

AMERICAN
GRADUATE
SCHOOL OF
INTERNATIONAL
MANAGEMENT

THUNDERBIRD MAGAZINE

SUMMER 1982



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Alumni Director and
Publisher:
Thomas Kidd

Editor:
Sonia V. Thurmond

Photographer:
Kraig N. Johnson

Special Correspondents:
Al Ilch and S. Russell
Dworkin

Alumni Office Staff:
Cathy Benoit, Donna
Cleland, Naomi Cooper,
Diane Kelly, Beth Osler,
Marty Phelps and Jane
Scheidecker

Design:
Pat Kenny, Gray Day
Graphics, Phoenix

Front Cover:
Berger Erickson by Kraig N.
Johnson

JUST FOR FUN

AIFT—TGSIM—AGSIM—three names—all within a 35 year span, and the latter two changes were made in less than a five year period. Yes, we do have an identity problem when it comes to our name. It appears, thankfully, that AGSIM will be with us for an extended period.

The Admissions Office has maintained a listing of mail directed to the school. It is remarkable and a compliment to the U.S. Postal Service that some of the envelopes found their way to us—or perhaps Glendale, Arizona was the clue.

Below are listed some of our "names" as perceived by others—
A.G. Sim Insurance
American Arizona RunthaBird School
American Graduate Institute of Marketing
American Grade School of International Management
American Graduate School of Independent Mary
American Graduate School of Internal Management Thundercloud Campus

American Graduate School of International Medicine
American Graduate School of Multinational Management
American Graduate School of Navy
American Group Schools of International Marketing
American Institute of International Management and Banking
American Management Associations International Management School of Foreign Trade
American International University
American Thunderbird Graduate School
Bluebird Graduate School
Foreign Institute of Trade
Foreign Service Institute
Glendale Graduate School of International Management
Graduate School of American International Management
International Career
International Economic Thunderbird
North American School of International Administration for Professors
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Thumbear Bird Campus
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Thunderbird College of Business
Thunderbird Graduate Group
Thunderbird Graduate School of Foreign Trade
Thunderbird Institute of Business and Banking
Thunderbird Institute of International Studies
Thunderbird School of Foreign Trade
Thunderbird School of International Commerce
Thunderbird University—Graduate School of International Studies in Business Administration
Thunderbolt Graduate School
Thundernird
University of Dallas, Thunderbird Campus
World Trade Institute

Mr. Thunderbird ...

Berger Erickson is a walking history journal. He is the only person that has been at AGSIM from the beginning. He came to Thunderbird Field No. 1, in the middle of the Arizona desert, in June 1946 with founder Barton Kyle Yount and his entourage, which included Stouder (Biff) Thompson and Finley Peter Dunne, Jr. He has seen the lizard-infested, weed-covered, deserted flying field come alive with the bustle of human activity to prepare for the first class in the fall of 1946. Through the years, he has seen AIFT change to TGSIM and then to AGSIM. He has seen new buildings spring up and old ones collapse or change faces. He has seen the school struggle to make ends meet and suffer through reviews and dissection for accreditation by North Central. He has watched more than 15,000 men and women enter and then leave this school. He has served seven presidents of this institution and he has devoted more than 36 years of his life to this school. Is it a wonder that he's known as "Mr. Thunderbird?"

It all began in Ostersund, Sweden, on May 15, 1917, when Berger Erickson entered the world. He credits his lack of a middle name to the fact that as the third son in the family, his mother had simply run out of middle names for boys. He came to the U.S. in 1924 and his family settled in Duluth, Minnesota.

With the beginning of World War II, Berger moved to Washington, D.C. to work for the U.S. Army Quartermaster Corps as a civilian employee. He later transferred to the U.S. Army Air Training Command (under General Yount's command) in Fort Worth, Texas, attended Texas Christian University and married his high school sweetheart, Mabel Johnson.

As the war effort came to a halt in 1946, employees of the Air Training Command were scattering to all points in the U.S. While General Yount was in Arizona completing plans for setting up The American Institute for Foreign Trade, Mabel and Berger Erickson were in Louisiana. Not happy with their work nor the local climate, the General's timing was perfect when he phoned the Ericksons to ask if they would like to help establish the new school in Arizona. Mabel Erickson once again became secretary to the General (as she had been throughout the War), and Berger Erickson became the first accountant of the fledgling Arizona school. Thus began Berger Erickson's life-time romance with AGSIM.

In 1947 he became business manager and accountant; in 1952 he was elected by the Board of Trustees as treasurer; and in 1953 they added secretary to his list of titles. By 1958 his title had been narrowed down semantically to vice president, secretary-treasurer, and in 1968 president Carl Sauer named Berger executive vice president.

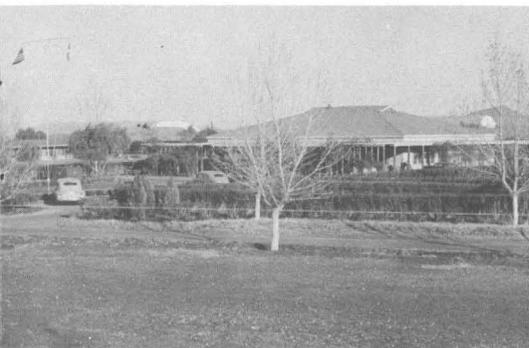
Always active in the local community, Berger is a member of the executive committee of the board of trustees of Samaritan Health Services, a member of the board of directors of Esperanca, past president of the Arizona College Association, the Glendale Chamber of Commerce and past national executive vice president of Delta Phi Epsilon. The list goes on and on. He is probably AGSIM's best public relations asset, for he never loses an opportunity to promote the school and the students.



Over 36 years, Berger has added a few pounds, his hair has stayed intact, but has turned silver, and his booming voice has lost none of its vibrancy. Periodically one can still hear the reverberation of "Caesar's ghost" from the administration building.

He agreed to the interview for this issue of Thunderbird, and always in character, he was truly embarrassed when he learned that the cover shot was to be of him.

...on Thunderbird



The people shown above, celebrating Ruth Richardson's birthday, kept the school (then AIFT) on track in 1947-48.

Front row, left to right, Dr. Patterson, dean; Dorothea Long, Vernell Bootz, payroll; Mabel Erickson, secretary to president; Alice Hyde, resident nurse, and Jack Knight, director of placement. Middle row: Berger Erickson, Molly Johnson, receptionist; Sarah Otando, secretary to public relations director; Dorothy Arnold, secretary to secretary-treasurer; General Yount; Ruth Miller, registrar; Mary Frederick, steno; Elsie Zimmerman and Dorothy Smith. Back row: Bill Blair, public relations director; Bill Bierer, purchasing agent.

What was it like in July 1946 when you came to Arizona to help open the school?

It was hot! The campus was overgrown, the buildings were dirty and dusty and the walk-ways and roads were full of weeds. We moved in and the only furniture, except for that in the president's office, was war surplus. My first desk was a patio table, and I had an old straight back chair. I rented a ten-key Remington adding machine that became my constant companion for the next 25 years.

How many employees were here in 1946?

There were about 20 employees. There was no faculty, no library or food service personnel yet. All we really had were two or three executives and the supporting clerical staff plus the grounds crew. They were busy trying to convert the buildings into something habitable.

How did you recruit the first class—that graduating class of 1947?

As you know, at the end of the war there were great numbers of military personnel being discharged, all with veterans' benefits. A college campus was a good place to make that transition from military to civilian life and they had the financial means necessary.

People learned about AIFT rather by accident, thanks to Congressman Slaughter from Missouri. The story goes that the Congressman and President Truman, though both democrats, had a strong dislike for each other. President Truman's support of Slaughter's opponent in the local Missouri democratic primary resulted in Slaughter's defeat, and Slaughter was determined to get even. To accomplish that he got himself appointed as chairman of a sub-committee of the Government Operations Committee which was investigating government—particularly the give-aways of federal surplus real estate. Of course, the donation of Thunderbird Field No. 1, which was commonly known as the country club of the Air Corps, to a retired Lt. General was just what

the committee and Slaughter were looking for. They proceeded to investigate the General's transaction for securing Thunderbird Field as a site for AIFT. The papers picked it up with big headlines from coast to coast and border to border. The story broke in July and August. It was perfect. AIFT's name was in every paper across the country. The first class registered in early October of 1946 and by that time we had signed up 300 students.

From then on, it was all downhill. It took us the next 15 years to build enrollment back up to 300 students. So, as I've said many times before, I've been very fond of Mr. Slaughter. By the way, he gave us a clean bill of health on January 20, 1947, just before he went out of office. It was the publicity generated by his investigation however, that produced that first class in 1946.

What do you feel are some of the significant events in AGSIM's 35 years?

If you believe in divine providence, we've somehow experienced it. Everytime we've had a crisis there's been something or someone come along to get us through. And we've had a fair number of crises of one kind or another. As an example, the General died unexpectedly and suddenly in 1949, and we were left without leadership. Dr. Bill Schurz stepped in and took over as acting president and then as president. Bill was a great scholar and a wonderful teacher, but discovered that administration was not his strong point and that fund-raising was definitely not for him. Ed Juliber, young, bright, eager and ambitious, replaced Schurz, but soon found the field of education not to his liking. All along there was Carl Sauer, who had been Bill Schurz's assistant and dean. He stepped in as president after Juliber's resignation, and for 13 years provided leadership, kept the school going, built AIFT's academic respectability and did so with a minimum of funds.

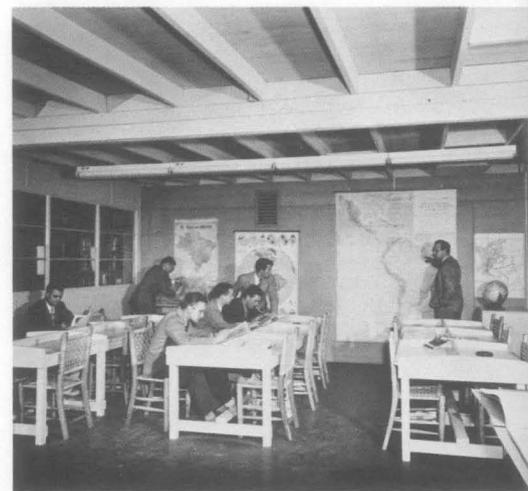
Another example was in 1951 when we had a financial crisis. Frank Snell and Henry Sargent,

who were active members of the board of trustees, stepped in and made us produce the first budget we'd ever done. Up to that point, we'd simply done estimates of what we might do during the year. We pared the cost to the bone, and we presented our budget to Snell and Sargent. They responded with, "Now, Berger, if you'll reduce that by another \$30,000, we'll approve it." I went home and fortunately I discovered I'd made a mathematical error in our favor of \$15,000. With that stroke of luck, I was able to reduce the cost, and we had our first budget. I guess that was the low point for AGSIM financially. We survived the year, however, and from then on the only way was up.

What do you consider the most important event in the life of the school?

I think the *idea* of the school itself is the most important thing. You know, 17 people got together and pursued the idea, and I'm not sure they knew what they were doing. This was an idea that Finley Peter Dunn, Biff Thompson and the General had, and they sold it to this group of Phoenix people. It seemed like a good idea, but I don't think they had any notion of how good an idea it really was.

Map room in the old library, that was located in one of the hangars.



An early (1947 - 48 - 49?) graduation. Outdoor commencements are still held in the Quad, using the edge of the pool deck as a platform. Summer graduations, however, are held at a local hotel or resort each August.

*“AIFT’s name
was in every paper
across the country.”*



Larry Finney in the Language Lab (top photo) during AIFT days. The Lab is no more, but Larry Finney’s presence is as visible as ever.

This plan to prepare people to effectively serve an American employer overseas was not a common thing and the idea of providing that employee with a second language and some exposure to cross cultural communication was exactly what was needed. The fact that the school prospered and that it attracted a significant number of multinational employers from across the country is an indication of just how great an idea it was.

We’re asked why the idea hasn’t been copied. Well, it’s been tried—time and time again—but somehow the idea gets lost in the bureaucracy of a big institution.

How do you feel about the school staying on track with regard to the founders’ original goals?

We’re still accomplishing what the founders had in mind, but on a broader scale. In the beginning the emphasis was on Latin America only, since in those days that area of the world offered the most in international trade opportunities. We’ve broadened our focus over the years to include European, Far Eastern, Middle Eastern and African international studies. In 1946 we only offered Spanish, Portuguese and French in languages and we’ve added Arabic, Japanese, Chinese, and German over the years.

A most interesting addition is teaching English as a second language plus the enrollment of a significant number of international students, now about 25 percent. I think that’s wonderful because it has enhanced the international flavor of the campus. From the beginning of this school, the mix of people from all over the country was good, and it’s just that much better when the mix includes people from all over the world. This mixing of people from all corners of the world is a very positive thing. The opportunity to

practice languages, to exchange ideas, to share cultures, is just magnificent and we're small enough that we can do it and do it well. The only problem is that we should have more people living on campus to improve that mix.

Are there any plans to expand the facilities on campus to provide additional student housing?

We are hopeful that we can develop some kind of a project to provide housing on the 15 acres of land we own across from the school entrance on 59th Avenue. We've applied to the Federal government for the last four years for housing funds to build more dormitories on campus. I'm hopeful we can do something of that nature very soon.

Compare the student of 1946 with the student of 1982.

The student of 1946 and the student of 1982 are similar in that this school attracts an entrepreneurial type of individual. It attracts people who want more than a career working for the local bank or insurance company. Students who come here see something beyond that. This is a characteristic of all students since 1946.

Age wise, the classes are pretty close. The average age of that first class was about 25, as is the average age of this class. However, the students in 1946 were almost all veterans, most of them had overseas service, and even though they were no older, they were probably a more experienced group. They were also a partying crowd, but then I guess that really hasn't changed.

Today's student is perhaps a little more scholarly—he comes here much better prepared. The entrance requirements in 1946 were only two years of college—this was patterned after the old pilot training requirements during the war, so familiar to General Yount and the founders.

How do you feel about the international business community's commitment to AGSIM?

I'm not entirely sure they take us seriously yet. We provide a pool of excellent talent for their international operations. The screening the school provides upon

application for admission helps the personnel departments to select their employees. The firms find here a concentrated group of people whose interest is in international business—something they can't find at other schools.

The turnover of personnel hired from this school and sent overseas is considerably less—perhaps half as much—than the turnover of personnel hired from the standard, traditional college or university. Since training people for international assignments is an expensive process for organizations, this makes our product, the students, very worthwhile in dollars and cents. The thing I'm not sure of is whether the admissions screening process accomplishes those statistics or whether the language and cross cultural training produces an individual who, when he gets overseas, finds it much easier to work and live there and be happy. I've always argued that it's the language and cross cultural training that produces the lower attrition rate for AGSIM alums overseas.

Since the firms are getting an excellent return on their investment when they hire T-Birds, do you feel that the firms are supporting AGSIM as a source of this talent, by contributions?

No. I think some of them are—a number of corporations have done very well by us, but in large measure many of them just give us token contributions. They don't really do right by us and I think they should.

What do you see as AGSIM's future in the next 35 years?

There is a growing body of alums who take AGSIM seriously, who are beginning to provide support to this school. I would hope that in 35 years a large percentage of the Board of Trustees and the leadership at that level would come from alums. I would also hope that the alums would provide, through the medium of their employers or their companies, the kind of support that this school deserves. We're moving in that direction now. As an example, I was talking to an alum just recently and mentioned that we were having

difficulty getting his company to come to campus to recruit and perhaps make a significant contribution. He said, "Oh, I'm sorry, I should do something about that, and I *can* do something about that." That kind of positive approach is just what we need!

We now have some really fine alums on the Board of Trustees and this is going to help. If this trend continues, there is no reason why this school shouldn't grow and prosper.

I do think, however, that there's a limit to the number of students we want to enroll. We must continue to consider quality rather than quantity.

What do you think General Yount would say if he could drop in for a visit today?

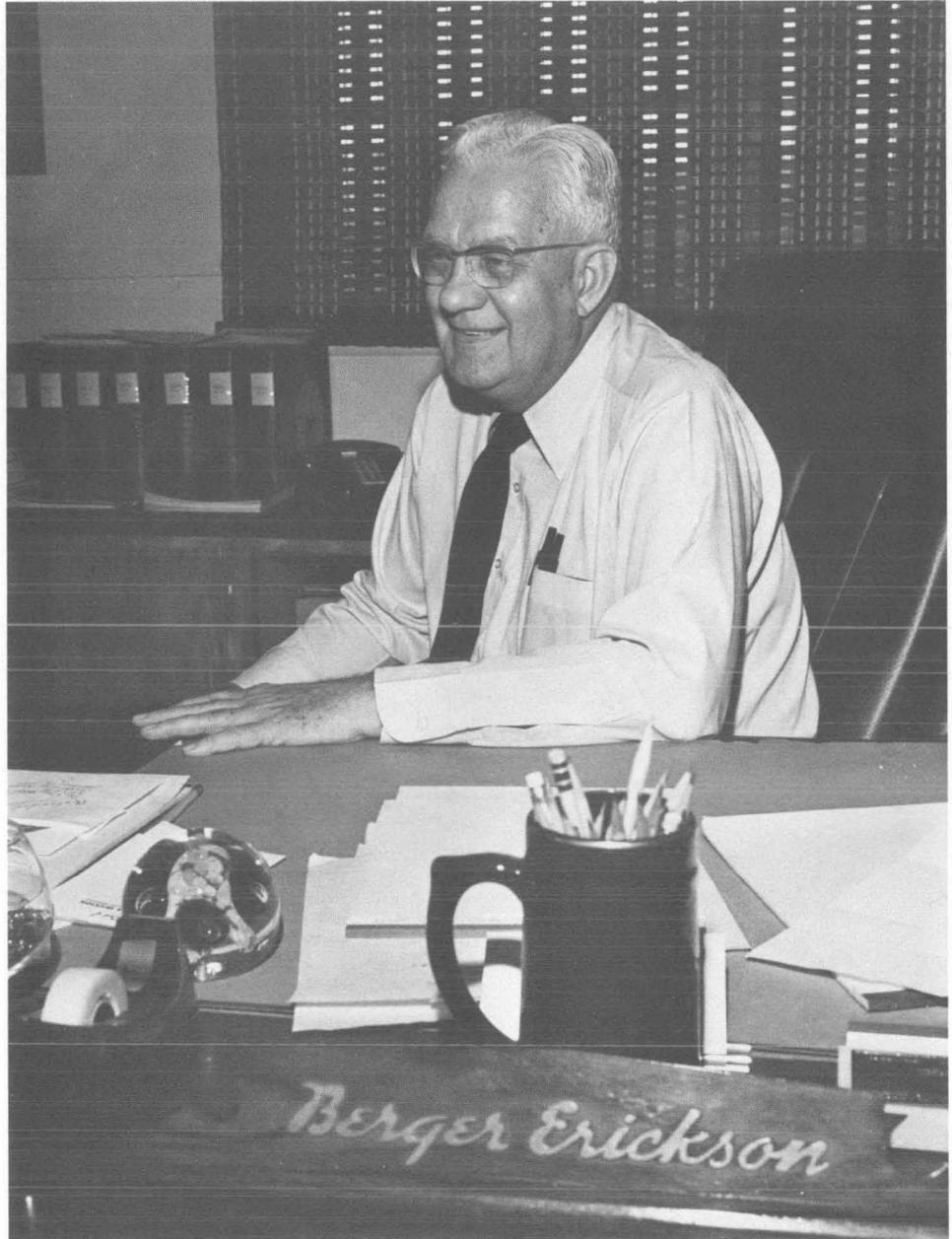
I think he'd be very impressed and happy to see that the idea he helped take root had grown and developed into what AGSIM is today. I'm sure the old general, who struggled with financial problems, with personnel problems and all, would really be pleased. He'd probably say, "Berger, what the hell have you been doing?"

Sonia V. Thurmond

*"This mixing of people
from all corners of the world
is a very positive thing."*



*Bill Schurz, left, and Carl Sauer (top photo);
General Barton Yount (below).*



Mr. Thunderbird

Gavin Calls for Cooperative Independence

by S. Russell Dworkin '82

The Honorable John Gavin, U.S. Ambassador to Mexico, was the keynote speaker at the 30th Annual Rocky Mountain Conference on Latin American Studies (RMCLAS) conducted at AGSIM February 24-27. Seeking to examine the major issues related to Latin American development, the conference brought together individuals especially sensitive to this area. Dr. John Conklin of the International Studies department, 1982 president of RMCLAS, was coordinator of the conference.

Ambassador Gavin delivered his address at luncheon on February 26. Over 250 people were in attendance as the 44 year-old envoy described the nature of the problems confronting Mexico. He began by relating the experience of his appointment to the post.

"One year ago today I received a telephone call. The person on the other end said, 'John, I need someone to represent me in Mexico. Will you do it?' 'Of course, Mr. President,' I replied, 'After all, how could I turn down the opportunity to reduce my salary by 80 percent?'"

Gavin also related a telephone call that President Reagan received soon after nominating him for the post. It seems that someone called the President and expressed irritation at the appointment of Gavin. When the President inquired as to the nature of the person's discontent, he replied, "But Mr. President, he is a movie actor!" The President quipped back, "Do you realize to whom you are saying that?"

On a more serious note, Gavin attributed his interest in Latin America to his mentor while a student of Latin American Studies and Portuguese at Stanford University, Dr. John J. Johnson, now professor emeritus at Stanford and Editor of *The Hispanic American Historical Review*. Gavin attributed his affinity for the culture to Stanford classmate, Joaquin Duarte, at whose home he spent many

Mexico is not a less developed country, but a newly industrialized country!"

college breaks. With the presence of Dr. Johnson on the dais, it looked like old home week as the three exchanged fond greetings. Gavin then went on to discuss Mexico. The problems he discussed related primarily to population growth, inflation, and migration.

Mexico has a population of 100 million people. With 50 percent of that population under the age of seventeen, coupled with a population growth rate of 2.7 percent per annum, an estimated 800,000 new jobs will have to be created each year in order to maintain the current level of employment. With unemployment a major problem in Mexico, Gavin stated that President Portillo made a conscious decision to create jobs by overheating the economy. In doing so, he said, the Mexican government recreated the problems of Iran and Venezuela after they had become oil super-powers. Oil revenues now continue to decline as the glut hangs on and the problem facing Mexico now is how to avoid the classic South American inflationary spiral, Gavin asserted.

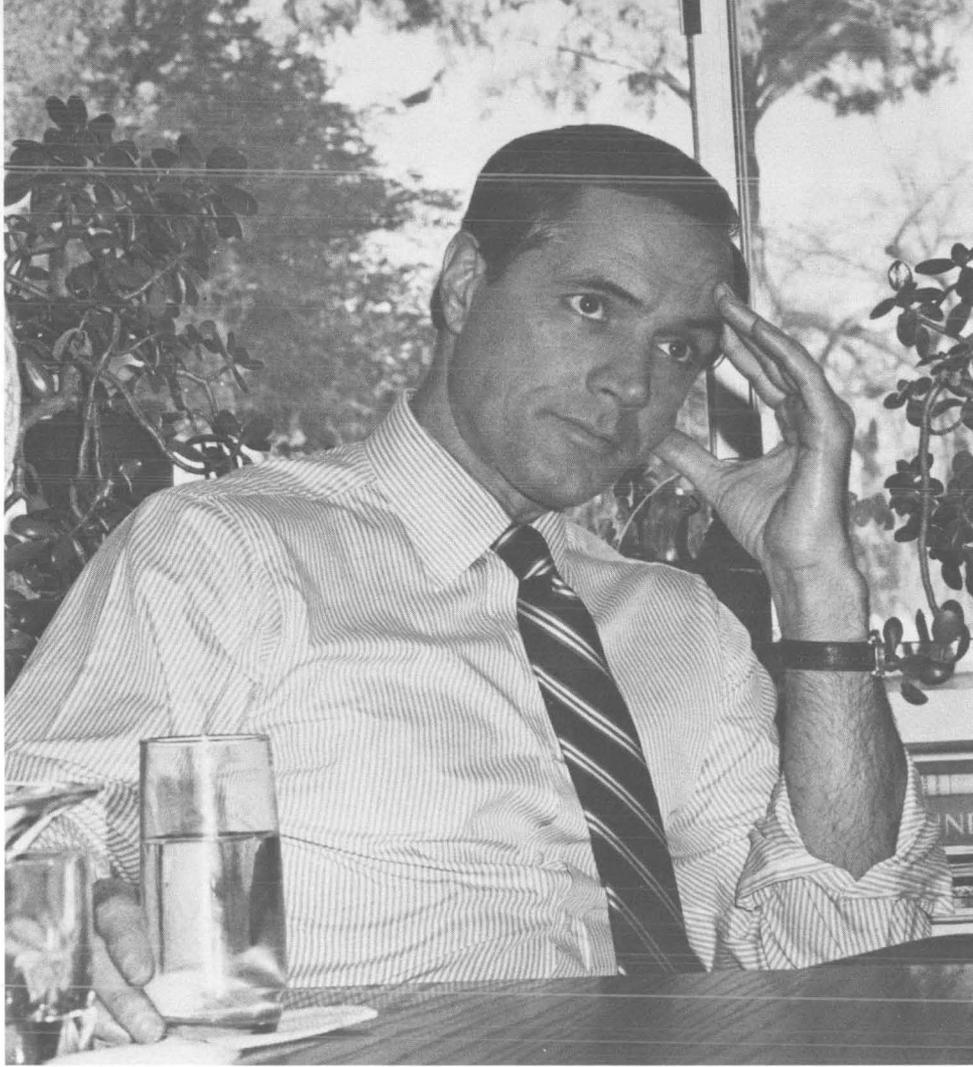
In an attempt to control inflation the Central Bank of Mexico ended its longstanding policy of intervention in the exchange market and allowed the peso to float. Immediately, it fell 47 percent, from about 20 pesos to the dollar to about 45 pesos to the dollar. Gavin stated that devaluation was a necessary step to curb inflation. He noted that inflation would increase in the short term and that the poor and middle class would be impacted the greatest by the devaluation, but it

was the only viable alternative for the Mexican government. Other steps taken by the government to curb inflation were the implementation of a price freeze on certain goods and placing tariffs upon certain imports. Gavin said that these steps will help the economy if the people will cooperate.

The desire for jobs and a better way of life in a country plagued with unemployment and soaring inflation has created the much publicized problem along the U.S.-Mexico border. The major issue, of course, is illegal immigration into the United States and Gavin described that issue as "thorny" and one that will take a great deal of understanding to resolve.

According to Gavin, Mexican officials are sensitive to the plight of the American government and agree that it is well within the right of a national government to determine who may or may not enter the nation's border and by what means that entry will be allowed. Gavin also noted that neither side wishes to see the massive deportation of the estimated three to seven million Mexicans residing in the United States illegally. He emphasized that such a roundup had never before taken place and was highly unlikely to take place given the disastrous effect such a move would have upon the Mexican economy. He also stipulated that such a move would likely disrupt American industry.

In developing a context for understanding the complexities of the issue, Gavin spoke of a young man who had been deported three times to Oaxaca, only to return to the U.S. each time. Gavin admitted that the young man had broken the law but he asked, "Is he a criminal, or is he the kind of young person with the gumption and get-up-and-go that our country so desperately needs?" Gavin dismissed the "magic wand" theory



saying that what is needed is a firm commitment to assist Mexico to prosper and not a simple disposition of the symptom.

Gavin clarified the commitment called for as he emphasized Mexico's desire for trade and investment with understanding. He stated that rapid development is welcomed in Mexico and that trade and investment are the vehicles required. He further stated that aid is not desired by Mexican officials in this context. He outlined the importance of trade between the U.S. and Mexico as it exists today by saying that Mexico is the United States' third largest trading partner, behind only Canada and Japan. He also asserted the fact that Mexico has the 17th largest gross national product in the world.

Gavin stated that in relation to rapid development an important factor is the training of managers and the development of indigenous expertise in the local labor supply. "Again, it is through trade and understanding that this will have

"De la Madrid is a remarkable individual, just the man Mexico needs at this time. . ."

the greatest likelihood of occurrence," he said. He further elaborated on the degree of development in place in Mexico by stating that Mexico is not a "less developed country," but a "newly industrialized country." The significance in the distinction being that the prerequisites for the kind of development sought are in place.

Another factor central to the development of Mexico is diversification of industry. As all developing countries are aware, Mexican officials are acutely cognizant of the impropriety of reliance upon a handful of industries to carry the weight of development, especially in a time

of soft export markets around the world. Gavin stipulated that the reliance on a few products was not the case in Mexico and pointed to several industries in particular, such as tourism, light and heavy manufacturing, agriculture, and the extractive industries, like petroleum and mining.

Turning to the relationship between the United States and Mexico, Gavin attested to the fact that there are problems, but that the relationship is a "remarkably good one." He reiterated the difference of opinion between President Portillo and President Reagan over U.S. policy in El Salvador and Nicaragua, saying the "differences are well known and both leaders indicated they were not in total agreement on some Central American issues." Gavin also mentioned Reagan's announcement of plans to deliver hundreds of millions of dollars in economic and military aid to the Caribbean Basin.

In response to a question from the audience, he also had some words about the upcoming election in Mexico saying that "barring a natural calamity or an unlikely shift in policy, Miguel de la Madrid Hurtado will take office in December." Gavin went on to say that de la Madrid is "a remarkable individual, just the man Mexico needs at this time with the enormous fiscal problems it is facing." Currently, de la Madrid is head of the Planning and Federal Budget Department which was created in 1979 to operate similarly to the U.S. Office of Management and Budget administered by David Stockman. De la Madrid was designated by Portillo as successor to the presidency last September, following a 50-year custom whereby a fellow member of the Partido Revolucionario Institucional is selected by the current President who is also a member of the party.

Gavin ended his speech by reiterating that "the border between the United States and Mexico is not one that separates us, but rather binds us together, and the relationship between the two countries must be one of cooperative independence and great understanding."

NEWS

ON CAMPUS

Professor Hall named Honorary Consul to South Africa

R. Duane Hall, world business professor has been named Arizona's Honorary Consul to the Republic of South Africa. His job as honorary consul is to serve as a liaison between Arizona and South African business interests, smooth the bureaucratic path for obtaining visas and speak about the country before American civic groups.

The school has another faculty member serving as an honorary consul. Dr. Jorge Valdivieso of the Spanish section of the Modern Language Department, serves as Honorary Consul to Ecuador.

Alums Serve as InterAd Judges

Professor Paul Schlesinger, left, joins judges Catherine Igram Krell ('72), vice president—management supervisor, McCann Erickson, and Steve Blinn ('68), vice president—management supervisor, Ogilvy & Mather, at the celebration following the announcement of Crayola Crayons in France as the winner of the Spring '82 InterAd competition. This was the first visit to AGSIM in 14 years for Steve.

'79 Alum named to Board of Directors

Kenneth A. Jacuzzi, class of '79, was elected to the School's Board of Trustees at their March '82 meeting. Active in civic affairs, Jacuzzi is chairman of the Arizona State Employment and Training Council, national board member of the United Cerebral Palsy Association and president of the Central Arizona chapter of the association, and a member of the Board of Directors of the Samaritan Medical Foundation.

Always active in events on campus while a student, Ken is responsible for the fountain and plaza complex at the Frank L. Snell Learning Center. He donated the funds for the design and construction of the area which was named in honor of his parents, Candido and Inez Jacuzzi.

Ken also served as chairman of the 1981-82 Thunderbird Fund and provided a \$30,000 challenge grant for new and increased donations to the school.

He and his wife, Daniela, reside in Phoenix.





Who are these Alums?

The communications office is gathering old photographs of the School and the one reproduced above recently came into their hands. However, the only information available is that it was taken in 1954 or 55 and the woman on the right is Emily Brown. We need your help! If you can identify any of the alums in the photograph, please send the information to Sonia V. Thurmond, editor, **Thunderbird Magazine**.

Voris AACSB Program Chairman

President Voris served as program chairman for the 1982 Annual Meeting of the American Assembly of Collegiate Schools of Business, held in Honolulu, April 22-30. The theme of the meeting was "The Challenge of Global Competition—New Strategies for Business and Business Schools."

Balloon Race

The 8th Thunderbird Invitational Balloon Race is scheduled for November 6 and 7. The Friends of Thunderbird and the Glendale Chamber of Commerce are reaching for 100 balloon entries. Last year's race produced 83 balloons, and more importantly, an additional \$29,890 was added to the scholarship fund at the school.

Balloon Race secretary Judy Contreras and many F.O.T. and Chamber members have begun the search for sponsors. Sponsorships this year are \$325.00 and the benefits, aside from the positive feelings derived from assisting a good cause, include two tickets to the international auction, dinner and calcutta, a half page ad in the race program, plus a balloon ride at the Sponsor's Breakfast at the President's house on October 23.

This year's race theme is a "Cornucopia of Color," and we're hopeful that as many alums as possible will find it convenient to visit campus for the festivities. If you need information regarding accommodations in the area, please call the alumni office, (602) 978-7135.

Alumni Director on Board

J. Thomas Kidd, former associate director for alumni relations of the Penn State Alumni Association, has joined AGSIM as director of alumni relations.

Tom has a long association with Penn State, receiving his B.S. and M.S. degrees there. He became affiliated with the Penn State Alumni Association in 1962 as field secretary. He became assistant executive secretary in 1969 and in 1970 he joined Penn State University as a systems management education officer and then as a system analyst, while serving as a part-time instructor in geography. In 1973, Tom joined Brown University as director and special consultant, alumni and development records. In 1978 he became special assistant for alumni relations to the president of Southeastern Massachusetts University. In 1979 he rejoined Penn State Alumni Association as associate executive director.

ITT Lecture Series Winds Down with Discussion on Education

The ITT lecture series continued through March and April and offered an interesting variety of topics. Third in the series was Dr. Steven Klees, a communication expert from Florida State University, who discussed communications in Latin America. He commented that the democratization of communications and data processing is the most important issue confronting the South American continent during the next two decades. He explained that the debate over expanding communications in Latin countries parallels the North/South and the East/West debates because the central issue for all three is concentration and media imperialism. He said that Mexico and Brazil account for 70 percent of all telecommunications activity in Latin America and that 21 of the 25 Latin American news outlets are U.S. branches and one third of all Latin T.V. franchises are U.S. controlled. "Communications will be the driving force for progress in health, education, and agricultural commerce throughout the continent," he concluded.

Dr. Albert Fishlow, director of the concilium on international and area studies at Yale University, was the fourth lecturer in the series and addressed Latin American debt in his talk. Focusing on Latin America's problem of high debt service ratio, he pointed out that debt as a solution to economic problems is now the area's major concern. Warning that the principal danger is inadequate international financing to maintain a reasonable level of world economic growth in the 80's, Fishlow called on the U.S. to shift its financial role to one of leadership in advancing cooperative reforms to avert a slowdown of that growth.

The fifth lecturer in the ITT series, Leonardo Montiel Ortega, a petroleum and economic consultant to Venezuelan President Luis Herrera Campin, caught the audience's immediate attention by stating that the solution to the "Arab neurosis" suffered in the United States lies not in the Persian

Gulf, but in this hemisphere.

He also noted that while there is great emphasis on the crisis in the Middle East, we should not overlook the equally important crisis in the Caribbean Basin. He added that Venezuela is on the edge of that disputed sea—one that some want to turn into a "red" sea, outside our democratic system. He emphasized that Venezuela is committed to guard this most strategic part of the Caribbean—the oil refineries of Punto Fijo, Amuag, El Palito, Aruba and Curacao, the world's greatest concentration of oil refineries in a small zone of a few miles which compares only to the Persian Gulf. He warned, "A blow to these refineries would be disastrous to the U.S. and a great loss to the Canadian and U.S. industrial systems!"

Deputy minister of the Brazilian Embassy in Washington, Luiz Felipe Lampreia, discussing economic development in Brazil, outlined the country's many woes, but pointed out that agricultural production is improving. Noting Brazil's "breakthrough" in the soybean market, he said that his country is now the world's second largest producer of the crop and that 15 years ago they produced no soybeans. Lampreia reviewed Brazil's economic development from colonial times to the present

Dr. Albert Fishlow



and said that the "oil shock" of late 1973 resulted in Brazil's 1973 oil bill of \$800 million jumping to \$4.5 billion in 1974. Inflation increased from 13.5 percent in 1973 to 40 percent on 1975, and stood at near 120 percent in 1980. He added that Brazil's current belt tightening has produced some favorable results, including a drop in inflation to about 95 percent in 1981, a trade surplus of one billion dollars in 1981, with a surplus of \$3 billion expected in 1982. "This will slacken the rate of expansion of Brazil's external debt which now stands at \$60 billion," he remarked.

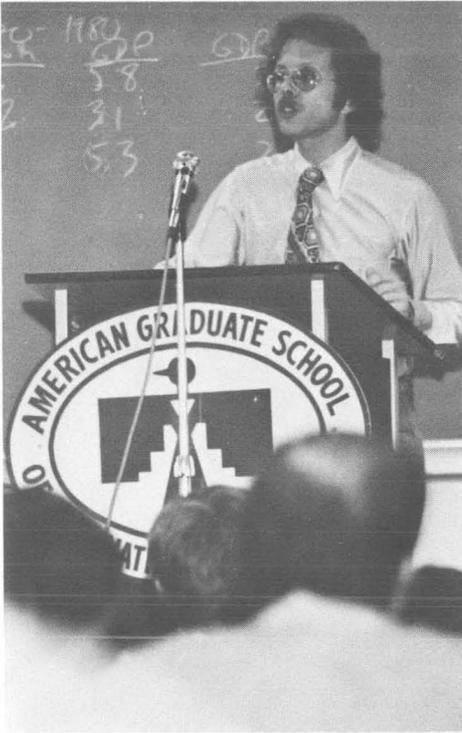
Last in the seven lecture series was a talk by Dr. Thomas La Belle of UCLA, on the subject of Education as Human Resource Development in Latin America. Calling investment in education in Latin America a dominant perspective fostered by economists, La Belle said that it also produces other socio-economic and political outcomes that are equally significant. He believes that human resource development should be viewed as a process which is designed to serve the vested interests of particular segments of society.

Touching on both the historical and contemporary issues in human resource development, he discussed non-formal, primary and secondary education in Latin America as well as recent university level development. Tracing the history of education development, he commented that in many respects the last 50 years of education development in Latin America have been a reflection of the economic and political dependency of Latin America on the U.S., much as earlier periods were a reflection of a dependency on European nations.

In summation, La Belle said that by assessing the long-term relations between educational programs and the economic and political forces which shape them, we can better appreciate the orientation of educational programs in Latin America as they respond to internal and external demands for particular outcomes.

The entire ITT Key Issues Lecture Series will be printed in book form in English, Spanish and Portuguese. For information about obtaining a copy, please contact the International Studies Department, AGSIM, Glendale, AZ 85306. svT

Dr. Steven Klees



Minister Lampreia, right, talks with students.

Leonardo Montiel Ortega



¿QUÉ PASA?

FROM ALL OVER

Costa Rica

The San Jose T-Bird alumni held their annual barbeque on February 27. Mike Santellanes ('60) did the barbeque honors, as usual, and the group met at the home of Bob and Ana Jones in Escazu. Attending were: Bill Barbee ('69), Steve Case ('76), George Curtis ('52), Jim Dahlstrom ('58), Danice Devito ('78), Glen Glad ('63), John Lemphe ('73), Gary Hagenson ('72), Bob Jones ('70), Mike Santellanes ('60), and Jim Stanley ('53).

submitted by Betty C. Dahlstrom

South Korea

Jung Bae Kim, ('75) secretary of the Korean Thunderbird Alumni Association informs us that their group has published a roster of their members. In May, the group, which was formed in September of '81, published a roster supplement which includes the names of American T-Birds in Korea and newly graduated Korean T-Birds.

Calgary, Alberta, Canada

Mark Rousseau ('77) (left) and Steve Brown ('79) make up the presently known T-Bird Chapter in the area. Steve is searching for all T-Birds in the area hoping to form an active group.

Manila, Philippines

A Reunion of Metro Manila Thunderbirds was held on January 29 at the home of Bill and Peg Mitchell ('47) in North Forbes Park. Charlotte Misner ('60) and Jay Savage ('75) assisted Bill Mitchell with contacts and arrangements for the meeting. About 20 attended and other T-Birds in the area gave their assurance of interest in attending subsequent gatherings. Pictured above kneeling are: Bob Taylor, Cynthia Lower; front row, Prandy Yulo, Hubert Higgins, Jim Black, Cathy Taylor, Bruno Cornelio, Winnie and Estella Aquino, Choncha and Martin McNamara; back row, Bill Mitchell, guest, Beau Lower, Al Routon, Rob Gilbert, Jay Savage, Art and Charlotte Misner.

New York

Canoe Trip Two should be taking place about the time **Thunderbird** is being mailed. From the advance notice it appeared to be a well-planned, fun event. The New York T-Birds also planned a Westchester Invitational Picnic June 26—the *first* annual AGSIM group picnic. The Westchester Ward Nature Reserve is located in the town of Pound Ridge and offers wide open fields and forest. Hopefully, the event will evolve into a regular annual event for New York area T-Birds.

Tampa, Florida

Gary Cochran writes that the March 4 meeting of Tampa Bay Area T-Birds at the Admiral Benbow Inn was well attended by 19 alums from classes of '47 through '80. John Arthur ('56), registrar and college relations officer, spoke to the group. Gary is working on organizing an active alumni chapter in the Tampa area. There are more than 65 of you in and around Tampa.

Phoenix

The locals have finally done it! Phoenix Thunderbirds are meeting on a regular basis once a month at The Velvet Turtle on Camelback Road. Almost 80 T-Birds attended the March event, and approximately 40 attended the April event. Professors Robert Laugier, Robert Dequenne, Connie Estes, and Martin Sours represented the faculty.

Atlanta

Atlanta T-Birds have begun regular meetings for their group, their first being on February 25. They will meet the **LAST THURSDAY OF EVERY MONTH** at Harrison's on Peachtree at 6 p.m. Rod Taylor is the area contact.

Washington, D.C.

The D.C. group continues to offer stimulating programs for area T-Birds. During February invitations to an address by Professor Nazli Choucri of MIT, sponsored by the MIT Club of Washington and AMITA of Washington, were arranged. T-Birds were also invited to a February seminar on self-assessment, job search strategies and career building for MBAs/MIMs, sponsored by the Stanford Business School Alumni Association of Washington.

Germany

A get-together at Klaus Zollweger's in Moenchengladbach, West Germany, in December 81 included Jan and Jane Skyback (Aug. '78), Martina, Klaus (Aug. '78) and Rita Zollweger, Eva and Dan Lee (Aug. '79), Susan Serfontan (May '79), C.W. Eidsness (May '79), Diane Totherly (May '79).

Chicago

The group met at Cafe Bohemia on March 16 and according to Chuck Mannel, who attended from campus, between 50 and 60 people were present. Chuck and Carol Hazelett hosted the AGSIM booth at the Chicago Trade Conference while they were in town. Congrats to Eric Denniston for organizing the T-Bird meeting. *Reminder*—Chicago area T-Birds meet the **FIRST FRIDAY OF EVERY MONTH**—Cafe Bohemia—5:30 p.m.

San Francisco

Bay area T-Birds held a "spring fling" at the California Culinary Academy on April 7 with Berger Erickson as guest of honor. He was accompanied by Evelyn Theobald, director of personnel at the school. From all reports attendance was high and the event was considered a success. *Reminder*: Bay area T-Birds meet the **FIRST TUESDAY OF THE MONTH** at Barnaby's (Embarcadero 1) at 5:30 p.m.

Southern California

Monthly meetings—**LAST THURSDAY OF EACH MONTH** at Casey's in downtown L.A. and at Jonah's in Marina Del Rey—6 p.m.

Seattle/Tacoma

T-Birds met at Peter's Inn on February 26 and plans were made for the Annual Wing-Ding. No word yet on regular monthly meetings.

Houston

Texas T-Birds held their Alumni Family Picnic on April 3 at Bear Creek Park. The group invited student guests from the Houston English Language Services Center and the International Association of (Foreign) Students in Economics and Management (AIESEC) from the University of Houston.

Virginia

Thunderbird bankers gathered at Center for International Banking Studies at University of Virginia earlier this year. Left to right; John D. Morrow ('80), banking officer, Republic National Bank of Dallas; David W. Ogilvy ('72), vice president, Valley National Bank, Phoenix; Ralph M. Della Ratta, Jr. ('77), assistant vice president, American Fletcher National Bank, Luxembourg; Robert W. Spahn, ('77), international credit manager, Society National Bank, Cleveland; and Steven R. Hering ('76), assistant vice president, First National Bank of Minneapolis.

Submitted by Ralph M. Della Ratta, Jr.



Costa Rica



West Germany



Calgary



Manila



Virginia

ALUMNI

UPDATE

Class of '47, '48 and '49

James O.B. Phillips ('47) visited campus from Rio de Janeiro in early March. He owns a bar/restaurant in Rio, Lord Jim Pub, and says, "it's a great meeting place for visiting gringos to get acquainted." First visit to T-Bird since graduation prompted **Robert A. Muller** ('48) to remark, "Always appreciated the school—many times useful to me. After thirty-four years, still speak a little Portuguese . . . although I never made it to Brazil." **Earl S. Osburn** ('48) just returned from a swing through Brazil, Paraguay, Uruguay and Chile and is now located in Coral Gables, Fl. **Neil Clark** ('49), who has worked for the past 30 years as a director for the American Red Cross, is looking forward to retirement in Arizona. Foreign assignments included Panama, Viet Nam, England and Germany. **David Clay** ('49) is American regional director for Mexico, Central America and Caribbean for Canada Dry International. **Henry Mulryan** ('49) is executive vice president of Amoco Minerals Co. in Englewood, Co. **Irving A. Taylor** ('49) retired in January from his position as chief of the health planning division of the U.S. Agency for International Development.

Class of '50, '51 and '52

Richard R. Bupp ('50) writes from California: ". . . have been with the L.A. District Attorney's office since leaving Latin America some 10 years ago. Very happy living in Westwood where wife, Lois, is a director with UCLA extension department of social sciences/humanities." **James R. Goldsborough** ('50) has retired as a teacher after 20 years with Lowell High School in San Francisco. **William A. Harris** ('50) is in Mexico City and is president of American Standard, Inc. **Marshall Miller** ('40) is president of retirement benefits for Banker's Life in Des Moines, Ia. **Daniel Witcher**, ('50) vice president, The Upjohn Co., and president and general manager, Upjohn International, Inc., has been named chairman of the board of Upjohn Health Care Services. **D.B. Bates** ('51) recently retired from Longview Fibre in Texas. He got together with his old roommate, **Bob Alter** ('51), last year and they had a great time sharing memories. **Alexander Leigh** ('51) is director, European coordination for Mitsubishi International and director representative for Ube Industries, Ltd. in West Germany. **Roy L. Baughman** ('52) is executive vice president of Sterling Asia (Sterling Drug, Inc.) and is in Manila.

Class of '53, '54 and '55

E.H. Shultz ('53) is in Winter Haven, Fl., where he is an employment interviewer with the Florida State Employment Service. He sends word of **Louis A. Bates** ('53) being in Guatemala and **Ed Nissen** ('53), with Admiral Corp. in Chicago. He also advises us that **Bob Wilner** ('53) has been ill and is in St. Louis. **William (Bill) Quinn** ('54) is a group vice president with Philbro Corporation in New York. **Juan F. Forster** ('55) and spouse, Mary, visited campus in February from Guatemala. **Kenneth B. Ketchner** ('55) is vice president, marketing, Europe, Middle East and Africa for R.C.A.

International Marketing S.A. and is based in Switzerland. **Billy Martin** ('55) has been transferred by A.G. Edwards from their St. Louis home office to the branch office in Coral Gables, Fl. as a registered representative with the mission of selling securities and financial products, especially to Spanish speaking people in the greater Miami and Caribbean Basin area. **Arthur L. Ortiz** ('55) is president and CEO of Western Bank in Santa Fe, NM.

Class of '56, '57 and '59

Marion (Hansen) and Don Coatsworth ('56) are in Marietta, Ga., where Don is office manager for Mutual of New York. **Edward H. Kane** ('56) resigned as vice president of international sales of Altec-Lansing Corporation to establish his own business, Kason Computer Systems in Fullerton, Ca. **Don Krabbe** ('56) is vice president of Colborne Manufacturing Co. in Glenview, Il. **Wayne Parkinson** ('56) is regional sales manager for Transworld Systems Inc. in Kansas City, Mo. **Karl E. Ringer** ('56) is with Tower, Perrin, Forster and Crosby in San Francisco. **Charles Maggio** ('57) is now associated with Sohio Industrial Products Co. of Cleveland, Oh. **J. Kenneth Seward** ('57), administrator of overseas subsidiaries, New York international department, and vice president of Johnson & Higgins, has been elected a director and senior vice president of the company. **William R. Chandler** ('59) is a general partner in the firm, Bay Venture Group of San Francisco. **Robert Holland** ('59), captain with Pacific Southwest Airlines, visited campus in February. His visits will be more frequent since PSA is now flying into Phoenix. **David Youmans** ('59) writes from Maseru, Lesotho: "We are on our 13th overseas assignment. As a faculty member at Washington State University, I am working as extension specialist on that university's Farming Systems Research Project. Son Rick is at Millersville State College, Sergio is at Penn State and Vance is in the Pacific with the U.S. Navy. Julia visited family in Uruguay last year while I was on assignment in Cameroon."

Class of '60

Robert Ballinger is an assistant professor at Siena College in Loudonville, N.Y. and is completing work on his doctorate (DPA), majoring in comparative and international administration at State University of New York in Albany. He adds that he has helped establish a program at Siena called "international studies, foreign languages and business." Students must have competence in a foreign language, a grasp of international business principles and an understanding of a geographic part of the world to receive a certificate in addition to their degree. Approximately 50 students are in the program, more than expected, according to Robert. **L. Yves Cocke** is in Memphis, where he was recently elected president of World Trade Group, Inc., an import/export trading and export management company. He writes that he found a "lost" '50 alum, Louis P. Lingua, in Memphis and is trying to locate Karen (Gustafson) Williams ('61). Any help out there? **John E. Tuberty**, manager of



J. Kenneth Sewart '57



Maurice Johnson '63



Brent Sanford '68



Martin McNamara '69



Fred Strickland '70



Henry "Skip" Krause '71

Lockheed Aircraft Corporation in London, will be returning to the U.S. this summer after 20 years in six European countries.

Class of '61

Gene Heller is vice president of Prima International in Santa Clara, Ca. **E. Avery McCarthy** visited campus from Massillon, Oh., where he is area account supervisor for B.F. Goodrich. **J. Phillip Samper** has been elected a group vice president with Eastman Kodak Co. in Rochester, N.Y.

Class of '62

Manuel C. (Manny) Ballester was recently named vice president and national sales manager of Caballero Spanish Radio Network in New York. He tells us, "... the network has 65 Spanish language radio stations throughout the U.S. and is the number one vehicle to reach 95 percent of Spanish speaking consumers in the U.S." **Barbara Gillen** writes from New York, where she has her own company, Manhattan Party Package, Inc.: "I've been around the world a dozen times since 1962 and speak a little of six or seven languages, but it all started at Thunderbird. Thank you, Larry Finney, et al, wherever you are." **Edward R. McCutcheon** is vice president for Royal Bank of Canada in New York. **C.H. Yahn** has joined Lamont Limited as vice president. He is based in Burlington, Ia.

Class of '63, '64 and '65

Arnold Escobedo ('63) is now associated with Melville Knitwear and is located in New York. **Maurice Johnson** ('63) is chairman of Kahn/Larsen/Walsh Inc., a new business development firm, in Glen Ridge, NJ. **Les Sheppard** ('63) is president of Agawam Director Marketing, an advertising agency, in Rowley, Ma. **Lawrence M. Hershfield** ('64) is vice president with Chase Manhattan Bank in New York. **Dwight W. Smith** ('64) is sales manager for TV Fanfare Publications in Phoenix. **Douglas W. Greene** ('65) is director of international sales for PASCOE Building Systems in Pomona, Ca. **John V. Savage** ('65) is western marketing manager for Bio Labs, Inc. in Dallas.

Class of '66

Paul V. Ferguson, Jr., who is president of Contar USA, Inc. in Santa Barbara, Ca., visited campus in February. **Stephen P. Jeffery** is president, international division of Chicago Pneumatic Tool Co. in New York. **Fred Smoot** writes from Honolulu where, along with Ron Pfafflin ('73), he has an export business, Phoenix Pacific, Inc. He says, "... we celebrated our sixth anniversary in business on February 6... our business area is principally the Pacific Basin and Far East markets. Needless to say, out days at Thunderbird continue to contribute to our interest in international trade."

Class of '67

Richard Matchette is president of Tiremasters, Inc. in Miami. **Daniel S. Partel**, managing director of the E.F.D.A. (European Formula Drivers Association), based in Luxembourg, visited the alumni office in March. He advises us that the EFDA's racing program now includes events in 12 European countries and they expect to visit other continents next year. He also added, "... a racing weekend might provide an interesting backdrop for an alumni get-together. Any T-Birds interested in our schedule might contact me. After 15 years overseas I would welcome the opportunity to reestablish contact." **William Gary Sheldon** has his own property leasing company, The Sunbelt Exchange, in Fort Worth, Tx.

Class of '68

Richard Chopyak is marketing project manager for Wham-O Manufacturing Co. in San Gabriel, Ca. **David R. Midgley** has joined Elsner Engineering as manager of international sales. He will relocate from Montreal to Hanover, Pa. **Allen B. Pease** has joined CE-NATCO, a division of Combustion Engineering, Tulsa, Ok., as division counsel. He expects to be more heavily involved with international operations in his new position. **Dean Ross** is in Palos Verdes, Ca. and just finished the development and sale of a 160 unit condominium resort in Puerto Vallarta, Mexico. He's now working on a luxury condo complex in Utah. **Brent Sanford** has moved to Mexico City where he is general manager for Armco Mexicana.

Class of '69

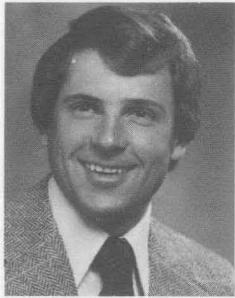
Peter N. Berns is president of Roburn Agencies, Inc. in New York. **John L. House** is general manager and chief executive officer of the recently formed Kuwait Asia Bank in Manama, Bahrain. According to a statement by John in an article in *Business Week*, "the purpose of the institution is to pinpoint investment opportunities in the Pacific Basin from Japan to Australia." He added that the bank will open an office in Singapore. **Richard A. Koehler** is president of IKR Corporation, which provides marketing and consultant services for South America and Southeast Asia, primarily to small U.S. technically oriented companies. He is based in Alpine, Tx. **Martin McNamara** was transferred to Manila in March '81 as regional manager for personal accident insurance and promoted to vice president of A.I.U. (Overseas). **William "Jack" Murray** is in Houston with Kaczmarek and Associates as a financial consultant. **E.A. Paloutzian** is vice president with Bank of America in New York. **Jason P. Smith** is assistant treasurer with Geosources, Inc. in Houston. **Peter F. Wehmann** is senior vice president with Frank Barth, an advertising agency in New York.

Class of '70

Carol L. Anderson is a billing coordinator with Transamerica Inc. in New York. **James Behan** is in Oak Ridge, NJ and is a sales representative with Harris Corp. **Oscar Cucurullo** has been transferred from Hato Rey to New York with Citibank. He is director of marketing, traveler's check division, for all of Latin America. **Rod Ellis**, who is international sales director for Industry Media Inc. and is stationed in Ridgefield, Ct., tells us that the pilot issue of a new publication for Latin American plastics processors was out in April. *Maquinaria para Plasticos* reflects the strong interest that U.S. plastics machinery builders have in the Mexican, Central and South American markets. **Samuel J. Guarino** is casualty manager for Rollins Burdick Hunter Insurance in Houston. **Nic Harlow** is a high demand marketing representative with Pacific Telephone Co. in San Francisco. **James H. Henderson** is in New York and is associated with Landor Associates. **Ollie Jakob** is an administrator, costs and budgets, for Continental Group, Inc. in Houston. **Philip Moore** has been transferred to Rio de Janeiro as general manager for AFIA's Brazilian operations. **John Pope** is in Sao Paulo with CBBA, a Brazilian advertising agency, as a group supervisor for seven international and domestic clients. His spouse, Maria Elena, is an account director for J. Walter Thompson. They have a daughter, three years old, with a new addition to the family due in June. **Susan H. Schaefer** is with Backster and Schinfer Real Estate in Houston. **Fred K. Strickland** has been named manager of the Edinburgh, Scotland branch of Bank of America. After nine years as general manager of Salsbury Laboratories in Mexico City, **Clark Wattnem** has started his own company, Etiflex, S.A., a manufacturer of pressure sensitive labeling material, in Cuernavaca. **Roger H. Youel** is vice president of Bank of America, Jakarta branch, Indonesia.

Class of '71

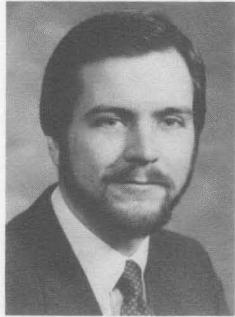
John Bellavia is located in New York, where he is director, international division of The Van Heusen Co. **Michael O. Clarey** is vice president of Morgan Guaranty Bank in Miami with responsibility for the international business of U.S. companies based in the Southeast. **Robert A. Johnson, Jr.** is with Airco in Murray Hill, NJ. **H.S. "Skip" Krause, Jr.** has been promoted to regional director, Africa/Asia of Norwich-Eaton Pharmaceuticals. **Linda Thomas** was recently named marketing director for Labatt Importers in Chicago. The company imports beer from Canada to the U.S. **Aloysio Vasconcellos** has been promoted to assistant vice president, Citibank N.A.—Latin American staff. He reports to the coordinator of asset based financing operations in Latin America. **Katherina (Kelso) von Stein** is in San Francisco and has joined Bank of America as a senior financial analyst. She says, "... after a seven year break, I am back at work and enjoying it immensely."



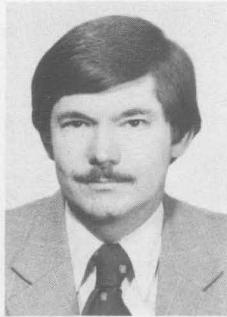
Dean R. Anderson '72



Dennis Ferguson '73



William L. Devir '74



Warren Feller '74



Mary McMunn '74



James W. Park '75



Deborah Puretzt '76



George D. Krempley '77



Roxana Augusto '80



Carla Fitzgerald '80

Class of '72

Moheb A.-H. al Sadat visited campus in January from Cairo, where he is president of E.A.I. Corp., an international marketing and engineering firm. **Dean R. Anderson** is president of Condoshare, Inc., a condominium time-sharing developing company in Jackson, Wy. **Richard E. Burris** visited campus in January and reported that he is western division sales manager for Terminal Data Corporation in Woodland Hills, Ca. **Michael A. Christine**, who is a pilot with Republic Airlines, visited campus in March. **Charles Codrea** is with Continental Illinois Leasing Corporation in Chicago. **Hans Combee** is in Dusseldorf with Monsanto as treasury manager. **Phil Gibson** has been promoted to a vice president with Alexander and Alexander and has transferred from Saudi Arabia to Singapore. He heads up the company's regional development of southeast Asian markets. Phil says, "My position is being touted as 'a New York executive based in the region'." **Mary Ann Glass** is an editor with Continental Corporation in New York. **Walter B. Harriman** is marketing manager for Hitachi Metals of America in New York. **Denise Peine Hanano** is marketing manager, automotive division, for the Gates Rubber Co. in Denver. **Jack N. Hayes** is export manager for Litton Microwave in Minneapolis. **William Hayes** is an administrative manager with Exxon Minerals in New York. **Clair F. Moore** is district sales manager Bahamas Tourist Office for American Airlines in New York. **Dennis Oshiro** has left First Hawaiian Bank to establish International Business Resources, Inc., a management consulting firm, in Honolulu. Dennis, in conjunction with Fred Smoot ('66) and June Sweetser ('77) arranged a cocktail reception for Dr. and Mrs. Voris on their trip to Hawaii in April. **John Steele** is director of marketing communication for Lanzagorta International Inc. in Houston. **Steve Toms** is executive vice president of a newly formed company in Houston, The Mark Group. Steve is one of the founders and is responsible for marketing operations of the marketing and graphic communication company. **Ronald C. Walker** is in Puerto Vallarta, Mexico, where he is a consultant with Servinter Vallarta, S.A. de C.V. **William E. Whitaker** is vice president, international banking for Manufacturers Hanover Trust Co. in Rio de Janeiro. **David Alan Young** is in corporate real estate sales with Sparks & Muller in Los Angeles.

Class of '73

Dana M. Dorr visited campus in February from Oklahoma City, where he is industrial sales manager for Corken International Corporation. **Dennis Ferguson** is managing director of INTAR—International Arts Relations, Inc.—in New York. He runs two theaters, an art gallery, a playwrights' workshop and participates in two consortia of arts organizations. The corporation's primary function is to divulge Hispanic culture and by doing theater work in English, the non-profit organization serves as a vehicle for Hispanic Americans to enter the mainstream of American theater and art with greater ease. **Gregory A. Gilbert** is

general manager, marketing, L.H. Comercial y Exportadora, a joint venture company of Hershey Foods Corporation in Sao Paulo. **Jack and Carolyn Kitchen**, along with Phil Gibson ('72) explored the old city of Diriyah in Saudi Arabia in mid-February. **Bob Luzar**, director of sales/marketing, Lockformer, in Lisle, Il., visited campus in February. Bob was instrumental in finding a donor for the gift of construction of the campus Interfaith Center while he was a student at AGSIM. **Michael J. O'Shea**, who has his own company, Ameco, an international construction equipment marketing firm in Phoenix, visited campus in April. **Richard L. Painchaud** was recently appointed U.S. commercial arbitrator. He is an assistant professor of international management at Mankato State University in Mankato, Mn. **Ravi Parameswaran** is now associate professor of marketing and management information systems, Oakland University, Rochester, Mn. He had been associated with Ford Motor Co. **Thomas H. Sandegren** is product manager with E.F. Hutton & Co. in New York. **Donald E. Snortland** is sales manager, North and South America, for the Skagit division of Emsco Continental in Houston. **Jim and Linnell Stradine**, in Saudi Arabia, embarked on a month's trip to Asia where they joined Phil Gibson ('72) for a week of shopping in Jakarta's famous "Blok M" and a trek by train to southern Java. **Gary G. Tillery** is co-owner of Townsend Associates, an advertising agency, in Arlington Heights, Il.

Class of '74

Jacob K. Berman is with Agri Industries and lives in Humble, Tx. **Patiste G. Bronos**, with World Courier, Inc. Service in Miami, writes: "I have been (here) for over a year. Previous assignments with World Courier were in Greece, Iran, Nigeria, Argentina, Spain and New York." **Marc B. Deahl** is with General Dynamics Corp. in Fort Worth, Tx., where he is a material cost coordinator. **Vince Daniels**, who is president of Minequip Corp. in Miami, visited campus in late January. **William L. Devir** has been named international manager for Ferno-Washington, Inc., Wilmington, Oh. Ferno-Washington is a manufacturer of emergency patient handling equipment. **Bruce Eberly** is assistant vice president, international department of Johnson and Higgins of California in San Francisco. **Hugh Effinger** visited campus in February and reported that he recently joined Chase National Corporate Services as vice president with the responsibility of directing their foreign exchange marketing and advisory service for the western U.S. and Mexico. **Warren Feller** has left Bucyrus Erie Co. to join American Hoist and Derreck Co. as area marketing director, Latin America. He continues to be based in Mexico City. **Brent H. Hancock** is manufacturing manager for PepsiCo International in New York. **William H. Frazier** is vice president of finance at Lovett, Mitchell Web in Houston. **Charles V. Huffman** has been named a vice president at Provident National Bank. He is manager of corporate services marketing. **Haakon Korsgaard** has his own consulting firm in Oslo, Norway. **Jerald Kostik** is

product manager for R Prudente de Morais in Rio de Janeiro. **Chris T. Long** is a commodity broker with Schneider-Bernet in Fort Worth, Tx. **Mary McMunn**, manager of international transportation regulations for Northwestern Airlines, recently passed the examinations for her license as a custom house broker. **Michael Parker** has been transferred by American Hospital Supply Co. from San Juan to Chicago headquarters as marketing manager for corporate products. The Parkers, who have a new son, Michael, recently visited **Bruce Coonan**, with Kimberly-Clark in Wisconsin and **John A. Hettrick**, who is with C.F. Airfreight in San Francisco. **Duane Partain** is assistant manager of the Ashland Hills Inn, a resort hotel in Ashland, Or. He has been teaching at community colleges and having some success with his free lance articles & stories being published in newspapers and magazines. He is also the husband of Jane Scheidecker, a first semester AGSIM student. **J. Flint Putman** is domestic production manager for Kaizman, Inc., a western wear manufacturer in Denver. **Orin Rehorst** has joined Bering International in Houston as MIS coordinator. **Roman Reyes** has his own graphic arts studio, Reyes Graphic Arts Company, in Phoenix. He also teaches graphic design at Phoenix College. **Paul M. Solenick** is in New York and is purchasing agent for Mercedes Benz of North America. **William L. Valenti** is in Seoul, where he is executive vice president of Saehan Merchant Banking Corp. (Chemical Bank Investment).

Class of '75

Elaine C. Bradson has been named international credit manager for International Paper Co. in New York. **Palo E. Colombi** is with Bunker-Ramo Corp. and made the president's club for high sales achievement. He won an all-expense paid one-week vacation in Aruba for himself and his family. **Frederick R. Cunliffe III**, manager, Asia Pacific for Grove International Corp. in Singapore, visited campus in April. **Alan L. Gottlieb** is manager of marketing research for Milchem Inc. in Houston. **Kenneth T. Hild** is export manager for Union Fish Co. in San Francisco. **Larry Ishmael** is manager, sales and management, national and international, for Koehring Company in Port Washington, Wi. **Pincas Jawetz** is in New York and is an independent consultant on energy policy. **Kenneth N. May** has joined Colgate Palmolive (D.R.), Inc. as marketing director and is based in Santo Domingo. **Robert B. McBeth, Jr.** has recently been promoted to district manager of Manufacturers Hanover Leasing Corp. and his wife recently had a baby girl. **Alan G. Nixon** is in New Jersey and is associated with Avon Products. **Kevin O'Donnell** is director, international marketing for HPI in Los Angeles. **James W. Park** has been promoted to area sales manager for Central America and the Caribbean for the international division of The Coleman Company, Inc. **Parker Ransom** is vice president and account supervisor with Ogilvy and Mather, in New York. **Robert Schepny** is a technical writer for Wang Laboratories in Nashua, NH. **W.G. Whitehead** has been promoted to account

executive in the commercial insurance department's multiple account sales unit of Aetna Life and Casualty. He has relocated to the company's home office in Hartford, Ct. **Craig Williams** is in San Diego with Syscon Corp. as manager, commercial systems.

Class of '76

Elizabeth A. Acton is in New York and is area marketing manager for Sonic Air Courier. **Leanne H. Collett** has joined Security Pacific National Bank in Los Angeles as assistant vice president. She says, "... found NYC just too expensive for me as a single parent; so have accepted position (here) on Central America—expect to learn *all* about debt restructuring." **Mark A. Emkes** has been promoted by Firestone International to export coordinator in Bilbao, Spain, coordinating exports from the company's northern factories to the world. Direct sales territory and travel area includes Albania, Bulgaria, Czechoslovakia, Iran, Iraq, Poland, Rumania, Syria, USSR, Yugoslavia and Sudan. **Peter Fenichell** writes: "Since leaving T-Bird . . . have been working with Parker Drilling Co. in Africa, Brazil and Ecuador as a business administrator. The company is excellent, work has been challenging and locations always interesting. Parker likes T-Birds. Numerous recent recruits for business administrator positions overseas have been filled by T-Bird grads." **Mike Florence** has his own commercial real estate development company, M & J Design, in Sacramento, Ca. He says, "Never did I imagine a domestic career . . . however this has been a lucrative field for me. I appreciate the background gained through T-Bird." **Clifton W. Flenniken** is in the correspondent banking department at Hartford National Bank. His area is New England and the south central U.S. **William Michael Hayes** is a systems analyst with Bank of America in Frankfurt, West Germany. **H. Ian Holland** writes from Stockton, Ca., where he is international sales manager for Ogden Food Products Corporation: "Left PepsiCo International in June '81—bought a motor home and took the family on a four month "Discover America" tour—42 states and 14,000 miles." **Francis Hsu** is area manager, Southeast Asia for American Express International, Inc. in Singapore. **Debra A. Hyman** has been promoted to sales promotion manager, Schenley Industries in New York. **Beth E. Johnson** is in New York where she is a planner in the U.S. incentive department of Avon Products, Inc. She is responsible for two year-long incentive programs. **Jon Kailey** is manager, marketing development, for Owens-Corning, Saudi Arabia for the Haj project. **Dale Kenensonn** is in Los Angeles and is associated with Jeff Nadeer Photography Studio. **Marian Lindholtz** is an account executive with Cummingham & Walsh in New York. **Rosser Mainwaring**, product planning administrator for Toyota Motor Sales, U.S.A., visited campus recently from his home in Lakewood, Ca. **Axel H. Mees** was promoted to manager of international projects at BMW-AG, and is responsible for all foreign investments involving assembly of cars, motorcycles and engines by local industries. His new position will require worldwide travel from

his Munich base. **C.W. Patterson** has his own sales and consulting firm in New York. **Deborah M. Poretz** is managing director of Office Information Asia, Ltd. in Hong Kong. She formed the company in 1981 to serve strategic office automation requirements for companies in Asia and to provide marketing information to U.S. computer and office equipment suppliers. **Wally Schoch** visited campus in February and reported that he is international product manager, consumer products, Europe for Ralston Purina and is based in Brussels. **Julie Smith** is manager of management development for Ethicon Inc. in Summerville, NJ. **Charlotte Kennedy-Takahashi** was selected as chairperson of the Living in Japan Committee of the American Chamber of Commerce in Japan. Charlotte is president of Oak Associates, an organization devoted to offering help to newly arrived families in Japan. Concentrating on the woman of the foreign family because of her important role in Japan, Charlotte adds, "A woman's ability to function in Japan and to interact with Japanese is important, not only to her well-being, but to the success of her husband in the corporation through direct or indirect influence." **Bart and Nancy (Vandenburg) Westcott** are in Chicago. Bart was recently promoted to a vice president at L.W. Biegler, a subsidiary of Crum & Forster. Nancy is manager, international treasury operations at Baster Travenol Laboratories, Inc. in Deerfield, Il. **Margo Wilton** is senior counsel with Athena Tech, Inc. in Palo Alto, Ca.

Class of '77

Georgia Barron-Mees, after five years as a management consultant with McKinsey & Co. in London, Dusseldorf and Munich, has accepted the position of director of marketing with Max Factor, Germany. **Mark E. Broskey** has joined Joy Manufacturing Co. as manager of international marketing services in Pittsburgh, Pa. **Carol J. Richards Cline** is a second vice president with Chase Manhattan Bank in New York. **E.J. Dombroski, Jr.** has joined Arthur Young & Co. as manager of management services division in Phoenix. **Robert G. Dundon** is in Paris with The Way International as country coordinator. **Bette Easton** is an engineer in the advanced technical division of Fluor Engineers & Constructors Corp. in Irvine, Ca. **Daniel C. Grumbles** is assistant secretary at Manufacturers Hanover Trust in New York. **Tom Hackim** has been promoted to product manager for Lily-Tulip, Inc. (formerly the Lily division of Owens-Illinois) in Toledo, Oh. **Betsy Kaduk** has moved from Mexico to Houston, where she is with Bank of America. **Dennis Keithly** is in Torrance, Ca., where he is associated with International Marketing Group as assistant director of marketing, Africa and Europe. **K.C. Kim** is in Phoenix and is now self-employed as an investment consultant. **Laurie Kreiger** has been promoted to international trade coordinator for the Michigan Department of Agriculture. She will promote agricultural products and will travel to Europe, Africa and the Far East. **George D. Krempley** has been named resident vice president and general manager of INA's Syracuse, N.Y. office. **Kim**

Kuebler was on campus in late February recruiting for Continental Grain Co. **Robert L. Levine** is working with Kayo Oil Co. in Chattanooga, TN as a senior analyst in the planning and economics department. Kayo is a division of Conoco, now owned by Dupont. **Ira and Sandy (Sanderson) London** are alive and well and living in Northport, NY. Ira is international marketing manager for Hazeltine Corp., and Sandy has established the international department for CYBEX and is working hard at building up the European distribution network for the company. She intends to beat Ira, who has logged many miles on his passport, to Australia, one of the few places he has not yet been. **Lori Ludden** is director of marketing for Automotive Income Development Specialists in Irving, Tx. **William Madison** has been appointed director of sales, Latin America with Lear Siegler, Inc. Avitron International Division and is based in Miami. **Moira (Gomez) and Peter Madonia** are in the New York area, where Peter is with Bankers Trust Co. **Chris McCartney** is in Bahrain, where he is district sales representative for PACCAR AG, a manufacturer of heavy duty trucks and equipment. **Mike Milburn** is senior marketing analyst with Therman Manufacturing Co. in Austin, Tx. **Keith D. Olson** is a senior accountant with Container Corp. of America in Chicago. **Arun Pande** and his Scottsdale, Az. firm, Sintel Corp., comprised the cover story of the March issue of the magazine, *Arizona Electronics*. Pande's associate, co-founder and executive vice president of Sintel is **Thomas A. Peterson**. **William A. Platz** is an underwriter with AIG in Chicago. **Lovay Queini** is back in Lebanon and is with Soliver S.A.L., a major glass manufacturing plant, as sales manager. **Jan Roberts** is with Tenneco in Houston. **Alberto Rodriguez-McKeon** is in Monterrey, Mexico, where he is administrative manager of Quantron, S.A., a joint venture of Ingersoll Rand and Vitro, established in July '81. Alberto also tells us he was married on August 8, 1981. **Sanford Roth** is vice president of Gilbert Trading Corp. in Newark, NJ. **Cynthia Schiavo** is a marketing information systems representative with J.I. Case in Racine, Wi. **Tom and June (Pearson) Sweetser** are in Honolulu due to Tom's transfer and promotion to vice president of Associated Insulation Co. of Hawaii, a newly acquired subsidiary of Metalclad Insulation, Inc.

Class of '78

Joe Atteridge has been promoted to advisory regional marketing representative with IBM in Los Angeles. **Christopher Bates**, regional manager, Far East, for Palco International, is based in Taipei and visited campus with Bill Clinkscales. **John Beale** has left Bancolar and is now with Banco International in Rio de Janeiro. **Phillip R. Cabrera** has moved to Sao Paulo as representative of Harris Bank, Chicago. He is responsible for running the Brazil office and regional calling for Argentina and Chile. **William Clinkscales** visited campus in February from Santiago, where he is regional manager for South America for Palco International. **Gregory R. Duke** is in San Francisco and is working for Monroe

Systems for business, a division of Litton Industries. **Anthony R. D'Antonio** has recently moved to the Phoenix area. He is regional sales manager for Hughes Helicopters out of Culver City, Ca. **Wendell C. Farrell** is in Tustin, Ca. with MAI International Corp. as a financial analyst. **Kevin M. Fitzgerald** is ocean operations manager for Yusen Air and Sea Service (USA) Inc. in Schiller Park, Il. **Jon Gasior** is a loan officer with the National Bank of Alaska in Anchorage. **Bernardo A. Giacometti** is manager of new accounts and customer service, American Express in Sao Paulo. **Howard Goodman** is with Administrative Search Association in Lombard, Il. **Neve S. Groce** is an account systems engineer with IBM in Chicago. **Shelly Hurley** is land manager for Arco Oil and Gas Co. in Arlington, Tx. **Michael and Elizabeth (Barnes) Johnson** are in Dubai, the United Arab Emirates, where Michael is assistant manager at the head office of The First National Bank of Chicago. Elizabeth is an investment officer with Middle East Bank, Ltd. **Paul G. King** is working for the U.S. Department of Agriculture as a personnel management specialist and lives in Dixon, Ca. **Cynthia Kocher** is with Manufacturers Hanover Trust Co. as a research analyst in New York. **Gregory Korth** is a marketing representative for Rhodes & Co. in Pasadena, Ca. **Robert B. Landis** is in New York and has joined Citibank as a senior account officer. **R. Alan Magnuson** is an account executive with Mountain Bell in Denver. **Steven Makela** is manager, international strategy development for Hublein International Harvester in Schaumburg, Il. He travels throughout Eastern Europe. **Robert and Jan Meriwether** write that Robert has a new assignment with USAID in Egypt. They left their post in Panama in April and arrived in Egypt in late May. **John Mulcahy**, who is relationship manager, correspondent banking, Chase Manhattan Bank, was on campus recently recruiting for the bank. He "was impressed with some of the new additions to the school." **John P. Peevey** is completing his second year as director of IHAP project in Djibouti in East Africa. The USAID funded project includes the construction of a \$600,000 school which should be completed in July. John expects to remain in charge of the project through 1984. **Terry L. Peteete** has been named area sales manager, international, for Cessna Aircraft Co. in Wichita, Ks. **Patrick Quagliano** is an account executive with D-Arcy, MacManus and Masius in New York. **Lloyd R. Reeder** is in Dallas where he is an equipment salesman for ROMCO Equipment Co. The company handles a variety of highway and heavy construction equipment as well as mining machinery. **Keith Sanders** is assistant regional director for U.S. Wheat Associates in Santiago. **Patrick Sinnott** has been named sales manager of Ferrofluidics GmbH, Ferrofluidics Corporation's German subsidiary. He will be responsible for sales in continental Europe, and has relocated in West Germany. **Carol Spongberg** is in Seattle, Wa. and is employed by the Simpson Timber Co. **Catherine Stanko** visited campus in late January from Fullerton, Ca., where she is parts marketing

administrator for Toyota Motor Sales, U.S.A. In her position she is responsible for the development and implementation of dealership and field personnel incentive promotions, consumer and direct mail promotions and the development of the Toyota service and parts co-op advertising program. **John H. Thomas** has joined Aeroil Products as sales supervisor. He resides in Fair Lawn, NJ. **Bruno Talbo** has been promoted to distribution manager for Esso in Paris. **James A. Thompson** is an account executive with AT&T in New York. **Stephen W. Yudicky** is international product manager for Den-Tal-Ez, the international division of Syntex Dental Products, Inc. in Des Moines, Ia. **Klaus Zollweger** is export manager, water treatment division of Buckau Walther A.G. in Moenchengladbach, West Germany.

Class of '79

Alexander L. Barge is assistant manager for the Bank of America's Amsterdam's office. **Richard Bredenberg** is assistant marketing director for Meridan International, Inc. in Marina Del Rey, Ca. He travels to Europe, Africa and the Orient. **Steve W. Brown** is with Northern Trust International Bank in New York as a divisional assistant. **Rosemary Buck** is an associate economist with the Federal Reserve Bank of Chicago. **Michael Burdette** is living in Woodland, Tx. and is with Conoco. **Martin Calkins** has joined the international group of the Perry Division of Affiliated Hospital Products Inc., as international operations manager in Massillon, Oh. This news came from Jerry Gaarder ('59), who is international sales manager for A.H.P. **Annette Cazenave** and **Ellen Rosenfeld** are vice president and president respectively of CVR International Trade Corp. in Staten Island. **Raul Conejo** has joined Cessna International Finance Corp. in Wichita, Ks., as finance manager. **Mary (Hewitt) and Robert W. Dudley** are located in Houston, where Robert is with Amoco Production Co. (International) as a senior economic analyst. **Steve Dutton** was recently promoted to manager, original equipment manufacturing marketing administration for Control Data GmbH, in Frankfurt, West Germany. **Mary J. Dzonik** is in Houston, where she is with the credit office of Citibank. **Gary L. Fallow**, after a year in the Sudan, is based in Athens, Greece, where he is assistant to the vice president of operations for Service Supply International, Ltd. **Ronald Feinstein** is a member of the Chicago Mercantile Exchange where he is an independent commodity and financial futures trader. **Martha Navar Gentry** has been elected assistant vice president in the international department of Mercantile National Bank of Dallas. She will handle Latin American accounts. **Andrews S. Gleeman** is product manager, Whitehall Laboratories in New York. **Elizabeth A. Golden** is an export finance supervisor for International Harvester Co. in Chicago. **Jane J. Hampson** is in Chicago and after completing the credit training program at First National Bank of Chicago, joined the Worldwide Transportation Group/Aviation division in the summer of '81. **Charlene Hancock** is sales manager for the housewares department at Diamonds in Phoenix. **Arthur**

F. Humphrey has joined PepsiCo International and is located in Athens, Greece. **Eric Huvendick** is account supervisor and office manager for Ross Roy, Inc. in Wyoming, Mi. **David M. Jackson** is an international banking representative—Asia Pacific for First City National Bank of Chicago. **Rosalie Johnson**, who is a senior analyst for Joseph E. Seagrams & Son, has been included in the 1981 edition of *Outstanding Young Women of America*. **Amy Lezell** is assistant manager at Chemical Bank in Chicago. **Kung Hwang Liu** visited campus in March from Taipei where he has his own company, Hiroshi Industrial Co., Ltd. **Tim McCarthy** was recently named assistant vice president, international division, Republic Bank in Dallas. **Paul A. Milo** has joined Versatec as international trade specialist. He is based in Santa Clara, Ca. and will be responsible for marketing data and peripherals to the Latin American market. **Ricardo Moreno-Campoy** has been named an officer in the special industries department of Continental Bank in Chicago. **Stephen L. Munsell** is in Houston with Misco Supply. **John Austin Murphy** is an instructor of finance at the University of Georgia at Athens. He is working on his Ph.D. and expects to complete it by 1984. **Carlos Roberto Ortiz Nascimento** is director of Banco Real S.A. in Sao Paulo. **Kathleen and Syver Norderhaug** are in Houston where Kathleen is with Texas Commerce Bank as an international accounting officer and Syver is a financial analyst for Bowden Drilling. **Zoran Obradovic** is president of Meridian International Trade Corp., an import/export management consulting firm, in Crown Point, In. **Claire Payne** is a contract administrator with Edwin Cox Oil & Gas Co. in Dallas. **Edward A. Purnell** is assistant secretary with Manufacturers Hanover Trust Co. in New York. **Mark Rabens** is in Downey, Ca., where he is with Korean Airlines. **Paul Rachmanides** is a computer marketing representative for Radio Shack and is in Houston. **Richard C. Row**, who is based in Casablanca with U.S. Wheat Associates, Inc., travelled to the U.S. with representatives of the Association of Master Bakers of Nigeria in September/October '81. They visited Texas, Minnesota, Kansas and Washington, D.C., as well as attending the 1981 International Baking Industry Exposition in Las Vegas. While there, Richard visited with Terry L. Frosini ('80). **Kathy Thomas** has been promoted to manager of personnel, Latin American division at Levi Strauss in San Francisco. **Virginia A. Thompson** has been named assistant cashier at South Carolina National Bank in Columbia, S.C. She also became an account officer for wholesale banking with her promotion. **Victor A.E. Van Liemt** writes from Madrid: "My company is a self-service wholesaler called Makro . . . sort of a super-hyper-market where only professionals can stock up. In August '79 I started working in our Amsterdam store . . . then off to do more training in Belgium and the U.K. Here (in Spain) I worked as a marketing research manager. Now I'm waiting for the next part of my five year training program that should get me ready to be country manager. Next stop will be Switzerland."

Robert Whittemore is assistant treasurer with Bankers Trust Co. in New York. **Tricia Wilson** has been transferred to Internorth's corporate headquarters in Omaha, Ne., where she is doing strategic planning and business development for the liquid fuels subsidiary, UPG., Inc.

Class of '80

Peter T. Adams is with Harris Trust & Savings Bank in Chicago as an international banking officer. **Sabuur Abdul-Kareem** is in Houston, where he is in the management training program at First City National Bank of Houston. He reports that other T-Birds at the bank include: Scott Walker ('81), who was promoted to a credit supervisor position; **Tom Wells, Laurene Maxwell** and **Brian Molin** ('81). A long letter from **Phil Auerbach** in Mafikeng, Bophuthatswana, Southern Africa, where he is working for Bophuthatswana Management Services as marketing manager. He advises that any T-Birds travelling through are always welcome. **Roxana Augusto** is a trader for Philipp Bros., a division of Phibro Corp., in Amsterdam. **Alan R. Badanes** has completed Chase Manhattan Bank's credit development program and is assigned to the Middle East division—Gulf countries. He is based in New York. **Debasish Banerjee** is a financial software consultant with Capex Corp. in Phoenix. **Mary Barnhorn Britt** has been transferred by Continental Bank to Cleveland. **Katie Bonar** visited campus from San Francisco. She was recently promoted to banking services officer, international banking group, merchant banking division, Wells Fargo Bank, N.A. **John Bowen** is assistant to the president of Sir Speedy, Inc. in Newport Beach, Ca. **Douglas L. Camarigg** writes from Frankfurt, West Germany, that T-Birds there meet twice a month for Stammtisch. **Cecilia Chao** is in Irvine, Ca., where she is an associate market research analyst with American Edwards Laboratories (division of American Hospital Supply). **Lou and Laura Davis** live in Roswell, Ga., and Lou is Latin American sales engineer for Nordson Corporation, Atlanta. **Carlos del Nero Filho** recently had his first book, *Aspects of Marketing and Advertising in Latin America*, in co-authorship with Dr. Modesto Farina, published. In Portuguese, the book provides an in-depth analysis of the current stage of the subject in Latin America. Professor Duarte uses the book in his IS-586 class. **Michael Lee Dillon** is service manager for A.I. Alkhorayef Sons' Co. in Riyadh. **Lynn K. Engstrand** has her own agribusiness firm in Arlington, Va. **Phillip Fandek** is in Baltimore, Md. with First National Bank of Maryland as an international banking officer, Latin American Group. **Carla S. Fitzgerald** has been elected banking officer at Mercantile National Bank of Dallas. **Yu Fukui** is assistant general manager at Otemae Women's College in Osaka, Japan. **Yuji Furukawa** is planning manager for Mallinckrodt International Corp. in Tokyo. **Shannon Greene** is international field service manager for Taco Bell in Irvine, Ca. **Armando F. Guerra** is in New York and is territory assistant with Manufacturers Hanover Trust Co. **Jeff Hallett** is completing six months of intensive Chinese

language training at the State Department in Washington, D.C. He will be assigned to the Philippines as vice consul. **Jennifer Armstrong Hallett** is a product manager with the National Bank of Washington, D.C. **Diane Hart** is product manager for Phillo International in Lenexa, Ks. **Karen A. Kenke** is a credit analyst with Manufacturers Hanover Trust Co. in New York. **Lawrence E. Hess** is an international banking representative—Latin America for First City National Bank of Houston. **Roberta Jacobs** is a marketing service administrator for Binney & Smith International, Inc. in Easton, Pa. She writes that B. & S. is building quite a T-Bird congregation. Jerry McFadden ('67) recently joined them and John Anderson ('72) is their director of international operations, making three out of four international headquarters staff T-Birds. **Elizabeth M. Klein** is a freight auditor for Cabot Corporation in Boston. **Virginia Krivas** is an Houston and has joined Lindsay International Sales Corp. as executive assistant and marketing coordinator. Lindsay is a world leader in automated irrigation systems and they have projects throughout the world: Latin America, the Middle East, Africa, China and Australia. **Lori Lamp** has accepted a new position with Keller International Publication Corp. of Great Neck, N.Y. After training in New York and Mexico, she will be based in Madrid and will travel all of Eastern and Western Europe as their Latin America specialist and representative. **Erik LaPrade** has been appointed marketing services manager-special products in the U.S. marketing department at Parker Pen Co. in Janesville, Wi. **John W. Lichtsinn** has been promoted to product manager, popcorn, for Purity Mills division of Stokely-VanCamp in Indianapolis, In. **Richard A. Liebars** is with Chase Manhattan Bank in Frankfurt, West Germany, as an internal auditor. **Amy Lieberman** is in New York and is with Banco Nacional de Mexico (Banamex). **David McCann** is business manager for Parker Drilling Co. in Bangladesh. **Taryn A. Mason** has joined Manufacturers Hanover Trust and she resides in Gilford, Ct. **John Morrow** is in Dallas and is a banking officer with Republic Bank. **Sho Nakato** is a professor of international finance and business at Pacific States University in Los Angeles. He is also doing volunteer work for Esperanza. **Masao Nakazawa** has formed Sunway Corp., a general trading company in Tokyo. **Rona Neuneker** is in Boulder, Co., with Western American Tours. **Stewart H. Newman** is a speculator with the Chicago Board of Trade. **Lars Nord** has been transferred by First National Bank of Chicago to their Scandinavian representative office in Stockholm. **Gaston Pacheco O.** has joined Banco Boliviano Americano as a loan officer and is located in La Paz, Bolivia. **Michael Redline** is a cost analyst for Teledyne Continental Motors in Muskegon, Mi. **Larry Robinson** is with Bank of the Southwest in Houston as a credit analyst. **Richard "Robbie" Robinson** is in Colorado Springs, Co., where he has his own marketing and financial consulting firm, International Management Consultants. He also is an adjunct faculty member at Regis College, teaching upper

division economics classes. **Dennis P. Roche** is in Mexico City, where he is personnel director of the Sherwin-Williams Co. **Dennis Alan Roper** is administrative manager for Parker Drilling Co. in Montego Bay, Jamaica. **Ignacio Silva** has been transferred by Owens-Illinois to their 100 percent owned affiliate in Madrid, Girault Laporta. He is industry manager there. **Tony Stauffer** has joined Stoffel Sales in Tuckahoe, NY as vice president, central business control. **Bruce Wilcox** has been transferred from Chicago to New York with Continental Bank as bank associate with the multi-national office. **Mark A. Young** moved to Boston in January and is with First National Bank of Boston in the European division. He will be transferred to Frankfurt this summer for a three year lending assignment.

Class of '81

Gunnar Aasberg is an underwriter for AIG Oil Rig of Texas. **Scott Adamson** is with Chase Manhattan Bank in the western hemisphere division management training. **Claudia Alarcon** is with Norris Trading Co., the manufacturing distributor for Yamaha Motorcycles in Cebu, Philippines. **Radhi Batra Banerjee** is an international marketing supervisor with Jensen Tools in Phoenix. She and Debasish ('80) invite all their friends visiting Phoenix to keep in touch. **William-Paul Barros** has joined the Allergan division of SmithKline Pharmaceuticals in their management training program in Houston. **Steven Bastian** is a financial systems analyst with Water & Wood, a furniture manufacturer in Costa Mesa, Ca. **Tom Bean** is marketing manager for Valmont Industries, Inc. in Omaha, Ne. He is in charge of world sales of the company's newly formed industrial products group. **Christian Beghi** is a marketing assistant for Gourmet France Foods, Inc. in Los Angeles. **Mario Blessing** is in Danver, Ma. with GTE Sylvania. **William L. Boatwright** is credit manager for Harris/Farinon in San Carlos, Ca. **Richard Bos** is an internal auditor with Clark Equipment in Buchanan, Mi. **Lisa Boysen** has joined the credit department of Central Bank of Cleveland, Oh. **Thomas M. Buescher** has joined Chase Manhattan Bank in New York as a credit trainee. **Stuart D.**

Burlingham is in Costa Mesa, Ca., where he is a sales executive with Behring International Inc. **Pierre Carras** is a business analyst with Esso Chemical France in Paris. **Pradip Chhadva** is international cash manager for Saudi Petrochemical Corp. in Houston. He will transfer to Saudi Arabia in September. **Craig Christensen** is director, international for Midwest Corp., international steel division, in Miami. **Michael P. Christin** is with Manufacturers Hanover Trust Co. in New York as an account trainee. **Ann Connors** writes from New York, where she is with Chase Manhattan Bank's credit training program. She worked in the trade finance division doing editing and writing country analyses. A vice president in her office, Carol Kline, is a '76 T-Bird, and Ann says, ". . . there are so many T-Birds in this bank." **Robert A. Dean, III** has joined CARE in Somalia. He will help administer CARE's disaster relief program in that country. **Carl Deddens** is a financial analyst with Union Texas Petroleum Corp., a subsidiary of Allied Corp. in Houston. **Decio de Melo Costa** joined Texaco Brazil as an organization and methods coordinator and lives in Sorocaba, Brazil. **Susan Derber** is in San Francisco with Bank of America as a credit examination officer. **John Dunn** is working for Colgate Palmolive Co. in New York as an international marketing assistant. He says, ". . . miss the great weather out there, you lucky dogs. New York is cold and rainy and too expensive!" **Nick Eisner** is an international financial management analyst with Informatics in Canoga Park, Ca. **Olga Eldek** was recently transferred from Rome to Geneva with Eli Lilly & Co., where she is a financial associate. **Diane Emery** is a marketing executive with North American Coin & Currency in Phoenix. **Knut Eriksen** has joined Morrison-Knudsen Co., Inc. in San Francisco. **Nancy Hofstetter** is in New York with Manufacturers Hanover Trust Co. in their management training program. **Horst** and **Margriet Hotzy** are in San Francisco, where Margriet is a product manager for Wells Fargo Bank. **Victor Ivanow** is marketing manager for Confecoes Regojo Velasco LDA in Lisbon. **B.J. Jacques** is with the commerce drug division of Del Laboratories in Plainview, NY. **Floyd Johnson**, with Honeywell in Phoenix, delivered a major address on improving office and knowledge worker productivity to data processing users in Helsinki, Copenhagen, Milan, Paris and London during a two-week European visit in March. **Gilbert Raymond Khoury** is a banking analyst in the treasurer's department of ARAMCO Services Co. in Houston. **Kathy MacDonnell** is working for Campbell Soup Co. as assistant product manager on the Chunky Soup account. **Caren McCabe** is in Clifton, NJ., and is working for the auditing division of I.E. Dupont de Nemours. **Luiz Eduardo Maia** is in New York and is an international officer with Banco Mercantil de Sao Paulo S.A. **David M. Marek** has joined Robert Bosch GmbH in Erbach, West Germany, as head of marketing for the industrial electronics division. **Mortada M. Mohamed** joined International Business Associates in August '81 as assistant to the managing director and is in Austin, Tx. **Tom Muelling** is an industrial sales

representative for Huddleston Equipment Co. in Los Angeles. He visited campus in March. **Charles E. Mullins** has joined Medasonics, Inc. in Mountain View, Ca. as an export marketing assistant. **Frank J. Myers** is with Chase Manhattan Bank in New York. After 10 months credit training he will receive an Asian assignment **Sam Noordhoff** is with the Amway Corp. as international marketing coordinator for Hong Kong and is based in Grand Rapids, Mi. **Tapio Paavilainen** is a credit analyst trainee with Manufacturers Hanover Trust Co. in New York. **Tim Parish** is with IBM in Long Beach, Ca., as a systems engineer. **Alberto Piedro** is with the Latin American division of Marine Midland Bank and is based in New York. **Mohammed Raihani** is product manager for Johnson Wax in Madrid. **Lorri Reinke** is a research analyst with Reinke Interior Supply Co. in Chicago. **David Spencer** is in Riyadh, Saudi Arabia, where he is teaching English. **Suzette Simon** is an international marketing administrator with American Pharmaseal in Glendale, Ca. **John Van Der Moezel** has joined Eli Lilly Corp. as a marketing trainee and is stationed at the Dutch affiliate, Kantoor V. Duvenborch. **Garard H.M. Vehmeijer** has accepted a job with Exxon Corp. in The Netherlands. **Steve Viggiano** is a manufacturing engineer with Caterpillar Tractor Co. in Aurora, Il. **Francis M. Wallace** is a buyer with Texas Instruments in Houston. **Nancy A. Wiese** has joined the Office of Economic Planning and Development, State of Arizona, as an international trade specialist. **Karen S. Williams** has joined Dow Chemical, U.S.A.'s marketing development program in Houston. **Brian K. Wilson** is assistant controller for the Seattle Marriott Hotel. **Craig L. Wisda** is assistant manager for Topa Thrift and Loan Association in Glendale, Ca. **R. Scott Zimmer** is in Hong Kong as head of the social studies department at Hong Kong International School. This is a temporary position while the details of the business manager's position for him are being written up.

Class of '82

Sandra Lomeli de Fernandez is a financial associate with GTE Services Corp. in Stamford, Ct. **Michaelyn O'Sullivan** is employed as a systems coordinator at Aeroquip Corp. in Jackson, Mi.

Key Managers Program

Charles Stanley Rutledge (K'69) is in Lima with the World Food Program of the United Nations as a project officer. **Carl Gustavson** (K'73) is a community banking executive with Chase Manhattan Bank in New York. He is attending Harvard's advanced management program.

Marriages

Don Kamela ('74) and Sierra Wallwork were married March 27, 1982 in Phoenix, and honeymooned in Tahiti. They reside in Phoenix. **Laurie Kreiger** ('77) was married to Wilhelm Kosnopfl, a native of Austria, on May 2, 1981 in Pittsburgh, Pa. They met several years ago in Venezuela. **Eunice E. Armstrong** and **James Duff Chambers** (both '80) were married May 2, 1981. J.D. is in the treasurer's office of Conoco and Niecy is financial planning officer at First City Bank of Houston. **Mary Barnhorn** ('80) was wed to Kevin Britt on August 8, 1981. **Emily Irene Hauert** and **James Donald Firnstahl** (both '80) were married November 28, 1981 in Roseville, Mn. They reside in New York, where Emily is with Citibank in their trust department, and Jim is in the international division of Manufacturers Hanover Trust Co. **John W. Lichtsinn** ('80) married Katherine Summers of Munster, In. in June. They live in Indianapolis. **Robert Augustus Dean III** ('81) and **Lisa Shayne Templeton** ('81) were married November 28, 1981 in Louisville, Ky. They are stationed in Hargeisa, East Africa and are working for CARE. **Brian K. Wilson** ('81) and Laura Lynne Files were married March 20, 1982 at St. Francis Xavier Church in Phoenix.

Births

A son, George, to **Sarah** and **Patiste G. Bronos** ('74) in Miami. A daughter, Erica Jean, to **Joan** and **Don DiNuccio** ('74) in October '80. A boy, Andrew Joseph (A.J.) to **Julianne (Johnstone)** and **Andrew Weiss** (both '76) on January 4, 1982. **Bart** and **Nancy (Vandenburg) Westcott** ('76) have a daughter, Margaret Beth, born November 8, 1981 in Chicago. **Marilyn** and **Ken Erickson** ('78), a girl, Karine Amanda, on December 15, 1981, in Bakersfield, Ca. The family returned to Abidjou in January to finish a three-year contract with the African Development Bank. A son, Rolla Buskirk IV, to the **Skeet Hollands** ('78), December 8, 1981, in Scottsdale, Az. **Jeanne Marie DeBaun** and **Damian Gagnon** ('79) have a son, Nathan, born October 7, 1981 in Sierra Leone. A girl, Laina Rachel, to **Lou** and **Laura Davis** ('80) in Atlanta, Ga. in August '81. **Betty** and **Michael Redline** ('80), a daughter, Nancy Kathleen "Katie" on February 12, 1981. **Marcela** and **Michael Gerber** ('81) are parents of twin daughters, Vanessa and Jacqueline, born September 11, 1981. A son, Kenneth, to **Helen** and **Steve Viggiano** ('81) on March 17, 1982 in Aurora, Il.

Deaths

Word that **James (Jimmy) Q. Bean** ('55) passed away on February 4, 1982 was received from Paul C. Davis, who attended memorial services for Jimmy on February 9 in San Diego, Ca. **Douglas Amidon** ('80) died on January 21, 1982 in Denver, Co. According to his parents, Doug became ill on a ski vacation during the holidays and after a short time in the hospital he suffered heart failure due to other complications. He was with Caterpillar Tractor Company in Peoria, Il., as a marketing representative and had just completed their training program.

¿DONDE ESTAN?

CLASS OF '57

We need your help! In preparation for the Class of 1957's Silver Reunion scheduled for December 17, 1982, we're asking for information regarding that class rather than the class of 1955. We're anxious to reach as many of the class of '57 as possible to make this Silver Reunion the biggest yet. So, even if you have a lead on just one alum, please send it along—it may, in turn, provide us with more leads. If you have any information regarding the whereabouts of the alumni listed below, please fill out the form and mail to: The Alumni Office, American Graduate School of International Management, Glendale, Arizona 85306. A list of unknown alumni will appear consecutively by graduation year in upcoming issues of *Thunderbird* magazine.

Anderson, Henry B.
Anderson, Raymond E.
Apodaca, Manuel D.
Aron, John G.
Ash, Robert A.
Austin, Ronald E.
Bagwill, Robert E.
Barker, Ray L.
Bartlett, Herbert L.
Beer, Katharene S.
Blatt, Benjamin
Buttorf, William B.
Brannan, William F.
Bredall, Edwin A.
Callett, Germaine C.
Cancino, Frank
Carpenter, Arthur M.
Czutno, Joseph P.
Del Rio, Fernando
Dole, Barbara D.
Dunhill, William P.
Dunlaney, Robert R.
Edlund, Gustaf
Ehlers, Murray F.
Epstein, Sherwood
Favor, William E.
Feeley, William P.
Fredrickson, Carl A.
Freese, Donald L.
Fuller, William L.
Funk, Gerald A.
Gaitan, Francisco
Gately, E.S.
Goodwin, Lawrence F.
Greene, Roy L.
Haines, Thomas B.
Happold, Ernest L.
Hartwell, Rodney W.
Hendricks, James H.
Hughest, Lawrence R.
Irvine, Norma
James, Glen W.
Johnston, Cullen B.
Karpf, Henry C.
Kelly, W.A.
Kerr, Todd
Kester, Charles H.
Kline, Richard F.
Landolt, James L.
Litchfield, Charles C.
Lobe, Thomas J.
Lurie, David A.
Martin, Eugene E.
McCabe, Robert S.
McCormick, Harold H.
McIntosh, Richard L.
McManus, Jerome E.
Mears, Charles E.
Norman, William G.
Noyes, Daniel L.
Nunez, Oscar B.
O'Connell, Francis J.
Pell, Arnold A.
Poole, Thomas E.
Ranger, Lloyd M.
Reimann, A.R.
Serventi, George B.
Smith, Donald F.
Sokol, Gerald J.
Soucy, Joseph L.
Sparks, Harold C.
Stevenson, Robert W.
Talbot, William H.
Teisher, Arthur R.
Thompson, Phil
Tomasi, Myron E.
Travis, James D.
Traynor, Henry
Trull, Richard
Upson, Robert L.
Waite, Leon M.
Wallace, Robert J.
Wallis, Frank B.
Warner, Dean
Waugh, Barnard C.
Woodhouse, Donald E.

Name and Mailing address _____

Business affiliation _____

Title _____

Business phone _____ Home phone _____

ALUMNI

PROFILES



Fullam



Garcia

Brian Fullam came to AGSIM from New York via Notre Dame ('70), received his MIM and stayed in Arizona. He is the youngest captain in the history of the Phoenix Police Department, which he joined after graduating in 1972.

He has served with the department as a patrol officer, a crime prevention unit officer, a field supervisor, communications supervisor, shift commander, team leader, duty commander and in his present position of planning director. Along the way Brian received promotions, first to Sergeant in 1975, then to Lieutenant in 1978 and in 1981, he became a Captain.

A 1977 graduate of the FBI Academy, he has taught at the Phoenix Police Academy and was instrumental in introducing a computer aided dispatch system and a call-back system in the department. He also helped initiate a neighborhood team policing plan in the city.

In addition to his planning director duties, Brian is attending the Management Institute at the Center for Executive Development at Arizona State University. He is also a member of the Police Department's facilities planning committee, disciplinary review board and shooting review board.

Brian and his wife, Cecelia, live in Phoenix with their two children, Christopher, 5, and Stephanie, 3.

While not taking a first place in THUNDERRUN, the 10-K race here on campus on April 25, Brian did participate and lent support to his Glendale alma mater.

Roland E. Garcia ('53) was recently honored as "Businessman of the Year 1981" by the Latin American Businessman's Club in Fresno, California. In addition, Roland's firm, Regar (for R.E. GARCIA) Recycling Company, was featured in the business and financial section of the FRESNO BEE.

The drive-up paper recycling window operation that Roland terms "simple" requires only that a truck drive in, be weighed, drive to the back, dump the load, return to the front, be reweighed and cash is paid on the difference in weight.

Regar, rather than beginning as a dump, as most recycling operations, began after Roland studied how to layout an efficient operation to best handle the types of papers that make up the bulk of waste. He set up operations in Fresno in 1981. With over 21 years of experience in the packaging, printing and paper business, he purchased some of the world's finest equipment for his operation. He refers to his Swedish-made Personer CH-100 paper bailer as his "Tyrannosaurus Rex," calling it "probably the most efficient bailer in the industry. It can bail 15 tons of boxes or 18 to 20 tons of newspaper an hour." Regar, the largest recycling plant in central California, ships primarily to mills in northern California and Japan. Eventually, shipments will go to mills in Korea and Mexico. Kelly Garcia, Roland's son, who was born in Colombia, serves as plant manager for Regar's Fresno operation.

Roland's other activities include the Regar Company in Switzerland, which continues to sell machinery for the paper and graphic arts industries in Eastern Europe, and the 175 acre farm, near Fresno, that produces winery, table and raisin grapes.

A 1969 recipient of the Jonas Mayer Alumni Award, Roland, who has lived and worked in Latin America and Europe, has been a consistent supporter of AGSIM and its program. He also serves as an alumni counselor and resource person for the central California area.

SPECIAL REPORT

TAIWAN MALAYSIA & INDONESIA

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."

The Pacific Basin nations of Taiwan, Malaysia and Indonesia continue to provide excellent business opportunities for U.S. firms. The governments of the three countries offer business incentives to American companies, and labor costs continue to be attractive. Taiwan continues to increase spending on public infrastructure projects. The Fourth Malaysian Plan (1981-85) projects an annual 11 percent growth for the manufacturing sector, and Indonesia's resurgence as a leading Southeast Asia market and the status of its petroleum industry offers investment opportunities for U.S. firms. A capsule look at the three nations follows.

The emphasis on a tight money policy and the expectation that oil prices will remain stable provides a favorable outlook for Taiwan's ability to keep its inflation rate in check in the coming years. American suppliers are still officially in favor in the country and investment application procedures are expected to become more streamlined. The February 8 issue of BUSINESS AMERICA reported that "Early in 1981, Taiwan's Sixth 'Buy American' Mission to the United States contracted for \$1.1 billion in industrial and agricultural products, and in September Taiwan buyers signed a five-year \$5 billion contract for the purchase of grains from the United States. Another buying mission is planned for 1982." The rising standard of living in Taiwan has increased the market for high-quality consumer products such as foodstuffs, cosmetics, sporting equipment and washers, dryers and refrigerators. The emphasis on energy conservation and the development of high technology industries points to a strong market for products related to alternate energy sources and telecommunications, medical, food processing and electronic equipment.

Despite the recession in developed countries, Malaysia's real economic growth in 1981 was estimated at nearly seven percent and is expected to be slightly higher this year. The government's Fourth Malaysia Plan and its 1982 budget, which has been increased by more than 16 percent over 1981,

should provide excellent export opportunities for the U.S. Malaysia offers a wide range of investment incentives, but the government prefers that manufacturing operations be conducted as joint ventures between Malaysians and the foreign company. The highly efficient Malaysian Industrial Development Authority (MIDA), which is the one government agency responsible for coordinating foreign investment and industrial development in the country, handles pre-investment studies and inquiries and evaluates applications from potential investors. Among the U.S. products which should enjoy increased sales in Malaysia during the next few years are telecommunications systems, building materials, electrical power generation equipment, medical supplies, airplanes and airplane parts, and recreational goods.

The economic picture for Indonesia is quite good with oil and gas exports accounting for significant contributions to the foreign exchange earnings. The government encourages private foreign investment and offers a wide variety of incentives. Most investment inquiries should be filtered through the Capital Investment Coordinating Board (BKPM). BUSINESS AMERICA, once again in its February 8th issue, reported that ". . . the American Embassy in Jakarta has been actively involved in developing new initiatives that will match private sector business opportunities with USAID development objectives. This new emphasis in energizing the U.S. private sector to seek out international trade opportunities in Indonesia will for the first time give our industry the same kind of capability as our competitor countries now enjoy in trade development there." The following are among the U.S. exports which should find a strong market in Indonesia: farming and communications equipment, electric power generation, and construction, mining and materials handling.

Information resources concerning business opportunities in the three countries include Citibank's *Executive Guide to the Countries of ASEAN*.

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

ADDRESS CORRECTION REQUESTED

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