corrupt Practices Act. Ethical dilemmas faced by international business people in selected countries were also reviewed as well as government regulations and implications on the ethical business issues of working and conducting business in other countries.

Water and Gas Lines In - Electrical Lines Being Installed

Wasco, Inc., Phoenix, Arizona, was awarded the contract to install the underground primary electrical system on campus and trenching began in mid-January and should be completed in three to four months. The new lines will replace the major electrical trunk system on campus and reduce electrical meters from eight to one.



Charles Mannel



Tom Bria



Carol Hazelett

Promotions

President Voris recently announced three promotions in the administration.

Charles Mannel, former director of Career Services, was named vice president for corporate relations. Mannel joined AGSIM in 1976 after 13 years with the University of Minnesota, where he had served on the business faculty, as assistant dean, programs and administration and director of student, staff and alumni services.

Dr. Thomas Bria, former director of alumni relations, was promoted to assistant vice president for institutional development. He will be responsible for the offices of alumni relations, communications and development services. Bria joined the School in 1980 after serving as assistant alumni director at Arizona State University for three years.

Ms. Carol Hazelett was promoted to director of Career Services. She has been associated with the School since 1969, and was named assistant director of career services in 1976. She was head of domestic travel services of the Arizona Automobile Association, before coming to AGSIM.

Spring Enrollment

The total enrollment for the spring semester stands at 1083 with 433 first semester students; 245 second semester, 300 third semester and 105 fourth semester. Preliminary figures indicate approximately 25 percent foreign students and nearly 34 percent women students.

Academic Departments

Modern Language

Dr. Mary Ann Critz attended the AATSP Conference in Seattle in early fall to present her paper at the "Lusu-Brazilian Literature session."

Professors Christa Britt, Helmut Roessler and Lilith Shutte, of the German section, attended the fall WAGS Conference also in Seattle.

Dr. Robert M. Ramsey, chairman, Modern Languages Department, served as a visiting professor at the Beijing Institute for Foreign Trade in December 81/January 82. He also visited IIST in Japan to survey their English as a second language program.

World Business

Dr. Clifton Cox, named acting chairman of the World Business Department when Professor Bossert resigned, has been appointed permanent chairman for a term ending September '83.

Professor Frank Tuzzolino, in conjunction with T.G. Griffith, pre-

pared an article, "International Banking in the 1980's: A Global and Regional Perspective," which appeared in the August/September issue of *Arizona Business*.

During his recent visit to London School of Economics to deliver a paper, Dr. Taeho Kim discussed issues in theory of international banking with Professor James E. Meade, a Nobel laureate, of Cambridge University who is renowned in international economics.

International Studies

Dr. Beverly Springer contributed a chapter to a recently published anthology, *European Women on the Left*, Slaughter & Kern, editors. Dr. Springer's chapter covered the activities of Anna Kuliscioff, a noted Italian feminist, who participated in the emergence of European socialism and feminism in the late 19th and early 20th centuries.

Organizational Changes

The campus computer center has been placed under the supervision of Business Affairs and the manager of the center will report to Lee Stickland, vice president for business affairs, according to a directive from President Voris. He also appointed a computer advisory committee comprised of Drs. Bria (assistant vice president for institutional development), Conklin (president of the Faculty Senate), Geer (vice president for academic affairs) and Ramsey (chairman of Modern Language Department). The President of ASLC (student government organization) and one additional student also serve on the committee, which will recommend policy to the computer center manager and the vice president for business affairs.

more news on page 24



Registration lines were long and frustrations were many as 1083 students arranged for spring classes. *Kraig N. Johnson*



After 25 years—12 members of the Class of '56 gather for a group photograph. Left to right, back row: Webb Todd, Michael Newton, Wayne Parkinson, Daniel Boller, John Stewart, Richard Land, Charles St. Clair, Robert Cottam, Fernando Pulido. Front row: Seniorita de Noronha, Irving Perlman, Marion Phelan Land, Jo Siegle.

'56 Alums Return to Celebrate Silver Anniversary Reunion

There was talk of old times, friendships reestablished, memories shared and visits with former profs. "Yes, the old campus has changed some" — "Larry Finney is still the same, but the towel is bigger" — "the Seniorita - ever charming" — "and Martha Snyder remembers EVERYBODY'S name."

The informal reception in the Goldwater Lounge on Thursday evening prior to Friday's graduation provided the alums and faculty and staff an opportunity to get together and remember times past. It also gave the Silver Reunion honorees a chance to catch up on news of the growth and development of AGSIM.

On Friday the group met in the alumni office, visited the placement office, the library and academic affairs office, and were treated to a

campus tour before attending the pre-commencement luncheon with the board of trustees at President Voris' residence.

Several last minute cancellations cut attendance to a dozen, with honors for the longest trip going to Irving Perlman who came from Accord, Massachusetts.

At the graduation ceremonies the alums were presented their Silver Graduation Certificates.

This is the second year the alumni office has organized the Silver Reunion for the class celebrating the 25th year after graduation, and it appears to be on its way to becoming a tradition for AGSIM. The class of '57 will be honored this December. All you '57 Thunderbirds out there — be sure and make a note on your calendars now. Graduation is scheduled for Friday, December 17 and we hope you'll all plan now to attend. The alumni office will be sending the first notices some time in the early fall. Watch for them. Let's make the '57 Silver Reunion the biggest yet.



The photographer caught Jo Siegle obviously enjoying a story from someone in the group.



It's been a long time—Michael Newton, left, and Richard Land, right, meet at the Silver Reunion reception.

INTERAD/Continued from page 3

and Grey Advertising to name a few. The list is lengthy and includes numerous other ad-alley names. T-Birds are employed throughout these agencies. Benton and Bowles has been represented on the judging panel for more than 10 years, and also claims the highest number of T-Birds in their employ. Another agency that has close ties with AGSIM is Young & Rubicam Inc. "Mr. Advertising" himself, Ray Rubicam, was a member of the School's board of trustees until his death in 1978. Y & R also provides a full tuition and stipend scholarship for an AGSIM student each year.

Many consumer product companies also participate in INTERAD judging, such as Vicks Chemical Company, Colgate Palmolive and the Clorox Company. Schering-Plough International supported the '81 program with a generous donation.

The winning INTERAD team of spring '78, presented their entire campaign before the full membership of the American Association of Advertising Agencies at its national meeting, held in Scottsdale at the Camelback Inn. This exposure for AGSIM and its students was arranged by Schlesinger, who served as national director at large and chairman of the government relations committee of the Four A's.

Interest in the INTERAD program has grown to the point that tickets for admittance must be obtained well in advance of each semester's presentation. Standing-room-only crowds plus the local fire marshall's insistence on open aisles prompted the use of this type of attendance control.

Schlesinger sees the future of advertising in computers and electronics and as for the future of INTERAD, he predicts the presentations will continue to be one of the important interesting events on campus. They will continue to improve in scope and sophistication and make contributions to consumer marketing and the advertising profession. And as long as Paul Schlesinger has anything to do with INTERAD, you can bet on those predictions!

¿DÓNDE ESTÁN?

Class of '54

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, Glendale, Arizona 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 "Thunderbird." We're eager to receive news about you, your family or your T-Bird friends for our Update section, so please include that information also.

Muchas Gracias!

Almquist, Frank A.
Banning, William D.
Barrett, Roy A.
Belding, George A.
Bibelheimer, Reuben, R.
Biggs, Donald W.
Blanchard, Frank E.
Blood, Eugene H.
Bondurant, Herbert L.
Brice, Roland D.
Butterworth, William Y.
Chalson, Paul
Christy, Donald
Clark, Robert E.
Clarke, Philip F.
Clarke, Richard R.
Crane, Ted R.
Davidson, Roger M.
Devine, John A.

Dykstra, Andrew H.
Ellis, Roger
Engstrom, Gene B.
Erchick, William A.
Espinoza, Athur
Fennimore, John R.
Fischer, Merton H.
Fisk, Albert W.
Gianakouros, Kimon
Gillett, Thomas P.
Goretasas, James G.
Goss, Geoffrey H.
Greedy, Warren K.
Hallock, Joe L.
Hedenberg, Charles R.
Hendricks, Herbert W.
Hewitt, Frank L.
Higgins, Hubert L.
Jabin, Ernest R.

Kerr, Norman S.
Kiernan, John M.
Kouras, Kim
Kubicek, Joseph L.
Law, Gerald D.
Lindfors, Ralph V.
MacDonald, Robert H.
Maier, Norman
Mangino, Paul A.
Marienthal, Louis B.
Miller, Dabney D.
Modiano, Joseph
Moore, Robert D.
Moss, Eugene
Nash, Frederick H.
Nicholl, John M.
Nover, Alvin F.
O'Neal, Ronald L.
Petrequin, Harry J.
Pfeifer, Edmund T.
Pierce, Albert K.
Proulx, Dounne B.
Rayman, William E.
Rogers, John A.
Schag, John P.
Schuman, Barton L.
Soltz, Sally Ann
Stamper, Richard R.
Strouse, Herman L.
Urias, Brigido V.
Valladares, Carl E.
Vath, Robert F.
Walden, Walter C.
Whistler, Donn
Wiltbank, Leo G.
Zambianco, Julian P.

Name and Mailing address _____

Business affiliation _____

Title _____

Business phone _____ Home phone _____

¿QUÉ PASA?

Washington, D.C. . . . Brian Marshall reports that the November gathering had about 35 people from AGSIM and several other schools in attendance for the reception and the presentation by Mr. William Edgar, director, Bureau of Economic & Business Affairs, U.S. State Department. He presented an excellent (if somewhat pessimistic) assessment of prospects for international trade in the coming years, according to Brian.

Thunderbird Club of New England
The November meeting at Foreign Affairs pulled 21 alums, who then adjourned to Tatsukichi-Boston for dinner, organized by Danielle Dufour and Suzanne Remar. Eric Bjerke gave an informative overview of political and economic trends in Japan. Special awards were presented to Steve Hall and John Wicker for their longstanding financial backing of the chapter.

Alumni director Tom Bria and vice president for external affairs, Robert Horn attended the December Harvard Club meeting.

At the February meeting Karen McCormick, with the First National Bank of Boston, gave a presentation on banking in the Middle East.

Club president Jay Donovan advises that the TCNE has come a long way in the past two years, giving credit to an "extremely active core of eight to ten people" who are great to work with and who wish to continue their contact with the school and its alumni. More specifically, during the past few months, the Club has worked with 10 to 15 prospective students and has provided a network of T-Birds for recent graduates and alumni transfers from other parts of the country and world.

Future events calls for a dinner at Michael's Waterfront on April 6 with a presentation by Sandy Jenkins of First National Bank of Boston.

Dallas-Fort Worth . . . The November 15th outing at University Park (near S.M.U.) produced 20-25 enthusiastic T-Birds who kept plugged into the Cowboy-Lions game.

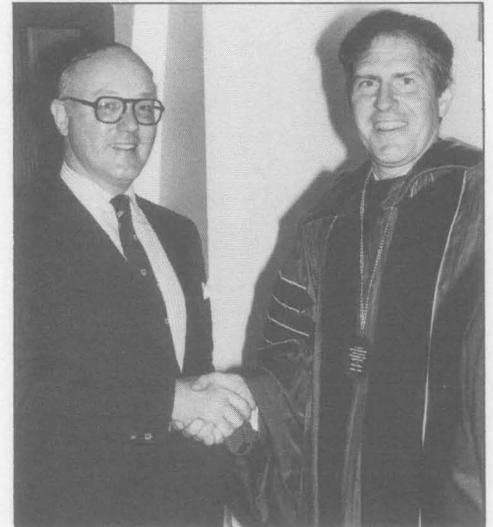


Singapore . . . The 5th Annual Singapore Christmas Party was held at Mary Cuffe ('68) and Bo Walker's ('68) house on December 16. There were 64 in attendance—making the biggest party yet.

The Singapore group has moved their monthly meetings to The Pavilion Restaurant and Dolphin Bar, 275 Orchard Road, telephone 737-4155. Meetings are still held the last Wednesday of every month at 5:30 p.m. All visiting T-Birds welcome!



Florida . . . Enjoying a get together at Marco Island this past summer were left to right Elen and Tom Granger ('65), Earl Oman ('67) and Bob and Loretta Capwell ('70). Missing from photo were Bill Dunnuck ('65) and Dale Fidel ('61). Anyone interested in joining us next summer, please contact: Earl K. Oman, 750 San Esteban, Carol Gables, Florida 33146.



Stephen Hall ('69) of Dedham, Ma., left, congratulates Babson College President William R. Dill at his inauguration, October 2, 1981. Stephen represented Dr. Voris and AGSIM at the ceremony.



T-Bird Double Wedding in Germany . . . Pictured left to right for a dual wedding ceremony in Munich this past November are: newlyweds Axel Mees ('76, with BMW) and the former Georgia Barron ('77, consultant with McKinsey & Company); guest Peter Jucht ('76, with American Hospital Supply Corporation in Paris) and newlyweds Sonia Victoria and Victor Alfaro ('76, Economics Counselor at the Mexican Embassy in Brussels).



Tulsa . . . Seated: Udo Sietins and Bill Brown. Left to right, standing: Jeff Dawson, Ralph Glascione, Jim Burton, Jr., John Martens, Lee Johnson, Rose Ann Sietins, Jim Crawford, Brian Gauler and Steve Wallace.



Saudi Arabia . . . Ghassan Majdalani ('75) does find time during his travels in Saudi Arabia and Egypt to relax and enjoy time with friends at their Oasis retreat outside Riyadh.

Greece . . . Randy Ramler, Gary Fallou ('79), Eric Parssinen and Tim Watkins (both '78) get together in Greece. They all work for Service and Supply International, owned by Howard Crooks ('49).

Chicago . . . Area T-Birds have organized a regular monthly meeting at Cafe Bohemia, 138 S. Clinton (corner of Clinton and Adams) in Chicago. The group will meet the *first Friday of every month*, beginning at 5:30 p.m. All Chicago area T-Birds and those alums visiting the area are invited. Ample free parking is located next door.

Bahrain . . . There was a T-Bird Christmas party at the home of David Carpita and they've found 13 T-Birds on the island. The group continues to meet each two-three months.

Tulsa, Oklahoma . . . Tulsa T-Birds began a series of meetings in the early fall as a result of the combined efforts of Brian Gauler ('69) and Udo Sietins ('70). According to Brian, Oklahoma has over 60 T-Bird alums listed, split between Tulsa in the eastern part and Oklahoma City in the west. Of approximately 30 alums in the Tulsa area, more than half have become active in getting together on a fairly regular basis.

San Francisco . . . The San Francisco Bay Area Thunderbird Alumni Association elected officers at their Christmas gathering in December. They are: president, John Austin; vice president, Tom Williams; treasurer, Anne Hayden and secretary, Katie Bonar. Serving on the board of directors are: Hal Coggins, Dick Fredrickson, Bruce Eberly and Claire Larson. Regional contacts are: San Francisco—North Bay, Hal Coggins; East Bay, Claire Larson and South Bay, John Lambert.

Berger Erickson, executive vice president, attended the Bay Area Christmas party on December 5 at Bardelli's Restaurant.

The Bay Area T-Birds meet every first Tuesday of the month at 5:30 p.m. in Embarcadero Center No. 1 at Barney's.

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.

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ITT Lecture Series Focuses on Latin America

The International Telephone and Telegraph Corporation, which has sponsored Key Issue Lecture Series at colleges and universities throughout the country since 1973, selected AGSIM as the site for one of its 1981-82 programs.

The theme of the series at American Graduate School of International Management is "Latin American Economic Development: A Progress Report."

The program, comprised of seven lectures presented by experts on Latin America, covers economic, political and social topics. The series is being directed by Professor Joaquin Duarte, Chairman of the International Studies Department. In discussing the rationale for focusing on Latin America, Duarte noted that no geographic region in the developing world offers better opportunities for trade and investment with the U.S., Europe and Japan than does Latin America. He called Latin America a "third world pacesetter" in such initiatives as OPEC, the Group of 77, UNCTAD, regional integration, regional development banks, economic models and even political models.

The opening lecture was presented by Baltazar Ponguta, chief economist, VITRO, Monterrey, N.L., Mexico, who discussed *The Evolving Mexican Economy* on November 5, in the Valley Bank Center concourse in downtown Phoenix.

Calling oil wealth the key to Mexico's growth, Ponguta pointed out that the peso will increase in value and the country's manufactured goods will not be able to compete in export markets if Mexico exports too much oil. Conversely, exporting too little oil will produce a trade deficit.

He also listed several of what he called structural problems in Mexico that need attention. Included



Baltazar Ponguta, chief economist, VITRO, Monterrey, N.L., Mexico, kicked off the ITT Key Issues Lecture Series in November with a lecture on the Evolving Mexican Economy.



Dr. Bernardo Grossling makes a point during his lecture on Energy and Natural Resources in Latin America.

were high unemployment, under-employment, a too-rapid population growth, the concentration of resources jobs and wealth in the cities of Mexico City, Monterrey and Guadalajara, poverty, and migration to the U.S. and from rural to urban areas. Also included on the list were inadequate roads, railroads, and port facilities along with deficiencies in hospitals and schools. Ponguta said that these structural problems will take a great deal of capital, organization and time to solve.

In discussing Mexico's oil, Ponguta pointed out that the country has proven oil reserves of 72 billion barrels, probable reserves of 58 billion barrels and potential reserves of 250 billion barrels. With this, set against a stable and flexible political system, Mexico can only improve its situation.

He stated: "In terms of opportunities, Mexico is perhaps the hottest prospect for trade and investment in the Third World, particularly with respect to the U.S."

Touching on international relations, Ponguta noted that Mexico, as the first Latin American country to undergo a genuine social revolution, has a considerably more positive attitude toward revolution than the U.S. He added that Mexico has developed a tried and true method for dealing with the left, both domestic and foreign, based on the assumption "that exclusion, ostracism and hostility accomplish nothing—while the establishment of ties of friendship, interest and the like produces mutual understanding and cooperation."

The second speaker in the ITT lecture series was Dr. Bernardo Grossling, natural resources advisor to the Inter-American Bank. A noted geophysicist and expert on world energy, Dr. Grossling lectured as a private scientist and discussed Energy and Natural Resources in Latin America. Speaking in the auditorium on campus on January 21, Grossling stated that the amount of undiscovered oil in the world may be two to three times larger than is commonly perceived. He noted that the eventual depletion of the earth's petroleum resources would occur within a few decades at worst, and in not more than a century at best, if a reason-

able rate of economic growth continues (three percent per year or so). He sees solutions to the world energy crisis as hydro-electricity, biomass, solar energy and fusion, the still unbridled form of nuclear energy. He pointed out, however, that to reach this new energy plateau, the next 30 to 50 years will be crucial. "Most societies are left only with the petroleum option to fill the energy gap in the required time," he said, "and this oil bridge is crucial."

Likening the world energy crisis to a war scenario, Grossling noted that certain unknown factors can suddenly and drastically turn the entire machinery on a different course—but not necessarily a negative course. He thinks it is conceivable that a breakthrough in fusion could occur, allowing large quantities of energy at a very low cost to become available, or that possibly five to ten more exceptionally large petroleum accumulations may be found, upsetting the energy scenario for two or three decades. It may also be that the conversion of solar energy to electricity may provide

cheaper electricity than hydroelectricity, or that perhaps even an entirely new source of energy may be discovered.

With regard to Latin America and the energy problem, Grossling noted that while some Latin American countries have suffered heavy balance of payments problems because of their dependence on petroleum imports, others are self-sufficient or have a surplus of petroleum to export. He contends that Mexico will continue to merge as probably the most outstanding petroleum country in the world, and the heavy crude oil of the Orinoco Belt in Venezuela appears to be an economically viable resource.

Because of its geography and climatic conditions, Latin America is well endowed with hydroelectric resources—in fact some of the largest hydroelectric projects in the world exist there, and several countries make wide use of this source of power.

Apparent as it is that Mexico, Venezuela and Trinidad have remaining petroleum resources that have an impact on world markets,

Grossling estimates that soon there will also be important petroleum discoveries in other countries—Argentina, Colombia, Peru and Bolivia for instance.

In summation, Dr. Grossling said, "that in solving the world energy crisis what is at stake is not the failure of certain efforts here and there, but the stability of modern civilization."

Lecturers and their topics in the series include: Dr. Steven Klees, College of Education, Florida State University, discussing Communications in Latin America; Senator Leonardo Montiel Ortega, oil and economic development expert in the Venezuelan Senate, lecturing on Venezuela Today; Dr. Albert Fishlow, director, Councilium on International and Area Studies, Yale University, who will talk about Financing Economic Development in Latin America; Dr. Luiz Felipe Palmeira Lampreia, minister, Embassy of Brazil, lecturing on Brazilian Economic Progress; and Dr. Tom La Belle, associate dean of student and academic affairs, Uni-

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UPDATE

CLASS OF '47

Robert Anderson visited campus in November—the first time since graduation. He is president of Langan Haeger, Vincent & Born, Inc., in Wheaton, Il. **William E. Bierer** is with the office of the auditor general, State of Arizona, in Phoenix. **Robert L. McIntire** retired from Sears in April '81 and is now living in Philadelphia. **William L. Schaeffer** has joined Litton International Development Corp. as integrated logistics support manager on a Saudi Arabia project for the company. **Stan Scharf**, who is retired, writes that he had lunch with **Jolly Backer** in London in September. It was their first meeting since 1947! Jolly is vice president, Phillips Petroleum.

CLASS OF '48 and '49

John D. Henson ('48) has been elected a director of the International Center of Florida. He was also elected a vice president of the Florida Exporters and Importers Association. **Richard (Dick) Paltenghi** ('48) is secretary-treasurer of H.C. Macaulay Foundry Co. in Berkeley, Ca. **Thomas Sherwin** ('48) recently retired from Procter & Gamble and he and his wife, Lillian, reside in Mason, Oh. **Robert Charles Ellis** ('49) is vice president, Citibank International in Houston. He heads up the investment management group's international services office. He travels to Mexico, the office's principal clientele area, about six times each year. **Mary and Dwight Steffen** ('49) are enjoying retirement in North Carolina after eight happy years in Haiti.

CLASS OF '50 and '51

Alton L. Ashley ('50) is in Minneapolis with Engler & Budd Co., investment securities. **S.J. Buccheri** ('50), director of sales, Facet Enterprises, Inc., Stamford, Ct., sent us an extended update. "After spending three years in a training program with the international division of the Bendix Corporation, I spent the next 19 years working up the executive ladder. During this period I lived in Brazil . . . and Europe, . . . traveling throughout the Middle East and Africa as regional manager for Bendix International." In 1976 Bendix was required to divest themselves of seven automotive component divisions, which were formed into a new company, Facet Enterprises. He was offered the job to establish Facet's international sales and marketing operations. He travels abroad extensively for periods of five to seven weeks, but says the work is fascinating and he never regrets making the decision to go into this field and

enroll at (AIFT) AGSIM. **Walter Miller** ('51), who has his own real estate investment company, Sagamore Realty, in Scottsdale, visited the alumni office in late October. **George Strohecker**, ('51) president of Rodeway Inn—Grand in Phoenix, paid a visit to campus in the fall. **Richard Sullivan** ('51), with Mobil Exploration Norway, Inc. in Stavanger, Norway, sent a Norwegian troll for the Balloon Race Auction with the following invitation: "It is rare indeed for anyone from AGSIM to visit Stavanger, in spite of its importance as the oil capital of Norway. The invitation is always open, however. Hope someone will drop by to say hello."

CLASS OF '52 and '53

Peter R. Cozzetto ('52) is in Minneapolis and is president of Cesco International, Inc. **Vaneda Hupman** ('52) is in Findlay, Oh. and is head nurse at Blanchard Valley Hospital. She writes that she and husband, John, hope to retire in a year or so and move south to warmer weather. **Louis Pellegrini** ('52) has moved from Connecticut to Bradenton, Fl. He sends best wishes to all. **Fred Koppl** ('52) writes from Munich to advise that he is now an independent international consultant. **William Schollard, Jr.** ('53) is executive vice president of **Allied Bank International** in New York. The bank was incorrectly identified in the winter *Thunderbird*. **Charles T. Wood** is vice president-Europe for S.T.P. Corporation in Ft. Lauderdale, Fl. He joined the company in April and is enjoying the challenge of the new position and the move to Florida.

CLASS OF '54 and '55

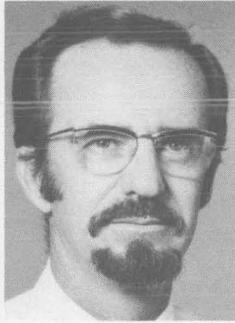
George Lindahl, Jr. ('54) writes from Guatemala City where he is happily completing his 19th year of residence. He is manager of CIA Algodonera de America, and adds, ". . . was married April 9, 1981—very, very happy." **Rob Risher** ('55) is assistant to the director of the International Holistic Center, Inc., a Phoenix-based worldwide health networking organization.

CLASS OF '56

Eugene L. Box is an account executive with Bateman, Eichler, Hill, Richards in Santa Rosa, Ca. He says, "I hope to visit T-Bird during 1982. Until then, I send all my friendship and best wishes for good health and good fortune." **Jack Butefish** is president of GDI (Group Dynamics, Inc.) in Santa Monica, Ca. **Narce Caliva** writes: "Sorry I won't be able to make it to sunny and warm Arizona in December for our

Silver Reunion. Instead, I will be here in cold, snowy West Germany . . . but thinking of you. Upon graduation I joined Ebasco International Corp. in New York, later switched to International Graphoanalysis Society in Missouri, and in 1959 joined the American Red Cross staff. During the past 22 years I've had numerous Red Cross assignments, including overseas tours at Seville, Spain; Friedberg, Germany; Saigon; Camp Zama, Japan, and this second time in Germany, at Stuttgart, where I'm in charge of A.R.C. in Europe and the Middle East. I hope life has treated each of you at least equally as well. I will look forward to hearing about you and our reunion."

Norman Capps is in Kansas City, Mo. and is president of E.C.P.I., a firm in the computer education field. **Diane Connelly** has her own real estate investment company in Phoenix. **Robert G. Connelly** is self-employed as a management consultant and lives in Billings, Mt. **Robert M. Cottam** is living in Fair Oaks, Ca. and is retired. **H.P. (Dan) Daniels** is with Eli Lilly & Co. in Indianapolis in corporate new product planning. **Carroll E. Dolan** is in Boston. Lost from our files since 1964, Carroll's reply card indicates he has received his C.L.U. **Robert M. Duin** is in Houston with Chase Bank International as second vice president, manager, private banking. **Mrs. William (Sammy Dunn) Armstrong** sends best wishes to all from Lubbock, Tx. **Lyle V. Fredrickson** is associated with Anthony M. Guzzardo, landscape architects and land planners in San Francisco. **Shiela M. Hansen**, spouse of the late **Herb Hansen** writes: ". . . there are so many memories associated with Thunderbird. Our son, Clark, was born at the school." **Shiela** is still using her Spanish and says, "have a wonderful gathering and drink a toast for me to Thunderbird." **Walter G. Hodges** is chairman, English, humanities, journalism and philosophy department, Mesa Community College, Mesa, Az. **Mimi Kennedy** resigned from her job with the phone company in Tennessee so as to have more time for travel and golf. **Harry Kratoville** is export manager for Labelon Corporation in Canandaigua, N.Y. **Herman Kuznicki** is president of Creative Power Corp., a company that specializes in oil drilling, and in using new techniques to rework and rebuild old, abandoned oil wells. He is based in Hamburg, N.Y. **Addison L. Luce, Jr.** is in London with the Bank of Montreal as vice president. **William Merriam, Jr.** is president of INTRUSCO Corp., the insurance subsidiary of the International Trust Co. of Liberia, an international banking company. He has been in Monrovia for three years. **Harold Miller** is owner and president of Gulf States Beauty Supply Co., Inc. in Birmingham, Al. He writes: ". . . sorry we cannot be with you for the reunion—it is our busy time of year. Best regards to all." **Earl M. Morgan** is managing director, international, for Ag Chemical Group, FMC Corp., in Philadelphia. **Karl E. Ringer** is in San Francisco where he is vice president and general manager of Towers, Perrin, Forster and Crosby, a reinsurance company. **Thomas Rogers** sent best wishes to his classmates of '56 and to faculty friends. He is in Hong Kong as director, China/Hong



W.L. (Larry) Schaeffer '47 Robert C. Ellis '49



Charles T. Wood '53 Eugene Box '56



Earl Morgan '56 W.M. "Bill" Anderson '57



Norman Blanchard '59 Gerald H. Kangas '60



Christof J. Scheiffele '62 E. Wesley DuChemin '62

Kong for all of Monsanto Company's business. Since leaving campus he and wife Maplette have been in Argentina, Brazil, Canada and the U.S. During a spring semester sabbatical, **Robert M.**

Smetherman, a professor of history at California State University-Fresno, is working on a project dealing with U.S. involvement (both capital and technical assistance) in the development of the Mexican oil industry. **Warren Stelmiller** is senior auditor with Pacific Missile Test Center at Point Muger, Ca. He sent best wishes to all who attended the Silver Reunion. **W.R. Tiernay** is area vice president for Philip Morris International in Miami. **Clark Warren** sent best wishes for the reunion. He is in San Juan and is senior vice president and regional director for the Dominican Republic, Mexico, Puerto Rico and Venezuela for Young and Rubicam International. **W.A. (Winn) Wyman** is general manager, marine transportation for Gulf Trading and Transportation Co. in Houston. **Ladimir Joseph Zvanovec** sent a letter from R.I. to his classmates: "Wish I could join you, but, no way. . . the Spanish Larry (Finney) and Frank (Jackle) pounded in stood me in good stead and I'm still using it for both business and pleasure. Paul's (Wilson) input was plenty useful too. Matter of fact, that year at T-Bird was a real turning point. My Navy career was heavily influenced by it, and I came out a specialist in Latin American politico-military strategic planning. Now that I've retired, I'm in the foreign military sales field, applying both the Navy experience and the T-Bird training in equal measure. Best wishes to all . . . Bob, Glo, are you there? How about you, Burr, Lou . . . maybe a moment of silence to remember Read and Doc Schurz."

CLASS OF '57

William (Bill) Anderson has been named president and CEO of Canadian Manoir Industries, Ltd., a Canadian holding company with business interests in several locations in the U.S., Mexico and Italy. He and his wife, Claudia, public relations director of Humber Memorial Hospital, reside in Toronto. Bill adds: "We have been working out of the U.S. for 15 of the 25 years since graduation. Another five were spent in domestic international assignments. We've enjoyed all of it and credit Thunderbird with helping to start us on this life path." **Richard Cummings** and spouse, Dorothy, visited campus in October from Walnut Creek, Ca., where Richard is president of Burr-Cummings & Associates, Inc. **Donald F. Schroeder** represented AGSIM at the inauguration of President Christophersen of Colorado State University. Don is president of Frontier Tractor and Equipment, Inc. in Fort Collins. Also in Fort Collins is **Gerald P. Thomas**, a teacher of English as a foreign language at Colorado State University.

CLASS OF '58

Lloyd N. Darden is located in Santa Ana, Ca., where he has his own marketing firm. Spouse, Dotty, is manager of Cardillo Travel in San Juan Capistrano. **Ham Dethero** is senior vice president of Crocker Bank in San Francisco. **Alvin G. Fritzner** is

in Jardines del Pedregal, Mexico. **Walter Kellogg** has joined National Can Corp. and is in Naperville, Il.

CLASS OF '59

G. David Akerberg is in Knoxville, Tn., where he has his own business, David Akerberg Skincare Center. He writes, ". . . have been back in the U.S. since 1973. Spent 20 years living in Germany, Spain, Mexico, Hong Kong . . . was very successful . . . everyone treated me well . . . very happy, but there is only one place to live in the world—the good old U.S.A." **Norman Blanchard** has been appointed president of SmithKline Animal Health Products. He joined the company in 1972 as area director for Europe and the United Kingdom, and was named vice president, international operations in 1976. **John R. Burdick** is a population officer with A.I.D. in Dar-es-Salaam, Tanzania. **George L. Reeves** is president, Chase Bank, S.A. in Buenos Aires. **Jack Van Bergen** writes from La Paz, Bolivia, where he is vice president and manager for Bank of America: "My family and I have enjoyed our assignment in Bolivia for the last two years . . . a very challenging banking experience."

CLASS OF '60 and '61

Donald I. Brenteson ('60) is in Tempe, Az., where he owns Brenteson's Wholesale Christmas Tree Flock and Accessories Co. **Gerald H. Kangas** ('60) was recently honored by his undergraduate school, Willamette University, Salem, Or. He was presented an alumni citation, one of five awards presented annually to alumni of Willamette judged to be particularly outstanding in their professional and personal lives. Gerry is director, Bahrain Bankers Training Center and continues to be active in the AGSIM alumni group there. He is consistent in directing prospective students to campus. **John B. Carter** ('60), is senior vice president and executive creative director at Ogilvy and Mather, Inc. in Los Angeles. **Gene Lee Bennett** ('60) is senior vice president, National Bank of North America, in New York. **Kenneth L. Bennett** ('61), who is general sales manager for W.D. Warren Co. in West Germany, visited campus in December for the first time since graduating. He was accompanied by his wife, Ursula, daughter, Karin, and son, Christopher.

CLASS OF '62 and '63

Alan Blank ('62) a lost alum for some years, phoned to tell us he is in Eugene, Or., and is self-employed as a nature photographer. He also announced that the Blanks are expecting their first child in March. **Theodore F. Ryan** ('62) writes from the D.C. area, where he is vice president, marketing, government services division, Electronic Data Systems: ". . . returned to the U.S. in January after three years in Singapore directing EDS' Asian operations. After 10 months of commuting to Mexico weekly, I took over responsibility for all EDS marketing to the federal government." **Christof J. Scheiffele** ('62) is country director for CARE—Cameroon. He had been stationed in Bangladesh. The assignment in Cameroon is his eighth posting with CARE since he graduated. He

adds that the program there is mostly the development of potable water sources for the villagers in the rural areas of the north and east of the country, and that an extensive reforestation program is now in the planning stages. **Alexander U. Toschi** ('62) is senior vice president for the National Foreign Trade Council. **Edmund Wesley DuChemin** ('63) is general manager of Mallinckrodt in Rio de Janeiro. His wife, Joan, visited campus in November.

CLASS OF '64

Brice Atkinson is a program coordinator, employment security department, for the State of Washington. **John R. Baker** is director of international marketing and sales for Soulé Steel Co. in Carson, Ca. He received his M.A. in 1970. **J.G. Buchmann**, field landman with the Northwestern division, exploration and production group of Phillips Petroleum Co. in Englewood, Co., visited campus over the holidays. **Michael DeBakey** is based in Lima, Peru and is involved in tourism, aviation, hotels and mining as an investor-developer. He has offices in Houston and Miami. **Dennis J. Donahue** writes from Ashland, Or.: "Decided it would be more fun working for myself than someone else—so retired from the multinational corporate life and am enjoying it." Dennis has his own property development company. **Luis M. Garcia** is with Carnation International in Los Angeles. **Robert J. Gehl** is president of Tempotech Industries in Hart, Mi. **Judi and Mitch Summers** write from Washington, D.C., where Mitch is manager of international affairs for ARMCO, Inc. They had been in Tehran to open the ARMCO office and were there for four years, leaving in December '77. They then went to Brussels for two years until Mitch received his assignment in Washington in January '80. Judi advises that the return to the States was quite a shock after 15 years abroad. They are all settled in and Judi has opened a business of antique French prints and posters.

CLASS OF '65 and '66

Eric Aguero ('65) is marketing planning manager, ophthalmics, for Alcon Universal, Ltd. in Fort Worth. **Ben H. Barteldes** ('65) is general manager, Torin Aerotécnica Ltda., in Jan Jose Dos Campos, Brazil. The company is a subsidiary of Torin Corporation, Torrington, Ct. **John de Leon** ('65) is international employee relations manager for FMC Corporation in Chicago. **Edward M. Baltrusaitis** ('66) is in Stamford, Ct. and is export manager, Central and South America sales for R.T. Vanderbilt Corporation. **Gerald H. Green** ('66) is president and general manager for Foto Interamericana de Venezuela, S.A. and is based in Caracas. **Christian Larsen, Jr.** ('66) writes from North Carolina: "Finally gave up commuting to move to Rocky Mount, N.C. and have purchased a company which manufactures upholstered furniture for the mobile home industry. We plan to expand sales to both retail and export markets. Wife Eleanor, son Christian and daughter Missie all well."

CLASS OF '67

S. Wayne Bee is in Kohler, Wi. with Kohler Co. as manager, field sales, international engine division. **Fred L. Bollerer** has been elected an executive vice president of First City Bancorporation of Texas. He is responsible for corporate development, including strategic planning, economics and technology planning. **Bruce S. Derkask** is with PepsiCo., Inc. as director of marketing, food service international division, the company's overseas fast food operations. **Evan L. Hand** has been promoted to commercial section manager, supply division marketing, Owens-Corning Fiberglas Corp. in Toledo. **Donald R. Milligan** is international sales manager with CooperVision Systems/Cavitron in Irvine, Ca. **J. Mark Paden** has been named senior vice president, director, Latin American area, international division, of the North Carolina National Bank in Charlotte. **Joel T. Wineburgh** is in New York and is vice president of Comets Inc., a trading and marketing firm.

CLASS OF '68

Victor A. Baltrusaitis is in Sao Paulo and is manager of Noranda Mines operations. **John Browning, Jr.** is a public relations executive with Chen Sam and Associates in New York. **James F. Corzine** writes: "After eight years with the agricultural chemical industry, first with FMC Corporation and later the Monsanto Company, we decided to establish some 'roots' and in 1977 formed the Interamerica Marketing Associates Ltda." Jim's company is located in Bogota and he sees David Ransome ('72), Peter Moog ('66) and Bill Messett ('67). **Brian Gauler** has accepted an appointment as an international trade specialist for the State of Oklahoma. His position is part of the Governor's staff, but Brian will be located in Tulsa and "on loan" to the Dallas, Tx. district director of the U.S. Department of Commerce. **H. Reed Nelson** is a property manager for DWJ Model Farms in Jerome, Id. **Rick LeSueur** is general manager of the Hole in the Wall Restaurant and Racquet Club at the Point Resort in Phoenix. **Michael Pierce** writes from Panama, where he is an attorney: "We have been in Panama for 11 years now and we are looking forward to a bright future for this country. I am on the boards of the American Chamber of Commerce and the American Society and am enthusiastic about Panama's political and economic future." **Ross Quan** is an economic officer with the U.S. State Department. He is studying Chinese at the Foreign Service Institute through 1982 and will then go to Taipei, with eventual assignment as economic officer at the U.S. Embassy in Beijing, P.R.C. **Charles Smith** has joined American Saw and Manufacturing Co. in East Longmeadow, Ma.

CLASS OF '69

John P. Barelli is an attorney in Lenexa, Ks. and handles international business consulting, investments and general corporate law. He visited campus in October and addressed a student group. **Stephen C. Burrell** spent most of '81 in Australia landing a \$500 million contract for



John R. Baker '64

Ben Barteldes '65

design and construction of an oil and gas processing complex for Davy McKee Corporation. **Charles W. Gameron** has been appointed assistant director in the casualty-property personal lines department at The Travelers Insurance Companies in Hartford, Ct. **Dennis Giacone**, who joined a bank in San Francisco after graduation and then spent some time with an international vegetable oil trading, marketing and processing company, is now in Phoenix. He is executive vice president of Valley Seed Company. The company's research division is doing business in Spain and Ireland and hopes to expand to other countries in Europe and eventually South America. **Donald Ray Hedgpeth** is in Alta Loma, Ca. after spending several years in Saudi Arabia and the United Arab Emirates. **Larry R. Lamb** is in Portland, Or., where he has his own firm, Lamb Industries, Inc. **John O'Detto** is branch manager for First Interstate Bank of California's San Bernardino branch. **Allen B. Pease** is senior attorney with Williams Brothers Engineering Company in Tulsa, Ok. **John C. Polhemus** is president, Goodyear-Philippines and lives in Manila. He writes: "After short assignments in Argentina and Peru, returned to the Far East in August '81 as general manager, president. Naturally, entire family was happy to return to most interesting and dynamic part of the world." **John William Stanger** visited campus from Lake Forest, Il. He is senior representative for the Toronto-Dominion Bank in Chicago. He reports that he's seen **Fred Broom**, area finance manager, J.I. Case, Racine, Wi. and **Dana Schneider**, vice president, international, First Wisconsin Bank in Milwaukee. **Mark C. Wilson** is in Houston where he is president of his own company, MCW Investments.

CLASS OF '70

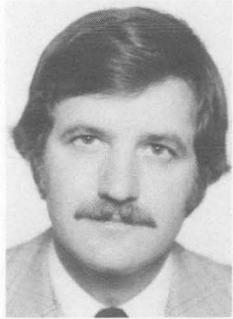
Novatan Alfredo Fernandez-Bussy has been appointed vice president of Crocker Bank, San Francisco. **Douglas H. Lemmonds** is vice president of Bank of America in Washington, D.C. **John McIntyre** has been elected a vice president of Cunningham and Walsh Inc. advertising agency in New York. **Michiaki Mano** was transferred in November by Hitachi, Ltd. to Hong Kong as finance and administration manager of their subsidiary, Hitachi Elevator Engineering. **John Muncy** is vice president of Wells Fargo Bank and is regional manager, Southeast Asia and India. He moved from Bangkok to Singapore in June '80. Taking up running for exercise, John has run two marathons, one in Hong Kong



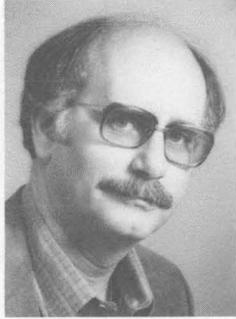
Gerald Greene '66



J. Mark Paden '67



James F. Corzine '68



Dennis C. Giacone '69



Charles W. Gameros '69



John C. Polhemus '69



Brian Gauler '69



Peter Wallin '73



John Sandor '73



Ernie Escobedo '73

and another in Honolulu. **Joseph W. Nichols** is vice president, international department with Johnson & Higgins in New York. **Tom O'Keefe** writes that he is god-father to **Susan and Len Holzworth's** son, Reed. **Goeran Péters** and **LeAnne (Secunda) Péters** are in New Orleans, La. where Goeran is director of Scardex Steel. **Tom Waters** is director, sales, Pacific Coast, Hapag-Lloyd in San Francisco. **Charles M. Weeks** is in San Diego and has his own firm, Weeks & Associates, an international franchise consultant company.

CLASS OF '71

Robert Charles Hill is general director of Banco Lar Brusilero in Rio de Janeiro. **Richard K. Phillips** is currently regional manager for Motorola Communication for Central America and the Caribbean and lives in Boca Raton, Fl. **Franc Rocheieau** is in Golden, Co. with Georgia Boot as managing representative and territory manager. He has recently married, and says, "I couldn't be happier." **Marcos L. Sanchez** is with John Deere Co. as area service manager in Bogota

CLASS OF '72

Leonard J. Black is manager, marketing and planning, international development markets for Duracell International, Inc. and is based in Bethel, Ct. He travels throughout the Far East, South America, Mexico and Europe. **Gary Buckingham** is general manager, Brazil, for the insurance firm, Interamericana Companhia de Seguros in Rio de Janeiro. Interamericana is a member company of AIG, Inc. **Gary A. Burkhardt** has been promoted to vice president of affiliated corporations for Presbyterian/St. Lukes Medical Center in Denver. **Malcolm H. Byrnes, II** has been appointed as advisory director of international finance of International Business Associates Corporation in Austin, Tx. **Ernest Escobedo** is marketing manager, Latin America for Babcock, International, Inc. in Houston. He writes: "... have been back in the U.S. for four years (from Brazilian two-year assignment). I just returned to my home state of Texas and things are looking great career-wise." **David Jaworski** recently transferred with Farm and Home Savings from Kansas City, Mo., to Dallas, where he is vice president. **David E. Logie** has been promoted to director of international operations at Life Insurance Marketing and Research Association (LIMRA) in Hartford, Ct. **Gary Miller**, accounts executive and vice president for National Westminster Bank, Ltd. in Chicago, has joined the evening faculty at Elmhurst College in Elmhurst, Il. He teaches international marketing. **Howard T. Mott** is vice president of Nederlandsche Middenstandsbank N.V. in New York. **Louis Joseph Pitney** is president of Meridien Trade K.K., an international marketing and trading company in Tokyo. **B. Michael Powell, Jr.** is vice president with AIG, Inc. in Tokyo, **Gary Roberts** has accepted a new position as export manager with Frederick and Nelson, a major department store chain in the Pacific Northwest, and a division of Marshall Field & Co. He will be responsible for developing and executing an export program for the

company's brand food products, a new activity for the store. **Charles Rudolf** is managing director of Gentex International, Inc. in Dalton, Pa. **Al Welch** resigned from Republic Steel Corporation and moved to the Dallas area with his recent bride, Cindy. They have opened a video and record store, Welch's Flicks and Tunes, in Rockwall, Tx.

CLASS OF '73

Jerry Allen is senior product manager, frozen food confections, Knudson Corporation in Los Angeles. **Donald N. (Nick) Anderson** visited campus recently from Seattle, where he is district manager of AmerFord International Corporation, an air and ocean freight forwarding company. **R. Kelley Gibbs** visited campus in November from Corte Madera, Ca., where he is with Gibbs Brothers ACV (air cushion vehicles). **Beverly Moschel Hirsekorn** is a marketing research specialist for Petroleum Information Corporation in Denver. **Ollie Jakob** has transferred to Continental Plastics Industries, international operations, as the senior financial analyst from his post as international accountant and controller with Continental Forest Industries, export division. Ollie is now based in Houston. **Daniel T. Johnston** has been appointed financial services officer for First National Bank and Trust Co. of Dickinson, ND. **Jeffrey William Koehler** is sales manager for Jack Bradley Realty Co. in Put-in-Bay, Oh. **Mark Mischnick** is with the international department of the Republic National Bank of Dallas. **Jorge Padilla de Alba** is located in Asuncion, Paraguay, where he is general manager of The First National Bank of Boston branch. **John Sandor** has been named vice director, Asia, for Philip Morris, Inc. and is located in Tokyo. **Steve Sischka** is a partner in Olsen's Chino Valley Grain Co. in Prescott, Az. He tells us, "... been a partner in an expanding feed and grain operation with two stores in northern Arizona and a third on the way. **William M. Tucker, Jr.** is sales manager for Stribling-Puckett, Inc. in Jackson, Ms. **Paul Kelley Wagner** is manager, finance, for Caterpillar in Sao Paulo. **Hal T. Walker** is traffic manager for construction of an Israeli airbase and is based in Tel Aviv. **Peter Wallin** has been residing in Caracas since 1979 and is a representative of London American Finance Corporation Ltd. (subsidiary of Midland Bank, London).

CLASS OF '74

Brad Bradley is a partner in the law firm, Bradley and Scheulhammer in Dallas. **Patiste G. Bronos** writes from Miami: "We have been (here) for over a year. Previous assignments with World Courier were in Greece, Iran, Nigeria, Argentina, Spain and New York." **A. William Charlton** is assistant vice president with Southeast Bank in Miami. He is in charge of Venezuela, Panama, Colombia, Ecuador and Peru. **William G. Drewes** has been elected a vice president in the multinational banking services department of Continental Illinois National Bank and Trust Co. of Chicago. **Douglas K. Funk** is publisher of *Made in Mexico*, an international business magazine. Their second issue of 1981 featured an exclusive interview with Bernardo Garza

Sada, executive director of the Alpha Industrial Group. **Sandra M. Harrison** is in France and is working as a management supervisor for Grey France. **Adolph A. Hoehling** has been general manager for Citibank in Atlanta since July '80 when he moved from Ecuador, where he had been for two years. **Lance Keeler**, who has been an assistant vice president with Manufacturers Hanover Trust Co. in New York, has transferred to the Frankfurt branch for a three year assignment. He will be calling on corporate customers in the area. **Kyung Lee** has been promoted to vice president of Conti-Commodity Services and was the top ranking producer in Conti in 1981. **Marikay Lee-Martinez** is an attorney with the Internal Revenue Service in Phoenix. **Donald J. McLane** has been elected vice president and general manager of Doboy Packaging Machinery division of Nordson Corporation. He joined Nordson Canada, Ltd. in 1975 and served as area manager and national sales manager. He also was national sales manager for the finishing equipment division before being named general manager for Doboy in 1979. **Gregory John McDonald** has been named marketing director for the Colgate Palmolive subsidiary in Argentina and has moved from Mexico to Buenos Aires. **Paul Nielsen** has been promoted to national accounts manager for James A. Old & Son Material Handling Co. in San Carlos, Ca. He is developing marketing and procurement functions for all national accounts. **Thomas F. O'Dea** has been appointed assistant dean of instruction at Los Angeles Harbor College. He is in charge of the evening outreach division serving more than 6,000 students. Tom, his wife, Marcia, and sons, Sean and Brian, live in Woodland Hills, Ca. **Preston Pearson** is a planner scheduler for Project Engineering Services, Inc., working with civil and petrol construction in Saudi Arabia. **Tony Rios** has been appointed export marketing/sales manager for Champion International Corporation's building products division in Santurce, P.R. **Mario G. Sabatini** is in Woodbury, Ct. with Timex Corporation. He is corporate manager, product planning for solid state products, international. **Jay (James) Savage** is Asia regional manager for Plexchem International, Inc., and is located in the Philippines. **Maribeth Sembach Rahe** is vice president, Scandinavian district, Morgan Guaranty Bank in London. **T.S. Sinha** left Texas Instruments and joined RDA International as international marketing manager. He is in Houston. **James R. Tencher, Jr.** is a deputy representative for Manufacturers Hanover Trust Co. in Caracas. **Arnt Vagle** is now back in Norway running his own import/export company engaged in the video trade. **William L. Valenti** is vice president and treasurer of McDermott International Marketing Co. in New Orleans. **Andres Voto-Bernales** writes from Lima, where he has been since 1980 doing marketing for Unilever products. He worked for E.R. Squibb & Sons from '75 to '79 in Venezuela, Ecuador and Colombia.

CLASS OF '75

Raymond H. Aka has been promoted to supervisor of a new section, financial administration and taxes, of Garrett Turbine Engine Co. in Phoenix. **Richard Bram**, sales representative for Blue Bell, Inc., apparel manufacturers in Louisville, Ky., visited campus in mid-December. **David W. Bridewell** is working for Hibernia National Bank of New Orleans as a real estate lending officer. **Ian Campbell** writes from New York: "After five years with Shell, I have joined Philipp Brothers (division of Phibro Corp.) as an international oil trader. My area is Central-South America and the Caribbean." **Alex Cohen** is general manager of the commercial collection division of Dun & Bradstreet in The Netherlands. **Vladimir Egger** is a trader with Marc Rich & Co. in New York. **Tom and Terry (Byrnes) Fadrhonc** are living in Larchmont, N.Y. Both are account supervisors; Tom with Needham, Harper & Steers in New York, and Terry, with North Castle Partners in Greenwich, Ct. They have a son, Adrian, age 2. They see **Cynthia (Leidner) Muller** as well as Willem Mock ('74) with Cargill in Omaha, and Tom Trefts ('74) with Carnation in Los Angeles. **John A. Flasco** has been promoted to vice president/senior credit and marketing officer for Bank of America's main branch in Buenos Aires. **Giovanni Gangone** is assistant general manager of SCM International in Rimini, Italy. **Rod Granger**, assistant branch manager of U.S. National Bank of Oregon in Portland, visited campus in late December. **Simon Hakim** writes from Israel that while on a business trip to Europe and Africa, he met with Bob English ('76). In Lagos, Nigeria, he saw Kinsley I. Ikpe ('73) who works for Icon, Ltd. (Merchants Bank) and has been promoted to senior manager. He also heard from **Satjiv S. Chalil**, who plans on visiting the Middle East in the near future. **Ghassan Majdalani** is regional manager for North/Central Africa and the Middle East for the Speed Queen Co., a Raytheon Company. **Kevin O'Donnell** is director, international marketing for HPI and is in Los Angeles. **Robert J. Rosser** is assistant vice president of Hudson (Skandia) Reinsurance Company in Hamilton, Bermuda. **Deborah Ann Smith** is director of public relations and special projects for The Golden Door in San Diego and her sister spa, Rancho la Puerta in Baja, Mexico. **Will F. Smith**, from Houston, visited campus in October. He is vice president of Cheyenne Services, Inc., an oil field service company. **David B. Terrar** recently left Bechtel Corporation and accepted a position as international compensation manager for the international nuclear division of Westinghouse. He is located in Pittsburgh. **Carol Thoele** has been named the international executive director of Dzierzynski & Associates in Chicago. **J. Jorge Verduzco** is vice president, international department of the International Bank of Commerce in Laredo, Tx. **Dirk Bruno Visser** has moved to Rio de Janeiro where he is with Drexel Burnham Lambert do Brasil, Ltda.

CLASS OF '76

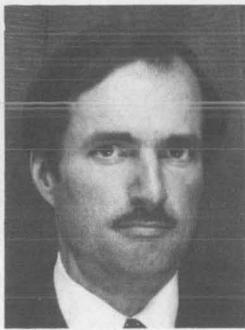
Walter T. "Walt" Atkinson has been named sales manager of Cessna Aircraft Company's project marketing division. He will be responsible for directing sales programs for Cessna's propjets in the U.S. and Canada and lives in Wichita, Ks. **David A. Barnett, III** is an account executive with the investment firm of Underwood, Neuhaus & Co. in Houston. **Linda Jean (Haggerty) Barnett** is in Houston and is manager of budgets for Elf Aquitaine Oil & Gas, a French company which recently acquired Texasgulf. **Bruno Cornelio** has relocated to Brunei, where he is manager of Bank of America's branch office. **Samuel Cotterell** is a C.P.A. with Arthur Andersen & Co. in Boise, Id. **Jaime Drutchas** has joined Ross Roy, Inc., an advertising agency in Detroit. She is account supervisor on the Upjohn account. **Joe Fullop** is manager, international revenue/finance for Prime Computer, Inc. in Natick, Ma. **Garry Brent Gammon** is in San Francisco and was promoted to general counsel for Cromemco. **Thomas Grady** is with Ford Motor Company as field manager in Teterboro, NJ. **Kirk Haws**, who until recently was district manager for Clark Equipment Co. in Singapore, visited campus in November. He was named regional manager for Africa/Mid-East for Clark and will be moving to Athens, Greece soon. **William (Bill) Johnson** visited the office in late October. He is with Bucyrus Erie and lives in Fogelsville, Pa. **Peter J. Jucht** is manager for planning and business development for American Hospital Supply Corporation in Saint Ouen L'Aumone, France. **Ken Krasney** has been transferred to the Paris office of Bankers Trust. **Kohei Ogawa** is in New York and is export manager of Hai Hai of Massachusetts, Inc. He writes: "I arrived in New York in November '81 in my present job. I spent almost two years traveling the U.S. to start up the company (a Kikkoman U.S. subsidiary). I have brought my family to New York and will be working here several years to expand the export business to overseas from the U.S." **Brian D. O'Neill** is second vice president with Chase Manhattan Bank in Santiago. **Michael A. Perlino** has been elected assistant vice president of Harris Bank in Chicago. **Jeffrey L. Schneider** is a product specialist with Lanier GmbH, near Frankfurt. **Michael W. Short** is an assistant vice president with Citibank in Nagoya, Japan. **Jerry Sullivan** and **Bobbie Nelson** have joined forces and formed the firm, International Marketing Consulting in Honolulu. **Thomas (Tom) Thompson** is with Peat Marwick, Mitchell as a senior consultant in Costa Mesa, Ca.

CLASS OF '77

Janice and Abdelkader Bachesais are in England where Kader is area general manager for International Standard Brands (recently merged with Nabisco). They moved to London in June after two years with ISB in Athens, Greece. **Robert S. Childs** visited campus from Houston: "Just started with Gulf Oil in September '81, after nearly two years with First City National Bank of Houston. The balloon race was great—but missed the Texas Club chili cook-off." **Michael D. Christenson** has



Paul Nielsen '74



Lance Keeler '74



Donald J. McLane '74



Bruno Cornello '76



Jamie Drutchas '76



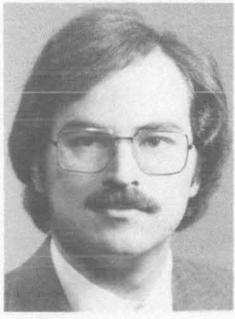
Michael Perlino '76



James Emslie '77



Barbara B. Kamm '77



Steve Gandy '78



Steve Zurcher '78

committed to a term of extended service with the Evangelical Lutheran Church of Kenya. After four to five months of language training in Swahili in Nairobi, he will move to Kisii, where he will work as an administrator for the church. **Thomas Cole** is with American Express in Sunrise, Fl. **Patrick Consorti** is director of PSA Finanziaria Italia in Milan. **Nawaf El-Assad** is area marketing manager, West Africa for Brown & Williamson Tobacco Co. and is located in Athens, Greece. **James A. Emslie** has been promoted to vice president in the energy division of the corporate banking group of Security Pacific National Bank in Los Angeles. **Susan D. Arnold Guidry** writes: "... just returned from a trip to Paris, Algiers and Casablanca." She is region finance manager for Paccar International, Inc. in Bellevue, Wa. **William A. Head** is president/broker with Highlands Investment Group in Evergreen, Co. **Tim Hoffman** is in Houston and is marketing manager for U.S.I International. **Debra Huffman** left EDS World Corporation in October after four years of working as a systems engineer in Iran, The Netherlands and Mexico. She has returned to the U.S. to obtain a masters degree in MIS and will be associated with Blue Cross of Northwest Ohio in Grand Rapids, Ohio, as a senior programmer/analyst while completing her degree at Bowling Green State University. **Barbara B. Kamm** has been promoted to vice president at Marine National Bank in Santa Ana, Ca. **Dennis Keithly**, from Torrance, Ca., visited campus for the Balloon Race and tells us he is the assistant export manager for Overseas Operations, Inc. in Redondo Beach, Ca. **Teresa King** (Silbert) visited campus over the Christmas holidays and was accompanied by her husband, Michael, and five-month-old daughter, Susan. Teresa is an associate consultant with Touche Ross & Co. in Chicago. **Jonathan E. Kranz** is in New York and is the assistant chef for Michael Phillips. **Lynn M. Kuchinski** is a data base analyst for Costal Corporation in Houston. **Charlie Lowe**, who is export manager for Overseas Operations, Inc., in Redondo Beach, Ca., attended the Balloon Race and visited the alumni office. **Ben Miedema** was elected chairman of the Houston World Trade Association, Young Executive Group. **Jeffrey A. Nigh** has been promoted to an international auditor with Bank of America's Latin American/Caribbean audit division. He will be located in Caracas. **Yoshi Noguchi** visited campus recently from Colorado, where he is marketing programs manager, Americas/Asia operations for Storage Technology Corporation in Louisville. **George Norton** has joined Ethyl Corporation in Baton Rouge, La. as a salesman in their industrial and speciality chemicals, Latin America section. **Gail C. Quinn** passed the Pennsylvania C.P.A. exam in November '80. She would like to hear from other T-Birds in the Pittsburgh area. **Elizabeth Haley Roberts** is a financial analyst with the Board of Governors of the Federal Reserve System, Washington, D.C. **Thomas J. Ryan III** is branch manager for Hershey Creamery Co. in Batavia, N.Y. He oversees all of western New York, including Rochester and Buffalo. **James P. Scott, Jr.** is employed by Structural Dynamics Research

Corporation as marketing manager. **Mark Steinborn** is regional sales manager for Volvo of America Corporation and is based in Hayward, Ca. **Karen Stromberg** is an acquisition analyst with Ensearch, Inc. in Dallas.

CLASS OF '78

Daniel M. Behnisch is operations manager, U.S. operations office, Dun and Bradstreet, International, Inc. in New York. **Randall A. Bera**, along with partner James T. Edwards has formed a firm, Hospitality Partner, Inc. in Newport Beach, Ca. The company offers hotel, resort and timeshare services as well as consulting services in real estate and financing. **David L. Brothers** is in the Austin, Tx. area and is a real estate broker and president of his own company, 06, Inc. **Karl E. Edelmann** is owner/operator of Noble Food Service in Horseheads, N.Y. **Troy Douglas Emde** is in Chicago and is air export supervisor for Max Gruenhut International, Inc. **Karl Erdman** has been promoted to manager, planning and analysis, international consumer division of Schering Plough in Memphis. **Jeffrey Mark Ferm** is general manager for Bredero Price Saudi Arabia Ltd. and is located in Jubail. He is also a member of the board of directors of the company, the largest pipecoating company in the world. **Steve Gandy** has joined Provident National Bank in Philadelphia as assistant vice president. He will be working in the Latin America division. **John P. Klecker** is a project accountant with Airesearch Industrial, a division of Garrett Corporation. **Tom Kraft**, who is assistant area manager for International Harvester Export Co. in Singapore, visited campus for the Balloon Race. **Greig S. Locker** has been transferred by Holland Chemicals International to their Hamilton, Bermuda office, where he is commercial manager of HCI Chemicals (Bermuda) Ltd. **Timothy C. Lund** is expeditor in the international department of National Supply Co. in Houston. **George B. McReddie** has been named banking officer in the international banking service department of Continental Illinois National Bank of Chicago. **Steven M. Reinbolt** has been promoted to territorial consultant in the Southern Pacific resource center of ISU Companies, Inc. He will provide liaison, management and insurance consultation to ISU independents in Orange County and parts of Los Angeles County. **Lewis W. Ross, Jr.** is an instructor-special systems, for Cubic Corporation in San Diego. **Joseph C. Schmieder** is manager, international operations, for Oliver Products Co., a packaging equipment manufacturer in Grand Rapids, Mi. He writes: "Job involves travel throughout the world, where I've met many helpful 'Thunderbirds.'" **Diane Sherman** is in Singapore with Warner Brothers (F.E.), Inc. She writes that when in Chile she ran into Brian D. O'Neill ('76), second vice president with Chase Manhattan Bank. **Jan O. Skybak** was promoted as of October 1 to head up investment and production control in Gerresheimer Glas A.G., a subsidiary of Owens-Illinois Inc., in Dusseldorf. Jan sends us news that Peter Edelmann joined Owens-Illinois in June on the internationalist program. **Eric Sletten** is vice

president, international, of C & C. Co., an international trading company in Scottsdale, Az. **Will Spurgeon** is working for Lawrys Foods International, Inc. as director of marketing and sales in Maynooth, Ireland. **David Steffen** is in Australia with Goodyear International Corporation. **W. Bruce Walters** has been promoted to assistant manager of administrative document control with a Morrison-Knudsen Company subsidiary based in Burlingame, Ca. The company's current project is constructing a coal mine, a port facility and a connecting railroad line in Colombia. **Robert Whelan** has been promoted to product director at Richardson Vicks, Inc. in Wilton, Ct. **David John Wilson** has joined Pittsburgh National Bank's international banking division as international banking officer. **Steven D. Zurcher** has been named manager of tax-free marketing for R.J. Reynolds Tobacco International, Inc. He will relocate to Miami.

CLASS OF '79

Craig Adams has opened his own import-export trading company based in San Francisco and Grenoble, France. **Melody A. Ball** is in Dallas and is product manager for five semiconductor lines for Hall-Mark Electronics. **L.L. (Shashi) Bembalker** has joined Fluor Ocean Services as senior construction engineer. He and his wife, Tej, who is in manager training at City National Bank, reside in Houston. **Kenneth A. Bonné** is product manager for Lear Siegler, Inc./Avitron international division in Singapore. **Steve W. Brown** resigned from his position in the national accounts division of Foreign Credit Insurance Association in New York in October and joined Northern Trust Co. of Chicago's international department in their New York Edge Act office. **John C. Cook** joined Merrill Lynch International and moved to New York from Paris in October to obtain his securities license and company orientation. Then its back to Brussels. **Michael Dreyer** is employed by Bechtel Petroleum as a contract/purchases agent on the Saudi Arabian Yanbu project and he lives in Houston. **Conrad Eilts** is an assistant vice president of Chase Manhattan Bank and is stationed in Manama, Bahrain. He was previously with Citibank. **Jeff Fadley** is in Tulsa, Ok. with Hilti-U.S.A. as a financial analyst. **Brian Farmer** has been working as assistant to the director of finance at the new King Abdulaziz International Airport in Saudi Arabia since February '81. He writes, "... in July I teamed up once again with my roommate from the summer of '79. He returned to Jeddah after six months of commodities training in the States. The climate and terrain here remind me a lot of Phoenix, except it is more humid here, since we're on the Red Sea. I've taken up scuba diving since the coral reefs, which are just offshore, are some of the most outstanding in the world." **Vadim Fischer** was on campus recently recruiting for Continental Grain. He is based in St. Louis, Mo. with the company. **Robert G. Genis** is president of National Gemstone Corporation in Phoenix. **Richard J. Gibson** is in Boulder, Co. with Keith Stevens, Inc., a management consulting firm. **Andrew Scott Gleeman** is

assistant to the president at Whitehall International, Inc. in New York. **Brent W. Godfrey** visited campus in October from New York, where he is manager, employment and training for the Royal Bank of Canada. **Yves Gournelen** has been transferred to the Bunker Ramo headquarters in Oakbrook, Il. and assigned to the international division as a senior financial analyst. **Roger H. Guichard, Jr.** is with Arthur D. Little as a consultant. **James W. Hayes** is manager, international trade for Universeas Corporation in Cleveland. Universeas is a joint venture with China National Machinery Import/Export Corp., one of the major foreign trade corporations in the People's Republic of China. Jim adds, "It was incorporated in September '80 with the purpose of developing two-way trade with the P.R.C. The company represents U.S. companies attempting to penetrate the China market. It also buys and sells products on its own account and is active in finding markets for China-made products as well as securing buyers in China for U.S.-made products." **Darcy Hofmann** was recently sworn in as an officer in the U.S. Foreign Service. She is scheduled to serve in Seoul. **Tom Hofmanner** is assistant to an account director at D'Arcy, Macmanus & Masius in Zurich. He says he is happy and life is treating him well. **Yun-Jung Huang** is an account executive with Executive Resources in San Francisco. **Murat Ilter**, who worked for two years in Los Angeles for V.S.I. Corporation, is returning to Turkey. He will be spending four months in the military there and will resume his business career following his military service. **Vince Jensen** is marketing representative for Latin America for Epsilon America and he is based in Torrance, Ca. **Rosalie L. Johnson** is a senior analyst, new venture department, for Seagram Overseas Sales Co. in New York. **Simon R. Kings**, who is a salesman with Remco Stationers in Santa Ana, Ca., was in Phoenix in late September and early October honeymooning at the Scottsdale Hilton with his bride, Lisa-Marie Gamboa. They were married September 26. **Henry Longmire** is in Al-Khobar, Saudi Arabia, with Chase Manhattan Bank. **Sydney C. Okoye** is president of his own company, Neufeld Dynamics, Inc. in St. Louis, Mo. The company is an export trading company and represents many American manufacturing firms. They export mainly to major African markets. Sydney says: "Our main goal is setting up a distribution system to supply these major African markets with all the American products they need at competitive prices." **Edward J. Pomeroy** is with Heath/Zenith International in St. Joseph, Mi. He is regional export manager. **John Pressler** is currently marketing coordinator for Hapag-Lloyd AG Transpacific Service and is based in San Francisco. **Emily J. Rayes** is with First National Bank of Chicago as a trade finance representative. **Susan Rybar**, with Bechtel Power Corporation in Norwalk, Ca., visited campus for the Balloon Race. **Nancy P. Schwartz** is an underwriter with AIG in San Francisco. She says Dick Frederickson ('69) is a vice president at AIG. **John S. Sieh** has written for the first time since he graduated to say he's been travelling throughout the world (30 countries). He has accepted a

position as international productions control advisor with Cal-China (H.K.) Ltd. He adds, "... currently living in San Francisco area while on a training program and intensive language course in Chinese. In January I shall be moving to Guangzhou, P.R.C., where I will be one of the first foreign businessmen to have a permanent base in that country. In other words, I have a T-Bird's dream job." **Charles Signer** is sales administrator for Paccar International, Inc. in Bellevue, Wa. and will be moving to the company's Bahrain district office soon. **Peter Spielmann** is controller of the lighting division of GTE Sylvania C.A. in Caracas. **Barbara Anne Stone** has been transferred from Massachusetts to San Francisco with Management Decision Systems, Inc. She will act as a consultant in marketing, representing the market response division of MDS in the San Francisco area. **Gail Susik** has been promoted to manager, training and procedures for agriculture retail enterprises of the J.I. Case Co. She will be based in Racine, Wi., but will be travelling frequently to the company's 180 retail stores. **Debra A. Thomas** is a finance representative for Latin America with Solar Turbines, Inc. **Gayle Thomas** came over from San Diego, where he is with Conti Commodity, to attend the Balloon Race. **W. Cliff Topping** is executive director of the Tampa Bay (Fl.) International Trade Council, according to Robert Bean ('48). **Gianni Torti**, account executive, Johnson & Higgins Italia, writes from Milan that, "... there are dozens of T-Birds in Milan—we are everywhere!" **Theo VanderLoo** is product manager for Schering S.A. in Rio de Janeiro. **Mark von Brockdorff** has joined Korf Trading, Inc. as a ferro-alloy trader. He and spouse, Judy, are living in Stamford, Ct. **Alexander von Gimbut** is general manager of Diversified Products International/Amerasia Trading Company in San Francisco. **Thomas Whiting, Jr.** has been promoted to senior sales, Latin American division of Hydril Co. in Houston. **Patricia D. Wilson** writes from Denver, where she is a marketing representative for UPG, Inc. "... the oil and gas industry is an exciting business with many opportunities."

CLASS OF '80

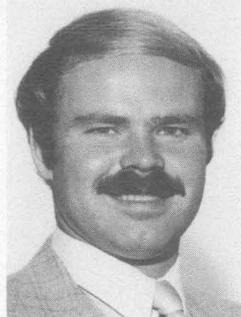
Victor T. Alexander is in Jeddah, Saudi Arabia, and is associated with Abbar & Zainy. **Debasish Banerjee** is an applications consultant with Capex Corporation in Phoenix. **Chris Becker** is in New York with Chase Manhattan's Trade Banking Group. **Edward Benizzi** is with John Deere Intercontinental, Ltd. as area manager, product support. He visited campus recently and will be moving to Guadalajara. **Judy (Anderson) Brown** is with Hewlett-Packard in Phoenix as a staff engineer. **Darcie Burk** is in New York with Merrill Lynch, Pierce, Fenner and Smith. **Leslie Call** has left her position with SSC&B in New York and is now located in San Francisco with Foote, Cone & Belding/Honig Advertising. **David D. Chapman**, marketing representative, international industrial division, Purex Industries, Inc., visited campus in December from Carson, Ca. **Susan Coady** is merchandise sales manager for Texscan in



Barbara A. Stone '79



Kent Erickson '80



Jim Reinnoldt '81

Phoenix. **Catherine P. deLong** is a cost accountant with Sperry Flight Systems in Albuquerque, N.M. **Mary Doan** is a financial analyst with Litton Industries in Beverly Hills, Ca. **Deborah C. Doyle** is in New York and is a financial analyst with W.R. Grace & Co. **Kent V. Erickson** has been named a vice president of the Grand Hotel in Mackinac Island, Michigan. **Linda Frank** is in Decatur, Al. with Disposables, Inc. as a production coordinator. **Robert Hackett** is living in Welwyn Garden City, Hertfordshire, U.K., where he is marketing manager, Central Africa, for SmithKline & French, Ltd. **Dieter Hees** is a marketing representative for John Deere Intercontinental Ltd. S.A. in Brussels. **Barbara Hochfield** is in New York and is a commodities trainee with Marc Rich & Co. **Tom Jordan** visited campus and tells us he is area manager for John Deere Intercontinental, Ltd. He is currently living in San Antonio and working in northern Mexico while awaiting his residency visa to move to Mexico. **Ki Sun Jung** is with the Institute of Hospital Services in Seoul. **Ginny Krivas** is a marketing coordinator and executive assistant to the vice president and president of Lindsay International Sales Corporation in Houston. **Javid Ladan** writes from Toronto: "... I have decided to go into business for myself and will be opening it with an art show of my recent works." Javid has her own Gallery Cafe in Toronto, Chez Capucine. **Charlie LaFond** is director of the Berlitz School in Vienna. He says the languages taught there are English, French and German and that they will be adding Spanish, Italian and possibly Arabic in the early part of 1982. **Kent E. Lupberger** is a credit analyst with Chase Manhattan Bank in New York. **Jim McHatton** is in Fort Worth working for Career Marketing, Inc. as an account executive. **Brian A. Murphy** has been transferred to Santiago by AFIA. **Giovanni Pollastri** has resigned from Olivetti and joined Irving Trust Company in

Milan. **Eric Port** has joined Capex Corporation in Phoenix as an applications consultant. **Randy Riddell** has accepted a position as purchasing and inventory administrator for Stuart Radiator Co. in Gardena, Ca. **Susan (Keller) Ryan** is an international credit administrator for Datagraphix, Inc., a subsidiary of General Dynamics. Husband Paul, is a finance representative for Solar Turbines, Inc. a subsidiary of Caterpillar. They live in San Diego. **Richard (Dick) Slade** is a marketing representative for IBM in Phoenix. **Vickie (Benedict) Slade** is a loan officer with the international department of the United Bank of Arizona in Phoenix. **David Mills Smelser** is a credit analyst with Southeast First National Bank of Miami. **Dianne "DeDe" Springer** is in Houston, where she is doing some consulting for the Chamber of Commerce and her husband, Bob, is with the Fluor Corporation. **Peter Steffen** is working for the Royal Bank of Canada, International in their Miami office and is expecting a foreign assignment sometime in 1982. **Lindsey Stewart** is an international banking officer with First Interstate Bank of California in Los Angeles. **Anita Sur Claricoates** has accepted an assignment in Sao Paulo with First National Bank of Chicago. She is an international account representative with the bank and will spend three months in First Chicago's office in Sao Paulo, followed by two months in a Brazilian bank which acts as a foreign correspondent bank for First Chicago. **Philip Treu** is assistant controller at Marriott's Camelback Inn in Scottsdale. **Mark Unglaub** resigned from United States Lines and joined Transpacific Transportation Company as a sales representative in San Francisco. He adds that Andy Kleiman ('75) was helpful in his job search and the *the T-Bird mystique* really came through for me." **Willem G. Van de Fliert** is with Citibank as an account officer in Amsterdam, The Netherlands.

CLASS OF '81

Steve Adler is territorial manager for southern California for Elizabeth Arden, and he lives in Seal Beach, Ca. **Claudia R. Alarcon** is president of New Universal Trading and New Universal Engineering Co. in Cebu City, Philippines. **Derene Rae Allen** is a marketing analyst with American Express Co., Latin American consumer financial services division, in Coral Gables, Fl. **John D. Allen** has joined Dresser Industries and is training in Ohio and will eventually work in Houston. **Abbey Alpern** is a market research analyst with Frederick Electronics Corporation in Frederick, Md. **Karen L. Berman** is director of development for the Arthritis Foundation, Allied Agencies Center, in Peoria, Il. **Mario Carra** is located in Danvers, Ma. and is working for GTE Sylvania. **Craig W. Christianson** is new business development coordinator with the international steel division of Midwest Corporation, Miami. **Richard G. DeNatale** is an assistant account executive with Doyle Dane Bernbach Advertising, Ltd., New York. He writes that he's working on the Stroh Brewery account and that he's up to his ears in the stuff. He adds, "Its great!" **Olga Eldek** has been transferred by the Eli Lilly Company from Rome to Geneva. **Saleh A. El-Ramahi** has joined Saudi American

Bank in Alkhorbar, Saudi Arabia. **Catherine Gordon** is a grain merchandiser with Continental Grain Co. in Memphis. **R. Charlton Griffin** is an account executive with The Glama Agency in San Francisco. **John C. Hay** has joined Red Wing International in Red Wing, Mn. **Craig Heinze** is an export sales administrator with Up-Right, Inc. in Berkeley, Ca. and lives in Puerto Rico. **Ron Hesse** is working for International Data Systems in Phoenix as a marketing support representative. **Robert T. Hicketier** is in Houston working in the business development section of Mitsubishi, International. **Diana Hoffman** is employed by Security Pacific National Bank in their management training program. **Maryanne Hoirup** is a financial planner with Briles & Associates in Palo Alto, Ca. **Tom Hooker** is in Athens, Greece, with Citibank, N.A. **Darrell D. Johnson** will be moving to Seattle, Wa. with Price Waterhouse & Co. as a staff accountant. **Dennis G. King** is with the international marketing department of Kroy Industries in Minneapolis. **Hans Kolberg** is living in Oslo and writes that he is doing some management consulting and "I run a small business on my own . . . producing chocolate trays to the chocolate industry in Norway and Finland. Marketshare in Norway 95 percent and 30 percent in Finland." **Bob Leurch** is an applications consultant with Rapidata and is based in San Francisco. **Ivan Michaels** is manager, marketing support, international of Supply Data Research in Princeton, NJ. **Anne Perry** is associate professor, language and international business at The Lindenwood Colleges, St. Charles, Mo. **James Scott Porter** is in training as a banking associate with Continental Illinois National Bank in Chicago. **Enique Prudencio** is in St. Cloud, France, and is adjunct to the vice president, foreign department, of Societe Auxiliaire d'Enterprises. **Douglas L. Red** is a credit analyst with Chase Manhattan Bank in New York. **Christine Anne Reddy** is an assistant account officer at Crocker National Bank in San Francisco in the European/Middle East/Africa area of the international division. **Jim Reinnoldt** is working for the Beverly Hills-based North American headquarters of Singapore Airlines in the capacity of assistant vice president, Southwest U.S.A./Latin America. **Paul S. Rooy** has been appointed international regional sales manager by Piper Aircraft Corp. and will be responsible for South America territory. He will relocate to the Lock Haven, Pa. area. **Vigen Sarkissian** visited campus for the Balloon Race. He is a cost accountant with CAL-FED in Los Angeles. **Richard Sears** has joined Wells Fargo Bank in New York. **Bradley Evans Smith** is a management associate with Marine Midland Bank in New York. **Elaine S. Stacy** is in Dallas with Republic National Bank. **Patrick Teague** is export manager with Consolidated International Corporation in Wickford, RI. **Claude Tellef** is in St. Louis, Mo. where he is an internal auditor for the Monsanto Co. **Bruce W. Thomas** is a credit examination officer, North America for Bank of America. **James R. Thomas** is a financial analyst/international division of Alcon Universal Ltd. in Fort Worth. **Brian K. Wilson** is an assistant controller trainee for the Marriott Corporation and is

currently at the Camelback Inn in Scottsdale. **Kitajima Yoshimasa** is a technical sales representative with Medtronic Japan Co., Ltd. in Tokyo.

MARRIAGES

Charles J. Sommer ('51) and Chris Plant were married in September. They reside in Phoenix. **Allen F. Ostrofe** ('72) was married to Sabine Erna Labs of Dorheim, West Germany, in Grass Valley, Ca. in November '81. **Kimberly Carol Shaw** ('76) became the bride of Capt. Juan J. Alvarez in El Paso, Tx. on August 14, 1981. **Susan D. Arnold** ('77) was married to Dwight J. Guidry on February 14, 1981 in Redmond, Wa. **Susan "Sunny" Spec**a ('77) and Jean Michel Duval were married October 17, 1981 at Chateau d'Creully in Normandy, France. Sunny says: "Since international jobs are non-existent in our small town, I have started an Amway business, which is growing rapidly. We welcome all T-Birds wishing to visit Brittany (write to her at Goas ar Guelen, Plounevezel, 29270 Carhaix) **Mitchell Skalicky** ('77) married Anahilda Lopez Lee of Guatemala on October 10, 1981, in Guatemala City. **Paul Duttenhaver** ('78) and **Linda La Kretz** ('79) were married at the Bel-Air Hotel in Los Angeles. **Craig Adams** ('79) and Elisabeth Leblond were married on October 10, 1981 at Saint André's Church, Grenoble, France. **Judith K. Taybi** ('79) was married to Ray Chenoweth Cole on June 27, 1981 in Essex, Mt. Judith is a contractor with U.S.A.I.D. in Rabat, Morocco, where her husband is engineering manager of the Westinghouse Electric Corporation's air defense system project. **Debra A. Thomas** ('79) was married to **James P. Scott, Jr.** ('77) on October 19, 1981. **Pamela Vaughn** ('79) was married October 24, 1980 to Michael Ryan. **Alexander von Gimbut** ('79) was married on September 11, 1981 in Haualei, Kauaiat, Tahiti Nui to Nancy Kosel-Robinson. **Vickie Benedict** ('80) and **Richard (Dick) Slade** ('80) became man and wife on October 10, 1981. They reside in Phoenix. **Jean Hoover** ('80) was married to Douglas Stetson on May 2, 1981, and they live in San Diego. **Susan L. Keller** and **Paul Ryan** (both '80) were married on July 25, 1981 in Richmond, In. **James B. Allen** ('81) married Angela Teresa Bartzen on October 31, 1981, at St. Andrews Catholic Church in Fort Worth. **Jorge Squier** and **Anne Bark** (both '81) were married December 29, 1981 in Chicago. Jorge and Anne reside in Houston. **Maria (Luli) Heras** ('81) wed Leo deLeon on July 1, 1981 in Manila. They reside in Houston, where Maria is with First City Bank of Houston. **Isabel Stainow** ('81) and **Bruce Wilcox** ('80) were married August 8, 1981 in Massachusetts.

BIRTHS

The Carlton Fousts ('70) are the parents of a son, Wolfgang, born June 30, 1980, in Como, Italy. A boy, Robert Christian, for the **Bruce Conti's** ('72) on January 14, 1981. A daughter, Joanna Kathryn, to the **John C. Hughes** ('72) on October 26, 1981, in Hong Kong. The **Peter Wallin's** ('73) have a girl, Nina Lee, born October 6, 1981, in Caracas. A son, Matthew Scott, born to the **William G. Drewes** ('74) on October 27, 1981. Bambi and **Jose Santos** ('74) added a son, J. Anthony, to their family on

July 25, 1981. A girl, second child, to the **David W. Bridewells** ('75) in April '81. Diane and **Alex Cohen** ('75) have a daughter, Nicole Irene, born October 7, 1981. A son, David Ramirez to Clara and **Michael Dixon** ('77) on September 15, 1981. The **Von R. Hills** ('77), a boy, their second child, on August 2, 1981. Thomas and **Gail C. Quinn** ('77) have a son, Thomas E. II, born September 25, 1981. A son, Benjamin William, born October 31, 1981, to the **Howard Lassers** ('78) in Brookfield, Ct. A girl, Christina, to the **Masa Aoshamas** ('79) on October 14, 1981, in Los Angeles. A daughter, Nazira, to **Michael** and **Margarita Dreyer** ('79), on April 28, 1981. A son, Benjamin Edwards, on December 2, 1981, to Jan and **Stuart Burlingham** ('81). A boy, Kirk Gilbert, to K. Jean Gilbert and **Steve Hawkins** ('81) on September 23, 1981 in Santa Monica, Ca.

DEATHS

Beverly A. Norman, wife of Delmar E. Norman ('48) died of cancer on September 5, 1981 in Clearwater, Fl. **Arnold "Terry" Sampson** ('48) passed away on August 22, 1981, in Albuquerque. He had retired as a major from the U.S. Army. On December 25, 1981, **Curtis William Raush** ('51) died of a heart attack in Singapore. Since 1974, he had served as general manager of Cosdel (Singapore) Private Limited, a wholesale and retail company. Curt spent most of his time in the Far East. Japan was his home for many years and for brief periods he lived and worked in Okinawa, Hong Kong and the Philippines. He was well-known and respected in the department store and printing industry in Singapore, and was an active participant in those fields. The people at Cosdel knew him to be a true friend, an honest and hardworking person and a man who earned the respect of all who worked with him. He is survived by his mother, brothers and sisters, all residing in Pennsylvania. Word of his death came to us from Max E. Bissey ('66). The sad news of the death of **Ted Ballam** ('52) on October 21, 1981, from cancer, was received from his wife, Helen. They resided in Foster City, Ca. **Winston C. "Curt" Dunlavey** ('52) died on June 26, 1981 in Estherville, Iowa. The alumni office recently received word of the death of **Paul W. Card** ('57) on November 24, 1978. **Harold R. Huntress** ('62) passed away on July 3, 1981 in Kansas City, Mo. Harold was president of Huntress Real Estate Executive Search. He is survived by his three children. **Harry Snowden Gurganus** ('64) died on October 23, 1981 in Washington, NC. He is survived by his wife, the former Talfair Windley. **Martin T. Bronson** ('68) was killed in an automobile accident on October 29, 1981, in Maracay, Venezuela. After graduating from AGSIM, Martin joined Reynolds Tobacco Company and worked in Bogota until 1976 when he moved to Caracas to work with General Printing Ink division of Sun Chemical. He is survived by his sister, Mrs. Claude H. Wenner, and a brother, William.

Key Manager Graduates

Howard J. Boyer ('66K) is vice president and general manager, Tokyo branch, of Marine Midland Bank. Three engineers from Westinghouse completed the Key Manager program in Japanese this fall. The new graduates are: **Peter Coakley**, **Perry S. Fanzo** and **Randall W. Haack**. Also joining the roster of Key Manager grads is **Oscar A. Metelico**, industrial engineer manager for Swift-Armour, S.A. in Argentina, who completed a program in English in December.

ITT/Continued from page 15

versity of California at Los Angeles, discussing Human Resource Development in Latin America.

At the conclusion of the series, ITT arranges to have all the lectures published in book form. This particular set of lectures will be published in Spanish and Portuguese in addition to English. The books will be available from ITT.

The Key Issues Lecture Series was launched by ITT in keeping with the company's belief that an ongoing reappraisal of the role and responsibility of today's corporation is necessary. To date funds from ITT have brought over 240 well-known economists, business executives and social scientists to more than 20 colleges and universities throughout the country. S.V.T.

News

Continued from page 7

Intercom

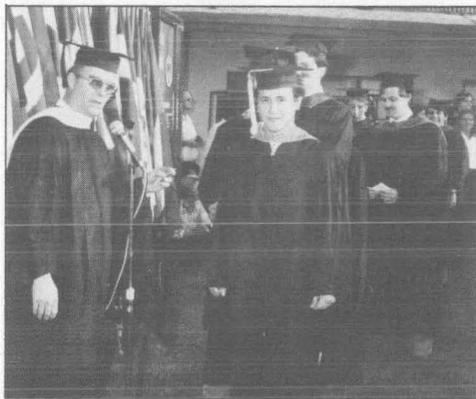
Fourteen middle management Indonesian employees of Huffco Indonesia are on campus for an eight-month program in business communications, logistics, administration and finance, and basic computer language. This is the first phase of a contract between Huffco and Intercom. Two additional programs are scheduled with several more under consideration.

December 1981 Graduation at American Graduate School of International Management gave birth to a new tradition for the School. It was the first outdoor graduation ceremony in which students elected to wear caps and gowns—a departure from the old AGSIM tradition of informal graduations. But then, AGSIM commencement ceremonies themselves are a departure from tradition in that there are three of them annually—May, August and December.

In view of the national trend to revive some of the elegance of days past, the decision for a more formal ceremony was predictable. It was also the general consensus of everyone involved, students, faculty, staff, and guests, that the more formal approach to the ceremonies was a positive improvement. Caps and gowns will be with us for a long time.

December graduations in general seem to be developing into THE graduation of the year. The Arizona December climate, which seems to attract more parents and friends, plus the awarding of the prestigious Jonas Mayer Alumni Award, the conferring of honorary degrees and the Silver Anniversary Class Reunions all seem to give the December function a special significance.

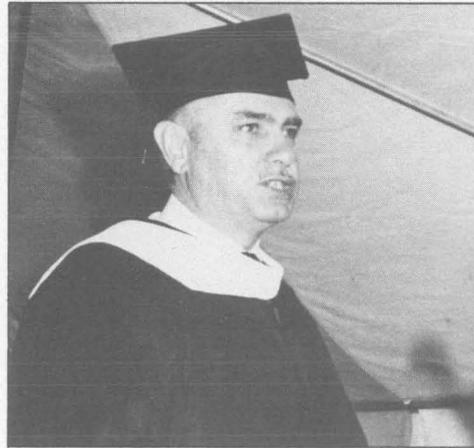
In addition to the Jonas Mayer Alumni Award (see story, page 4) and the Silver Anniversary Reunion for the Class of 1956 (see page 8), this December gathering heard the Honorable Hermann Frederick Eilts, former U.S. Ambassador to Saudi Arabia and Egypt, discuss his views on the Middle



Professor Clifford Call, Modern Language Department, calls graduates' names as they receive their diplomas.

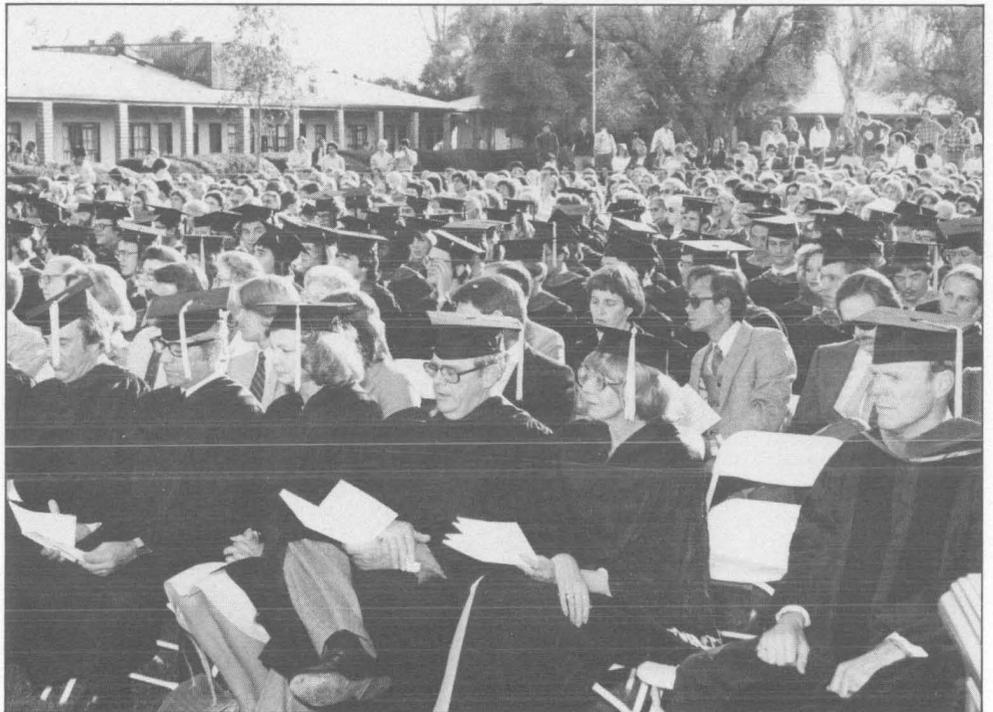
Graduation

A New Tradition



The Honorable Hermann Frederick Eilts delivers the December '81 commencement address.

The central quad was filled with graduates and guests for AGSIM's first formal outdoor graduation. Class of '56 alums, on the front row, were honored on the 25th anniversary of their graduation.



East situation. Dr. Eilts, who is currently university professor of international relations and research professor of history and political science at Boston University, has a special tie to AGSIM. His son, Conrad M., who is assistant vice president of Chase Manhattan Bank, stationed in Manama, Bahrain, is a 1979 T-Bird.

The crowd of over 400 saw Mrs. John Kieckhefer receive an honorary doctorate of humane letters degree. Mrs. Kieckhefer, a member of the AGSIM Board of Trustees since 1970, is a regular and generous supporter of the School in addition to her many other philanthropic activities.

The Barton Kyle Yount Award went to Michelle Marie Atkinson of Portland, Oregon, and the InterAd team members that presented the winning campaign for Nike shoes in Mexico received their awards from Phoenix Newspapers, Inc.

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

ADDRESS CORRECTION REQUESTED

