

INTERNATIONAL BANKING: IS THE PARTY OVER?



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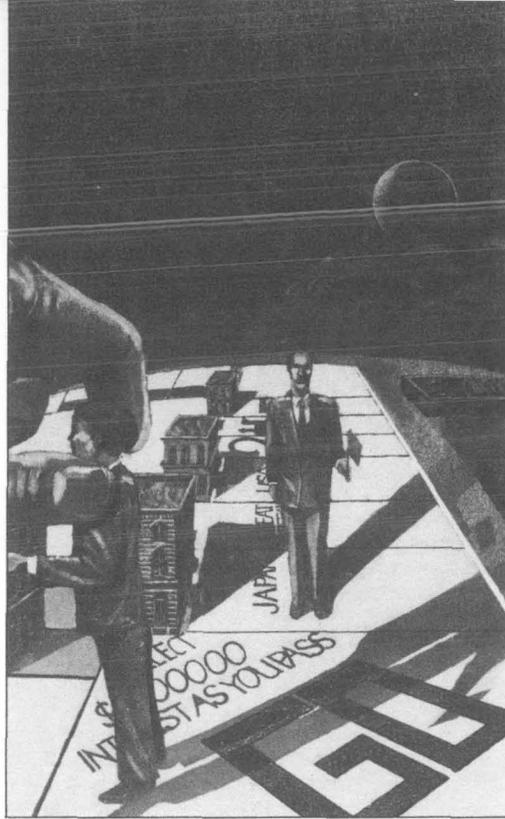
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"If all the dollars Poland owes Western banks were laid end-to-end, they would encircle the globe fifty-seven times." Circular logic, you say? A vicious circle or virtuous circle, you ask? Credits for the catch line go to *The Economist*, which in a recent issue chronicled international banking's fall from grace, in an article entitled "A Nightmare of Debt." If a more prosaic version of this saga is preferred, enter Hollywood's pedestrian interpretation of international finance, rendered by Jane Fonda in the movie "Rollover." Indeed, the media have made obituarizing quite fashionable of late. But apart from such scenario-making, a relentless spotlight justifiably shines on our fragile international banking system, focused on such imponderables as:

- the etiology of dysfunction
- the apparent failure dynamic
- the appropriate response mechanisms

It is to these and other cosmic issues (in keeping with the astronomical analogies) that this piece is addressed; however, no universal claims will be made.¹

¹To the reader disinclined to puns, I extend my apologies.

INTERNATIONAL BANKING: IS THE PARTY OVER?

by Frank Tuzzolino

Frank Tuzzolino is currently an Assistant Professor of Finance in the World Business Department, in his second year at AGSIM. A native New Yorker, he has taught at Long Island University, SUNY, Manhattan College and Arizona State University. Former corporate employers include Citibank, Harris and CBS. He has also consulted for McGraw Hill and Frost & Sullivan, both in New York City, and is presently a partner in a venture capital firm in Phoenix.

Historical Antecedents

Through the early 1900s, America's role in international banking was very limited, a consequence of strong ethnocentric bias, cultural isolationism, and a minor role in international trade. As always, regulation didn't help, i.e., a prohibition on any form of branch banking by national banks. With the passage of the Federal Reserve Act of 1913, a foreign presence began to emerge. Banks had hitherto pursued such traditional international banking activities as foreign exchange and the sale of letters of credit from their domestic offices. Many, particularly the regionals, still do. Once the doors were opened to foreign branching by national banks, however, the response was swift. Additional impetus was provided by Congressional passage of the Edge Act (1919), which enabled U.S. banks to establish special subsidiaries (Edges) to engage in international activities proscribed domestically, e.g.:

- foreign exchange trading
- international lending
- issuing or confirming letters of credit
- accepting deposits from foreign parties
- creating bankers acceptances
- international investment banking and investment management services

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Mapping the Ascent Trajectory

Global banking institutions facilitate international economic transactions the same way hometown banks help local business. Both finance trade and investment by creating money and credit and by channeling resources from savers to borrowers. International banking and finance, however, is often more complex than the domestic version. Complications arise partly because of possible problems with foreign currencies and partly because physical and legal barriers limit the free flow of goods, services and payments across national boundaries. Useful credit information on business firms in foreign countries is also relatively scarce.

Despite these complications, U.S. international banking activity has grown enormously in recent years. In part, this trend reflects the growth of international commerce. But it is also a result of U.S. and foreign banks establishing more offices outside their home countries. As the world's economies become more entwined, these banks are motivated to serve existing customers better, to attract new customers, and to diversify their sources of earnings and funds.

The enabling legislation of the Wilsonian era was a watershed for international banking. Yet the emphasis by American banks on such activity is a far more recent phenomenon. Assets of major foreign branches of U.S. banks rose 16% in 1981, to \$376 billion by year-end, reflecting continued growth in foreign branch lending. Though numerous reasons can be cited to explain this ascent, the profit lure dominates. This is particularly true for money-center

banks, which derive roughly 2/3 of their income abroad (see Table 1). Other international banking stimuli include:

- chronic U.S. balance-of-payment deficits
- government regulation
- portfolio diversification
- defense of a domestic customer base
- comparative advantages in skills and resource transfers

As the U.S. became a major capital exporter in the post-WWII period, its commercial banks followed customers to developing countries and major industrial centers. Some of these banks expanded internationally because they felt their distinctive competence bestowed comparative advantages in a certain area, as did their global scanning capability (internalization theory).

Portfolio-theoretic considerations also motivate bank expansion. Diversification can take place because loan demand and default patterns differ abroad. With an internationally diversified customer base and loan portfolio, a bank's cash flows can be desynchronized, and its portfolio efficiency improved.

Of the five factors cited, the first two—government regulation and balance-of-payments deficits—have been the most relevant in accelerating the migration of U.S. banks. United States capital controls during the mid-1960s (interest equalization tax, foreign direct investment regulations, and the voluntary foreign credit restraint program) pushed American banks abroad, and

encouraged them to fund their overseas lending from foreign branches. At the same time, banks were hampered by deposit interest rate ceilings (Regulation Q) and disintermediation problems; they countered with foreign branches offering Eurodollar time deposits and certificates of deposit at rates competitive with alternative domestic (nondeposit) media. These developments, coupled with continuing OPEC problems of the 1970s, fueled a strong rise in petrodollar recycling² and aggravated a festering U.S. balance-of-payments problem. Such turbulence has spawned an array of organizational approaches to international banking, some of which appear in Table II.

Current Trends—In Quest of a "Level Playing Field"

Though default and reschedulings concatenate recent events, the foreign banking invasion of the U.S. warrants some attention. The stage of international banking has grown larger, as has the cast of competitors that jockey for position within it. U.S. banks, once on the leading edge of two decades of change, are now a smaller factor in a much broader market. Attracted by the huge, politically safe bases for foreign

²"Recycling" refers to the process whereby the funds of surplus countries are loaned back to deficit countries. The recycling may be direct, whereby a government such as Saudi Arabia lends funds to a deficit country such as Brazil, or indirect, whereby Saudi Arabia deposits funds in a bank, which then makes a loan to Brazil.

TABLE I

International Banking's Risks and Rewards

	1981		
	Foreign assets	Foreign net income	Return on Foreign Assets Percent
Millions of dollars			
BankAmerica Corp.	\$48,373	\$245	0.51%
Citicorp	70,177	287	0.41
Chase Manhattan Corp.	44,758	247	0.55
Manufacturers Hanover Corp.	30,037	120	0.40
J.P. Morgan & Co.	30,278	234	0.77

capital investment, promising loan demand and access to domestic U.S. dollar funding, a number of foreign banks have made large inroads into the U.S. market. Recent entries include:

- Holland's Algemeen Bank's purchase of LaSalle National Bank, Chicago.
- British Midland Bank's \$820 million successful bid for California's Crocker National Bank.
- Hong Kong and Shanghai Banking Corporation's takeover of Marine Midland Bank of Buffalo, New York.
- Banque Nationale de Paris' acquisition of Bank of the West, San Jose, California.

Assets of foreign banking institutions in the United States rose 19 percent in 1981 to \$223 billion. The increase was smaller than the 35 percent increase recorded in 1980, but it still exceeded the 10 percent increase in the assets of domestic banks during the same period.

The expansion of the activities of foreign banks in the U.S. market reflected in these figures represents a continuation of a trend that began in the early 1970s. In 1973 there were 111 foreign banking institutions with assets of \$30.5 billion operating in the United States. All of these institutions were chartered and organized under the banking laws of individual states and were geographically concentrated largely in the financial centers along the Eastern seaboard. During the next five years both the number of foreign banks in the United States and the scope of their activities expanded dramatically as more states passed enabling legislation permitting foreign banks to establish operations within their boundaries. By 1978, the number of foreign branches and agencies had reached nearly 260, and their total assets were over \$103 billion.

The growing involvement of foreign banks in the U.S. financial system prompted the passage, in September 1978, of the International Banking Act (IBA), which, for the first time, provided for federal supervision and

TABLE II

Types of International Banking Offices

Commercial Banks. The larger commercial banks usually have both domestic and international operations. The international departments make international loans and deal in letters of credit and collections, often through their correspondent foreign banks. They may also deal in foreign exchange and provide trust and other services to corporate customers and individuals. Deposits they take in U.S. offices are subject to reserve requirements, and Regulation Q limits the interest rates that banks may pay (except for IBF deposits—see below) on demand and time deposits. The maximum loan a bank may make to any one customer is subject to regulatory limits based on the bank's capital. U.S. chartered (federal or state) banks may be wholly or partly owned by foreigners. A subsidiary bank is incorporated separately from the foreign bank which owns it.

Foreign Bank Branches. This organization is an integral part of the foreign bank that establishes it. A full service branch can perform the full range of banking services; its lending limit is based on the parent bank's capital. Foreign banks have established full service branches in the U.S. just as U.S. banks have established full-service branches in other countries. Limited operations, or "shell," branches (like those located in the Bahamas and the Cayman Islands) are used by U.S. and foreign banks to avoid home country regulations and for tax purposes. These branches exist "on paper" only; loan and deposit transactions are determined at the parent bank and then legally recorded or "booked" at the bank's offshore branch.

Foreign Bank Agencies.

Agencies are authorized to make business loans, finance international trade, and conduct money market and foreign exchange operations, but they may not perform trust functions. They also may not accept demand or time deposits but may hold credit balances for customers. Agencies' funds are obtained mainly by borrowing from foreign affiliates or in the U.S. money market. There is no regulatory limit on the size of a loan to a particular borrower.

Edge Act Corporations. The Edge Act (1919) permits domestic banks and the International Banking Act of 1978 permits foreign banks to establish either banking or investment Edge corporations. The dominant form, the banking Edge, functions like a full service bank—but only for international business. Investment Edges do not engage in banking activities; instead, they exist to hold and manage an equity portfolio of foreign investments.

International Banking Facilities. IBFs may be established by U.S. depository institutions and U.S. offices of foreign banks to serve as record-keeping entities at mainland offices. They are similar to the offshore "shell" branches that banks have maintained in such places as the Bahamas and Cayman Islands to handle foreign business. IBFs are permitted to conduct only international banking business such as taking foreign deposits and making foreign loans. Total assets of IBFs of U.S. banks totaled about \$48 billion by year-end 1981, evenly split between those established and operated by indigenous U.S. commercial banks, and those held by U.S.-based branches and agencies of foreign banks.

regulation of foreign banks operating in the United States. The IBA created a regulatory structure aimed at promoting competitive equality between foreign and domestic banking institutions in the United States (see Table III).

Implementation of the IBA was meant to provide a more level playing field; the growth of foreign banking activity has decelerated, but remains brisk. Some U.S. banks have breathed a premature sigh of relief. Geographic dispersion of

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some foreign banks within the U.S. is already history. An end to McFadden (we've had many end-arounds to date) would leave many such institutions, e.g., Barclays Bank, very favorably positioned. One could argue similarly if Glass-Steagall were revoked, in that the so-called universal banks of Europe would enjoy a distinct competitive edge in the U.S., developing and refining expertise in a "department store" variety of services and products.

Ironically enough, another homespun attempt to make the playing field more level (this time with domestic banks in mind) will have profound effects on the subsequent nature and scope of international banking. To this we owe thanks to the most sweeping piece of financial legislation in U.S. history, the Depository Institutions Deregulation and Monetary Control Act (MCA) of 1980, provisions of which appear in Table IV.

The face of U.S. banking has since been changing at breakneck speed, rapidly eroding the time-worn precepts about what constitutes a bank and a thrift institution, the services each can offer, and their legitimate domains. The MCA hallmarked a financial revolution, marked in turn by a redirection of much energy and emphasis by U.S. banks to their domestic activities (a born-again ethnocentricity). Indeed the financial congeneric, American style, is upon us. Now you can buy your socks where you buy your stocks (Sears of course). Add to your list of this growing breed the likes of Dow 30 newcomer Shearson/American Express; Prudential-Bache; Xerox and its insurance subsidiary Crum and Forster; Citibank and B of A, whose respective sights are set on

TABLE III

Provisions of the International Banking Act of 1978

- Limits the interstate branching of foreign banks.
- Provides for federal licensing of branches and agencies of foreign banks.
- Authorizes Federal Reserve Board to impose reserve requirements on branches and agencies of foreign banks.
- Gives broader powers to Edge Act corporations to compete more effectively with foreign banks.
- Subjects foreign banks operating branches and agencies to the nonbanking prohibitions of the United States Bank Holding Company Act.

TABLE IV

What the Monetary Control Act Did

- The Federal Reserve set new and lower reserve requirements for all commercial banks, savings banks, and savings and loan associations, instead of just for Fed member banks. These are being phased in over three years for member banks, seven years for other institutions. The Fed also becomes lender of last resort for all 40,000 depository institutions.
- All depository institutions can offer interest-bearing checking (or NOW) accounts, with an initial maximum interest rate of 5¼ percent. Such accounts were previously available only in New England, New York, and New Jersey; and the maximum rate is 5 percent.
- All deposit interest ceilings, including the Fed's Regulation Q, are being phased out over six years.
- Federally chartered savings and loans and savings banks gained new lending and investing powers, enabling them to make more consumer loans, offer credit cards, and invest in commercial paper and corporate debt.
- State usury laws governing certain loans were wiped out for three years, by which time states are supposed to raise outdated borrowing rate ceilings.

discount brokers Quick & Reilly & Charles Schwab (farewell Glass-Steagall). Also bid adieu to McFadden, given that the Fed recently sanctioned interstate mergers, i.e., Citibank's acquisition of California thrift Fidelity Savings and Loan.

Buttressing such strategic redeployment are institutional changes prompted by the silence of MCA on some regulatory issues. The driving forces behind these recent innovations are the unexpected and abrupt lurches in the level and volatility of interest rates, and the major technological improvements in the transmission, processing and storage of information. This new "line of commerce" includes sweep accounts, retail RPs (repurchase agreements), debit cards, bank money-market funds, ATS and NOW accounts, just to mention a few. One can see why U.S. bankers, facing the confluence of record high real interest rates, plummeting commodity prices, and mountains of LDC debt, may welcome the inevitable bloodshed in this new financial arena. Thus domestic banking's new marketing mix will be fully exploited, as bankers scurry to cut their risk overseas. (See Table VI.) Exit the "3-6-3" syndrome."³

International Lending — Syndromes Galore

Having extricated themselves from near-defaults in Nicaragua, Turkey & Poland, bankers now face the monumental task of managing a carrion of reschedulings, i.e., the "merry-go-round" syndrome. Their biggest headache is Latin America, where \$55 billion is tied up, including \$9 billion in Argentina, \$15 billion in Brazil, and \$18 billion in Mexico. Refinancings are not only growing more frequent, but exploding in magnitude. The rescheduling of Poland's 1981 debt alone came to \$2.2 billion. Argentina's \$23 billion indebtedness to Western banks keeps loan officers quaking in their boots. At the end of 1980, Brazil,

³Pay depositors 3%, lend their money at 6%, and be on the golf course by 3 P.M. It seemingly is a monotonically increasing function of a bank's distance from the 74° meridian (just a Yankee barb).

Mexico & Argentina together had loans outstanding from the nine largest American banks amounting to 100% of these banks' capital and reserves. Don't mention the word "domino" at the Paris Club! Even those expansion-minded regionals that went international in the 1970s (a trendy choice) are now chafing at the bit.

International lending is becoming increasingly entwined in politics, as evidenced by the Iranian and Argentine asset freezes, along with Citibank chairman Walter Wriston's comments on Polish Solidarity. As chronicled by Anthony Sampson in his book, "The Money Lenders," bankers seem to be suffering from yet another syndrome—herd instinct. This lemming syndrome implies a perception by bankers of a global safety net, an invalidation of the old rules, under which rash bank decisions would have put them out of business. This delusion of "no-fault banking" is but a subset of a more serious no-fault mindscape plaguing U.S. society. Bankers' willingness to chain themselves together when standing at the edge of a precipice has very effectively averted any suicidal leaps. They feel assured that some

instrumentality, be it the U.S. government, the I.M.F., the World Bank, Russia (the so-called "umbrella theory"), the Bank for International Settlements, or even "deus ex machina," will make sure they don't lose money on their sovereign loans. As such, they are destined to become handmaidens of U.S. foreign policy.

Growing numbers of banks, meanwhile, are resorting to loans of shorter maturities. Others are looking for "stand-alone transactions," whereby a borrower stores a commodity in a warehouse outside its jurisdiction. Yet another tactic is to co-finance with the World Bank. Mounting reschedulings increase the risk that some banks, particularly regionals (read spoilsports), will cut and run, possibly triggering a default if loan agreements so stipulate. Thus the major banks have a responsibility to help smaller ones in trying to hold a credit together. They help their own cause via an elaborate system of legal tripwires, as well as loan covenants peppered with cross-default clauses.

So to what clandestine rendezvous does this cast of crepuscular bankers, wily finance

ministers, Zurich gnomes, chameleonic accountants,⁴ Cassandras and scenario builders go from here? We already have a book and a movie. Bright and hopeful international lending ideas abound, some of which include:

- multilateral insurance of bank loans
- capital cost to current cost conversion through leasing
- more co-financing (the "I Wanna Hold Your Hand" syndrome)
- tougher "conditionality"
- use of IMF resources in the upper-credit tranches
- more comprehensive insurance of private investment
- improved early-warning systems
- staggered & extended disbursements to country borrowers
- a global regulatory mechanism (wider fish-eye lens)
- increasingly larger bad-debt reserves (a European preference)

International Banking Prospects

The major worries and issues include:

- rapidly accelerating debt, of which a dollar-thirsty thirteen⁵ countries account for almost two-thirds (of over a \$½-trillion total); Brazil and Mexico alone owe nearly one-quarter of the total.
- burgeoning debt service ratios (21% in 1981) for developing countries, as spreads widen and maturities shorten.
- 75% of the private lending, which accounts for over 2/3 of the debt of the thirsty thirteen, is at floating rates.
- many of the big borrowers are oil importers, such that export earnings (nearly 1/2) are devoured by interest payments and import bills.
- no agreement on how banks should set aside reserves for their international lending, or what "prudential reserves" would comprise, currently exists.
- a need for uniform accounting

Continued on page 7

⁴They have to be chameleonic to handle those slippery, if not at times slimy, accounting numbers.

⁵A triskaidekaphobe's nightmare.

TABLE V

International Banking Triads

ORACLES

OECD

Morgan Guaranty

World Bank

WORRIES

Brazil

Mexico

Argentina

ADVISORS

Kuhn Loeb

Lazard Freres

S.G. Warburg

SHAKERS

Tom Clausen
(World Bank)

Henry Wallich
(FED)

Tom Theobald
(Citibank)

DEBT GUIDES

Debtor Reporting System
(World Bank)

Development Assistance
Committee (OECD)

International Capital Market
Statistics (CMS)

CREDITORS

Governments

Commercial Banks

International Agencies

STRATEGIES

Global Scanning (Money-center banks & consortia)

Product differentiation (Wholesale banking and financial services)

Market stratification (Middle-market customers)



T-BIRDS UNITE!

ATI? If AGSIM didn't have an alumni association, it would have to invent one. In fact, that is what has been happening; we've been inventing your alumni association. The proposed name is Associated Thunderbirds International (A.T.I.). It will be a dynamic and constantly growing organization with a flexible structure.

The largest component will be Associated Thunderbirds, Inc. (USA). It will provide the communication and coordination for all Thunderbirds living in American states, commonwealths and territories. The USA unit will be divided into regional councils, and urban chapters where sufficient numbers and volunteer leaders exist.

Outside the U.S., multinational regional groups, national units and urban chapters will be organized. For example, Associated Thunderbirds Latin America will cover Central America, the Caribbean and South America. Within that region there are sufficient numbers for national units in Mexico, Venezuela, and Brazil. Urban chapters for Mexico City, Caracas, Sao Paulo, and Rio de Janeiro may be formed; however, the Mexico national unit and the Mexico City chapter would be comprised of nearly the same people. Similar cases exist in Singapore, Hong Kong, and a few other locations.

As mentioned elsewhere in this issue, Japan and Korea national units and west continental Europe regional groups have already organized. Recognized chapters would have voting seats on the next level of organization; the national units, etc. There are many

A	ssociated	T	hunderbirds	I	nternational
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AGSIM	American Graduate School of International Management [1973 -]
TGSIM	Thunderbird Graduate School of International Management [1968 - 1973]
AIFT	American Institute of Foreign Trade [1946 - 1968]

Associated Thunderbirds, Inc. [U.S. of A.] :

- | | |
|---------------------------------|----------------------------|
| *Atlanta | Greater Los Angeles |
| Greater Chicago | *Orange County, California |
| Florida (Greater Miami) | *Greater Pittsburgh |
| Greater Dallas - Forth Worth | *Greater San Diego |
| New England (Boston-Providence) | San Francisco Bay Area |
| Greater New York | *Seattle - Tacoma Area |
| Greater Houston | Greater Washington, D.C. |
| *Greater Kansas City | #Puerto Rico |

Associated Thunderbirds, Europe

- | | |
|--------------------------|-----------|
| Associated Thunderbirds, | [U.K.] |
| Associated Thunderbirds, | [Germany] |
| Associated Thunderbirds, | [France] |

Associated Thunderbirds, Far East/West Pacific

- | | |
|--------------------------|-------------|
| Associated Thunderbirds, | [Japan] |
| Associated Thunderbirds, | [Korea] |
| Associated Thunderbirds, | [Hong Kong] |
| Associated Thunderbirds, | [Singapore] |

Associated Thunderbirds, Latin America

- | | |
|--------------------------|-------------|
| Associated Thunderbirds, | [Brazil] |
| Associated Thunderbirds, | [Mexico] |
| Associated Thunderbirds, | [Venezuela] |

Associated Thunderbirds, Middle East

- | | |
|--------------------------|----------------|
| Associated Thunderbirds, | [Saudi Arabia] |
|--------------------------|----------------|

*Organizing or Irregular programming

#May have dual affiliation with A.T., Latin America

things to be resolved and the plan will be modified in response to your reactions. For example, we need to determine who and how many shall serve as directors at each level of organization, what sort of ex-officio, elective and appointive process should be used to determine officers and succession for each unit and what relationship shall exist between and among the various levels and units. There are a good many models and ideas from which to choose.

We need your response. Preliminary reaction from a small number of alumni who have visited campus or attended chapter leadership group sessions has favored some sort of fee, dues, or life membership payment to build an operating fund endowment for ATI. We want all alumni of the school involved. Other dues paying associations we've contacted can only count some 15 to 40 percent of their potential members willing to pay dues. Are Thunderbirds different?

Whatever we decide about money, we need leaders. Please volunteer and nominate other T-Birds for organizational roles. The international, regional and national board posts will largely be policy and communication posts with occasional operations committee and conference work involved. Many T-Birds have been doing invaluable work recruiting students, referring jobs and employers, and assisting in fund raising for years. Now the additional opportunity of building a formal alumni communications and advisory network is available.

All Thunderbirds have a vested interest in the reputation and effectiveness of the school. Alumni achievement, broadly communicated, is one of the major pillars of that reputation. An alumni association is a primary means for enhancing communication and providing counsel to the school as it continues to pursue excellence and its founders' dream. Please, let us hear your thoughts and nominations!

Tom Kidd
Director of Alumni Relations

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procedures and disclosure standards.

- a "tiering effect" in interest rates.

The particulars are grim. Third World debt has more than quintupled in a decade, and by the end of this year could top \$600 billion, approximately half of it owed to private banks. Repayments falling due in many cases rival the debtor nations' foreign exchange earnings, and the cash-flow squeeze is expected to worsen in 1983 and 1984. This year alone, more than a score of debtors are likely to seek rescheduling of upward of \$30 billion in payments falling due. That would be three times the amount that couldn't be

paid on time in 1981 and more than six times the rescheduling needed in 1980. Week by week the roster of foreign defaulters (actual or prospective) expands, and the quality of loans to troubled countries (& domestic companies, for that matter) grows more suspect.

To conclude on a more sanguine note, there is little doubt that the rate of growth of international lending over the next few years will decelerate, and the terms of that lending, i.e., yields and maturities, will harden. But there's more to banking than just lending. The U.S. is being inexorably pulled into the orbit of an increasingly integrated global capital market network. The financial service needs of this market, however, are virtually untapped. To be fully exploited, legislative initiatives, as well as the present delivery system (branches), will have to change somewhat. Superior institutional technology should allow U.S. banks to get more business from foreign MNCs. Productivity improvement in the industry will be the linchpin of such change. Though scares that the international financial system may unravel have not been fully scotched, the potential rewards of the game seem to adequately reflect the risks. There is lingering suspicion that, despite their lament, banks do rather well, even from rescheduling. In fact, fee-earning merchant bankers have found a booming new business advising hard-pressed countries how to manage their debts. So despite its nightmarish leitmotif, even the crazy-quilt world of international banking sports a silver lining of sorts.

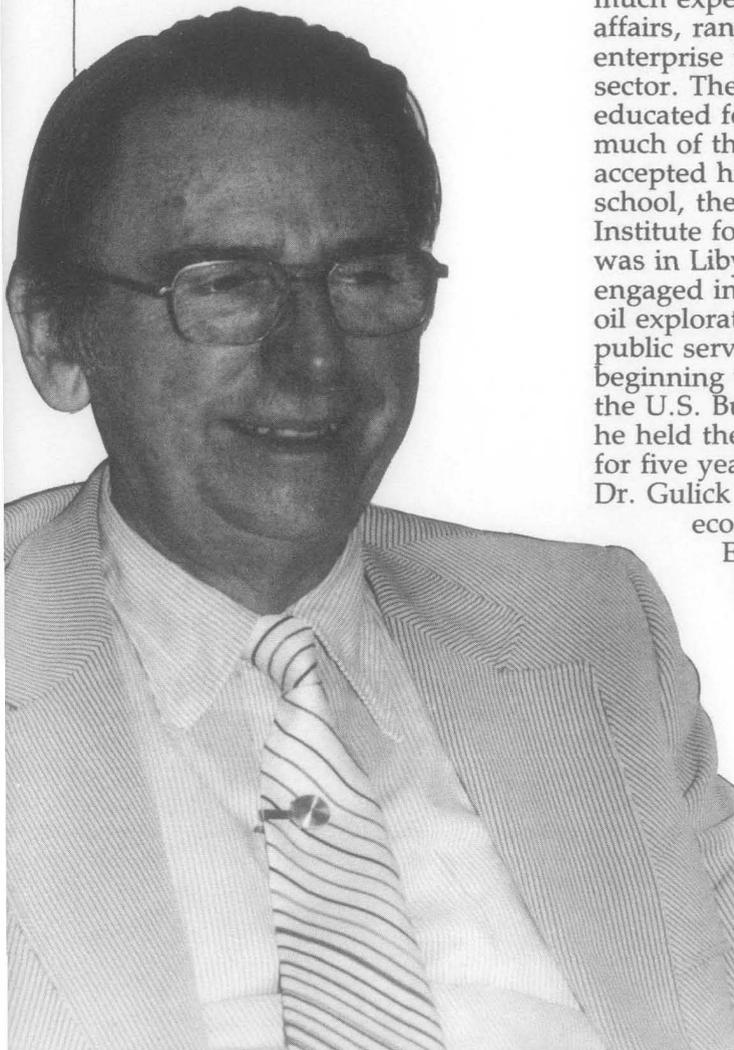
TABLE VI

Domestic Banking's Changing Marketing Mix

- Product**—retail RPs; sweep accounts; jumbo CDs; money market accounts; truncation; alternative mortgage designs; unbundling; a new "line of commerce."
- Place**—interstate; a national market; a new "turf"; consolidation & homogenization.
- Price**—full cost pricing; unbundling; price competition.
- Promotion**—aggressive & predatory, via boutiques & congenics; VIDEOTEX; nonprice strategies; self-service & shared delivery systems.

An Interview with Dr. Gulick

by Nancy J. Greenberg '83



After 18 years of service as American Graduate School of International Management's Dean of Admissions, Dr. Robert L. Gulick, Jr. has retired from this position on the Thunderbird Campus. While he intends to remain with the school as professor of international studies and foreign student advisor, this November Dr. Gulick handed his former responsibilities over to his assistant and long-time friend, John James Arthur, '57.

The position of Dean of Admissions today is much different from the one which Dr. Gulick accepted in March of 1964. The school, and particularly his office of admissions has undergone a metamorphosis, undoubtedly due in part to the ideas and the vitality which Dr. Gulick brought to AGSIM. His rich and varied experiences prior to his appointment here, as well as his continuing achievements in office, have added much to the development of the school.

As befits the international nature of AGSIM and the tradition of its personnel, Dr. Gulick has had much experience in international affairs, ranging from business enterprise to service in the public sector. The California-born and educated former dean has traveled much of the world. At the time he accepted his position with the school, then called The American Institute for Foreign Trade, Gulick was in Libya where he was engaged in supplying material to oil exploration companies. His public service work preceded this, beginning with foreign service in the U.S. Bureau of Customs. There he held the position of appraiser for five years. After World War II, Dr. Gulick was appointed

economist at the Carnegie Endowment for International Peace in New York and Secretary-Treasurer for the Committee on International Economic Policy, working for the continuation of the reciprocal trade agreements program and for the approval by Congress of the British Loan Agreement. At this time, he also

had the privilege of attending the first postwar Congress of the International Chamber of Commerce in Montreux, Switzerland, as well as participating in events relating to the formation of the United Nations in San Francisco. In the British Loan Agreement campaign, Dr. Gulick was involved in writing a pamphlet setting forth the reasons for approval, at which time he developed a question and answer technique which he has subsequently used with great success in the literature regarding AGSIM, to respond to the many questions of potential T-Birds.

Dr. Gulick has also had extensive experience in teaching and lecturing. When his term with the Carnegie Endowment came to an end, he returned to his native and beloved state to lecture on the Berkeley Campus of the University of California, where he had received his M.A. and Ph.D. while working in the United States Customs Service. He edited and published extensively there on topics pertaining to world trade policy and to the Middle East, his area of expertise and the homeland of his wife and current Assistant Professor of Arabic at AGSIM, Bahia Gulick. He also engaged in some extramural work at the university, editing pamphlets on tariff protection for farm products and arranging for guest speakers before business groups. He arranged for the visit of the former Shah of Iran to the Berkeley campus. In November 1976, he lectured at the universities of Baghdad, Sulaymaniah, and Mosul in Iraq.

When Dr. Gulick arrived on the Thunderbird Campus in 1964, the job of Dean of Admissions was a nebulous one. He recalls, "There was not much in the way of briefing. At the time, I understood that my chief task would be to travel around the nation and build up the student body, which was really too low to make the school economically viable." And build he did! In the spring of 1964, there were 221 students enrolled in The American Institute for Foreign Trade. Eighteen years later, in the spring of 1982, student enrollment had reached 1,084. It is here, in

generating interest in AGSIM among potential T-Birds, that Gulick sees his greatest personal achievement. Though he modestly states, "I don't think I have achieved anything alone," and stresses the help he has received from his assistant and new Dean, John James Arthur, as well as from President Voris and many faculty members, he admits, "My greatest contribution was the creation of a body of Alumni Educational Counselors to carry the preponderating share of the recruitment burden." This program of alumni counselors located throughout the world to serve as information resources, was initiated by Dr. Gulick in January 1965, and has continued to meet with great success. In addition to the total student population increasing by four times its 1964 size, the number of women has increased from five to 374, and the foreign students from 13 to 274.

Dr. Gulick also sees changes in the quality of the school offerings over the years. When he became Dean, the curriculum offered only one course in management, as compared with the wide variety of courses now taught by the World Business Department. The major emphasis of the school was on Latin American Studies. There were no classes in German, Japanese, Chinese or Arabic. Dr. Gulick himself introduced the first course on the Middle East, which he and a political science professor from Arizona State University taught in a team approach. He was also a strong supporter of the summer session and of Winterim, which he believes has become a very important showcase offering many programs not available elsewhere, like International Agribusiness and International Insurance and Risk Management.

As to the future, regarding the school enrollment policy, Dr. Gulick projects, "I think that it's quite all right to remain somewhere around our present level. But I think that the way to enrich the curriculum is to encourage Arizona State University to offer courses on this campus and to permit our students to receive a maximum of nine hours of relevant credit as compared with the present three."

On a more personal level, Dr. Gulick is interested in pursuing some ideas concerning the importation/exportation of new products, many of which are in the food line, as well as possibly continuing on at AGSIM in a part-time professor/advisor capacity. He is also currently involved in real estate in California and Arizona, and serves on the Board of Directors of the Glendale Community Council, activities which he intends to continue. On the "pro bono publico" side, Dr. Gulick's ultimate goal is to "do everything possible to further the cause of peace in the world." He is a member of an association of university professors, with headquarters in Germany, which is currently concentrating on this issue of world peace. It is an issue of utmost importance to the people of the world, according to Dr. Gulick. As a member of the Bahá'í faith, he believes that, "War is the most preventable of accidents," and that "the chief duty of every person is to work for the unity of the human race."

With a record of great success in achieving goals set forth both here at AGSIM and in the other phases of his life, and with the humanitarian objective he wishes to pursue, Dr. Gulick steps down from his position of Dean of Admissions, a position he has fulfilled to the maximum. As he moves on to other endeavors, he leaves his successor, quite ironically, with a very different challenge from that which he faced. His achievements in communicating the AGSIM experience to future T-Birds has left the admissions office with the task of trying to keep enrollment figures down, rather than to stimulate them. This is indeed a tribute to Dr. Gulick.

Nancy J. Greenberg (Winter '83) is a graduate of the Pennsylvania State University ('82). She holds a bachelor's degree in Advertising from the School of Journalism there. Her current areas of emphasis at AGSIM are marketing and European studies. She also serves as an assistant in the Communications Office at AGSIM.

WORLD AFFAIRS CONFERENCE: FOCUS ON THE MIDDLE EAST

Each year the World Affairs Conference brings together well-known leaders of government, industry, and academia to share with the students, faculty, local business people, and the general public their knowledge and expertise on an area of the world.

The 1983 World Affairs Conference entitled "The Development of the Middle East" will take place February 17-19 and will consist of discussion panels on relevant socio-economic and political issues affecting Middle East countries. The eight discussion topics are: The Role of Islamic Law in Business, U.S. Foreign Policy, Business and Political Stability in the Tri-continental Area, the Role of Women, Petrodollar Investment, Banking and Finance in the Middle East, Agribusiness in the Middle East, and Modernization and Development in the Middle East.

Several of the well-known speakers who will be attending the conference are: Mr. John Duke Anthony, board member of the American Educational Trust and author of *Arab States of the Lower Gulf*; Mr. John Law, former vice president of Chase Manhattan Bank and chief correspondent for the Middle East at U.S. NEWS AND WORLD REPORT; and Dr. Abu Lughod, professor of Political Science at Northwestern University. Sheikh Zaki Yamani, the oil minister of Saudi Arabia, is also tentatively scheduled as a guest speaker for the conference. The 1983 World Affairs Conference on the Middle East should be one of AGSIM's most significant events offered to students, faculty, and local business people. All AGSIM alumni are cordially invited to participate in the conference. For more information, write: Dr. Issa Peters, Faculty Advisor or Philip de Sousa, Chairman, Box 262, AGSIM, Glendale, Arizona 85306.

FMC Chairman Cites Five New Challenges in International Trade

In accepting the school's 1982 International Executive of the Year Award on October 14, FMC chairman and chief executive officer, Robert H. Malott, called on the academic community to help U.S. business and government find solutions to five pressing problems in international trade:

- The growing disrespect for patents and industrial property rights in the international business community,
- The recent escalation of export credit wars,
- The competition in tax subsidies for export sales,
- The predatory manipulation of foreign exchange rates, and
- The increase in non-tariff barriers, which have prevented free and fair access to world markets.

As a key point, Malott questioned whether the general agreement on tariffs and trade (Gatt), established in 1947 to provide a framework for international trade negotiations, was able to handle these tough new problems. Malott said, "The issue we must face squarely is this: Can Gatt handle the realities of today? Or do we need new, more comprehensive guidelines on which to base future international trade?"

Malott elaborated on each of the five major problem areas as follows:

Regarding industrial property rights, Malott indicated that many developing countries are trying to change the rules of the Paris Convention on Industrial Property Rights so they can obtain immediate and cost-free access to



President Voris (right), presents the International Executive of the Year Award to Robert Malott at the annual Board of Trustees' dinner.

developed country technology. "They have been pressing for agreements which would allow them to seize patented technology and give it to their own domestic firms if the multi-national company did not exercise its patent rights within a set time period—perhaps as little as 30 months." Malott indicated that FMC has been working on legislation to give U.S. companies greater recourse against violators of U.S. patent rights.

Recently, credit wars have escalated among industrial countries, as they have resorted increasingly to subsidized financing packages to stimulate their exports. Efforts to negotiate gentlemen's

agreements on export credits have thus far failed to curb the problem. As an alternative, Malott proposed establishing a new international export credit agency to enforce common rules on export financing.

Tax subsidies on export sales have created enormous distortions to international trade. The industrial countries are wasting an enormous amount of time, energy, and money just to stalemate each other's export subsidies. Malott suggested that the industrial countries devote their efforts instead to reaching an understanding on common standards for export tax relief.

To discourage imports and encourage exports, governments have been systematically engaged in exchange rate manipulation. "This manipulation is not overt, but is often hidden in a maze of capital or financial market controls," Malott said. To curtail this, Malott suggested broadening the scope of the international monetary fund to include explicit authority over exchange rate manipulation. "The fund's member countries could give the IMF the power to impose sanctions on any nations which did not allow their currencies to move freely in response to underlying market forces."

The access of U.S. producers to foreign markets has been progressively restricted by such non-tariff barriers as domestic safety standards, import licensing requirements, and local content rules. "The U.S. represents the biggest import market in the world and, by and large, we've made this great asset available to our trading partners with relatively few restrictions," Malott said. "We're a country that truly believes in open markets and the free entry of goods, but our trading partners must know that we are no longer willing to tolerate one-way streets." Malott concluded by saying that "free access to all markets of the world must be an unending objective as we seek guidelines for international trade."

AGSIM Trustee Honored by Public Relations Society

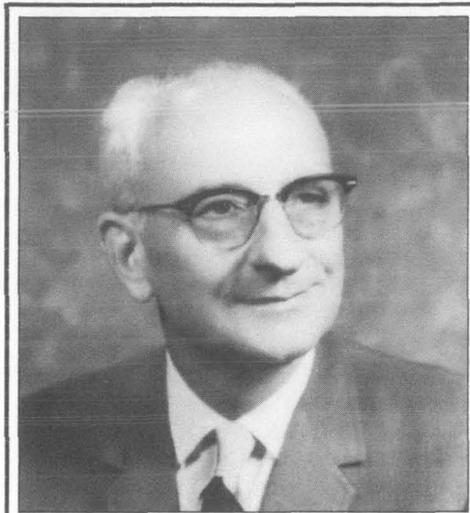
Edward M. Carson, president and chief executive officer of First Interstate Bank of Arizona was presented the first PHOENIX Award for leadership in the field of public relations. The award, instituted this year by the Phoenix Chapter of the Public Relations Society of America to recognize the CEO of an organization in Arizona who has distinguished himself or herself through the use of public relations principles, was bestowed on Carson at an October luncheon at the Mountain Shadows Resort.

Alumnus Presents Guide to Mexico City



Stephen M. Ringler ('69), division vice president, trading operations, International Multifoods, presents a copy of his book, *Descubra la Ciudad de México*, to Lora Jeanne Wheeler, AGSIM library. It is the only reference guide of its kind in Mexico City. It took two year's of Steve's free time to research and write the book, and to date more than 30,000 copies have been sold. Illustrations, depicting popular sites for youngsters throughout Mexico City, were done by elementary school children.

This was Steve's first visit to AGSIM since he graduated and he combined the book presentation with some recruiting for his company.



Dr. Frank Jackle, beloved by thousands of Thunderbirds, died on Saturday, December 18, 1982; he was 73 years old. Dr. Jackle had been a guest at the Class of 1957 Reception on Thursday, December 16. His devotion to the school and life-long achievements as professor, language department chairman and Dean of Students, were honored in a memorial service on Tuesday, December 21st. A fitting permanent memorial will be determined.

AGSIM Co-ed Wins Fiesta Bowl Queen Runner-up

Dawn Cotton, an AGSIM second semester student, placed second in the November Fiesta Bowl Queen competition in Phoenix. She will attend numerous Fiesta Bowl events in addition to receiving a \$500 scholarship, a watch and a number of formal outfits.

INTERCOM

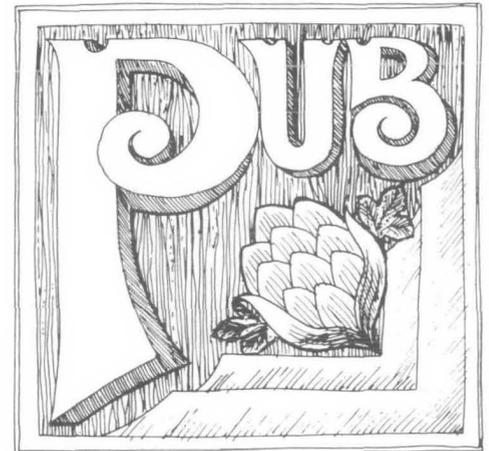
Fourteen middle management executives graduated from their eight-month Intercom program on October 15. The exercises were held at the Camelback Inn and Dr. Dale Beck Furnish, professor of law, Armstrong College of Law, Arizona State University, and assistant director of the International Legal Center, Santiago, Chile, was the featured speaker.

W. B. Chair in Agribusiness Established

The Prince Charitable Trusts, Chicago, Illinois, has awarded the school a grant of \$200,000 to establish a professorial chair of Agribusiness in the World Business Department.

In advising the school of the award, the Prince Trusts officers noted that establishing a chair in Agribusiness to ground AGSIM graduate students "in the agricultural environment on a global scale" is very worthwhile.

This is the second endowed chair received by AGSIM. A chair in international insurance was established recently through a grant from the C.V. Starr Foundation in New York.



Believe it or not, the PUB is undergoing a complete renovation this winter!!!! Part of the project entails new wall hangings. The theme of the new PUB will be historical—old planes, early T-birds, etc. If you have any old pictures or documents relating to Thunderbird, why don't you share them on the walls of the PUB? All pictures accepted will be acknowledged with a brass plaque naming the subject and donor. The PUB, of course, will pay all enlargement costs. Please help out and immortalize yourself at the same time. All submissions can be sent to the Alumni Office and returned if clearly marked.

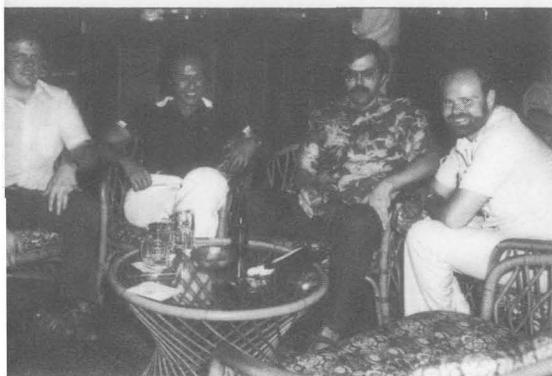
¿QUÉ PASA?



On the Move Three T-Birds celebrate their "moves." Together in Phoenix for Easter, from the left, Rosalie Johnson ('79), Anne Bettis ('80) and Jane Dodson ('79). Rosalie moved from New York to Dallas, Anne left St. Louis for Phoenix, and Jane moved from Phoenix to Australia.



Minneapolis-St. Paul A fair-sized group of alums in the Twin-Cities area got together in early fall to plan a future T-Bird gathering. Shown, left to right, first row: Bruce Smith, Steve Brandywine, Cindy Werner, Gail Beske, Bill Jenkins; second row, Barbara Harns, Kathy Kurttila Shimada, John Hay; third row, Sharon Hoffman, Katie Lindblad, Blair Bertram, Peter Newman; back row, Christy Brandt, and Mark Lindblad.



Singapore The class of '81 had a mini-reunion at the Raffles Hotel. Shown, from the left, Larry Johnson, with World Vision; Iggy Khomasurya, with Procter and Gamble; Joe O'Dowd, with Salsbury Labs; and Jim Reinholdt, Singapore Airlines.

In response to many requests, the monthly meeting for T-Birds has been changed to the first Friday of every month. In addition, we have changed the venue to: THE SLOAN COURT HOTEL, 17 BALMORAL ROAD, SINGAPORE 1025, TEL: 235-3311.

Time is still 5:30 p.m.

Tokyo Thunderbird Alumni Association President Hiromi Yoshida writes that the organization has scheduled four official meetings for the year and that they are preparing an alumni directory of Thunderbirds in Japan to be distributed to active members of the association.

Officers for 1982 are: Hiromi Yoshida ('78), president; Charles Emanuel ('72), vice president; Masao Komiya ('78), vice president; and Buzz Trudeau ('78), vice president.

Seoul, Korea The Thunderbird-Korea Alumni Association threw a lively cocktail/dinner party at the home of Bill Valenti ('74) in Seoul in May. The association, reorganized in September 1981, has grown to over 50 members, including foreign residents in Korea. The success of the May affair points to more events ahead.

Well deserved kudos go to Jae Suk Lee ('73), Jung-Kil Kim ('75), both vice-chairmen of the association, and Jung Bae Kim ('75) for orchestrating the party. J.B. Kim is secretary general of the association. Dr. Ju-Sup Han ('75), professor at Chungang University is chairman, and Bill Valenti, executive vice president of Saehan Merchant Banking Corp., was appointed vice-chairman, representing the foreign contingency in the association. The goal of the association is to promote friendly ties among Korean and foreign T-Birds in Seoul, and to enhance the image of AGSIM in Asia.

Dallas-Fort Worth The July "international potluck and pool party" at Mark and Marlene Gebhardt's drew about 30 area T-Birds, and a good time was had by all. There was also a polo match and ballet doubleheader at the Willow Bend Polo Club in Plano, Texas in August, and it was also well attended.

Washington, D.C. The Washington, D.C. Chapter of "Associated Thunderbirds International," in conjunction with the Washington Management and Business Association hosted a "Washington Update" luncheon on November 1 at Blackie's House of Beef. The speaker, Hugh Sidey, contributing editor, TIME Magazine, presented a special view of the current political situation and the elections' relationship to business and industry.

Brian Marshall, president of the D.C. chapter, also reports that about 30 T-Birds attended a summer gathering at the Kelso's and that T-Bird attendance at the Stanford luncheon was fair.

Chicago Please note the change of location for the monthly T-Bird meetings in Chicago. The group meets the first Tuesday of the month in the "Pub Room" of King Arthur's Pub, 126 South Wells Street, on the corner of Wells and Adams at 5:30 p.m. There is 24 hour parking across the street (under the "L").

A turnout of more than 75 people made the second annual Crystal Lake Picnic for Chicago-area T-Birds in August a great success. They came from Indiana and Wisconsin as well as from the Chicago area. Graduating classes from '48 to '82 were represented. Bob Bean ('48), who has been a valuable and loyal T-Bird to the Chicago group, will be retiring with his wife, Alice, to Green Valley, Arizona.

Panama Bill Moore ('79), Michael Pierce ('68) and Bill Riley ('75) organized an October Thunderbird Reunion at the oceanside home of Phyllis and Thad Chamberlain ('55) in Panama City. Alums were encouraged to bring a typical Latin American gift to be donated to the international auction, all of which gave the gathering a little different twist. More than 20 T-Birds attended.

Mexico City President Alyce Tidball reports that the Thunderbird Alumni Association of Mexico held their annual Chili Cook-off in late spring at the home of Ken and Hari Foster (both '74). More than 50 adult T-Birds attended accompanied by approximately 15 Baby Birds.

The winners of the Cook-off, selected from 15 entrants, were:

- 1st Place — Sheila Keeler (Mrs. Phil '56)
- 2nd Place — Nancy Karklins (Mrs. George '73)
- 3rd Place — Paul Reiss ('60)

The Mexico association holds breakfast meetings the FIRST THURSDAY of each month at 8:00 a.m. at the UNIVERSITY CLUB. Alums traveling in Mexico, please take note!

Thunderbird Club of New

England Area T-Birds met at Michael's Waterfront on November 16 to meet and talk with Tom Kidd, alumni director from the school. Tom discussed plans for the "worldwide alumni association" and had a chance to meet and talk with members of one of the school's most active alumni groups.

New York Alumni director Tom Kidd spread the word about the "worldwide alumni association" at the November 19 gathering of New York T-Birds at the Raw Cream Factory on Hubert St.

Northern California Don't forget the Thunderbird Roost the first Tuesday of every month at 5:00 p.m. at Barnaby's Embarcadero No. 2 in San Francisco. Take note all you traveling and visiting T-Birds!

The fall picnic for the Northern California Alumni Association was held on October 31 at Angel Island. No report at press time, but we assume a good turnout!

Elections for officers will be held at the annual Christmas party and we will report the results in the next edition of *Thunderbird Magazine*.

Saudi Arabia The Kingdom-wide get-together was held in early October at the home of Heidi and Gene Castle in Riyadh. T-Birds from Jeddah and Al Khobar also attended. They included: Cliff Foster, Kate Bloor Baroni, Phil Blaisdell, John Baroni, Amin Hassan, Roger Voegelé, Bob Abbenzeller, Eric Schroder, Dean Storm, William Van B. Robertson, R. Jon Kailey, Greg Harrison and Ted Giza.

¿DONDE ESTAN?

CLASS OF 1956

We need your help! If you know the whereabouts of these alumni, please gather the information and send it to us at: The Alumni Office, American Graduate School of International Management, Glendale, Arizona 85306.

By providing our office with this information, you assist us in keeping track of the successes of our graduates. A list of unknown alumni will appear consecutively by graduation year in upcoming issues of "Thunderbird." We're eager to receive news about you, your family or your T-Bird friends for our Update section, so please include that information also.

Muchas Gracias!

Allenbach, Richard J.	Leist, Lewis G.
Anderson, Elmer R.	Longwill, Ben L.
Bailey, Robert D.	Mangum, Hugh J.
Blair, Royce C.	Marable, Jess B.
Brann, Norman J.	McNamara, Thomas J.
Briggs, Harry T.	Meehan, Carl B.
Campo, F.J.	Morris, Robert L.
Carroll, J.J.	Oakes, George B.
Carson, Warren J.	Offner, Francis X.
Cornell, C.M.	Pabst, R.F.
Coyle, Robert J.	Proctor, Custis N.
Crowe, George L.	Quinn, Milton
Drose, John J.	Rockwell, Charles S.
Dunham, Dale G.	Rosa, Kenneth
Edwards, Nancy	Ruby, Edward C.
Fambrini, Robert L.	Salonites, Stephen M.
Fox, Robert D.	Schreiber, Stanley J.
Gallagher, Jerome J.	Scott, Gene W.
Gatterer, Charles F.	Small, Odis
Harden, John	Stanley, Jack M.
Hogan, John J.	Stewart, Paul
Ireland, T.M.	Stokes, Gerald H.
Irwin, Carolyn E.	Varty, Robert J.
Jackson, David L.	Ventosa, John J.
Karnes, Robert E.	Vogt, Milton M.
Kimball, W.G.	Wagner, Willard D.
Kjelstrup, Robert C.	Young, John
Kohlhoff, Henry W.	Zimmer, Thomas J.
Kostich, Norman E.	
Larsen, James P.	

ALUMNI UPDATE

Class of '47 and '48

Herbert H. Adams ('47) is an international operations manager with the Graber Company in Madison, Wi. **Raymond R. Chartraw** ('47) is a marketing manager with the Ohio Rubber Company of Willoughby, Oh. **Ben Cid Novoa, Jr.** ('47) has taken a position as business manager for the TEAM Electronic Stores in Anchorage, Ak. **Robert B. Moyer** ('48) has been transferred from Goodyear International to the Goodyear Tire and Rubber Company as manager of dealer relations in Ohio. **Allen P. Terho** ('48) is director of Eastman Kodak's Administration and Support-Marketing Education Center in International Photographic Operations in New York.

Class of '49 and '50

Lloyd Clark ('49), founder of the Council on Abandoned Military Posts is instructing a course on this topic at the Rio Salado Community College in Sun City, Az. **George S. Malcom** ('50) is a broker-associate with Florida Trend Properties, Inc. in Ft. Lauderdale, Fl. **Duane Mowry** ('50) is a finance staff assistant with the Hughes Aircraft Company in Los Angeles. **Roy L. (Tom) Osborn** ('50) is president of Osborn Products, Inc. of Phoenix, specializing in industrial products. **Peter Scott** ('50) has been elected chief executive officer of consumer goods and building materials with the Di Giorgio Corporation of San Francisco.

Class of '51 and '52

Lyle E. Bricker ('51) has been transferred from Goodyear International to Goodyear Tire and Rubber Company as manager of off-shore insurance in Akron, Oh. **Sterling W. Kelley, Jr.** ('51) has been named president of Arneson Products, Inc. of California. **John P. Snyder** ('51) is a semi-retired investments manager in Laguna Niguel, Ca. **Brayton Lincoln** ('52) has established his own advertising/promotion company operating on a contract basis in South Dartmouth, Ma. **Samuel Schulman** ('52) is the owner of the S & J Company in Irvine, Ca.

Class of '53

Eugene F. Benz is a programmer analyst with the Auto Club of Southern California. **Robert M. Cooney** is business manager and vice president of the consumer banking division for Citibank, N.A. in Panama. **Thomas B. Hitchcock** has been named vice president with Citibank of New York in their insurance industries department, where he has global coordination responsibilities as well as domestic clients. Tom joined with Citibank upon graduation and has been with them for 29 years. He and his wife, **Mary (Wrinch)-also** '53) reside in Stamford, Ct. **Alan L. Ockene** is in Belgium where he is vice president with the Goodyear International Corporation in their European division. **Phillip W. Sweany** has taken a position as marketing technical support director of International Photographic Operations with Eastman-Kodak in New York. **Henry L. Woodward** has left Tanner Precast and is now working for Sergins, Hoskins, and Beckwith in Phoenix.

Class of '54

In July, the alumni office received a delightful letter from **Mark A. Antinucci** and his wife, Lois, in the form of an early Christmas card, with apologies for the holidays gone by without word of their whereabouts. Mark and Lois are living in Rome, where he has his own business and she is heading the English department of a private school. Mark writes that his children, all nine of them, are doing well in their various activities, and that he and Lois are enjoying the cultural masterpieces and the warmth that Rome has to offer. **Bill**

Banning is a sales and export manager of Hamilton-Ditmore, Inc., a fireplace equipment company of Costa Mesa, Ca. He writes that he still has fond memories of "such things as cows in swimming pools and Mr. Finney's unending need for copious quantities of Cannon towels." **George E. Hale** has left Property Investors Co., where he was a partner, to become a self-employed realtor in Pasadena, Ca. **Joseph A. Kraynick** has been named national sales manager for RBP Chemical Corporation, manufacturer of lithographic plates and chemicals in Milwaukee, Wi. **Charles A. Whitcomb** has been elected president of Intercontinental Bank in Miami. He was formerly with Chase Manhattan Bank in Puerto Rico.

Class of '55

Tom Nay is with Shearson/American Express in Orlando, Fla., where he is working in investments. **R.K. Pooler** is the president and **John A. Santana** ('71) is the vice president of International Marine Fuels of San Francisco, Inc., an affiliate of the San Francisco Petroleum Co. The firm was started by the two T-Birds for the purpose of supplying domestic and international vessel bankers. **George Rainoff** is vice president and administrator of international operations with Johnson & Higgins of New York and is residing in Mahwah, NJ. **John M. Viborel** is a corporate director with S.C. Johnson and Son of France.

Class of '56

Robert Churidis has opened P.J. Chemicals Inc. in Santa Fe Springs, Ca. After retiring from the Goodyear Corporation in Akron, **Paul Delaney** has returned to his hometown of Clyde, Tx. where he is now a freelance writer. **Peter J. Roman**, who received his BFT in '56 and returned to AGSIM for his MIM in '69, is now a production manager with Levi Strauss Eximco at the World Trade Center in Geneva. **Charles M. Stockholm** has been named senior executive vice president for a new banking group of Crocker National Bank, a San Francisco based bank which is owned in part by Midland Bank Ltd. of London. His division is devoted to wholesale domestic corporate and international business.

Class of '57 and '58

Alexander Boggio ('57) is an associate of Patterson & Floyd, Inc., an agricultural commodities broker supplying ingredients to feed, soap and chemical industries. **William Bortoff** ('57) and his wife, **Laura**, are living in Mexico where he is with Lance, S.A. **Giles A. Doyle** ('57) is with GTE International in Computerized Restaurant Systems. He is residing in Anaheim, Ca. **Robert A. Egly** ('57) is the president of SRW Computer Component Co. of California. **Francisco Gaitan** ('57) is a general manager with the Revlon Overseas Corporation C.A. in Caracas. **Cruz R. Mora** ('57) is a deputy probation officer for Los Angeles County, soon to be returning to engineering in Australia with TRW. **Timothy S. Reed** ('57)



Brayton Lincoln '52

M. Wrinch Hitchcock '53



Thomas B. Hitchcock '53

George Rainoff '55



Paul Dulaney '56

William H. Holtsnider '59



Cesar J. Balmaseda '60

Joseph Weatherby, Jr. '61



Darryl J. Petersen '62

John Zeibarth '62

has been promoted to relationship banker for Citibank in San Juan, Puerto Rico, where he also serves on the board of governors and as treasurer of the United Fund. **James M. Stothers** ('57) has left Koppel Inc. to join AGREX Corp. of California as treasurer for the company. **William Sigal** ('58) is in Paris working for the *Globesan Newsletter*. **Cleo E. Wall** ('58) is the president of HUB International in Houston.

Class of '59

James P. Bonner, Jr. is still working as export director with Roberts Consolidated Industries. His job requires frequent travel to the Far East and Latin America. **Richard E. Crumb** is corporate vice president with Bank of America in New York. **Dr. Richard L. Cummings** has accepted the position of academic dean and professor of international and intercultural studies at International University - Europe in London. **Bart L. Hartzell** and his wife, Lynn, have moved to Sydney, Australia, where he has been transferred with Boeing, after spending 3½ years in Europe with this company. **William H. Holtsnider** has been named vice president of corporate internal development with the Gillette Company in Boston, Mass. **William G. Hoover** is sales manager and marketing association vice president with Goodyear International in Akron, Oh. **Jack H. Matkin** has been named president of Rainbow Knit and Sportswear of North Carolina. **Richard O. Snyder** has retired from the Bureau of Public Assistance and is residing in Claremont, Ca. **Paul Wayne Wright** is the executive vice president and chief operating officer of the Abu Dhabi International Bank (ADIB), a Washington D.C. subsidiary of the National Bank of Abu Dhabi of the Middle East.

Class of '60

Cesar J. Balmaseda has been named vice president of export sales for the world tire group with the Firestone Tire and Rubber Company in Akron, Oh. He has been with Firestone 21 years and has served in various sales jobs in both domestic and international operations, including assistant to the vice president for Latin American operations and manager of marketing for Europe. **Roberto Castillo** has left Smithkline Corp. to join Coulter Electronics, in Florida, as an export director. **Jack E. Donnelly's** appointment as president of GTE Business Communications Systems Inc. was written up in the May 13, 1982 issue of the Wall Street Journal. Jack, who was formerly the managing director and chief executive officer of Plessey Office Systems Ltd., now heads this newly designed unit of the Stamford, Ct. based GTE Communications Products Group which will serve the emerging telecommunications markets created by government deregulation. **Valerie (Tognazzini) Kieser** is a corporate secretary for Diamond T Land and Cattle Company of Oakland, Ca., a family company in which she and her husband **John** ('60) are becoming more active, in addition to his work at Kaiser Aluminum and Chemical Corp. **Jack A. Kruppenbach**

has moved to Lancaster, Tx. where he is employed with Energy Analysts Inc. **Chad Leidy** has decided, after years abroad, to come home to Lafayette, Ca. where he is a manager with Travel Center, a California based agency. **Vernon K. Meyer** and his wife Lois are the owners of Newspaper Promotional Services of Redding, Ca., a business which requires them to travel throughout the Northwest USA, publishing special pages and sections for a variety of newspapers and shoppers.

Class of '61

Robert E. Barnes has been named executive vice president for Bank of the West in San Francisco. **Paul D. Black** is the president of Industrial West in Newport Beach, Ca. **Burton Allan Lazar** is the president of Resource Industries Corp. in Chicago. **Dr. Joseph N. Weatherby Jr.**, a professor of political science at the California Polytechnic State University, was elected by the statewide academic senate of the California State University to serve as Secretary of the Executive Committee of the Senate. This is one among many honors Weatherby has been awarded by the university. He has also been nominated for the systemwide CSM outstanding professor award and has received several fellowships in the past.

Class of '62

Jack S. Beldon is vice president and general manager with the Goodyear International Corporation in Peru. **Dr. Carlos E. Cortés** is chairman, Department of History, University of California, Riverside and was named a member of the California Council for the Humanities. He also served as guest host on the PBS program, "Why in the World?" and serves on the National Advisory Committee for that nationally televised series. **Richard E. Hayes** is a director with the Sitrine Corp. of Campinas, Brazil. **Curtiss Klus** is a field sales manager with the Whirlpool Corp. in Stevensville, Mi. **Kevin F. McMahon** is vice president of First Virginia Bank Roanoke West in Salem, Va., responsible for the regional trust department in southwest Virginia. **George A. Mendenhall** is the president of Paramount Export Co., a food exporting firm of Oakland. He is living in Sunriver, Or. with his wife, Katherine. **Charles E. Niemann** has been promoted to manager of Vintage World Travel in Modesto, Ca. **Walter F. Patterson's** new position as sales manager for the Faultless Company was brought to the attention of the alumni department when his name and photo appeared in an article about the Cologne Hardware Fair in the July/August issue of *Export* magazine. **Darryl J. Petersen** is the president of Strategic Career Services, a career consulting firm based in Lafayette, Ca. **Wallis R. Sanborn** is a regional marketing manager with Kawasaki Loaders, Inc. in Austin, Tx. **B. Paul Smith** is general manager with Banco Andino in El Dorado, Panama. **John Ziebarth** has been promoted to group vice president with American White Cross Laboratories, Inc. of New Rochelle, NY.



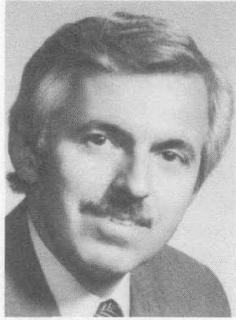
Dan L. Henderson '63



Brian Reilly '66



Peter Feddersen '67



Dean Hendricks '67



Larry K. Mellinger '68



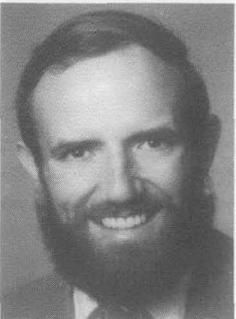
Ralph B. Hurlbutt '69



Sharon K. Taylor '69



John P. Kingman '70



Dwan L. Shipley '70

Class of '63

James B. Catlett, Jr. is a partner in the Sunburst Energy Company, oil producers, in San Antonio. **Robert J. Gehl** is president of Tempotech Industries, Inc. in Hart, Mi. **Dan Henderson**, senior product manager of the recently-formed Sears Roebuck Trading Co., Chicago, visited campus in September for the first time since he graduated. He related that after a short time with B.F. Goodrich, he joined Sears and looked forward to an overseas assignment after "domestic training," which has lasted for 19 years. One thing about the physical appearance of AGSIM caught Dan's eye—"half the swimming pool is gone." **Don Hellbusch** has formed his own corporation in California after holding some very good export positions with Magnavox and most recently, with a subsidiary of Bristol-Myers. **Bradford E. Romine** is an owner of Dawson, Judson, Romine and Associates, Inc., a manufacturer's representative company in Ohio. **Robert E. Williamson** has taken a new position as product/market specialist in the export branch of John Deere Intercontinental Ltd.

Class of '64

Peter B. Blackford is managing director with the Goodyear International Corp. in Australia. **Allen F. Drachman** is a salesman with SATTLEERS, a kitchen remodel designer in Concord, Ca. **Murray H. Hutchinson** is chairman and CEO of the IT Corporation in California. **John R. Jagoe** has been named vice president of sales and marketing with Aeration Industries of Chaska, Mn. His company, specializing in water pollution equipment, is rapidly expanding in international sales. **James B. Kelly** is a manager of international sales for the Davy McKee Corp. of Cleveland, Oh. **Richard Kithil, Jr.** is the owner of the Service Company, a small franchise organization in home repairs. He and his wife, Linda, live in Boulder, Co.

Class of '65

Robertson Gaylor is living in Paris where he is with ERCA. **Donald B. Gillespie** is assistant to the promotion director for Goodyear International in Mexico. **Jamie T. Irvine** is an assistant vice president of Corroon & Black, Co. of New York, an insurance brokerage firm. **Ken Palmer**, written up in *Living* magazine's fall 1980 issue as their "Executive on the Move," is deputy manager for Crocker Bank's Los Angeles International Office. Throughout his international banking career, Ken has had various assignments in Costa Rica, Singapore, Nigeria and New York, as well as his current position in Los Angeles. **George F. Thomas III** is a project accounting coordinator with Saudi Arabian Parsons Ltd. in Jeddah.

Class of '66

Leavitt B. Ahrens, Jr. has transferred from Rio de Janeiro to Hong Kong with Blue Bell, Inc. as director, Asia for Wrangler Jeans. **Edward M. Baltrusaitis** is a sales manager with Vanderbilt Export Corporation of S. Norwalk, Ct. He writes, "Sold my house and moved on board my 36 foot ketch. Winters are a bit cold in Connecticut but it's an interesting way to live." **Vincent D. Cater** has been named senior vice president of Citizens & Southern National Bank in Atlanta, Ga. **Edward Cline** is with the Oceanic Contracting Company in Dubai, UAE. **Albro (Dick) Daniel** is the vice president of sales and marketing with the Ford Meter Box Company, manufacturer of valves and fittings. He and his wife, Linda, and two sons, Albro Jr. (15) and Craig (13), are residing in Wabash, In. where Linda teaches learning disabled elementary children. **T.S. Fletcher** is assistant vice president with L.F. Rothchild, Unterberg, and Tocobin in San Francisco. **James H. Koessler** owns an investment firm in Billings, Mt. **Alford B. Johnson** has been promoted to district sales manager for ARMCO, International of Illinois. **Charles Meech** is managing director of the London Northwestern Bank. **Reese Moyers** is with World Bank/Dominican Republic in Washington, D.C. **Brian Reilly** has been named vice president of International Development at Jostens, Inc., a Minneapolis-based manufacturer of custom-designed recognition products. Brian was the international marketing manager at ARMCO, Inc. prior to accepting his new position. **H. Clifford Rudisill II** and partner bought the Village Inn, a 27 room hotel, built in 1771, in January. The Inn, located in Lenox, Ma., also has a restaurant and two bars—he welcomes T-Birds with a 20% discount! **Joseph E. Thompson** has been transferred to London as the vice president and senior European representative for Southeast Bank, NA. His position entails extensive traveling in Western Europe to facilitate customer and investor relationships for the bank throughout Florida.

Class of '67

Timothy J. Bloom graduated from law school in 1981 and is currently awaiting the results of his bar exam in Sacramento, Ca. **Richard Brotzman** is vice president with Hallmark Cards in Mexico. **John L. Campbell** owns the Pacific Outpost Sales and Export Company of Kaihia, Hi., where he resides with his wife, Carol. **Richard Dueringer** is the assistant vice president/branch office manager at E.F. Hutton of Michigan. **Robert E. Duncan** is vice president and treasurer of the Grove Manufacturing Company in Shady Grove, Pa. **William C. Dyer** is manager of the Latin American division of Connell Bros. Co. in San Francisco. **Peter Feddersen** has moved from Thailand to Australia with the Continental Overseas Corporation as general manager of Australia/New Zealand operations. He is living in Sydney with his wife, Hilary Garret, and two sons, 8 and 10 years old. **William R. Gilson** is a manager of real estate development with the

Wickland Oil Co. in California. **Dean Henricks** has been named vice president and central region manager for ContiCommodity Services, a subsidiary of Continental Grain Company. The company is a major international futures brokerage firm with offices in the US, Canada, England, West Germany, The Netherlands and South America. **Richard J. Matchette** has started his own import-export business in Miami, Fl. **Edward H. Reading, Jr.** is living with his wife, Marie, in Akron where he is vice president and general manager of IM-EX International Inc. **Jennings Rowland** is a marketing manager of hose products with Goodyear International USA of Akron, Ohio. He is living in Clinton with his wife, Teresa Marie. **Kent Swisher** is the principal of All American Racers and Gimney International in Corona Del Mar, Ca.

Class of '68

Richard Austin is a partner in a San Francisco and Nevada consulting firm, Research Applications Inc., as well as running a cattle ranch and a children's school in Baker, Nv. **William C. Brown** is a vice president and general manager of the American Express International Banking Corporation in Seoul, South Korea. **William DeLeon** is a partner in International Commodities, Inc., a new company concerned with the export-trading of electronics, iron, steel, and aluminum in Chadds Ford, Pa. **John W. Dickinson, Jr.** is a senior sales representative for Firestone Tires in Lima, Peru, where he is residing with his wife, **Christine Rae**. **Larry K. Mellinger**, senior vice president of Union Bank, Los Angeles, has been promoted to manager of the international banking department. Union Bank is a wholly owned subsidiary of the Standard Chartered Bank Group, headquartered in London. **Rudolph Pina** is an import supervisor with William F. Joffroy Inc., a custom house brokerage firm in Nogales, Az. **Robert W. Repsher** has been promoted from his current assignment in Chicago to national merchandise manager with Sears Roebuck de Venezuela. He is living with his wife and daughter in Caracas. **I.R. Sanchez** is with the Central National Bank of Cleveland in New York. **Jim Strunk** is a sales manager for Latin America with the Electronics Corporation of America in Cambridge, Ma. **Voldemars Stukuls** has resigned from European Paper and Fibre Corp. to establish VS International, Inc., an export corporation in the Boston suburbs. **Timothy F. Torrington** has left the Wilbur-Ellis Co. to join the Atlapac Trading Co. in Long Beach, Ca. **Montroville B. Walker** is a marketing manager with Eastman Kodak in Singapore.

Class of '69

James P. Blaisdell is assistant vice president of Wells Fargo, agribusiness department in Modesto, Ca. **James Brokken** has been promoted to senior vice president with Manufacturers Hanover Trust of New York. **Marshall E. Bryan** is an assistant to the sales director for Goodyear International Corporation in West Germany. **Robert A. Dellork** is now teaching at Rancho-Starbuck Jr. High School and is still living in Santa

Ana, Ca. **Christian Demaret** is treaty reinsurance manager with INA Reinsurance Company of Paris. **E. Stephen Duggan** is living with his wife, Anni, and two daughters, ages 9 and 11, in Corsica, where he is the director of his own viticulture business. **Eric B. Fable** is the president of Air Express World Inc., an international trade brokerage firm, in Scottsdale, Az. **John Girton** is with AIU in Paris. **Ralph B. Hurlbutt** was transferred from the New York branch of Mellon Bank to the London branch where he was made manager and senior vice president in charge of Europe and the Middle East. **G. Johns** has been promoted to vice president for American Express International of Bangladesh. **James A. Klein** is vice president of Polymax International in Houston. **John R. Knorr** is a school psychologist for the Traverse Bay Area Intermediate School District in Traverse City, Mi. **Wesley A. Kruse** is self-employed with Kruse Realty in Whittier, Ca. **Graham Lowe** is program director with the Franklin Mint Corporation in Newtown Square, Pa. **C. Allen McDevitt** is a broker/trader for Allwood Industries, Inc. in Portland, Or. **Stephen L. Novkov** has been appointed general manager of AFIA's Japan operations. Before his promotion he was general manager for the Hong Kong operation and his assignments have also included Guam, Tokyo and Bangkok. **Robert R. Placht** is a field office manager with Raymond International Builders of Houston, Tx. **John C. Polhemus** is managing director of Goodyear International in the Philippines. **Didier Pollisard** is a sales manager with BP International in Duala/Cameroon, Africa. **Joe Restno** is a self-employed entertainer whose recent appearances include spots on two prime time television dramas, *Hill Street Blues* and *The FBI*. **Stephen Ringler** has been promoted to division vice president of trading with International Multifood, Inc. in Minneapolis, Mn. He visited campus in October to recruit for his company. First time back in 13 years. **Dana J. Schneider, Jr.** has taken a position as a vice president with the First National Bank of Chicago. **Armund J. Schoen** is assistant vice president and deputy general manager with the First National Bank of Chicago in Madrid. **Georgie M. Stillman** is the proprietor of GMS Fine Art Appraisal Service in San Diego. She is the director and past president of the San Diego Chapter of the American Society of Appraisers, a member of the executive board of the International Society of Appraisers, and a lecturer at Indiana University. **Sharon Kay Taylor** is the director of marketing and information for the San Diego Metropolitan Transit Development Board. **George Tomaszewicz** is a self-employed tax and investment planning specialist with the Metro Financial Group of Dallas. **James L. Wilson** is a general manager at Ketchum Medical Company in California. **Terence K. Young** is a human resource development consultant for Canada and South America with Caterpillar Americus Co.

Class of '70

Bill R. Blevins is the section head in cataloging and support of the Marnot Library at the University of Utah. **Houston W. Briggs II** is a market representative for ICSD Corp. in Kissimmee, Fl. **Stephen Bull** is an operation manager for Dayco American Corporation and is residing in Oakland, Ca. **Carolyn (Polson) Daniel** and **John Walter Daniel** ('71) have returned to Dallas after spending 8½ years in Asia where John was the regional head of the First National Bank of Dallas. **Max Dickman** is a sales manager with the NCH Corporation of Texas. **Libby G. Ginnetti** is vice president of American Assurance Co., Ltd., a life insurance company of Bangkok, Thailand. **James H. Henderson** was appointed a principal of Anspach Grossman Portugal Inc. of New York, a communications and designs consulting firm concerned with corporate identity programs. The firm's growing clientele list includes AMF, Citibank and Esmark, among others. **William G. Johnston** is a pricing manager with the Southern Pacific Transportation Co. in San Francisco. **David T. Kaveny** is the director (VP) of the international division of American Express Bank GmbH in West Germany, where he is responsible for correspondent/wholesale banking. **E.L. Kerin** is the president of Serigraphics Displays Inc., a sales promotions and pop display company. He and his wife, Michelle, are residing in Costa Mesa, Ca. **Peter Kingman** has been promoted to vice president with Northern Trust of Chicago. **Larry E. McCarver** has left Charles Machine Works, Inc. to join the Barton Valve Co. of Oklahoma as director of marketing. He is responsible for the company's worldwide marketing activities. **Glenn R. McQuiston** has formed a law partnership under the name of Dahl & McQuiston in Seattle, Wa. The firm is primarily engaged in maritime, natural resources and commercial law. **David B. Morehouse** is assistant vice president with First Los Angeles Bank in credit administration for the Los Angeles Airport region. **Walter H. Nagel** is the owner of Nagel Trade Management Co., the exclusive licensee for German food processing equipment manufacturing. **Charles F. Palm, Jr.** and his wife, Teresa, are in Tlalneptantla, Mexico, where he is district manager of Cameron Iron Works de Mexico, S.A. **Frank O. Rivera** is living in Phoenix where he is the general manager, Latin American division of Slush Puppie. **William L. Roberts** is a marketing manager with Eastman Kodak in Malaysia. **Jeffrey Ruzicka** has been named senior vice president at Northern Trust of Chicago. **Charles E. Scriven** has been appointed product manager for Koehring Lorain, a unit of AMCA International Corporation of Chattanooga, Tn. **Austin M. Seay** is in a training program with Tidewater Marine Service in Los Angeles. **Kenneth E. Shetterley** owns the Durham-Western Corporation, an export brokerage firm in Durham, Or. **Dwan L. Shipley** is interning as an associate pastor with the United Methodist Church in Lander, Wy. **Lawrence W. Stater** is living in Santa Rosa, Ca. where he is employed as a stock broker for Paine Webber. **Michael H. Summers** is division

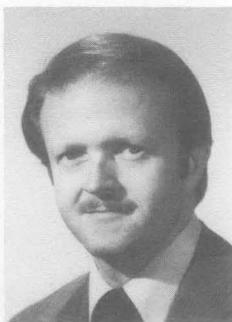
manager and partner of Colbaugh & Son, a turquoise dealer in Kingman, Az. **William C. Walker** has been promoted to vice president with Northern Trust of Chicago. **John M. Werner** has been promoted to general manager with the H.J. Heinz Co. in Miami, Fl.

Class of '71

Robert W. Adams is a sales engineer for E. I. DuPont de Nemours and is living in Mesa, Az. **Robert F. Ainslie, Jr.** has left Sears Roebuck and Co. to start his own firm, Ainslie and Associates in California. **Gerald L. Anderson** is self-employed in connection with a radiator shop in Southern California. **William H. Coughlin** is residing in Phoenix and working for the City of Tempe. **John D. Daughenbaugh** has been named vice president and general manager of the First Interstate Bank of California's Taipei operation. **Jeffrey D. Davis** has been promoted to export manager with the Paramount Export Co. of California. **Thomas E. Dent** is teaching for the Department of Education in Agana, Guam. **Kenneth J. Hernandez** is in Houston where he is working as a senior sales



Gene Mansfield '71



Ed C. Auble '72



Robert J. Sherr, Jr. '72



Kenn G. Morris '73



Wylie D. Barnett '75

representative for STALLAVAL, Inc., a company specializing in industrial products for oil and gas. **Warren W. Herrbott** is an accounts receivable manager with Honeywell Computers of Phoenix. **George W. Howard III** is a regional manager, Japan/Korea, with AFIA in Tokyo. **Jeffrey B. Johnson**, a desk officer for the U.S. Department of Commerce in India, was a member of the U.S. delegation to Indo-U.S. Economic-Commercial Sub-division in New Delhi in February '82. **David W. Josephson** has been named vice president of the Union Bank of Los Angeles. He is in the international banking division. **William T. Kelley, Jr.** has left Cavitron Inc. to join TKB International as vice president of marketing in Newport Beach, Ca. **Martin Lakacinski** has moved from Houston to Fresno, Ca. to start his own manufacturing business, Gulf Protein Company. **Eugene Mansfield** was appointed CPhA legislative director on April 20, 1981. He has also served as chief administrative officer of the Joint Committee on Rules of the California Legislature, as well as deputy administrative officer of the Assembly Rules Committee. **Peter C. Matthews** has been named president and dealer for Matthews Chevrolet Co. Prior to June, 1982, when his father stepped down as president, Peter was vice president and general manager of the agency. **Joseph T. Miller** is a management and organizational development specialist with the Bahrain Petroleum Company in Awali. **John N. Piznak** is a director with American Express IBC, Travel Service in Frankfurt. **Leith A. Swanson** is the managing director at K-Comp Inc., a micro-computer company of Glendale, Ca. **William L. Telling** is a group product director with Brown and Williamson Tobacco of Louisville, Ky.

Class of '72

John A. Allred has been named vice president in the international division of Union Bank in Los Angeles. He and his wife, Barbara, are living in San Pedro, Ca. John left the position of second vice president at Chase Manhattan Bank in Bogota, Colombia to join with Union Bank. **John C. Anderson** has been promoted to director of international marketing and sales with Binny and Smith in Pennsylvania. **Kris W. Anderson** has moved into the advertising business with May/Partners, Inc. of Seattle. He writes, "In December, 1972 our Inter-Ad team took first place for Pampers Diapers/England. It's only taken 11 years to finally get into the agency side as a partner." **Ed Auble** has left AIG after 10 years plus and is now group insurance manager for Alden-Levine Associates in Valley Forge, Pa. He says, "... after 10 moves from 1972 to 80, we're ready to stop rambling. We'd love to get involved with T-Birds in the Philadelphia area." Spouse Bonnie will finish physician's assistant program at Hahnemann Medical Center in Philadelphia in June '83. **Dario Benedetti** is a technical services manager with Getz Co. and is residing in Burlingame, Ca. **D. Bruce Blankenship**, vice president and secretary of Blankenship Development Inc., real estate and investments, has been appointed to the board of directors for Bank of the West in Lubbock, Tx. **Christopher L.**

Chesser has resigned as vice president in charge of production at Filmways, to enter into independent production. He is presently producing a theatrical feature in London and Mexico. **Vincente F. Coronado** is assistant superintendent with Cargill, Inc. of Tampa, Fl. **James D. Daniels** has been elected vice president of Rubenstein, Wolfson and Co., a New York based public relations firm, handling such clients as Ernst and Whinney; Johnson and Higgins and L.F. Rothschild. **Selden M. Daniels** has left Northern Air Freight to join Spectrum Logistics Corp. as director of operations. **John F. Duffer** is a vice president and general sales manager for Pepsi-Cola Bottling Co. in Raleigh, NC. **Gregory W. Duffin** has been appointed general manager for AFIA's Hong Kong operation. He has had previous assignments in the Virgin Islands, Brazil, the Bahamas and Singapore. **Michael Gardiner** has been transferred to Singapore with Hertz International. **Mathewson (Mat) B. Green** is vice president with Russell Reynolds Associates, Inc., executive recruiting consultants, in London. **Gary L. Hogenson** has moved with A.P. Green Refractories' Latin American headquarters to Santo Domingo. **Richard W. King** is an export manager with Kent International in San Francisco. **Edward S. Lucas Jr.** is in Greece where he is production director with Goodyear International. **Stephen H. Mahood** is a high school teacher of accounting and economics in Washington, D.C. **Gerald P. O'Brien** is an area manager with Surgicot-Squibb of Smithtown, NY. **Dennis J. Orio** is an insurance underwriter with Chubb & Son of Short Hills, NJ. Since October, 1981, he has been Chubb International's home/foreign manager, responsible for activities of the international division in the US and Canada. **John D. Prudden** is senior vice president with Commonwealth Leasing Corporation in Michigan. **James F. Rehrman** is working for Weyerhaeuser Co. of Seattle, Wa. in new business development. **James Rice** is vice president with the First National Bank of Minneapolis. **Jeffrey T. Ruby** is regional manager/Latin America with FMC-Elgin Leach International Inc. in Illinois. **William D. Rye** has opened his own store, The Soccer Place, and is involved in junior soccer leagues in Franklin, Tn. **Robert J. Sherr, Jr.** is the director of marketing for the Arizona State Lottery and is currently serving as president of the Phoenix Businessmen's Association. **Henry S. Slesinger** is with Slesinger, Yaranoff and Associates Advertising in Phoenix. **Gary E. Smith** owns and operates the G & M Company, a textile/garment business in Buchana, Mi. **Robert M. Walker** is an international credit officer with the United Bank of Arizona and is residing in Phoenix. **Craig E. Wanamaker** has been named vice president of Centeer Bank of Kansas City, Ne.

Class of '73

Paul Bergman is an international trade specialist with the US Department of Commerce in Denver, Co. **Randall Bishop** and his wife, Lori Abell, ('74) are partners in AROS, an investment management and financial planning firm. They have done

projects for a film targeted at multi-million dollar investment in Indonesia, and have also picked up their first multi-million dollar investment analysis project involving holdings in Paris, New York and Los Angeles. Randall also took the California bar exam in July, 1981. **R.J. Davis** is a vice president with Multinational Energy. He is living in Irving, Tx. **Martin A. Feigenbaum** is with the Marvitec Export Corp. of Miami, Fl. **Stephen W. Graeber** has left Metropolitan Life Insurance to join the CNA Insurance Co. of California. **Timothy J. Holden** has joined Union Bank's Century City regional office as assistant vice president in the priority banking department. **Willard B. Hunter** has been named senior marketing research analyst with Dow Chemical USA, assuming marketing responsibilities and new product positioning diversification duties aimed at both the STYRON polystyrene resins and copolymers/styrenic specialties marketing groups. **Robert A. Luzar** is the owner of R.E.W., a land development, construction and investment company in Scottsdale, Az. **Ronald E. MacDonald** is the director-Asia/Pacific with the Greyhound Leasing and Financial Corporation in Tokyo. **Thomas A. Monroe** is international sales manager for the Fluid Control Division of the FMC Corp., an oil tool manufacturing company of Houston, Tx. He lives with his wife, Marguerite, in Woodlands, Tx. **Kenn G. Morris** has joined Callan Data Systems of Westlake Village, Ca. as director of marketing communications. **David S. Morsky** is a transportation analyst for Eastman Kodak in New York. **Ronald Nicosia** is an administrative contracting officer with the US Department of Defense, employed as a specialist administering commercial, government to government and NATO contracts for the US Navy. **Gerard V. Perez** is the president of Fine Art Resources, Inc. of Chicago. **Roxanne (Juni) Skawin** is a regional manager of product financing with MacDonald Douglas Finance Corp. of California. **David Talbot** has started Promotional Planning Inc., a meeting and convention company in Longhorne, Pa. **Jesse G. Wilson** is vice president of marketing-services for Elmerhurst Management Service. **Thomas C. Woodruff** has been made a vice president of Bank of America in San Francisco.

Class of '74

Robert Bauchman has been promoted to vice president with Northern Trust of Chicago. **Roger Bildsten** has been promoted to assistant vice president with the First National Bank of Chicago. **Avinder S. Bindra** has been transferred to Singapore as vice president of Asia Pacific Capital Corp., LTD, the merchant banking arm of Citicorp in the Asia/Pacific region. **Patrice Boyer** has moved to Sydney, Australia where he is a managing director with Nordson Australia, a firm specializing in paint spraying and adhesive application equipment. **Richard W. Buck** is a sales representative with the Calgon Corp. in Garland, Tx. **Bryan P. Fay** is a trust business development officer with the Capital Bank and Trust Co. of Louisiana. He is living in Baton Rouge with

his wife, Kathy. **Stanley Gavin** is an assistant driller with the Santa Fe Drilling Company of California. He is currently working in eastern Venezuela and anticipates transferring to Qatar or Bahrain. **James J. Gilligan** is an international sales manager with the CarboLine Company, industrial coatings/fireproofing specialists, of St. Louis, Mo. **Robert C. Grant** is national account manager with AT&T of Laguna Hills, Ca. He writes, "It's not bad working for the largest corporation in the world." **Paul E. Larson** and his wife, Pat, are living in Dohe, Qatar where he is the manager of Circle Freight. He is anxious to hear from any T-Birds in the Middle East. **John C. Melarkey** is an auditor with the First Interstate Bank of Nevada in Reno. **Won K. Pak** is with E. J. Paxon & Co., Inc. of New York. **Robert G. Quinn** is an international banking officer with the Wells Fargo Bank of San Francisco. **David L. Sandel** is marketing operations manager with Cooper Energies Services International Inc. in Jakarta, Selatan, Indonesia. **Greg Wood** is assistant sales manager with Landstar Homes International in Florida. **Russell P. Wood** is a brand manager with Pepsi-Cola Bottling Co. of Alaska, Inc.

Class of '75

Mark W. Anderson is a regional marketing manager with Hershey International Ltd., a subsidiary of Hershey Foods Corp. in Pennsylvania. **Mark Anderton** has left Sygnetics to accept a position with Tandem Computers in California. **S. Robert August** has joined Stuart R. Scott and Associates, Inc., a full service commercial and residential real estate concern in Colorado Springs, as vice president of marketing and sales. **Wylie D. Barnett** has been promoted to principal field manager with the Ford Motor Company Caribbean Inc. in which he acts as the liaison between the Ford Motor Co. and a dealer body in Puerto Rico and the Caribbean. **Brian W. Black** is director of international marketing for Koehring Excavators of Milwaukee, Wi. **Harold Blair** is with the international trade division of the State of Ohio. **Jay P. Boyd** has moved from Athens, Greece to Oxford, England where he is a district manager for the Grove International Corporation. He is responsible for sales in six Mediterranean countries. **Robert C. Burnett** is the general manager with Coflexip UK Ltd. of Scotland. He is living in Kincardineshire with his wife, Patti. **C. James Conner** was promoted to vice president of Texasgulf Export Corporation of London and is residing with his wife, Tricia, in Hampstead, London. **John P. Corral** has left Del Mar Avionics to join IMED International Corporation in Ft. Lauderdale as a Latin American regional manager. He tells us, "IMED is using the AGSIM Placement Center for possible international candidates upon my request." **Salvatore D'Amato, Jr.** was promoted to district sales manager with Metropolitan Life Insurance in Worcester, Ma. **R. Scott Dannon** is on a five month executive leave from the Xerox Corp. to help establish the Los Angeles Trade Development Corporation, a non-profit public corporation set up by Mayor Bradley of Los Angeles to aid small businesses in entering the

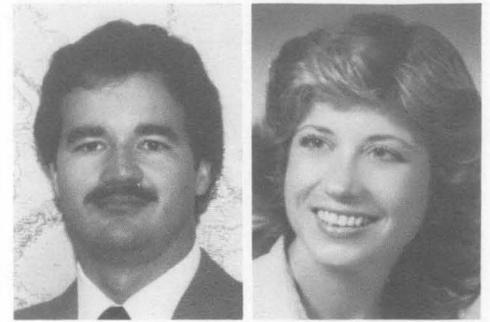
exporting field. Scott is serving as manager of export development. **James H. Davis** is an assistant vice president with the Irving Trust Company of New York. **Alice (Miller) Dupas** is residing in Paris where she is with APC Management Services. **Sally (McKey) Dry** is a business analyst for NL Baroid/Latin American operations in Houston where she lives with her husband, James. **Stuart W. Forman** has moved to Merrimack, NH where he is employed as a compensation manager for Wang Laboratories. **George M. Fronske** is an international coordinator with IIT Courier and is living in Glendale, Az. **Gordon Goad** is the co-owner, vice president and general manager of Nimbus, Inc., an import-export business in Las Vegas. **Vrej Gregorian** is a manager with VGH Inc. of California and is living in Glendale, Ca. **James C. Harrington** is the senior vice president of RTP, Inc., a trading corporation of Los Angeles. **James C. Hartenstein** is in Chile where he is sales director for Goodyear International. **Dale R. Jackson** is a director of purchasing with the Continental Grain Company of Chicago. **Christine Laning** is a senior computer designer with Martin Marietta Corp. in Orlando, Fl. **Andrew J. Lubin** has left Alchem International to join Burwill (USA) Inc. in Ft. Wayne, In. **Paul Martell** is with BNP in Paris. **Patrick H. Martin** is a sales representative with Warner Lambert in Houston. **John R. McArthur** is with Deposit Guaranty National Bank of Jackson, Ms. **Jerry McGuire** is residing in Paris and is employed with Made in France International. **Sarosh Mehta** has been promoted to assistant marketing manager with Kingston International of New York, after four years in expert operations with the company. Sarosh writes that she is "learning the fine art of putting together projects for as diverse an area as the Mid-East to Singapore 'the T-Bird way,' i.e., by doing, and love the challenge." **Richard L. Naughton** is a credit controller for Direct Container Line, a NVOCC based in Gardena, Ca. **Kevin P. O'Donnell** has been promoted to senior vice president for sales and marketing at HPI (Hospital Pharmacies, Inc.) in Los Angeles. **Adeleke Odutula** is a managing director at Melchemie Nigeria Limited, a chemical and fertilizer company in Nigeria. **Ken Pickens** is an international accountant with the Western Geophysical Company in Houston. **Marilyn Oetjen Philipp** has been a personnel supervisor for the law firm Hahn, Cazier, Leff of Los Angeles since April, 1981. **Bruce B. Proctor** is vice president of the Taiwan branch of the Continental Illinois National Bank in Taipei. **Thomas J. Radl** and his wife, Deborah Ann, have moved to Dubai where he has transferred with Firestone Tire and Rubber Company as area sales manager. He is responsible for all activities in the Gulf States. **William F. Rastetter** is the director of Catholic Relief Services in Yaounde, Cameroon, where he is living with his wife, Victoria. **Carlos A. Roncal** is a pricing analyst for E-Systems Electronics Communication Inc., ECI Division of Florida. **Thierry Rouvier** is residing in Sevres, France and employed with Papiethyne in Aubervilliers. **Anthony Salcedo** is an advisory security representative with Wells Fargo Alarm

Services of California. **Peter B. Sargent** is a vice president in the international division of the Bay Bank of Boston, N.A. where he manages the Asian concerns. **Deborah A. Smith** has been named director of marketing and public relations for the Sporting Clubs, multi-function athletic facilities located in Denver, Atlanta, and McLean, Va. **Stephen L. Smothers** has accepted a position as international marketing manager with HCI Chemicals (USA) Inc. of Houston. He and his wife, Lynn, are living in Cyprus, Tx. **Linda L. Stack** is a director de cuentas with the Leo Burnett Ad Agency in Venezuela. **Roy J. Stoner** is an international marketing engineer for Latin America and Far East with Varian Associates of Palo Alto, Ca. **Luis Fernando Talavera** is with Talmor and Co., S.A. in Lima, Peru. **Douglas E. Thompson** is a sales manager for Westraco Corporation, manufacturer of specialty papers, in New York where he handles the firm's sales to Africa, Mexico, and the Orient. **Peter M. White** has been promoted to regional sales director with the United States Surgical Corporation in Norwalk, Ct.

Class of '76

Jeannot R. Barr has his own art business, with offices in New York and Dallas, selling to museums in the US, Canada and Europe as well as to private collectors. He is also writing a book and has a TV show on the art market on a local station in Texas. **Garrett R. Bowden** is a vice president with the Cross and Brown Company, a real estate brokerage/management firm in New York. **Kent K. Bullock** is a manager with A.L. Williams in Mesa, Az. **Bruce Burnam** is an auditor with SelecTV, a pay TV firm in California. **Joseph E. Cochran II**, vice president with the Provident Energy Company in Phoenix, was selected as an Outstanding Young Man of America. **V. Frank Colangelo** is a fleet computers manager with Lykes Bros. Steamship Co., of New Orleans. He is charged with the research and development of on-board computer applications in both administrative and technical areas. **Barbara Ackley Crofts** is a senior accountant with Arthur Anderson and Co. and is living in Huntington Beach, Ca. **Gabriel Cuellar** has been transferred to Miami with Graco, Inc. where he is their sales manager for South America. **Cassandra S. DeBerge** has been promoted to vice president of the international department of the Arizona Bank. **George Fong** is managing director with Beneficial Finance (HK) Ltd., as well as assistant vice president and representative of the parent company, The Consolidated Bank and Trust Corporation, Philippines-Hong Kong Rep. office in Hong Kong. **Warren A. Gresham, Jr.** is manager of the Europe/Africa division of International Minerals and Chemical Corporation in Mundelein, Il. **Lynette Guzzino** is an account supervisor with Wells Rich Green in New York. **Kirk Dale Haws** has moved to Athens, Greece as regional manager with the Clark Equipment Company of North Dakota. **Michael D. Hennessey** has been promoted to the position of international sales manager with the Dover Corporation/Blackmer Division,

where he has been servicing distributors in the capacity of area manager in Latin America. He has been with the firm since 1980 when he was hired as export coordinator, after three years experience with International Packaging Systems, Inc. **Steve Hering** is with First Northwest Bancshares, Minneapolis and is heading up their Singapore representative office. **R. Jon Kailey** and his wife, Kristin, have moved to Saudi Arabia where he has transferred as marketing manager with Owens-Corning Fiberglas. **Jack Isao Kakuda** is a trader of proprietary cash/financial futures and foreign currency arbitrage with Lehman Brothers, Kuhn, Loeb Inc. of New York. **Mark J. Kerrissey** is the vice president-Latin American division with the Santiago Trading Corporation of Houston. **Christopher O. Kroos** has left Chrysler after spending five years with them in Australia and the Middle East. He is joining King-Seely Thermos Company, a division of Household International as vice president of marketing. **David W. Loeb** is living in Chile where he has been appointed territory manager of Chile, Uruguay, and Brazil for John Deere Intercontinental Ltd. **Ram Manikkam** and his family have relocated to the Port Washington, Wi. area where he has been appointed to the position of technical services manager with Koehring Construction Equipment. **Bob Morey** is a service representative with International Harvester in Vienna. **W. Scott Morris** has been appointed second vice president, leasing, with the First National Bank of Omaha. **Cynthia (Leidner) Muller** is residing in New York with her husband, Carl, where she is assistant treasurer with the Morgan Guaranty Bank, consultants to MNC Treasurers. **Edward R. Newill** has been promoted to market manager of plastic surgery/special surgery equipment at the main offices of American Heyer-Schulte Corp. of California. **Carlos Noble** has been named second vice president of Northern Trust of Chicago. **Brian Noon** is a marketing manager for Western Europe and the Caribbean with Ecko Housewares of Illinois. **Mike Nystrom** is a senior accountant with L.F. Rothschild, Unterberg, Towbin of New York. **Michael A. Perlino** is the general manager with the Singapore branch of Harris Bank, Chicago. **Thomas P. Ringdahl** is an international sales manager with DATA South of Charlotte, NC. He is living in Lake Wylie, SC with his wife, Deborah. **Ronald B. Schuh** is a pilot with Southwest Airlines of Dallas. **Robert J. Segota** is a regional sales manager for Latin America and the Caribbean with the Whirlpool Corporation of Michigan. **Michael Short** has been named vice president and corporate banking head of Citibank Nagoya, Japan. **T. William Smale** is a distribution manager with Digital Research of Pacific Grove, Ca., a company specializing in micro-computer software. **Lindsey Stewart** is an account executive with the Xerox Learning Systems in Illinois. **Richard S. Thiessen** has moved from Italy to Singapore where he has accepted a position with Brown and Root. **Gloria A. Trierweiler** is an account manager in charge of new product development for Planter's Peanuts/Division of Nabisco Brands with the Benton and Bowles Advertising Agency.



Michael Hennessey '76 Barbara Griffin Marchese '78

She is living in Cliffside Park, NJ. **Douglas Trigg** is an account director with McCann Erickson Worldwide and is residing in Kettering, Oh. with his wife, Janet. **Cliff Wall** is a sales representative in south central Texas for the Siemen Corporation, a medical equipment manufacturing company. **Margo P. Wilton** has accepted a new position as senior analyst for the Texas State Securities Commission in Austin. **Jeffrey P. Woidneck** is living in Anaheim, Ca. where he is employed with Business Telephone Systems. **William L. Wray** is a merchandiser-product development with Blue Bell GmbH in West Germany. **Thomas E. Zapp** has moved to Valencia, Venezuela where he is working as territory manager of marketing for John Deere International, LTD.

Class of '77

Richard F. Avery is a region accounting manager with the Geofrac Division of Geosource Inc., an oil and gas well service in Midland, Tx. **William Bennett** is a national marketing director for the Steiner Corporation, an American linen supply company in Salt Lake City, Ut. **Ralph G. Bernfeld** has been named president and managing director of Goodyear de Panama, in South America. **Margaret (Baldwin) Bigelow** is associate vice president with Manufacturers Hanover Trust in New York. **Albert C. Blunt** is regional parts and service marketing manager with Caterpillar Far East Ltd. in Hong Kong. **William S. Brackney** is the assistant supervisor of reservations and sales with Piedmont Airlines of Reston, Va. **Boyd Brady** is a district sales manager with the Waldon Company of Canada. **Peter D. Browne** is a stockbroker and assistant vice president with Kidder Peabody & Co. in San Francisco. He and his wife, **Susan Stern Browne ('77)**, are residing in Alameda, Ca. **Thomas Chamberlain, Jr.** is an operations manager with Dr. Pepper/Canada Dry International in New York. **Steven Clarke** has accepted the position of international marketing manager with Peabody Myers Corp. of Illinois. He had served as a Thunderbird resource person in Melbourne, Australia. **John M. Clatterbuck** has left Bank of California to join Banker's Trust Company in Taipei as assistant vice president. **Laurence E. Crabb** is a general merchandise manager for Downers/Jansport of Wisconsin. **James A. Cracco** is on the corporate staff of the Burroughs Corp. He is the manager of acquisitions and divestitures for the company, which has just recently

acquired the Memorex Corp. **John B. Cypher** is a sales representative for Nippon-Denso of California and is residing in Longbeach. **Susana Del Carpio** is assistant vice president with the Texas Commerce Bank of Houston in their Latin American division. **John L. Draheim** has been promoted to loan officer in the foreign trade department of Union Bank's Chartered Bank of London in the San Francisco office. **Julie (Keefe) Fordyce** is an assistant vice president with the Credit Commercial de France in New York. **Forres Genaro** and his wife, Teresa Grace, are enjoying their new home in Highland, Ca. where he is working as an account executive for Ambassador Cards, a division of Hallmark, Inc. **Belinda G. Goldberg** is a personnel director for Bullock's Department Stores in Northridge, Ca. **Sharon Graham** is living in Paris where she is employed with Made in France International. **Randy F. Graves** is a senior sales representative with Wang Laboratories in Orlando, Fl. **Vickie A. Griswell** is a manager in the Human Resources Information Systems Division of the Storage Technology Corp. in Broomfield, Ct. **Joseph J. Gross, Jr.** is a market research analyst with Dow Chemical USA-Agricultural Products Division in Midland, Mi. **Siegfried Gunsenheimer** is with Gunsenheimer Management Consultants Euro Marketing Services in Boulogne-Billancourt, France. **Arthur L. Hale** is the vice president in the Latin American Division of AVIQUIPO Inc., an aviation supply company of Lyndhurst, NJ. **Kathleen M. Hansen** has returned to the US as a business analyst with Levi Strauss International of San Francisco. **Bradley C. Hodge** has been named president of the Overseas Oil & Gas Company of Dallas. **Robert J. Holmes** is a regional credit analyst for the General Electric Credit Corporation in Dallas. **Edward A. Irons** has been transferred to Hong Kong with Graphics International (HK) Ltd., where he holds the position of executive purchasing manager. **James S. Johnston**, formerly the US Representative of Japan's Descente Ltd. and Denver office manager, has been appointed vice president of Descente America, Inc., the new US sales subsidiary in New York. **Eddie J. Jusino, Jr.** recently joined First Interstate Bank of California as administrative assistant in the US banking division and is residing in Marina Del Ray. **Karen A. Kleinschmidt** has been promoted to senior profit analyst and trust officer for the Investment Management Division of Crocker National Bank in San Francisco. **Dale Kramer** is a manager of inter-company sales, operations, and custom service with the BF Goodrich Chemical Group/international marketing division in Ohio. **Lynn M. Kuchinski** has been promoted to senior data base analyst with the Coastal Corporation of Houston. **Peter A. Lamb** is a corporate service officer with the New York branch of Toronto-Dominion Bank, where he is involved in international money markets. **Jack A. Lavin** has been named assistant vice president with Citibank in London. **David J. Loechel** has joined American National Bank & Trust of Chicago as second vice president of International Banking. **Dave H. MacCaulay** is a regional marketing representative with IBM in New

York. **Craig MacDonald** is with Caterpillar Overseas SA in Geneva, where he is employed as a marketing analyst, as well as teaching a marketing class at Webster College. **Raulee Marcus** has left Armour Dial (Greyhound) to join the Neutragena Corporation of Los Angeles. **John R. McLaughlin** is a controller with General Mills Restaurant Group Inc., international division, in Orlando, Fl. **Marcia Mergler** has joined the National Bank of North America in New York as a senior banking officer, where she will be working in the international banking group's Mid/Far East Region. **Ziya Muhamedcani** has moved to Tokyo with his wife, Safiye, and their one year old child, Aziz. He has transferred as new products development manager with Johnson & Johnson, K.K. **Charles J. Munson II** is a manager in the money management department of Valmont Industries of Valley, Ne. **Farshid Najafi** is a self-employed developer in Tempe, Az. **Meredith Bell Nowak** has been promoted to international officer with the Rhode Island Hospital Trust National Bank. **Shirl Parker** is a purchasing manager for the Sunbeam Appliance Co. for their plants in Brownsville, Tx., and in Metamoros and Saltello, Mexico. **Cynthia R. Schiavo** is a senior marketing staff analyst with Baxter-Travenol, a hospital supply company in Deerfield, Il. **Suzanne Schutte** is living in Paris where she is with Parfums de Prestige International. **Randolph J. Senkus** is an operations analyst with Babcock & Wilcox in Wickliffe, Oh. **Andrew Silling** is an internal auditor with the Greyhound Corp. in Phoenix. **Anthony M. Souza** is with Citibank in Seoul, So. Korea. **Robert G. Starks** is with the Ford Motor Company in San Jose, Ca. where he is their merchandising manager. **Max R. Tarbox**, president of Elmer's Weights Inc., has been appointed to the Export Council by the US Secretary of Commerce. The purpose of this group is to increase the US share of world markets by encouraging small and medium size firms to engage in exportation. **Paul Tolnai** is the Western regional sales manager with the Applied Solar Energy Corporation of Ca. **J. Wright Witcher** is a marketing planning coordinator with Eli Lilly Canada Inc. and is residing in Ontario. **Joseph J. Yurgiewicz** is the area manager of Latin American truck components marketing for the Eaton Corp. of Fl.

Class of '78

Frances M. Aldrich is assistant treasurer for J. Henry Schroder Banking in Miami, Fl. **Pierre L. Bachoc** has moved to London as cattle products marketing planning manager, Europe/Mideast/Africa with Eli Lilly Pharmaceuticals Agriculture Division. His main responsibility is to prepare their European affiliates for a unique dairy cattle feed additive to be introduced in 1984. **Teresa (Baker) Backstrom** is a technical advisor with Bank of America in San Francisco. **Paul D. Brady** is an assistant manager of telecommunications for DYNARABIA in Saudi Arabia. **John W. Codgill** is a special agent with the US Department of Labor-OIG in Detroit. **Lamar J. Crevassa** is vice president of marketing with Electronics Trade Center, Inc.,

importer/exporter of Sony and Pioneer products of Miami. **Leslie J. DeRoy** is also in Miami where she is the director of marketing with Alexander Grant & Co. Her responsibilities there include all phases of marketing: advertising and PR as well as strategic planning for the tri-county area. **Jon Dietz** founded Financial Statement Services, a high-speed computer printing service for credit unions, on the West Coast. **John E. Durbin** recently transferred to Houston from Ponca City, Oklahoma, where he is employed as a financial analyst in petroleum operations with the Downstream Treasury Department of Conoco, Inc. **George K. Easton** is teaching in the department of management and marketing at the California State University, Fresno campus. **Ibrahim M. Fahoum** has accepted a position as manager of the Saudi Arabian Division of the Arab Bank Limited in Bahrain. **John J. Ford** is district manager for Circle Air Freight in Rockford, Il. **Dean B. Gadda** is a sales/operations manager with the Contact Lumber Co. in Portland, Or. **Paul G. Gomez** is with Dean Witter & Co. in California. **Roderick and Anne (Whistler) Hornstein** are in Santa Fe, where he is general manager of the Hornstein Oil Co., bulk and fuel jobbers in New Mexico, and she is assistant vice president of the Bank of Santa Fe. **Herbert L. Jensen** is a senior lecturer in the department of accounting at the National University of Singapore. He resides in Kent Ridge with his wife, Peggy. **Scott A. Johnson** has finished his second year at the Indiana University Law School and is "looking forward to an extremely exciting and lucrative career in international corporate law." **Robert A. Johnstone** is a marketing analyst with the Boeing Commercial Airplane future product strategy development group in Bellevue, Wa. **Aubrey S. Jones** is a senior business analyst with the Storage Technology Corporation of Broomfield, Ct. **George R. Joslyn** is employed with the Arnel Development Company in Santa Ana, Ca. **Joy A. Kovalenski** is a product counselor in new product marketing with Avon's gift and home decorative division in New York. **Guy D. Langvardt** has been promoted to executive account manager with the NCR Corporation in Phoenix. **Howard Buck Hong Lee** has joined the Asia division of Manufacturers Hanover Trust in New York where he handles international lending accounts. **Angela (Brown) Linburg** is a real estate broker with Merrill Lynch Realty and is residing in Carrollton, Tx. **Elaine Lindquist** is a marketing product manager with All-Steel of Aurora, Il. **Michele Lionel** was performing in summer stock theatre in Northern Ontario, after returning from Cyprus and the Golan Heights where she entertained UN troops. **Barbara (Griffin) Marchese** has been promoted to vice president/account executive of Adams Associates, an advertising agency of York, Pa. **Jean Paul Martin** is with Laboratoire Rocal in Paris. **Ana Maria (Briones) and Abdolreza Masoodi** are in El Paso, Tx. where Ana Maria was recently promoted to sales director with Holiday Inn Midcity. She invites all local Thunderbirds to contact her there. Abdolreza owns the A & A Photography Studio there. **Ruth S.**

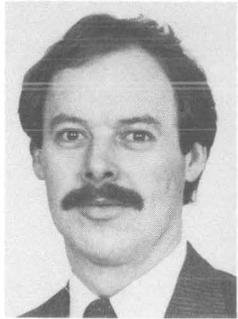
McCurdy is a product manager with AT&T Long Lines of Morris Plains, NJ. **Robert A. Mendez** is a communications manager with Mexicana Airlines in Los Angeles. **Raymond E. Moon** is an administrator with ERC Wellhead of Oklahoma. He and his wife, **Rassadakorn**, are residing in Oklahoma City. **Andrew Ng** has been transferred to Hong Kong with Beckman Industries where he is a bioresearch sales engineer. **Gail Ozawa** is a sales representative with the Airborne Freight Corporation in Los Angeles. **Patricia A. Powell** has transferred to Cleveland, Oh. with the Gray Drug Fair Division of Sherwin-Williams. She writes, "The reputation of Thunderbird and superb assistance from the placement office opened the doors for me to Sherwin-Williams. . . . There are few 26-year-olds who are given opportunities like this one with Gray Drug Fair, which makes me truly appreciate the role that Thunderbird has played in my life." **Raghavendra Prasad** is a market analyst with the IMI USA Co., a subsidiary of International Industries in Houston. He was selected from 220 applicants and he writes, "The edge I had over all of them was my Thunderbird degree." **Douglas H. Pressman** has transferred, as assistant vice president of the Bank of California, to Bangkok. **Kathryn Palmer Rathvon** is a manager in the international loan department of the Crocker National Bank in San Francisco. She writes that she is "proud to see so many T-birds in Crocker's international division." **Jeffrey B. Scannell** has left RJ Reynolds Industries to accept a position as senior financial analyst with the Adolph Coors Co. of Golden, Co. **Gregson T. Sliff** is a budget control analyst with the Northrop Corp. and is residing in Fullerton, Ca. **David A. Steffen** is in Chile where he is the manager of retail sales promotion for Goodyear International. **Ann Swank** is a marketing manager with General Mills, Inc. in Memphis, Tn. **Joseph Weber** is an assistant sales manager for Good-All Electric, Inc. in Ft. Collins, Co. His international responsibilities include new market development as well as servicing a worldwide network of distributors.

Class of '79

Craig Adams is a project manager for Synergo International, an international marketing firm of San Francisco. **Brian D. Althaver** has been appointed commercial loan officer with the National Bank of Detroit. **Barbara L. Armour** is the manager of military communications with AT&T Long Lines in Washington, DC, responsible for Bell System's annual revenues of approximately \$1 billion from the Army, Navy, Air Force, Dept. of Defense, Joint Chief of Staffs and White House accounts. **William Arnolds** has assumed the position of account executive, also with AT&T Long Lines, in Troy, Mi. **Dr. Mary Baron** is a resident graduate professor of the University of Maryland's first graduate program in their European Division in New York. She writes that in her "wonderful assignment" she "intends to stress cross-cultural training as she is preparing military and civilian graduate students to be professional counselors." **Steven A. Bergkamp** is an assistant secretary with

Manufacturers Hanover Trust in New York. **Jeffrey M. Biddle** is an internal auditor with the Greyhound Corp. of Phoenix. **Michael Borges** has taken a new position as president of the American Marketing Company in Santa Ana, Ca. **Jay Brandon** is a financial planner and analyst with NL Baroid of Houston, Tx. **Robert R. and Catherine (O'Malley) Burke** are living in Bethlehem, Pa. where both are employed with the Bethlehem Steel Corp. Robert is a sales representative for the company, and Catherine is a credit analyst there. **Donald J. Caldwell** is a CPA with Delap, White, & Raish of Portland, Or. He and his wife, **Joni**, are residing in Lake Grove. **Timothy P. Campbell** is a district sales manager for United States Lines in Washington, D.C., responsible for mid-Atlantic exports to the Far East. **Tim Caverly** is manager/exporter for Manufacturers & Trade Trust of New York. **Conrad M. Eilts** has been promoted to second vice president of the Bahrain branch of Chase Manhattan Bank, NA. **Lynn K. Engstrand** has gone into the consulting business in Washington, D.C., where her firm, Engstrand/Kincaid Consultants, is heading up a restructuring of the agriculture program in Jamaica. **David Feld** is an international officer for Maryland National Bank, responsible for their lending business in Venezuela, Colombia, Ecuador, Peru, and Chile. **David W. Ford** owns an import company in Oakland, Ca. **Phillip H. Foster** is the US sales representative for International Sales Promotion Inc., in the Republic of South Africa. **Patrick Francois** is with the Societe Auchan in Villinueve d'Asoq, France. **Jack Glen** is an internal auditor with the Greyhound Corp. in Phoenix. **Francois Guerin** is residing in Paris where he is with Roga Garnier. **Thomas J. Hanson** is a corporate purchasing agent for U-Haul International in Phoenix. **David K. Heller** and his wife, **Susan**, are residing in San Francisco where he has been promoted to Lieutenant Commander with the US Navy. **Tom Hofmanner** visited AGSIM in September and informed the alumni office that he has taken a position as junior account executive with Tragos, Bonnage, Wiesendanger, & Ajroldi, a Swiss advertising agency located in Zurich. **Diane Homa** is vice president of Audio Visual Innovations of Florida. **William L. Hussey** has been promoted to trade finance officer with the First National Bank of Chicago. **Brian H. Jacobson** is a systems specialist with the CPT Corp./Canada and Far East Divisions in Minneapolis. **Rosalie Johnson** has left Seagrams in New York to take the position of manager of business planning with PepsiCo Foods International in their Dallas headquarters, handling international snack food products. **Kyoko Kent** is a nutrition specialist with American McGaw Pharmaceutical Co. of Irvine, Ca. **Liz Konold** has accepted the position of director of annual giving at the University of Redlands in California. **Robert S. Malott** and his wife, **Laiyee**, are living in Ohio where he is recuperating after sustaining back injuries in a Colorado car accident. He was recently offered a contract to work for E-Systems as a logistics coordinator in their Cairo office providing support services for the MFO peacekeeping operation in the

Sinai, but was unable to accept due to pending surgery. **Nancy Fuhrman Martin** has taken a position as financial analyst with Blue Cross/Blue Shield. She and her husband, **Peter Martin** are living in Denver, Co. where he has been transferred with the Mitsubishi International Corp. **Patricia McArdle-Fendrick** is an attache with the Foreign Service in the Department of State, Washington, D.C. **William R. Moore** has left DHL International to join with Merrill Lynch as an account executive in Panama City. **Steven L. Munsell** has been promoted to sales manager for the Tulsa District of the MISCO Supply Company. He writes, "The training and education received at Thunderbird has paid many dividends thus far, not the least of which is my rapid advancement within the company." **Stephen J. Nolan** and his wife, **Judy**, have been in Jerusalem since July 1980, where he is serving as an administrative officer in the American Consulate. **Stephen K. Orr** is assistant vice president in the international finance-foreign exchange division of Citibank in New York. **Yongho Park** is a marketing manager for Superline in Belleville, NJ. **John W. Peecher** has left Bank of America to join the Mitsubishi Bank of California and is residing in La Habra, Ca. **Emily R. Rayes** has accepted a position as assistant manager with Citibank NA in Manama, Bahrain. **Kenneth D. Roberts** has been appointed assistant to the general manager for Target Airfreight, a corporation headquartered in the World Trade Center in Los Angeles. **Alfoso Safi** is the manager of SAFI & CIA, a textile company in Bogota. **Anne P. Saunders** is a marketing representative for Chevron USA Inc. **Virginia Simonds** has taken a new position as research director with Russell Reynolds Assocs. **James W. Skiff** is residing in Guam with his wife, **Barbara**, and their one-year-old daughter, **Jessie Marie**. He is general manager for Foremost-McKesson International of San Francisco. **Miguel Sobrino-Porto** has been promoted to budget manager with the Schering Transamerica Corp. in Miami. **Kathleen C. Sweeny** is a copy product sales representative with Eastman Kodak in Phoenix. **Robert D. Trisciuzzi** is an assistant secretary working on the Brazil desk at Manufacturers Hanover Trust in New York. He writes that he, "will be happy to talk to T-Birds looking for comments/advice on the New York banking scene." Word of **Peter T. Weedon's** whereabouts was received by the alumni office from his father who tells us that Pete has been in Guatemala since January 1981, where he is a trainee in film marketing in Latin America with the Cinema International Corp., Ltd. **Jeffrey A. Wise** has been appointed vice president of marketing and sales for OnLine Microcenters of San Francisco, franchisers of personal computer sales throughout the US. Before his promotion, Jeffrey was director of special projects for ODC, OnLine's Venezuelan division. He recently officiated at the grand opening of the company's first Virginia franchise. **Jennifer Woody** is a financial analyst in the Project Financing Group at Fluor Corp., an international engineering and construction company in Los Angeles.



Jeffrey A. Wise '79



Linda Jo Clugston '80



Joe Howell '80

Class of '80

Tom Alcedo is a program administrator with CARE. He has been assigned to Beirut to help with a massive reconstruction project in public service buildings, after spending one year in Thailand and one and a half years in Somalia, working on relief operations. **Jonathan D. Arnold** is an international sales administrator for Data General Corp. in Westboro, Ma. **Jaime Ayash** is with the Hoechst Corporation in Lisboa, Portugal. **Alan R. Badanes** is working in the Middle East banking group of Chase-Manhattan Bank where he is responsible for several Arabian Gulf states. **Mary M. Barnhorn Britt** has been promoted to the position of corporate lending officer with Continental Illinois National Bank of Cleveland, Oh. **Lauren Beene** is a telemarketing consultant for AT&T Long Lines in Kansas City, Mo. Lauren spent a year studying at the Sorbonne before accepting her current position. **Anne Bettis** has left Monsanto in St. Louis to join Valley National Bank in Phoenix. **James R. Booker** is a senior product manager with DoBoy Packaging Machinery of New Richmond, Wi. **John W. Bitrick** is a corporate accounts representative with Sumitomo Bank of California, in their corporate and international banking division. **Stanley L. Brotherton** is with Prosser Industries of Anaheim, Ca. **Stephen Buckley** is a procurement coordinator with CE Lummus Co., an engineering and construction firm of Bloomfield, NJ. **Debbie Casey** is a process manufacturing representative with Honeywell in Phoenix. **Raymond J. Cavanaugh** is a manager with Minyard Food Stores of Texas. **Joseph John Cawley** is a vice president of management with Safeguards International Inc. of North Carolina. **Janice L. Charlton** has been promoted to sales development specialist with R&G Sloane Manufacturing

Company's Industrial Marketing Division in Sun Valley, Ca. **Vern R. Christensen** is an international banking officer for South America with the Texas Commerce Bank in Houston. **Linda Jo Clugston** has joined the Washington, D.C. regional sales office for Inter-Continental Hotels as domestic sales manager for the US and Canada. **Francoise Daniel** is with BNP in Lyon, France. **Hans Eric N. Destree** has left Ford of Europe, London, to join Tenneco Automotive as an operational auditor in the International Division, which includes W. Europe, Brazil, and Argentina. He is living in The Netherlands. **Mohammad Ennsour** is a marketing research manager for the Arab Phosphate and Mines Company in Jordan. He has helped open new phosphate markets in Australia, the Philippines and some Eastern European countries. **Peter M. Etholm** is the director of marketing/Europe division for Bariston, Inc., an export management firm in Salem, Ma. **William C. Ford** is an assistant to the sales director with the Goodyear International Corp. in Australia. **David R. Frediani** has transferred to the New York office of Johnson & Higgins in their international department. **Roger H. Guichard, Jr.** is a consultant with Arthur D. Little, Inc. He and his wife are living in Cairo. **Robert L. Hier** is manager of the Latin American division of Manufacturers & Traders Trust in New York. He is residing in Brooklyn with his wife, Anne Marie. **John R. Hill** is a marketing representative with the Tianjin Foreign Trade Corporation in their US sales office in New York. **Joseph D. Howell** has been elected banking officer of Mercantile National Bank of Dallas in the real estate group. **Sumiko Katsuhara** has transferred to Japan with Johnson & Johnson, K.K. as assistant to controller, consumer division. **Manfred Kohrs**, who is with the NCH Corp., will be moving to South Africa temporarily before a five year assignment to the U.K. **Hermann Krutzfeldt** is with the Libra Bank Ltd in London, an affiliate of the Royal Bank of Canada specializing in syndications for Latin America. **Tracey Lerch** has been promoted to the position of market planner in the international products division of Motorola, Inc. in Schaumburg, Il. **Charles W. Li** is a sales manager with SST Trade and Development, Inc., a bicycle import/export company in Ridgefield, NJ. **George Machun** is an account executive with the J. Walter Thompson advertising agency in California. **Scott G. Margolin** recently received a Rookie Manager of the Year award at the Thirteenth Annual Management Conference of Purex Industries, Inc. in California, where he is an assistant manager with the company's international consumer division. **Eda Matthews** is a claims processing manager with the AM International Group in New York. **Michael A. McCallum** has accepted a position in the management development program with the Four Winds Enterprises, Inc. of San Diego, Ca., servicing military and corporate accounts. **Thomas Kent Mitchell** has been promoted to investment representative at Mercantile Dallas Corp., the SBIC venture capital subsidiary of the Mercantile National Bank of Dallas. **William H. Nicholson** has left Clark Oil & Refining Corp., to join Garriet Computing Systems

of Dallas. **Jean Marie Nguyen** is with the Thanh Long bureau in Pierrefitte, France. **Darlene M. Patterson** has been promoted to assistant marketing manager of Salem & Vantage with RJ Reynolds Tobacco, International in Puerto Rico. **Joaquin Pericas**, also with RJ Reynolds Tobacco International, has been promoted to marketing research associate for the Latin American area in Miami, Fl. **Marta Dell Peterson** is a marketing and sales manager for American Television & Communications Corp., a division of Time, Inc. in Monroe, La. **Peter W. Prims** has joined the Chicago branch of the French Banque de l'Indochine et de Suez, also known as Banque Indosuez. **Scott J. Renner** is a business analyst with NL Baroid/NL Industries Inc. in Houston. **Diane S. Rothstein** is the German credit manager, corporate business division with the West German branch of the First National Bank of Chicago. She writes, "I have been in Germany six months and am enjoying my "crosscultural" experience greatly. My training at AGSIM definitely helped to land me this position." **Ron Seel** is a sales engineer with the RTE Corp. of Houston, Tx. **Yong J. Seo** has taken a position with the Seoul branch of the Royal Bank of Canada and is residing there. **Mary (Galbreath) Shurtleff** is a customer support representative with MEDEX, Inc. in Las Vegas where she is responsible for training medical office personnel in the use of the firm's (medical) computers. **Bill Stewart** is with the Institut Electronique de Langues in Lyon, France. **Shankar Sundaram** is a business development manager with Amalgamations, LTD, an auto ancillary manufacturer in Madras, India. **Dominique Thisse** is with Laboratoires Alts France in Cergy-Pontoise and is residing in St. Cloud. **Pierre Tissier** is also with Laboratoires Alts France. **Mark Unglaub** is the Latin American representative for the Schlage Lock Company in San Francisco. He tells us that his new job is "quite exciting because it will utilize my language and education to the max." **Sonya Varea** is a comptroller for Boggatto Packing Co. in Salinas, Ca., where she is also teaching "Spanish for Agribusiness" at a community college. **Martha R. Von Hillenbrandt** has joined the international majors division of Continental Bank's Oil and Gas Group in Chicago. **Christine E. Walborn** has been promoted to assistant regional marketing manager for Europe, the Middle East, the Caribbean, and Latin America with Hershey International Ltd, a subsidiary of Hershey Foods Corp., in Pennsylvania. **Kirby D. Walter** has resigned from Manufacturers Hanover Trust Co. to accept a position as assistant planning officer with Alcan Aluminiumwerke GmbH in Frankfurt. **Robert K. Williamson** is a supervisor of marketing services for Eastman Kodak in Chile. **Molly Wright** is with JLH Enterprises in Houston. **Mark A. Young** is a loan officer with the First National Bank of Boston in their Frankfurt branch.

Class of '81

Suzanne Albright is a systems marketing representative with Business Information Systems in Houston. **Elizabeth Brand Arellano** is an executive trainee with Citibank Mexico, SA. She is living in Mexico where she is training for a credit officer position. **Ingrid M. Arentson** is a sales representative with Union Carbide Battery Products Division in Hackensack, NJ. **William A. Barnes** is a sales manager with US Steel International in Houston. **Jonathan M. Berman** has transferred to Switzerland with Caterpillar Overseas, SA, as a marketing specialist. He and his wife, **Karen Biggs Berman**, are living in Geneva. **Atul Bhatia** has moved to Lagos, Nigeria where he is materials advisor with the Nigerian National Petroleum Corp. **Julio Bielich** was recently promoted to account executive with the Latin American advertising agency, Publicidad Almorranas, and transferred to their main office in Baseiro, a suburb of Lima, Peru. After a short period of employment with Citytrust Bank in Norwalk, **Halina A. Bojarski** has moved back to Colorado where she is the international marketing coordinator with IMEX Medical Systems, Inc. **Lauren A. Bonoff** is a management trainee with Chemical Bank of New York, working in their Worldwide Trade & Finance Services Division. **Mary K. Borsecnik** is an international sales analyst with the Kohler Company, plumbing ware manufacturers of Kohler, WI. **Matthew W. Camp** is the Western representative for RSE Inc., a computer service company of Cushing, Ok. **Pradip Chhadva** is a financial analyst in cash management with the Saudi Petrochemical Company in Al Sinaiyah. **Kelly John Combs** is a financial analyst with IOLAB of California, a division of Johnson & Johnson specializing in the manufacturing of intra-ocular lenses. **Barbara J. Culver** has moved to New York where she is a marketing representative with the Tandy Corp. **Terry L. Danley** is an assistant manager for Pacific Telephone and is residing in Buena Park, Ca. **Christopher P. Deily** is an international finance officer with Bank of America in Mexico. **Gilles D. DeMaria** is an MIS internal auditor for Sasson Jeans, Inc. of Los Angeles. **Carter Dreblow** is an international division assistant with the First National Bank of St. Paul, Minneapolis. **William Lyn Dunn** has moved to Falls Church, Va., and is working in the Agency for International Development at the State Department. **Regina (Ridley) Faustine** is with Miller Freeman Publications of California. She is on the editorial staff of *World Mining*, *World Coal* and assistant editor of the "Latin American Mining Letter." **John R. Gould** is a distribution analyst with Conoco Chemicals in Houston. **Darienne (Massey) Granville** is an associate account executive with the Pacific Telephone marketing department, handling the manufacturing/primary metals sector. **Jeffrey Green** has accepted a position with Metra Proudfoot International, the European division of Alexander Proudfoot Management Consultants of Chicago. He is training in England and Belgium and anticipates transferring to Singapore. He sends thanks to all at AGSIM for "providing

me with the essentials for securing a position in international business." **Margena Hinely** is with the Scandinavian division of Manufacturers Hanover Trust in New York. **Pamela K. Hernandez** is a product manager with Mattel Toys and is living in Long Beach, Ca. **Horst Holtzy** is an international sales manager with worldwide responsibility for Circle Seals Controls, a division of the Brunswick Corp., manufacturers of process control equipment in Anaheim, Ca. **Cynthia L. Hughes** is an account executive working on the Pepsi bottling account with Tracy-Locke/BBDO, in Dallas. **Dale H. Jackson** is an account executive with the Ogilvy & Mather advertising agency in Chicago. **Birger G. Joehnk** is a product specialist with Bonney Forge, manufacturer of forged steel fittings in Whittier, Ca. **Connie Johnson** is an auditor with Pizza Hut in Wichita, Ks. **Nadine Kaplan-Wildmann** is with the Hiebling Group, Inc., a small advertising agency in Madison, WI. Her job encompasses broadcast production, print production, and assistant account executive work. She writes, "I would be happy to assist any student or alumnus interested in the advertising field or in Madison, WI. **Sanjiv Kanpur** is doing graduate work in management systems at Baruch College (CUNY), having finished his training in foreign exchange and investments with the State Bank of India in New York City. **Ellen Keane** has joined the Clorox Corp. of San Francisco. **I. Moon Kimm** is a director of markets development in the consumer market division of Eastman Kodak in Korea. **Jeff C. Kleinschmidt** is the assistant to the finance director with Goodyear International in South Africa. **Madan Kunnah** is the chief executive officer of 2M Fashions, his own exporting business, in India. He writes, "We export readymade fashion garments, presently only to the US, but would be interested in exploring trade potential with other countries." Madan requests that any interested T-birds contact him in New Delhi, India. **Susan Lang** is with Bard International of Coral Gables, FL., in their market research department. **Mario Larrea** is a credit officer/lawyer with Bank of America, NT & SA in Ecuador. **Rauni Laukkanen** is with Citibank in Helsinki. The alumni office was told that she was "proud to have convinced a US bank to hire her." **Joanne Claire Lo** is in the operations department of Merrill Lynch, Pierce, Fenner, & Smith, Inc. of New York. **Kathleen Lutz** is an associate in the general banking services training program with Continental Bank of Chicago. **Jane A. Lyons** is an international customer service representative for Conoco Chemicals Co. of Houston. **Jean McGrath** is assistant branch manager with the Copylease Corp. of America in Arlington, Va. **Janet Messner** is an account executive with Pacific Telephone, and will soon be moving to Modesto, Ca. **Claude L. Munier** has transferred to Brussels with John Deere Intercontinental Ltd., SA. **Ann-Marie Murray** is an account manager with TELEPOST, a subsidiary of Hadron, Inc. of Vienna, Va. **Americo Nonini** is a credit analyst with First City National Bank of Houston. **Holm Oostveen** is a sales engineer with Cincinnati Milacron in

Germany. **Thomas H. Persons** is residing in New York, where he is employed in the international cash management department of Manufacturers Hanover Trust. **Darko Petranovic** is with the marketing division of Industriaimport in Titograd, Yugoslavia. **David M. Roden** is with the Citizens & Southern National Bank in Atlanta, Ga. working in the Asia Pacific division of their international banking unit. **Robert N. Romano** is in the management training program with Firestone International in the export sales division. **Beatriz Santi** is a trainee with Johnson & Johnson in Caracas. **Patricia Schone** is an account coordinator with Fitzgerald & Associates, Inc. in San Morino, Ca. **Tammy Shahar** is a reservationist with Del Webb Recreational Properties in Phoenix. **William Schrom** is with the Western Geophysical Co., working in their Bogota office as a financial administrator. **Steven L. Stack** is a country desk officer for Chemical Bank of New York in their Middle East/African territory division. **Kathleen Steiner** has a new position with Security Pacific of Los Angeles. **Duncan Stevens** has joined *The Times of the Americas* as associate editor in Washington, D.C. **Ellen Stromberg** is with the Dean Witter Reynolds brokerage firm in Berkeley, Ca. **Charles N. Sturtevant** has accepted a position as vice president of Aetna Telecommunications Consultants in Cape Cod. **Per A. Swensson** is with the Johnson & Johnson in Norway. **Cheri Tillman** is the international trade representative for the Albuquerque National Bank of New Mexico. **Rick Trammel** is teaching at the Converse School of Languages and living in El Cajon, Ca. **Fumiaki Uruse** is an export manager with the Nippon Electric Co. in Tokyo. **Robert A. Van Rinkhuyzen** is with Peat, Marwick, Mitchell & Co. in Amsterdam. **Devra Weisberger** is a planning analyst with The Associates Corp. of Dallas. **Joan E. Wellman** is with the organization planning and development department of the Pacific Gas & Electronic Co. in San Francisco.

Class of '82

Adebayo Adeleke is with the American International Group in Wilmington, De. **Mitchell Almy** is an account executive with E.F. Hutton in Portland, Or. **John Baranowski** is an internal auditor with the Greyhound Corp. in Dearborn, Mi. **Ken C. Barrett** is an accountant with Tomlinson Interests, Inc., an energy firm in Houston. **William Braun** is a senior financial systems specialist with the Harris Corp. in Quincy, Il. **Sarah Cahill** is a vice president of economic development in the Chamber of Commerce in Harlington, Tx. **Fred Caparoso** is a credit analyst with Crocker National Bank of Los Angeles. **Tony Y. Chan** has accepted a position as management trainee with the Pillsbury-Green Giant Co. in the Far East. He is residing in Hong Kong. **Peter A.M. Charlton** is an account executive with Leo Burnett Advertising in Chicago. **Marianne Cherney** is an export sales administrator with International Rectifier, a company specializing in semiconductors, in El Segundo, Ca. **Coleman Chuen** has taken a position with the Continental Grain Co. in

Evansville, In. as a merchandiser-in-training. **Jim Cunningham** is in Glendale, Az. where he is an agent with Equitable Life Assurance. **Tom Curran, Jr.** is a financial analyst with the Polaroid Corporation in Cambridge, Ma. **Philip K. Ellinwood** is an office manager with North American Van Lines, and is residing in Santa Clara, Ca. **Michael A. Featherstone** is residing in Puerto Rico where he is with Publicidad Siboney. **Jean C. Fox** is an assistant account executive with Grey Advertising Inc. in New York. **Kathy Gould** is a personal trust advisor with the Northwestern Arizona Trust Company in Scottsdale. **Corwin L. Hair** is a financial advisor with the Trane Company, a firm specializing in air conditioning, in Honolulu. **Barbara Harris** is a marketing assistant in the new products division of General Mills, Inc. in Minneapolis. **Jairo Hasbun** is a manager of construction engineering for the Morrison-Knudsen International Co. in Barranquilla, Colombia. **Christy Henspeter** has joined BBDO/Business Group, a subsidiary of BBDO International, Inc., as assistant account executive. Her firm specializes in national business to business advertising and marketing. **Diane Hull** is a senior division assistant with the First National Bank of St. Paul in Minnesota. **Jim Jackson** has accepted a position with Superdattilo in Milan, Italy. **Matt Jarvinen** is a sales administrator for the West Coast Division of Teledyne INET. He is living in Torrance, Ca. **Steven G. Johnson** is a food service manager with the Continental Restaurant System in Northern California. **Archie Jones** is area manager/Latin America and Nigeria for Peabody Tectank, a subsidiary of Peabody International, which sells storage tanks in Parsons, Tx. **R. Wesley Jones** is an international accountant for the Rome Corp., a telecommunications firm in Santa Clara, Ca. **John P. Kingman** is a vice president with the Bank of Hawaii. He and his wife, Gale, are living in Honolulu. **Jan Klineciewicz** is the leader and alto saxophonist of the Jan Klineciewicz Quintet. He is residing in Fairview Village, Pa. **Kirby M. Law** is a management trainee with Manufacturers Hanover Trust of New York. **Nancy Linstead** is a consultant trainee with Professional Management Associates in Phoenix. **Sara Long** is a trainee with First City National Bank of Houston. **Gary Luhrman** is a TV traffic supervisor for World Communications in LA. **Celia McCallum** is an internal corporate auditor with NCR. She and her husband Mike ('80) are residing in La Jolla, Ca. **Ian C. McCluskey** is a credit officer for Continental Illinois of Canada and is residing in Toronto. **John R. McManus** is an international sales rep for Reed Rock Bit Co. of Houston. **James L. Mehren** is assistant vice president of Faithful United Trading & Engineering, Ltd. in Taipei. **Bernd Metzger** is with Elizabeth Arden in New York, working as an international marketing associate. **Pascal F. Miege** is a marketing planner for Motorola in Chicago. **Cheryl Moffett** is a financial manager with Sterling Latina, a pharmaceutical company in Coral Gables, Fl. **Patricia V. Morzento** is a management credit trainee with the Royal Bank of Canada in their Santurce branch in

Puerto Rico. She will return to Coral Gables, Fl., to work in their Latin American headquarters after one year. She writes, "I have met many Thunderbirds since I have been here—and it's true—the mystique lives on." **Linda M. Murrier** has taken a position in the Latin American headquarters of the Royal Bank of Canada in Coral Gables also. **Margo Myers** is an account executive with Northern Air Freight in San Francisco. **Selichi Nagata** is an international account executive trainee engaged in research for media buying with the Leo Burnett Advertising Agency in Chicago. **Donna J. Papaj** is with the Northeast Coast Division of Hallmark Greeting Cards. **Stephen Curtis Petzold** has accepted a position with Delsion Financial, a mortgage banking company, where he will be the area manager for Southern California. **Patrick Quantin** is with the Societe Bouchard of France. **Alejandro Xavier Saldana-Diaz de Leon** is a master trainee with the Ford Motor Company de Mexico in Mexico City. **Mary Carroll (Molly) Sherrill** is a marketing assistant for the Latin American and Spanish division of Avon Products of New York, and is residing in Pensacola, Fl. **Kathy Kurtila Shimada** is with Grammercy International in their sales/marketing division. **Adolf B.K. Singh** is with Reed Rock Bit Co. of Houston. **Daniel J. Skurski** is a currency analyst with 3M and is living in Roseville, Mn. **David Snook** is a marketing and public relations specialist with the Bridgestone Tire Co., LTD in Tokyo. **Regina Taglia** is an advertising sales representative with the Tribune Company in Chicago. **Karen Teska-Morton** is a catering sales manager for the Orange Tree Golf Club in Arizona and is residing in Phoenix. **Brigid L. Triggs** is an auditor with the Brock Hotel Corp. **Steven E. Weiner** is an international sales coordinator with the Teltone Corp., a telecommunications firm of Kirkland, Wa. He sends "huge thanks" to the Seattle area alumni who he says were "extremely helpful in welcoming me to their area where a terrific opportunity developed." **Norman (Rex) Wilson** is a financial planner with Positions Planning Service in Phoenix.

Deaths

The sad news that **Marvin Zemanek** ('47) passed away has been received from his wife, Gertrude, who informed the alumni office that he succumbed to lung cancer after a "brief, intense, and courageous battle." We have regrettably been informed by his son, that **Stephen Czufin** ('50) passed away last August. **Robert G. Walker** ('50), the retired chairman and CEO of Ameritrust of Northeastern, Ohio, died last April. Throughout his life, he was heavily involved in and committed to community services, serving on numerous civic organizations & boards in Ohio. In 1980, he was appointed to the Executive Order of Ohio Commodores by Governor Rhodes. The sad news of the death of **James D. MacKellar** in 1980, was received from his wife, Elise. Word of **Federico Guzman's** ('78) death was received from his good friend and fellow T-bird, Alfonso Safi ('79).

Marriages

Larry C. Edstrom ('70) was married to Margaret Molloy, of Sydney, Australia, in November, 1981. The couple is residing in Hong Kong where Larry is vice president of Citibank, NA. **David M. Fagan** ('73) and Nicolien van Schouwen were married in April in the village of Ooltensplaat in the Netherlands. David is working as a policy analyst for the US Environmental Protection Agency in Washington, DC. **Jim Beirne**, ('76) and Carolyn Russell were married May 29 in Minneapolis. They are residing in Caracas where Jim is the national sales and marketing manager for Molin Nacionales, a subsidiary of International Multifoods. **Jay A. Tomscheck** and **Mary Jane Owens** (both '76) were married June 12, and are residing in Houston. **H. Cliff Wall** ('76) and Gail Ramsey were married July 4. The couple is residing in San Antonio, Tx., where he is a sales representative with the Siemens Corp. **Margaret Baldwin** ('77) was married to Peter Bigelow June 5. They are living in Rowayton, Ct. **Paul J. David** ('77) and Laurie Clark were married in the Mission Church of Santa Clara University where they met during their undergrad years. Paul has joined Zeta Laboratories as a senior financial analyst, in Santa Clara. **Robert J. Holmes** and **Janet S. Smith** (both '77) were married and are residing in Lewisville, Tx. **Scott F. Sulley** ('77) was married to Kathryn Ann Adams, May 22 in Galesburg, Il. **Jon Dietz** ('78) and **Jennifer Woody** ('79) were married June 5, and are residing in Los Angeles. **Raghavendra Prasad** ('78) and Ms. Padma were married July 3. The couple resides in Houston, where Raghavendra has just recently received his US citizenship. A wedding ceremony was held at the Grand Canyon on September 4 for **Pat Walck** ('78) and Robert Foster during sunrise. The couple is living in Glendale where Pat is a foreign exchange officer with Valley National Bank. **Linda Billhymer** and **Mark Judd** (both '79) were married July 17, and are residing in Schaumburg, Il. **Bart P.M. Cillekens van der Laar** ('79) was married to Janice Guelfi Doldan April 30. **Jiro Oi** and **Karen Madura** (both '79) were wed Nov. 7, 1981, in Downey, Ca., and are residing in Long Beach. Karen is the head of market research for TTC in LA, and Jiro is with Hitachi Sales Corp. of America. On June 19, **Harlan Schottenstein** ('79) and Vida A. Lorente were married in Columbus, Oh., where the couple is currently residing. The proud groom writes that, "Somehow or another the "Thunderbird Mystique" must have been with me then because I went on my honeymoon with three other females besides my wife—friends from Europe who were in for the wedding and had never been to Florida." **Greg K. Archibald** ('80) and Marla Kay Theriault were married July 31, and are residing in Moss Beach, Ca. **Pierre Carras** ('80) was married to Sylvie Goullianne in Paris on October 2. **Ellen Greenman** ('80) married Dr. Burton Needles June 6, and the couple is residing in St. Louis. **John A. Hill** and **Karen A. Henke** (both '80) were married May 22. They are residing in Peoria, Il. where Karen has just been promoted to senior analyst with Manufacturers Hanover Leasing Corp., and John is a marketing representative with the Caterpillar Tractor Company.

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

ADDRESS CORRECTION REQUESTED

The Thunderbird Ring

(Design also available as tie tac,
stickpin or lapel pin.)

The selected design size top
(see ring chart) will be
mounted on the backing for
the item selected (tie tac,
stickpin or lapel pin) and
priced according to the
design size top and choice of
metal. Backings are gold or
silver tone.



Sterling Silver		
Design Size	Finger Size	Price
Small	2 - 7	\$ 42 _____
Medium	5 - 9	\$ 49 _____
Large	8 - 11	\$ 55 _____
Extra Large	10 - 13	\$ 64 _____
14K Gold		
Small	2 - 7	\$189 _____
Medium	5 - 9	\$224 _____
Large	8 - 11	\$262 _____
Extra Large	10 - 13	\$311 _____

All rings available in quarter sizes.
Final cost of rings may vary according
to precious metals market.

Please add \$2.00 handling charge for ring orders and \$1.00 handling
charge for other jewelry orders. Make checks payable to AGSIM
Alumni Office. Arizona residents add 5% sales tax. Call the
Alumni Office (602) 978-7135 for further information.