

The Thunderbird



Fall 1975

President's Message



One of my major concerns is the placement of our graduating students in suitable jobs around the world. As you alumni know, we spend more time, money and effort on placement activities than most graduate schools. Our record of introducing employers to students has been impressive over our thirty-year history. There is no question but that the School's performance has contributed greatly to our popularity and hence our success.

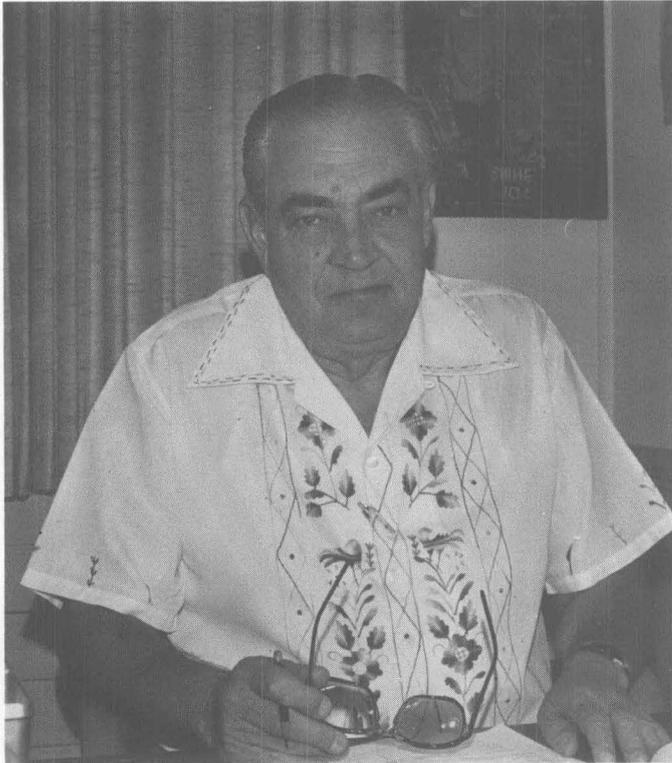
While the recession of 1974-75 has not affected our enrollment adversely (in fact, it has boosted it), we are beginning to see a reduction in the number of job offers made. During the spring of 1975 we had 856 students on campus, compared to 775 in 1974. Fifty companies visited the campus, approximately the same as in this period of 1974; however, there was a 27 percent decrease in the number of interviews, a 32 percent decrease in the number of offers made, and a 25 percent decrease in the number of jobs accepted. Unless the economy comes back strongly, and there are definite signs that it will, we could see one of our major attractions losing some of its glitter.

Needless to say, we at the School are moving quickly to improve this situation. We are increasing the placement budget by about one-third, are recruiting a new Placement Director, and by making more personal visits to corporations are stepping up our campaign to get company recruiters to visit the campus. Also, we are helping students put their best image forward by developing a new course in career planning.

We all would appreciate it if you alumni would put a word in for the School with your recruitment personnel. As you know, in the past this has been the principal way we have come to their attention.


WILLIAM VORIS
President

World Business Department



"Thunderbird has to continue to turn out people with the managerial abilities of breadth, flexibility and real international empathy and understanding." — Alvin Marks

"Our graduates can give Harvard, Stanford, and the rest cards and spades and beat them because of orientation, breadth, and knowledge of general necessary adjustments in overseas countries."

Students enter AGSIM with great variance in basic management tools and knowledge. As Professor ALVIN MARKS, Department Chairman, sees it, the role of the World Business Department is to fill in holes in their concepts and skills and add adaptation and orientation to the international climate. "Our program stresses developing business decision-making BREADTH, not depth. The end result is a person who is much, much, much more adaptable. He is equipped to gain expertise in finance, law, and marketing, and is far better equipped for scientific decision-making and systems analysis."

Requirements for international global management rapidly change. Thirty years ago, there were opportunities for entrepreneurship, selling products abroad and remitting funds. Totally integrated business abroad is the rule today, as countries become economically able to take over growing ownership in their every domestic business by using foreign aid to supplement their own materials and abilities. Now, the trend is to purchase managerial and technical skills, in that order.

"We must continually examine not just our courses and their content, but also how we can increase the flexibility, and mobility of our graduates so they are able to move from Africa to Asia to Europe to South America to the United States in short periods of time, accomplishing management missions in each place under each area's wide differences in how business is done," says Professor Marks.

Under the direction of Dr. Marshall Geer, Academic Dean, and Professor Marks, AGSIM has conscientiously upgraded its World Business programs. There has been a redirection of the entire accounting and finance program with the strongest possible basics provided in Paul Wilson's accounting, advanced cost and credit accounting measurements courses, and monetary and fiscal policies of the Federal Reserve Bank and commercial banks. To be added next semester are courses in franchising, management controls and licensing.

The WBD is stressing courses in computerization, since no manager from now on can work near his potential without full appreciation and real utilization of data processing. Keeping President Voris' promise to retain a balance between academia and solid experienced professors, the 1975-76 school year will see four new faculty members with solid experience coming in.

The World Business Department has several professors who are holders of company "chairs" which have been obtained by the Administration (particularly by Public Relations) in recognition of WBD's increasing quality:

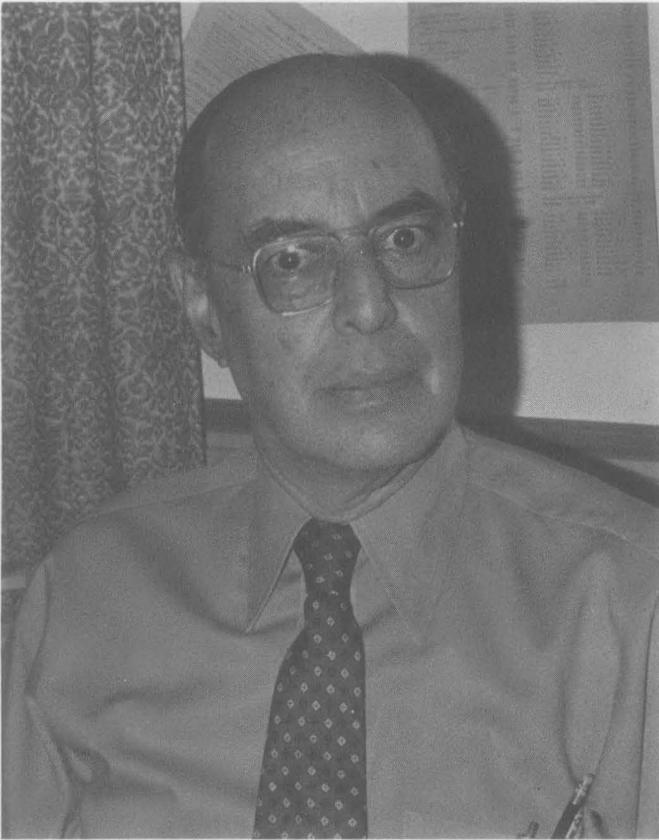
S. C. Johnson Professor of World Business — Dr. Robert McMahon beginning Spring Semester 1976. Previously held by Dr. John E. Drake; **Chase Manhattan Bank Professor of International Management** — Dr. Taeho Kim for Academic Year 1975-1976. Previously held by Dr. Kichiro Hayashi; **Lawrence A. Appley (AMA) Professor of International Management** — Alvin M. Marks; **John David Campbell Professor of American Business** — Dr. William H. Peterson; **C. V. Starr Professor of Finance and Insurance** — Craig Woodruff; **Armco Professor of Accounting for International Management** — Paul M. Wilson; **First National City Bank Professor of International Finance** — Marshall Geer III.

In the ten years he has been at AGSIM, DAN KAUFHERR has developed several unique, internationally-oriented courses: Basic Advertising, Inter-Ad (which he inherited, but successfully carried on), International Market Research (the Harvard Case Study methodology course which uses additional readings) and an International Seminar.

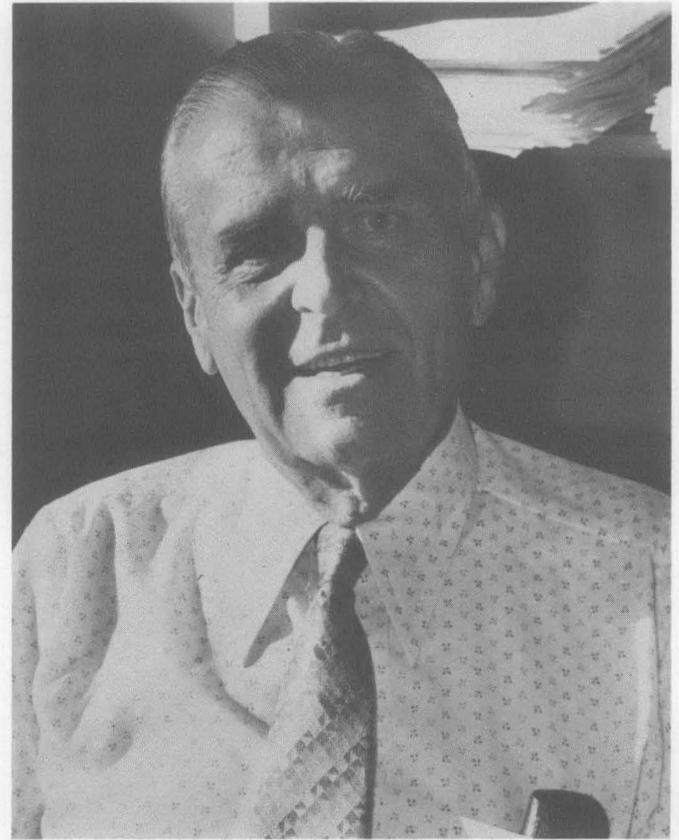
Dan has devoted his whole life to international marketing and advertising, through his jobs with major MNCs and through his teaching. He believes his students learn about successful, as well as unsuccessful, international procedures through both primary and secondary sources. "The way to learn something is to LIVE IT," he says. "However, at AGSIM, future international executives can get the groundwork and tools they will need for successful overseas careers."

He offers his students exposure to successful businessmen and their experiences and solid research projects. Each semester in his seminar, Mr. Kaufherr brings in top executives to talk on a variety of pragmatic concerns. Students quiz them and do case-study assignments.

The feasibility studies done by students in the International Market Research course, which are current projects for leading companies, have received high praise from the scores of companies which have requested and received this service. Student pairs pick a project of interest to them from half-page briefs; then, they submit more specific questions, which Professor Kaufherr passes on to those directly involved in the company. Based on the in-



"PRAGMATISM, PRAGMATISM, PRAGMATISM — the base for international executive action." — Daniel Kaufferr



"Freedom — with its consequences." — Gerard Richter

formation returned, each team market-researches, examines alternatives and recommends a course of action. Many students find their in-depth knowledge of a particular company leads eventually to a job offer from that company or other companies in the industry. This service is offered as a "Thank You" to companies which recruit from the school; other companies have made contributions to the school for services rendered.

"Internationally, we face a continuing crisis, because no longer do we, as the most powerful nation, exercise decisive leadership in the world," says GERARD RICHTER. "Pax Americana is gone: we simply accept — buy — pay. Domestically, we seem to have lost the knowledge to manage our own economy. What remains important in these circumstances is to hold to our personal self-confidence and to exercise individual responsibility, and these are the concepts I try to strengthen in my students. Such AGSIM graduates will be able to help liberalize the often self-centered organizations of great economic and political power which they eventually will manage."

Mr. Richter was hired by President Sauer in the Summer of 1951, when the forecast of 135 students made it doubtful that the school would be able to continue. Thunderbird **has** succeeded, he believes, because it has consistently prepared practical, internationally-minded business executives.

His student-requested course, Export-Import Operations (WB 447), teaches T-Birds how international sales and

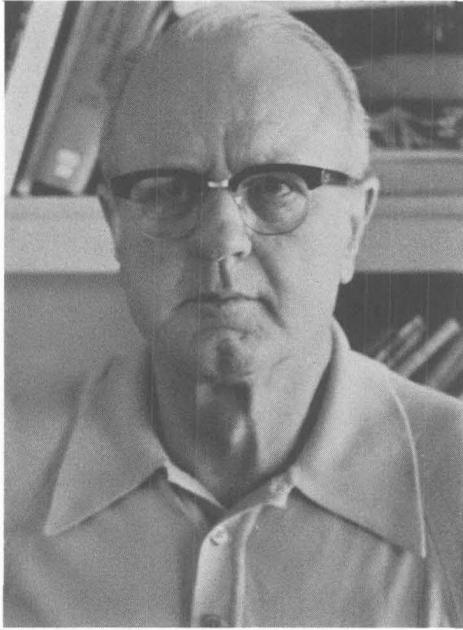
purchases are promoted, organized and financed, through students doing wide reading, participating in lecture "discussions," and practicing as researching and corresponding "THUNDERBIRD TRADERS."

"Accounting is something like a jigsaw puzzle. It is made up of many parts and no part makes much sense until it is related to the overall picture. The trick is to quickly relate each part to the whole enough times so that each part has real meaning."
— Paul Wilson

Approximately sixty per cent of entering T-Birds have no previous accounting — and accounting is an AGSIM requisite for graduation. "Every company representative that I have talked to likes to see two to four semesters of accounting on an applicant's transcript, and it is an absolute must for banking," says Professor PAUL WILSON.

Paul sees his teaching approach as practical, non-academic, and he has developed his own course material in Basic Accounting (WB 310) to give non-accountants a pragmatic understanding of accounting — its strengths and limitations. "Perhaps one of the most difficult ideas for the beginning student of accounting to grasp is that accounting is not a science. Applying either a liberal or conservative set of accounting principles to the same data can provide a wildly varying end product — say, an EPS of \$2.00 compared with \$5.00. 'Gigo' applies to accounting as well as to computers, economics, etc."

Best Professor



Paul Wilson

AGSIM students have voted PAUL WILSON the "Best Professor Award" since its inception in Spring, 1975, citing his personal integrity and knowledge and his practical "how-to" accounting instruction.

Mr. Wilson expresses great respect for our capitalistic free-enterprise system. Also, he feels it is a tragedy that we cannot develop a greater sense of history. "History with all its limitations is still the most objective set of data we have to prognosticate the future from our policies and practices of today."

Early orphaned, Paul has worked since childhood. The word "depression" has real meaning for him. He taught commerce and industrial arts for nine years in Ohio; then, in 1946, he headed West because of a family health problem. An ad in the PHOENIX GAZETTE for "an accountant — apply at AIFT" brought him here to teach in 1947, during the Yount-Schurz-Shaterian era. His unique class offerings have brought him continued appreciative recognition from his students.

The Alumnus Professor



John, Marian, Marjorie Lindholtz

One of the dreams many of us cherish is eventually to come back after a successful business career (preferably in international management) to Thunderbird to teach and impart our knowledge and enthusiasm to current students.

JOHN LINDHOLTZ, '48, has done just that. His international management career spanned twenty years and four countries. His first job after graduation was with Procter and Gamble in marketing, briefly in San Francisco and in Toronto and then in Manila for seven years. He acted as Account Supervisor for Leo Burnett Advertising Agency in Chicago, Soap Division Manager for Swift do Brazil, and General Manager for Stanton-Quadrant International in Mexico.

In 1969, he returned to AGSIM as associate professor of marketing. (Credentials: wide overseas managerial experience, a BFT, and MBA.) John has had primary responsibility for establishing a relevant marketing curriculum and developing the Capstone course.

Additionally, he is currently teaching four other courses he has developed: International Marketing, International Marketing Problems (a case study course), Sales Management and Retailing, and International Marketing Seminar.

On being a student at Thunderbird, John says, "The year T-Birds spend here is the most significant of our lives. It is a personal change year when lives take direction and we make our transition into the world. Very close friendships develop rapidly here. We come as strangers from somewhere else, but we share common interests and goals, so we turn to each other; enjoy each other, depend on each other, learn from each other. This pattern continues after graduation, particularly overseas. A T-Bird could go anywhere in the world and within a week meet someone he or she knows or who has mutual friends."

John and Marjorie (also '48) have an added distinction: daughter Marian is currently an "alumna in residence," the first second-generation T-Bird student whose both parents are alumni.

Alumni Visiting Lecturers

Alumni give service to their school by contributing to the Alumni Fund, acting as Educational Counselors, helping new graduates find jobs and acclimate to new areas, maintaining a fellowship with other T-Birds around the world, finding summer jobs for current students, publicizing AGSIM and what it stands for, giving "feedback" to Thunderbird as to what they feel our directions should be, and being visiting lecturers.

Two outstanding alumni were part of two outstanding special programs held on campus this past summer.

AGSIM Hosts Visitors From Japan

A joint seminar sponsored by AGSIM and the Institute for International Studies and Training (IIST) in Japan was held at the Thunderbird campus from July 19 to August 2. The theme of the program was "The U.S. Market for Japanese Enterprises."

IIST was established in 1967 by the Government of Japan to provide graduate level training to selected individuals planning international careers. Located at the foot of Mt. Fuji, the Institute offers a one-year program emphasizing international management and economics, area studies, and foreign languages to a student body of 120 trainees. The 37 students attending the seminar were fully sponsored by the Japanese companies with which they are employed, as are all the trainees at IIST. This is the third year of cooperative efforts between IIST and AGSIM, which sends 9-18 students to Japan each spring.

Under the direction of Gates Davidson, with considerable help from Dr. Marshall Geer, Dr. Martin Sours, and the faculty, as well as a student group coordinated by Mike Kelley, the seminar covered a wide range of topics presented by AGSIM educators, faculty from Arizona State University, government representatives, and Phoenix businessmen.

Other activities included field trips to local enterprises, and dinners and athletic events with students and faculty.

As noted by Dr. William Voris, "The Japanese are genuinely interested in learning how to better deal with Americans and this venture is a further step in strengthening that knowledge." Thanks to the enthusiastic efforts of administrators, alumni, faculty and students, the program was particularly successful as an information and cultural exchange, representing a significant step toward a cooperative relationship between American and Japanese businessmen.

AGSIM Presents "Brazil Workshop I"

Brazil "a country of distinctive features and unusual problems" was a highlight of the Summer Term at AGSIM.

Under the direction of a handful of AGSIM "alumni-in-residence," BRAZIL WORKSHOP I was organized into an impressive panel of students, professors from AGSIM and other Arizona universities, and businessmen currently involved in the Brazilian business world.

In the short span of one day, the seminar successfully covered Brazilian foreign policy; the investment climate in Brazil, including exchange regulations and controls, and branch banking; and "Doing Business in Brazil." In addition, information on the Transamazonian Highway, agriculture, natural resources, and the people and institutions provided the participants with a greater insight into the vast potential of one of the fastest growing countries in the world.

The Brazil Workshop, the first presentation of its kind at AGSIM, hopefully will set a precedent for future seminars on other countries. In the international scope of business, forums such as these provide useful educational opportunities for the interaction of students and lecturers in a common area of interest, and provide for the expansion of knowledge necessary for AGSIM to maintain the status of "the best source in all the world for highly-skilled international executives."

Send in your photo and reminiscences of your year at Thunderbird to be a part of THIRTY YEARS AT THUNDERBIRD, A HISTORY OF AIFT-AGSIM, to be published in Spring 1976.



Tom J. McSpadden '65

Alumnus TOM McSPADDEN '65 of Valley National Bank was an active IIST participant in a presentation on "The U.S. Investment Climate for Japanese Enterprises."

Tom, a vice-president of Valley National Bank of Arizona, is Latin America area officer and deputy manager for the bank's international department.

He is on the Arizona Regional Export Expansion Council, past president and director of the Arizona World Trade Association, a member of the advisory council for the Center for Latin American Studies at Arizona State University, the Arizona District Export Council, the Border Cities Association, and the Arizona-Mexico Commission.

Prior to joining VNB, McSpadden was a member of the New York City headquarters staff of Standard Oil of New Jersey (1965-67), an investment executive of Shearson, Hammill and Co. (1967-68), an executive assistant to the manager of one of the largest cattle, lumber and agricultural firms in Venezuela (1968-69), and a member of the international department of First National Bank of Hawaii in Honolulu.

He was graduated from the University of Hawaii in 1960 with degrees in philosophy and economics, and received his BFT in 1965 from AGSIM. He and his wife, Virginia, reside in Phoenix and have two sons, Ian and Brian.

Enter the photo contest. Send your "Spirit of Thunderbird" picture. Win a free School History. All entries will be published.



Carroll M. Rickard '56

On his first visit to AGSIM since graduation, CARROLL M. RICKARD, '56, served as keynote guest speaker on Branch Banking at the Brazil Workshop I on August 2nd.

"Rick" is presently Vice President and General Manager for Continental Bank International (Pacific) in Los Angeles.

After receiving his B.A. from the University of Evansville, Illinois, in 1955, and his B.F.T. from Thunderbird in 1956, his employment record has been impressive: from Executive Trainee to Manager of First National City Bank in Recife, Brazil, and Manager in Rio de Janeiro; Administrative Officer of Rio Sao Paulo Corporate Bank; Special Assignment for Continental Illinois National Bank & Trust Co., South American Group; then, Second Vice President to Vice President and General Manager of Continental Bank International (Pacific).

While in Brazil, Rick was a founding member and later president of the American Chamber of Commerce in Recife. In Rio de Janeiro he served as chairman, then director of the Industry Committee; treasurer of the American School Board; team captain of the New American School Fund Raising Committee; member of the YMCA Fund Raising Committee, as well as various professional organizations.

Presently, he is actively involved with the Los Angeles Chamber of Commerce World Trade Committee; Export Managers Association; Foreign Trade Association; Brazil-California Trade Association as treasurer and member of the Board of Directors; and member of the California Banking Association's International Banking Committee.

He is currently residing in Rancho Palos Verdes, California, with his wife, Pat, and their three children.

Campus News

Thunderbird Invitational Balloon Race



Thunderbird Invitational Balloon Race

AGSIM's "Friends of Thunderbird" will sponsor a two-day, Balloon Federation of America sanctioned, official Bicentennial program of balloon racing, November 8th and 9th. The weekend will be kicked off November 7th with a dinner held by the Arizona alumni honoring the racers with a Calcutta Friday evening. The lead balloon will be launched with a historically costumed band playing.

Students under the direction of IAN CAMPBELL & BOB HINE will operate international food booths, and the campus Pub will sell cold beer. There will be aviation displays and entertainment booths. Trophies by artist Udinotti will be awarded at a Sunday brunch for first, second, and third place winners.

AIESEC at AGSIM

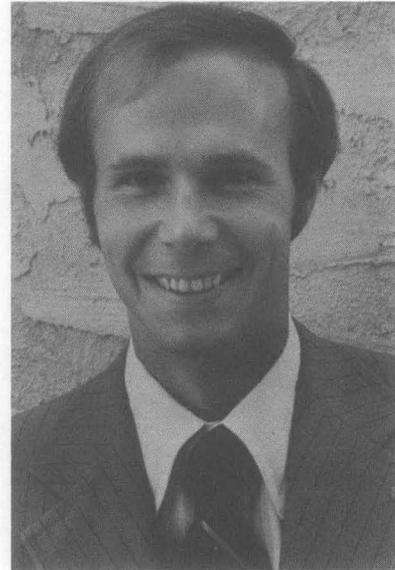
T-Birds now can have management traineeships overseas through AIESEC ("Association Internationale des Etudiantes en Sciences Economiques et Commerciales"), an international internship exchange program for students of business and economics.

There are over 350 Local Committees world-wide in fifty-four countries on five continents, and last Fall, A.G.S.I.M. became the 52nd AIESEC Local Committee on an American university campus.

AIESEC is a reciprocal program, so T-Birds had to raise jobs in the Phoenix area for foreign students, while the overseas members were busy arranging internships in their respective countries. Each year about 4,000 internships are exchanged internationally in this way.

Six T-Birds participated in the program this summer; JOHN CHAMBERLIN went to Egypt; PATTY MURPHY to Yugoslavia; BOB HARTMAN to Holland; GENIE STRINGER to West Germany; and TOM LANDA and JIM WILSON to Japan.

August '75 Graduation



Richard Saint-Amant

Three hundred students became Thunderbird Alumni on Thursday evening, August 14, 1975. This was the largest summer class to graduate since summer sessions were initiated in 1972, swelling the ranks of T-Bird alumni to nearly 9,000. Students from twenty-four foreign countries were represented in this class.

The sixty-first commencement ceremonies were held on the quad, following a graduation dinner. Mr. Pat Murphy, an editor of the Arizona Republic, delivered the commencement address.

RICHARD L. SAINT-AMANT was the Barton Kyle Yount award winner. This award honors a graduate for demonstrating character, leadership abilities, and consistent scholarship. While at Thunderbird, Richard was president of Delta Phi Epsilon, the international business fraternity, chaired the ASLC elections committee, and was also involved in community service in Phoenix. He is currently in New York, with the French-American Banking Corporation.

Other awards presented were: The Athletic Award to PAUL JOHN SULLIVAN, and the Alfred Knight Award for scholastic excellence to ROBERT CLOSE STRICKLAND (Spring 1975).

Continuing a T-Bird tradition, incoming ASLC president, ROD TAYLOR, presented a gavel to graduating ASLC president, RIAD MAREI.

Photo Contest

Win your history and be in it too! Dig out your old photos and pick the ones that you think best capture the spirit of Thunderbird. First and second prizes will be free copies of **Thirty Years at Thunderbird**, and all entries will be published in this commemorative history. Photos will be judged on the basis of content rather than quality of the print. Deadline is December 15th — so start digging and get those pics to the Alumni Office!

ALUMNI WRITE

BRAD STOOPS, '74, to Professor Paul Wilson: "What I learned in your course makes it possible for me to more intelligently read such technical statements as Arthur Burns' (Chairman, Federal Reserve Bank) in the speech he gave before the Joint Economic Committee, February 7, 1975, specifically on credit analysis, profits, debt and equity."

JIM WALTON, '74, to Professor Craig Woodruff: "I have found your text books to be almost invaluable as background for the decision making in this firm. I sincerely hope that you are still having the students prepare these and hope that you will pass on this message. I have met quite a few of my old classmates (Thunderbirds seem to be virtually everywhere) and they all seem to have retained at least one volume which they refer to regularly."

If you do not mind I have a message for your classes dealing with how to find an international position and how to keep it.

1. Learn import-export. Take Richter's word for it that this is the stuff that all international business is built on. One does not have to be a freight forwarder to use it. Know the terminology as well as you do your own name.
2. Learn what each major market area is like. Study and retain the country sketches as found in the famous Woodruff texts. Each country is different, but get the groundwork before you start.

3. Learn one major language so well that you can deal in it. This can give you your first big opportunity to show how well you can do. Practice by learning daily conversation. If you have a limited vocabulary, know these phrases to perfection. Learn the alphabet, to count and the customs.
4. Develop a knack for attention to detail. Never procrastinate and never blow your own horn. Be totally without obvious political conviction. Be polite as the Japanese, detailed as the Germans, put in hours like a Dutchman (7 to 7 if necessary) and never forget the small kindnesses.
5. Learn to count money. If you are not an accountant or finance man this is especially important. Be very sure you can deal with figures and do the necessary simple math correctly — the first time!

A short comment on getting a job. Look extensively. Find a firm that **needs** people with your talent. Ideally, find a small and rapidly growing firm that depends upon its overseas markets to meet the last debt issue. In this instance, you will have found a firm that will back the international department 100% and will back you 100%. Take the job that will suit you and not the "image" you have made for yourself. Banking tends to be slow work, and many Thunderbirds move out of that field within the first 18 months of their employment. It is good preparation for finance, however. Freight forwarding is excellent experience for a younger man but pays little. Big corporations are all right if you can get into the international department right away, however look closely at these '2 years domestic then **maybe** . . . ' offers and always ask around when you "fly-back" to see how often the maybe becomes firm."

AGSIM Adds Seven To Faculty

DR. KARL MAGYAR is now an assistant professor in the International Studies Department, where he will teach courses on Western Europe and North Africa. Dr. Magyar taught at Bowdoin College and served as an assistant professor at the University of Arkansas. He holds a B.A. degree from Michigan State University and a Ph.D. degree in Political Science from the Johns Hopkins University.

The World Business Department has added four members. Assistant Professor HAROLD BOGGS was a management consultant with Psychological Services, Inc., Los Angeles before joining the school, and he was associated with the Winchester Division of the Olin Corporation for 12 years. He is a graduate of the U.S. Military Academy and holds an M.B.A. degree from California State University. Assistant Professor RICHARD BOSSERT most recently was manager of International Operations for Rockwell International Corporation. He was also associated with the Dana Corporation in various executive positions for 18 years. He is a graduate of Indiana University and will be teaching classes in international marketing.

DR. JAMES MILLS, assistant professor of economics, has taught at the University of Oregon and Portland State University. He was also employed by Tomas of San Diego as a production coordinator. Mills is a graduate of San Diego State College and holds M.S. and Ph.D. degrees from the University of Oregon.

MR. MORRIS ALLEN recently retired as Chief of the Commercial and Economic Section of the American Consulate General in Hong Kong, where he was responsible for promoting U.S. commercial relations with Hong Kong and the Peoples' Republic of China. In his Foreign Service career Allen has had assignments in Brazil, Chile and the United States. He holds an M.B.A. degree from the University of Chicago and will teach classes in management as associate professor.

The Modern Languages Department welcomes two new Portuguese teachers. Assistant Professor, MISS MARIA CARLOTTA PINHEIRO, most recently taught Spanish and Portuguese at the University of Iowa. She has extensive teaching experience in both the U.S. and Brazil. She is a graduate of Catholic University of Rio de Janeiro and holds two M.A. degrees, one in education from Columbia University and one in Spanish from the University of Illinois.

Instructor SHINITI SAKURAGUI was a teaching assistant of Portuguese at Cornell University before his affiliation with American Graduate School. He taught English and Portuguese in Brazil for seven years, is a graduate of the University of Sao Paulo and received an M.S. degree in Linguistics from Cornell University.

Save The T-Birds — Go International

To retain our past record of placement in a world where international business is growing faster than any other sector, we have to consider three major factors:

1. The "quality" of entering students as well as their motivation has changed considerably. Simultaneously, other programs similar to our M.I.M. have been launched by institutions with a strong financial and academic backing.
2. The recruitment of T-Bird graduates tends to be concentrated on large multi-national corporations visiting our campus almost by tradition, whereas many small or medium-size U.S. corporations "going international" for the first time could be employing T-Birds too.
3. The possibilities of jobs offered by non-U.S. multi-nationals have never been fully explored.

This last point is becoming the concern of many, and in particular of our International Student Organization and of the Alumni Office.

The multi-nationals of Western Europe and Japan are expanding all over the world. They could hire not only some of our foreign students, but also many U.S. citizens, if they only knew about the school. The whole T-Bird community has to realize that an effort in the field of promotion of our degree towards the personnel managers of the largest foreign firms would pay off in the long range, making AGSIM the only institution or "network" in the world that could secure employment in any country. And this element would add to the prestige, thus the fund-raising potential of our institution.

We plan to prepare a series of descriptive folders, career stories of successful T-Birds and mailing lists. Several students volunteered to translate this PR material in their native language. This information must reach the right persons and be organized and perceived not as an advertising campaign, but as practical management information.

The help of the alumni in this field would be precious. Those of you who have contacts in the largest non-U.S. multi-nationals, please write to the Alumni Office and send your suggestions, comments, etc. . . . to contribute to this promotional effort. It is your interest to defend and expand the interest of the school, i.e. a unique international flexibility that will be a major and unrivaled asset in the planetary corporations of tomorrow.

— Philippe Deymes (France) '75

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James Crosson

James Crosson Honored

JAMES R. CROSSON, AGSIM Food Director, was recently named a Certified Food Executive by the Food Services Executives Association. This designation, the equivalent of a CPA for a manager in the food industry, is awarded only after the candidate has met prescribed educational and experience requirements, and Mr. Crosson was one of only seventeen so honored at the F.S.E.A. Convention this past year.

New AGSIM students are always pleasantly surprised at the quality of the food services at Thunderbird. Besides such unique features as a salad bar, open soft drink dispenser and ice cream freezer, Mr. Crosson runs the cafeteria on an all-you-can-eat basis. He also provides at-cost catering service to the campus community and special menu consideration to the varied international community which he serves.

Mr. Crosson feels the most important difference in his operation and others in similar captive audience situations is the sense of service he has been able to instill in his staff, many of whom have been here, with him, since 1965. He views the students as customers just as much as any commercial restaurant manager, and the friendliness of the staff does much to contribute to the total atmosphere of the cafeteria. Mr. Crosson typifies the Thunderbird spirit of being a unique individual performing a unique function at a unique school.

— Gary Robison

Developments in the Key Man Program

You may have noted in a recent issue of **Business Week** that the School is offering Modern Standard Arabic in its Key Man programs commencing this fall. Also being added are Russian and Mandarin Chinese. German, French, Spanish, Portuguese, Japanese and English as a Second Language are a part of the current offerings.

The Key Man courses were begun to meet the needs of executives about to embark on management assignments in foreign countries. In a period of six or eight weeks, executives master the audio-aural skills of a foreign language, acquire the ability to read the language and to write the language within a short time after the conclusion of the courses. The executives also gain invaluable knowledge about the political, economic and social conditions they will encounter when relocated in another country. The language and international study courses are designed to prepare executives and their wives for doing business and living overseas.

More than 600 executives representing over 100 companies have successfully completed language training at American Graduate School. Using the audio-lingual conceptual approach, the executive is taught the target language so that from the first day of the course he understands and speaks the foreign tongue.

Small classes and the use of our teaching techniques ensure the highest degree possible of individualized instruction. A minimum of two persons is required to begin a course, and classes are limited to eight. Rather than determining fixed dates for these courses, they can now be initiated at the convenience of the Key Man.

Nationals of foreign countries holding high academic degrees teach the conversational aspects of the language, and teachers specially trained in linguistics explain the structure. They aid the students in understanding the concepts and overcoming problems of structure and grammar encountered by people who speak English.

Instructors place a great emphasis on mastering good pronunciation and intonation patterns at the very beginning of the course. This approach enables the executive to become accomplished in the country's native language with as little American accent as possible. With this firm foundation in language, the Key Man will be assured a continuing rapid progress in the language once relocated in the foreign country. He will have a basic vocabulary of 1,600 to 2,200 words and the ability to apply these words to everyday conversation. The true reward comes in the form of rapid adjustment to working in an atmosphere less foreign because of proficiency in the language and knowledge of the area.

Languages offered in six-week sessions include German, French, Portuguese and Spanish. Eight-week courses are offered in Arabic, English as a Second Language, Japanese, Mandarin Chinese and Russian.

In addition to language, these courses provide the student with a more intensive look at the country and its people by assisting the executive in understanding basic political, historic, economic and social perspective for that area in which he will be working. Special emphasis is placed on business conditions and problems prevalent in the country.

This orientation is designed to acquaint the Key Man and his family with life styles and the culture they will confront. Prospective travellers are instructed in practical application of their knowledge in setting up a household, finding schools and medical services, and in many other areas that will lessen adjustment problems.

The executives can take part in other aspects of campus life while attending the school—taking advantage of academic lectures, visits by distinguished international visitors and social events which put them in contact with the international students and faculty.

Tuition

Tuition includes services designed to make the learning experience as convenient as possible. All expenses are included for room and board, books and study materials, linens, maid service and transportation to and from airports or other terminals.

The cost for the six-week courses:

Tuition per executive	\$2,400
Tuition for wife	1,800
Tuition for each teenage child in course as part of family group	1,200

The cost for the eight-week course:

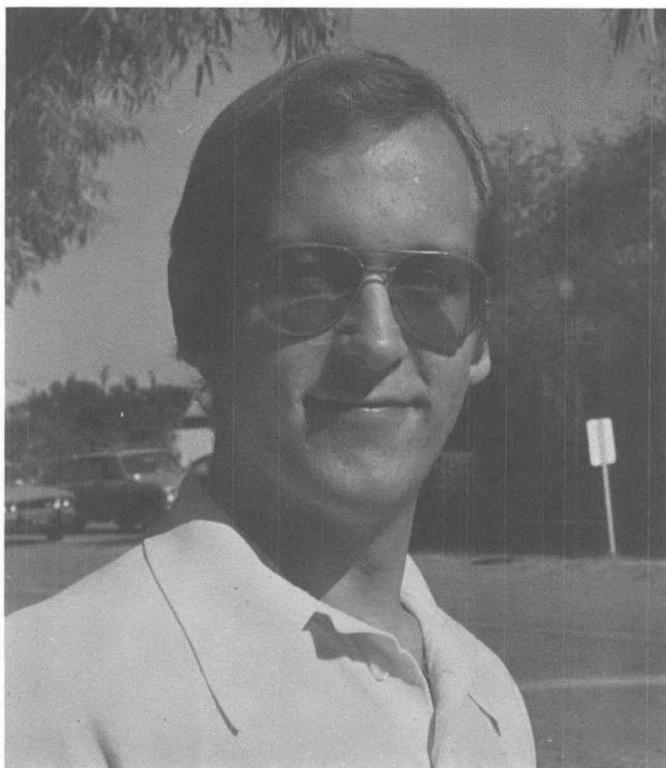
Tuition per executive	\$3,200
Tuition for wife	2,400
Tuition for each teenage child in course as part of family group	1,600

Did you forget to return your T-Bird QUESTIONNAIRE last issue?

Did you not receive your copy of the Summer THUNDERBIRD?

DON'T FRET! Here is your second chance. Please return this questionnaire NOW. The evaluations and comments you and other caring alumni make will help us to improve AGSIM. RESULTS will be anonymously tabulated and reported in the Spring THUNDERBIRD.

Alumni News



David Henry

ALUMNUS-IN-RESIDENCE

Do you remember chasing down jackrabbits on the airfield? . . . Fischer's Follies? . . . J. Navarro? . . . double commodes in the barracks' bathrooms? . . . Las Posadas? . . . La Señorita's Spanish and Portuguese choirs? . . . a peculiar little Irishman named Robert Delaney?

Well, you may or may not remember these things, but Alumnus-in-Residence DAVID HENRY, current holder of the J. Navarro Fellowship and Chair in Residential History, knows about them.

"I have become so totally immersed in the history of Thunderbird," says David, "that I bore my friends with past anecdotes. But to me it is so alive — this success story of Thunderbird from the day the 'country club of the Air Force' was built on the old city dump grounds to AGSIM's present-day status as 'the best source in all the world for highly skilled international executives,' as author-adventurer Lowell Thomas puts it." David's resultant pictorial as well as narrative history of Thunderbird is scheduled for Spring, 1976 publication. It will also feature the current geographical distribution of graduates by class years.

In addition to his academic duties, while at Thunderbird David is continuing his studies of Asia and the Chinese language. He is working on an independent study concerning ways of doing business with The Peoples' Republic of China once you arrive and begin negotiations. (He feels most studies in this area have explored ways to get an invitation to Canton.) Recent discoveries of large oil deposits in China should have a profound economic impact on China and her dealings with the United States and Japan, David thinks, and he hopes to have the opportunity to gain first-hand experience in establishing formats for successful commercial negotiations there.

The Alumni Office

AGSIM alumni want to receive service and want to give services. You are Thunderbird's greatest strength, and we in the Alumni Office try to fulfill your wishes and needs.

The major way Thunderbirds keep in touch with each other and with their school is through THE THUNDERBIRD, our official alumni bulletin. This is sent three times a year, free of charge, to more than seven thousand alumni world-wide. Additionally, alumni who contribute \$25.00 or more each year, upon request, will receive lists which give name, company affiliation and title, and mailing address of other T-Birds by states and countries, as well as reprints of journal articles from READINGS FOR THE INTERNATIONALLY-MINDED.

The Alumni Office sends mailing labels to any alumni who wish to organize T-Bird get-togethers, and it pays for flier announcement mailing costs of these meetings once a year per group upon request.

We offer students information on which companies have hired from AGSIM; how many Thunderbirds have been employed by each company and how many are still with each respective company; with which companies individual alumni are currently, and their titles and addresses; where alumni are by city and country; and many other services. Geographical lists (city and country) of alumni by company affiliation and mailing address are also available to students at a nominal charge. Each time THE THUNDERBIRD is published, all students as "alumni-in-residence" receive their copies of this alumni publication.

This office funnels to appropriate offices on campus all alumni offers to help the school. Alumni publicize the school for us, and almost half of all applicants cite alumni recommendation as a major reason for their attending AGSIM. Alumni Educational Counselors, under the auspices of John Arthur, recruit on campuses all over the country. Successful visiting alumni act as guest lecturers while they are on campus. T-Birds encourage their companies to hire more international management talent from the school. Alumni give AGSIM financial support through the Annual Fund.

Students serve by hosting alumni during campus visits and by reporting what is going on at AGSIM now to alumni meetings in many areas whenever their school calendar permits.

The Alumni Council is composed of staff, faculty, and students, and it is advised by the Alumni Association presidents and other interested alumni. This council considers many matters — how to better familiarize "alumni-in-residence" with the Alumni Office services (lists, contacts, recognition jewelry) and the role that alumni should play at AGSIM (policy making, financial support, "resource persons" for students seeking jobs, etc.). Items now under discussion include a Thirty-Year Reunion, Alumni Awards, and the development of a list of "contact persons" in each major city in the world for job-hunting and first job T-Birds.

Student interest in the Alumni Council is growing. JIM ROOS and HECTOR HOLLAND are finalizing the marketing of a new, reasonably-priced, Hector-designed Thunderbird ring (details in the next THUNDERBIRD); DAVID HENRY, Resident Historian, is writing the Thirty-Year Commemorative History of Thunderbird to be published in the Spring (see details on how to order on Alumni Fund envelope); FRANCO MOLINA and MERYL KAMEN are doing the photographic and art work on THE THUNDERBIRD; GARY ROBINSON, JIM HILBERT, and ROD TAYLOR are writing articles for this publication.

Would you like to be a more active alumnus? Write me.

Did you not receive your copy of the Summer THUNDERBIRD?

Did you forget to return your T-Bird QUESTIONNAIRE last issue?

DON'T FRET! Here is your second chance. Please return this questionnaire NOW. The evaluations and comments you and other caring alumni make will help us to improve AGSIM. RESULTS will be anonymously tabulated and reported in the Spring THUNDERBIRD.

Resource Persons

The following is a list of T-Birds who have volunteered to serve as Association Officers and/or Resource Persons in their geographical areas. If you are visiting their areas, job-hunting in their areas, or moving to their areas, they will help you. Yet another example of Thunderbird spirit and of how Thunderbirds give service to their school and fellow-alumni. Use them. Get to know them. Enjoy them. (Perhaps you would like to volunteer to serve in your area. If so, let me know and I will add your name to this distinguished list.)

UNITED STATES

ARIZONA (Phoenix)

Jack A. Williamson
c/o Caravan Inn
3333 E. Van Buren
Phoenix, AZ 85008
(602) 275-7551

BAY AREA

Sherman J. Olson
c/o AFIA
300 Montgomery St., Suite 860
San Francisco, CA 94104

Roland J. Willits
342 Blackstone Dr.
San Rafael, CA 94903
(415) 472-5856

CHICAGO

Randy Miller
c/o Continental Bank
2315 S. LaSalle St.
Chicago, IL 60696
(312) 465-5352

Frank Kresanko
Lake Shore Club
850 N. Lake Shore Dr.
Chicago, IL 60611

Jesse Wilson
127 E. Ash
Canton, IL
(312) 236-8745

CLEVELAND

Mike Groeneveld
5115 Lake Rd. #824
Sheffield Lake, OH 44054

Steve Mahood
31 Stewart Ct.
Oberlin, OH 44074

Harry Cockrell
c/o The Ridge Tool Co.
400 Clark St.
Elyria, OH 44035

DALLAS AREA

George T. De Bakey
7739 Willow Stream Court #229
Dallas, TX
(214) 368-8599

Barbara Stewart
15417 Preston Rd. #1161
Dallas, TX 75240
(214) 661-1197

FLORIDA

Marlon E. Willson
5099 S.W. 93rd Place
Miami, FL 33143

FRESNO AREA

Roland E. Garcia
6293 N. Marks Ave.
Fresno, CA 93711
(209) 227-1774

HAWAII

Harry Fanning
44-208 Malae Place
Kaneohe, HI 96744

HOUSTON

John A. Mazza
c/o Exxon Co. USA
Marine Dept. Box 1512
Houston, TX 77001

Dave Prater
c/o Marubeni America Corp.
3650 One Shell Plaza
Houston, TX 77002

MILWAUKEE

Ernest Kangas
2405 Springdale Rd. #1-A
Waukesha, WI 53186

Al Keiser
c/o Marshall & Ilsley Bank
770 N. Water St.
Milwaukee, WI 53201

NEW YORK

Mike Crotty
21 W. 86th St. #710
NYC, NY 10024
(212) 929-4100 x418 (Off.)
(212) 724-8500 (H)

Art Williams
137 E. 47th St.
NYC, NY 10017
(212) 989-0130 (Off.)
(212) 753-2786 (H)

John Sandor
10 Waterside Plaza #17-D
NYC, NY 10010

NOGALES

Chuck Murphy
c/o The Arizona Bank
44 W. Monroe
Phoenix, AZ 85003

SAN DIEGO

Craig A. Starkey
Box 1122
Rancho Santa Fe, CA 92067
(714) 756-2692

SEATTLE

Barton L. Hartzell
6322 - 126th Ave. S.E.
Bellevue, WA 98006
(206) 641-2796

Barker Bates
1926 Olympia Way
Longview, WA 98632

SOUTHERN CALIFORNIA

Wes Kruse
10334 Pounds Ave.
Whittier, CA 90603
(213) 691-0255

Jeff Ruby
23016 Haddock Dr.
Diamond Bar, CA 91765
(714) 595-9942 (H)
(213) 330-0666 (Off.)

OTHER COUNTRIES

BRAZIL

Byron Coelho
1955 Estrada dos Remedios
50000 Recife
Pernambuco
812-272552

COSTA RICA

Jim Dahlstrom
c/o Super Servicio
Apartado 992
San Jose, C.R.
22-55-44

James Stanley
Box 5181
San Jose, C.R.

EL SALVADOR

John R. Arnold
c/o Arnold Enterprises
Box 1111
San Salvador, E.S.

EUROPEAN AREA

Bill Syms
c/o AKZO Consumenten
Produkten bv
Postbus 1299
Den Haag, Holland

Vic Martinez
c/o AKZO Consumenten
Produkten bv
Postbus 1299
Den Haag, Holland

FRANCE

Pascal Cornille
70 Rue Du Point Du Jour
K100 Boulogne
France

HONG KONG

Kris W. Anderson
c/o Seagrams Overseas Sales
402 Asian House
Hong Kong

C. Gregg Wadas
Trade Media Ltd.
P. O. Box K-1786
Hong Kong BCC

INDIA

Y. G. Dwarkanath
SRI Krishna SPG & WVG
Mills (Private) Ltd.
Subamanyapura
Bangalore - 11
India

JAPAN

Dave Fisher
c/o Int'l Education Center
Japanese-American
Conversation Inst.
21 Yotsuya, 1-Chome, Shinjuku
Tokyo, Japan
359-9621-6

KOREA

Woo-Hyon Paek (Pres.)
I.P.O. Box 3301
Seoul, Korea

Jae Suk Lee (Sec./Treas.)
c/o Korea Development Bank
C.P.O. Box 28
Seoul, Korea
24-2752

KUWAIT

Riad Marei
c/o Y. Alghanim & Son
P.O. 223
Kuwait

Phillip E. Wilken
502-B 5th Floor
Chia Hsing Building
Taipei, Taiwan

MALAYSIA

Chuck Hazen
S.E. Asia Reptv. Office
Seattle First National Bank
11, Jalan Damansara Endah
Kuala Lumpur, Malaysia

MEXICO

Larry Schaeffer
c/o General A. Mora
56 Michelet
Colonia Nueva Anguras
Mexico 5, D.F.
Mexico
5-89-51-15

NIGERIA

S. H. (Steve) Montagu-Pollock
AFIA
P.M.B. 12652
Lagos, Nigeria

TAIWAN

George H. Pitts, Jr.
c/o Dow Chemical Int'l.
1007 Chia Hsing Building
Taipei, Taiwan

VENEZUELA

Dominique Matron
c/o The Coca Cola Export Corp.
Apartado 3729 - Carmelitas
Caracas, Venezuela
36.42.65; 36.42.82; 34.30.72

Alumni Contributions

The Spring 1976 issue of THE THUNDERBIRD will contain a list of all contributors during 1975 to the Alumni Fund and the Martha L. Snyder Scholarship Fund. Additionally listed will be two new club-giving categories — The Thunderbird Club (\$1,000 per year or more) and The Parents' Club. Support your school. Be part of AGSIM's new and exciting progress. Make sure your name appears under the Alumni Contribution Club of your choice by sending your check in to the Alumni Fund before end-1975. Your total 1975 contribution will then appear under the appropriate T-Bird, Capstone, Century, Honor or Parents' Club or Scholarship Fund category.

All Annual Fund contributors of \$25.00 or more during 1975 are welcome to request a list of fellow T-Birds in any city or country where you might be visiting or living. You may also ask for a free reprint of any journal article under READINGS FOR THE INTERNATIONALLY MINDED. Just a "Thank you" from the Alumni Office for your support of AGSIM.

CENTURY CLUB

Joseph Klein '47
William Davis '48
Lowell Marcus '48
F. James Lee '49
Selwyn Graves '50
Paul Black '52
Addison Luce '56
Dave Murison '56
Charles Stockholm '56
Bob Schmeltz '59
Jack Donnelly '60
William Lindberg '61**
William Wagner '68
Goran H. & Lee Anne C. Peters '70
Richard Baca '72
Larry Ratner '72
Jim Hendersen '73

HONOR ROLL OF CONTRIBUTORS

Emily Adacusky '47
Fred Leisering '47
Herb Lindstrom '47
Irving Platt '47
Charles Ritter '47
Ernest Rokahr '47
Larry Schaeffer '47
Larry Bocci '48
Robert Clarke '48
David Clay '49
Tony Lodico '49
Gerald Marugg '49
Sterling Boyce '50
Virgil Heidbrink '50
Charles Mitchell '50
Al Robins '50
George Curtis '52
Fred Koppl '52
H. T. Withers '52
Thomas Adams '53
Boye de Mente '53
Roland Garcia '53*
Roland Garcia '53
Robert Morehouse '53
George Lindahl '54
Ernest Parada '55
Norman Capps '56
John Cecil '56
Irving Perlman '56
Alex Boggio '57
Virgil Carlson '57
Charles Maggio '57
Walter Neverovich '57
William Rush '57
Arnold Anderson '58
Harry Atkinson '58
Richard Deakin '58
Al Fritzner '58
J. Dean Huelat '58
Jack Ryder '58
Fred Sill '58
John Tomlinson '58
Pieter Vos '58
John Bogert '59
Andy Furlan '59
Bart Hartzell '59
Ed Shaw '59
Dave Youmans '59
Diane de Rollin Bishop '60
Bob Ciszewski '60
Malcolm Goode '60
Robert Heineman '60
Bob Renshaw '60
Ken Bennett '61
James Black '61

Jaime Ghezzi '61
Dave Mayo '61
James Paulino '61
Ron Segerlind '61
Leighton Willgerodt '61
James Benson '62
Richard Loth '62
Darryle Petersen '62
Brooks Rawlins '62
Gene Weidner '62
C. H. Yahn '62
Tom Zacharias '62
Paul Draughn '63
Bob Lambrix '63
Dan Van Gelder '63*
Joe Bunce '64
John Butler '64
Steve Charlesworth '64
Garry Moore '64
Claus Morch '64
Mike O'Keefe '64
Ronald Stearns '64
Larry Prager '65
John Shepherd '65
William Shapiro '65
Leavitt Ahearns '66
John DeFazio '66
Mike Feeney '66
Chris Lane '66
Richard Mar '66
Lloyd Straits '66
Bill Craig '67
John Dudley '67
William Dyer '67
Fred Frese '67
Ron McCowen '67
Richard Roney '67
John Stoodly '67
Rupert Watson '67
Robert Chapman '68
John Gilbaugh '68
Steve Gold '68
George Grimmett '68
Pete Hellman '68
Tom Lester '68
Peter Joost '68
Pat McLaughlin '68
Masaaki Nakamoto '68
Brent Sanford '68
Bob Schreiber '68
Montroville Walker '68
Alain Vannetzel '68
Robert Wilcox '68
Steve Hall '69
Chuck Hazen '69
Loog Kleinbussink '69
Mike Murphy '69
Richard Wade '69
John Brady '70
Phillip Hand '70
Larry Jones '70
Bill Murphy '70
Steve Onuparik '70
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Roger Fuller '72
William LeBow '72
Jim Rook '72
Jeff Ruby '72
John Ryan '72
William Rye '72
Suzy Sagy '72
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Steve Toms '72
Meriwether Williams '72
Ernie Escobedo '73
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Hunter Fry '73
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K. C. McAlpin '73
Rod Miller '73
Chris Morrison '73
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Pascal Cornille '74
Paul Fronczek '74
Jim Harper '74
Sandra Harrison '74
Barry Heimbigner '74
Julie Houk '74
Ralph Johnson '74
Lee Lunda '74
Shaun McIntosh '74
Mike McLafferty '74
Bob Marquardt '74
John Melarkey '74
Apostolo Merguzhis '74
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Jim Walton '74
Bob Webb '74
Richard Williams '74
Casey Cummings '75
Jim Hildebrandt '75
John Mazza '75
William Hacker (Special)
Steve Stevenson (Special)

COMPANIES CONTRIBUTING UNDER MATCHING GIFT PROGRAM

Continental Can Co.
S. C. Johnson & Son Inc.
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Manufacturers Hanover
Chase Manhattan Bank
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Fritz Companies, Inc.
Nordson Corporation
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American Can Co.
Cyprus Mines
Sears Roebuck & Co.
*Martha L. Snyder Scholarship Fund
**Keyman

Association News



Southern California Alumni

ARIZONA alumni will meet for drinks and dinner to meet the balloonists and to participate in a Calcutta on November 7th, kicking off the two-day International Balloon Race being planned at AGSIM by the Friends of Thunderbird for November 8th and 9th. "All alumni, alumni-in-residence, and friends are welcome," says President JACK WILLIAMSON, '72, Tel. 275-7551. There will be a no-host bar, 6:30-7:30 p.m., followed by a cafeteria meal at 7:30 p.m. See you there!

BAY AREA T-Birds will meet the first weekend in December to install SHERMAN J. OLSON, '50, as President. BERGER ERICKSON is planning to attend. Contact either ROLAND or HELEN WILLITS, '70, 342 Blackstone Drive, San Rafael, California 94903, for details.

COSTA RICA in late November will have a T-Bird get-together. DIANE CONNELLY will be there. Contact JIM DAHLSTROM, '58, c/o Super Servicio S.A., Apartado 992, San Jose, Costa Rica.

DALLAS will host Academic Dean MARSHALL GEER in early November. President GEORGE DE BAKEY, '73, Tel. (214) 368-8599, BARBARA STEWART, '74 & MARK WINCHESTER are planning the meeting.

EL SALVADOR tentatively plans a T-Bird reunion in late November, with DIANE CONNELLY bringing the group up-to-date on AGSIM. Contact JOHN ARNOLD, Arnold Enterprises, Box 1111, San Salvador, El Salvador.

SOUTHERN CALIFORNIA has new officers: WES KRUSE, '69, President; JEFF RUBY, '72, Vice-President, and BARBARA MOORE, Secretary-Treasurer. BERGER ERICKSON will be present at their next meeting in early December.

MEXICO CITY T-Birds, LARRY SCHAEFFER, '47, and PATRICK T. McLAUGHLIN, '68, seek volunteers to help plan an end-November party. DIANE CONNELLY will be present from AGSIM. C'mon, Mexican T-Birds! This one should really be fun! Contact Larry, c/o General A. Mora, 56 Michelet, Colonia Nueva Angures, Mexico 5, D.F., Mexico.

NEW YORK saw 70 T-Birds and 25 paid guests turn out on June 26th for an alumni party. President MIKE CROTTY, '74, is organizing another for end-October. Contact Mike at (212) 929-4100 (Off.); (212) 724-8500 Rm. 710 (H), ART WILLIAMS, '73, (212) 989-0130 (Off.); (212) 753-2786 (H), or JOHN SANDOR, '74, 10 Waterside Plaza #17-D, N.Y.C. 10010, for information on this and future meetings. Great job, T-Birds!

SAN DIEGO T-Birds will probably meet with BERGER ERICKSON in early December. Contact President CRAIG STARKEY, '60, at (714) 756-2692 for details.

SEATTLE President BARTON HARTZELL, '59, aided by BARKER BATES, '51, 1926 Olympia Way, Longview, Washington 98632, will need help organizing for an early December meeting. How about it?

EUROPEAN T-Birds are planning their annual mid-winter get-together. Contact BILL SYMS, President, '74, at Akzo N.V., The Hague, Fruitweg 25, Den Haag, Holland, or VIC MARTINEZ, '74, at Burgemeester Van Tienenweg 3, Diemen, The Netherlands.

CHICAGO alumni have been busy. In June, they met with DIANE CONNELLY and responded magnificently to AGSIM's call for Alumni Educational Counselors and "Resource Persons." September 5th, HELEN & KHALIL HACHEM, '72, JULIE HOUK, '74, ROBERT BEAN, '48, the MICHAEL MOORMANS, '67, the WILLIAM WROBELS, '62, the SELDEN SPENCERS, '67, & RANDY MILLER, '73, met with JOHN ARTHUR and MARTY SOURS from AGSIM. Contact Randy at Continental Bank, 2315 S. LaSalle Street, Chicago, Illinois 60696, JESSE WILSON, 127 E. Ash, Canton, Illinois, (312) 236-8745, or FRANK KRESCANKO, '57, at (312) 236-1163 for details of future meetings.

CLEVELAND T-Birds continue to get together for lunch on a semi-regular basis. The turn-out in July was over 25. GARY PACIFIC, '72, has been transferred to Mexico, so contact MIKE GROENEVELD, '72, 5115 Lake Road #824, Sheffield Lake, Ohio 44054, STEVE MAHOOD, '72, 31 Stewart Court, Oberlin, Ohio 44074, or HARRY COCKRELL, '74, c/o The Ridge Tool Co., 400 Clark Street, Elyria, Ohio 44035.

MILWAUKEE alumni had an informal family gathering at Menomonee Park on August 23rd. The successful event was due to the efforts of ERNIE KANGAS, '73, Tel. 784-1353 (H), and AL KEISER, '73, Tel. 355-2417 (H). What's next?

TOKYO alumni honored Professor JOHN LINDHOLTZ on August 29th at a party in the home of the KEN WHITNEYS, '74. Ken and DAVE FISHER, '67, acted as co-hosts. "Thirty attended and booze and friendship flowed freely," says John. "I was impressed by the hospitality from T-Bird alumni and the high prices from everyone else." The 31st, Ken and Mitsuko took John to Hakone for the day.

In SEOUL Lindholtz was entertained in the home of RICHARD & CYNTHIA HALE, '61, of Rohm & Haas. Fifteen alumni came. John also reports being royally entertained by Sung Kyun Kwañ University people. He and a Dutch professor gave a Marketing Export Management Training Course, sponsored by the Asian Product Corporation, a multi-governmental group with fourteen member countries. Attendees came from Iran, Republic of China, Thailand, Sri Lanka, Indonesia, the Philippines, Nepal and Korea.

Class News



Left to Right: Class of '74 — Anne Walton with new daughter Sarah Anne, Bill Syms, Julie Nedelkow, Jim Nedelkow with new son John Paul, Jim Walton and Gerry Syms.

Births

GIRLS

LEANN (SECUNDA) and GORAN PETERS, '70, New York City . . . HANS and ARINE COMBEE, '72, Vossem, Belgium . . . JIM and ANNE WALTON, '74, Amsterdam, The Netherlands . . . PAUL and ANN LISS, '59, Woodmere, New York . . . FRANK and DIANE SUCHAN, '74, Elyria, Ohio . . . MICHAEL and CAROLINE FEENEY, '66, Heidelberg, Germany . . . JOHN and MARY GILBAUGH, '68, Mexico City . . . BOB and ELLEN McCONNELL, '53, Point Pleasant Beach, New Jersey . . . STEVE and NANCY ONUPARIK, '70, Quaker Hill, Connecticut . . . JOHN and GEORGIANA, '72, Metuchen, New Jersey . . . MARGARET MOORE BRENNAN, '62, San Francisco, California . . .

BOYS

JIM and CAROLE PAULINO, '61, Allendale, New Jersey . . . JIM and JULIE NEDELKOW, '74, Vienna, Austria . . . CHUCK and ALAYNE TAMAYO, '72, Fresno, California . . . BOB and SUSAN CHAPMAN, '68, Pacific Palisades, California . . . RAY and MARILYN ANDERSON, '74, Staten Island, New York . . . JACK and CONNIE TAYLOR '71, London, England . . . LARRY and LINDA PRAGER, '65, Kansas City, Missouri . . . JOHN and GINGER DUDLEY, '67, Comanche, Texas . . . MIKE and JEANIE BLUTH, '74, Stamford, Connecticut . . . CLAUS and ELIZABETH MORCH '64, Stockholm, Sweden . . .

TWINS

DAVE and JOAN SELDON '72, Girls, Agana, Guam . . .

Thunderbird Visitors

STEVE KOHN '74, Peoria, Illinois . . . RON NICOSIA '73, Phoenix, Arizona . . . CHRIS LARSEN, JR. '65, New York City . . . RON PFAFFLIN '73, Davenport, Iowa . . . ED McLAUGHLIN '74, Ft. Lauderdale, Florida . . . MILES GEHM '56, York, Pennsylvania . . . FRANK RIVERA '70, Guaynabo, Puerto Rico . . . WILLIAM TEMPLETON 'KM69, Lexington, Kentucky . . . GREG MURPHY '73, White Plains, New York . . . DICK GRAHAM '58, Caracas, Venezuela . . . ROBERT CONNELLY '56, Sao Paulo, Brazil . . . LEO HAGEMAN '60, Belen, New Mexico . . . B. PAUL SMITH '62, Mexico City . . . MIKE KAVANAUGH '72, Milwaukee, Wisconsin . . . RON KRAUS '72 . . . DWIGHT WINKLER '74, Milwaukee, Wisconsin . . . KEN POTOKAR '73, Evansville, Indiana . . . GARY RANKER '67 . . . JERRY MORDRET '69, Tananarive, Madagascar . . . RON WALKER '72, Guadalajara, Mexico . . . ANDREW HEIMARK '72, St. Davids, Pennsylvania . . . DAVID ATKINSON '72, Johannesburg, South Africa . . . JIM TERRIL '74, Yakima, Washington . . . JIM HENDERSON '73, Torrance, California . . . DAVE FISHER '67, Tokyo, Japan . . . CARROLL RICKARD '56, Los Angeles, California . . . KEITH THOMPSON '71, Phoenix, Arizona . . . FRED FEIBIG '70, Phoenix, Arizona . . . BUCK BROWN '71, Madrid, Spain . . . LARRY SCHAEFFER '47, Mexico City . . . TOM SANDEGREN '73, Los Angeles, California . . . CHUCK GAMEROS '69, Manchester, Connecticut . . . MIKE NEWTON '56, Thousand Oaks, California . . . PHIL SIDEL '54, Pittsburgh, Pennsylvania . . . MARK PITTMAN '72, Puebla, Mexico . . . JIM STONE '72, Tucson, Arizona . . . JIM McCARTY '74, Sausalito, California . . . SHIGEHIRO UCHIDA '61, Wilmington, California . . . STEVE SULLINS '68, Ft. Worth, Texas . . . LINDA HANS '72, Chicago, Illinois . . . JOHN MARCH '65, Upton, Wyoming . . . MIKE WOLD '74, Minneapolis, Minnesota . . . ERICH GUGLBERGER '65, Malibu, California . . .

Marriages

JOHN LUQUE, '73, and REED WALTER, '74, Evanston, Illinois . . . RICHARD BUCK, '74, and Nancy Ann Price, Tempe, Arizona . . . MICHAEL CHONG-KOK KWEE, '70, and Margaret Anne Soden, Surrey, England . . . FRANK APPLE, '74, and Elizabeth Kennedy, Tom's River, New Jersey . . . DUKE LIBBY, '63, and Judith Winkler of Oradea, Rumania . . . HAROLD YONOVITZ, '74, and Margaret Hanson, Phoenix, Arizona . . .

Deaths

EUGENE C. PULLIAM, publisher of the Arizona Republic and The Phoenix Gazette and a Director Emeritus of AGSIM, died June 23, 1975 in Phoenix, Arizona . . . LLOYD TOWNSEND '52, Youngstown, Ohio . . . WILLIAM D. BURNS '49, Oklahoma City, Oklahoma . . . STUART M. GREEN '65, Pittsburgh, Pennsylvania . . . EUGENE N. WEIDNER, '62, Tegucigalpa, Honduras . . . ELSIE BELL '47, San Diego, California . . . JAMES PATRICK, AGSIM Past Chairman of the Board . . .



Joseph Klein '47

47 Joseph M. Klein, Cyprus Mines Corporation's executive vice president-industrial operations, has been elected a member of the Los Angeles-based corporation's Board of Directors . . . "Am interested in buying indoor-outdoor planters of clay, ceramic, plastic, fiberglass, metal, glass and wood from alumni in Mexico and overseas," writes **Irvin Platt**, 6604 Cooper Ridge Road, #102, Baltimore, Maryland 21209 . . . From Curitiba, Brazil, **Jim Phillips** writes: "After 20 years in the airline business, I am now going to manufacture silos in Paraná. Also, Anne and I are proud owners of the only English Pub in Rio called, oddly enough, The Lord Jim. Anyone coming down this way is always welcome." In 1961, Jim was the recipient of the Jonas Mayer Award . . . **Harold Carpenter** is retired in Guadalajara . . . **Jack Rokahr** writes, "On August 17th, I completed my thirteenth year as a Trade Specialist with the Los Angeles District office, U.S. Department of Commerce." . . . **Herb Lindstrom** was Director of a hospital equipment trade mission visiting Greece, Italy and Switzerland. **George Dietz**, vice president of Export-Import Bank, joined the group in Greece . . . **Larry Schaeffer** and his family had a most enjoyable visit to the campus in August.

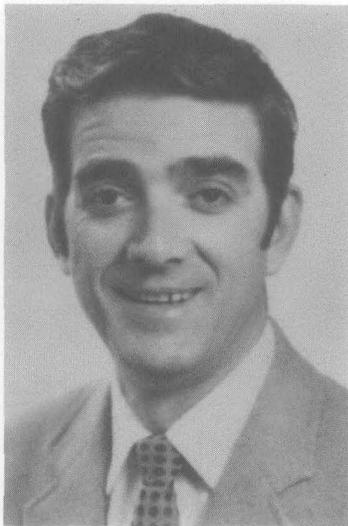


William Neumann '48



Charles Ritter '47

48 Bill Miller called in August to tell us that after many years in South Africa with Forsythe Udwin, he retired and is now living in Newport Beach, California . . . **Bill Neumann** is owner and president of the Scenic Travel Bureau in Hoboken, New Jersey . . . The **Charles Rockwells** of Phoenix spent an enjoyable evening with **Berger** and **Mabel Erickson** at the Phoenix Council of the Navy League's dinner at Mountain Shadows in September. The dinner honored J. William Midden-dorf, Secretary of the Navy . . . **William Davis** is a volunteer Emergency Medical Technician in Greensboro. He and **Alice** are proud grandparents . . . **L. K. (Marc) Marcus** sends **John** and **Marge Lindholtz '48**, best greetings . . . **William Paden** is Senior Vice President in charge of business in Latin America, the Caribbean, Spain and Portugal for Manufacturers Hanover Trust Company. He writes, "I have hired a large number of graduates, many of whom are still working with me."



Tony Lodico '49

49 **Tony Lodico** is president and chief executive officer of Cardio Dynamics International in Los Angeles. He writes, "**R. A. Franke '74** and **Driss Benkhaled '74** work on my staff, and I will be expanding the staff in '76." . . . **F. James Lee** writes, "Sold my florist business here in Washington, D. C., effective April 1, 1975; retired; moving to Maine, September 1975." Address: 23 School Street, Ogunquit, Maine 03907 . . . **Dave Clay** has been in charge of Seven-Up for Mexico and Central America for the past two years, after twenty years with Pepsi and one year each with General Foods and Singer. He writes that he and his family are well. "Fond memories of the school and proud to have received the Jonas Mayer Award in 1960." . . . **Jerry Marugg** is Project Procurement Manager for the Nuclear expansion program at San Onofre in San Clemente, California.

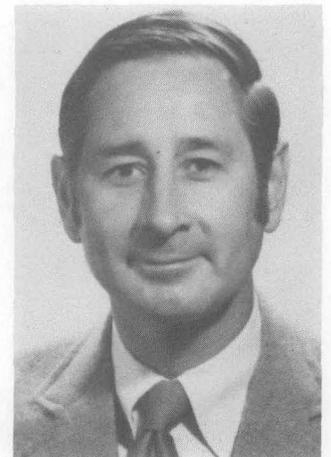
50 **Denman Stanfield** writes, "After finishing AIFT, at the recommendation of Merele Boehn I entered the Foreign Service (Department of State)-first post, Consular Assistant, Mazatlan, Mexico; then Asuncion, Paraguay (Vice Consul); Lisbon, Portugal (American Consul); San Jose, Costa Rica; and five years American Consulate General, Monterrey, Mexico. I retired from the Foreign Service September 30, 1973. I am now self employed: Visa Consultant and Typing Service." . . . **Cliff** and **Louise Bevens** moved in July from Turkey to Thailand with Goodyear. They report enjoying the challenge and refreshment of a different and most interesting part of the world . . . **Selwyn Graves** writes that he was made San Diego Divisional Manager, July 1974, of Wilbur Ellis Company. The company business is importing frozen fish products from Mexico for U.S. distribution and re-export . . . **Cal Van Pelt** and his wife **Annette** plan to visit the campus in mid-October. Cal is International Vice President of White Stag.

51 **Jack Moss** is in San Jose, California and reports that **Bob Rowland** is Vice President-Maintenance and Engineering for World Airways . . . **Dr. Shelton W. Marlow** has been promoted to Associate Professor-Coordinator of Student Teachers at the New Mexico State University. He would like to hear from classes of 1950 and 1951. Address: 1811 Manzana Road, Carlsbad, New Mexico 88220.

52 Commenting on his Thunderbird education, **George Curtis** of San Jose, Costa Rica writes, "As cheer and stimulation for those who struggled to teach me business, economics and Spanish back there in '52-'53, let them know I now own a finance company, am completely at home in Spanish, and am a practicing psychotherapist with quite a following. One never knows."



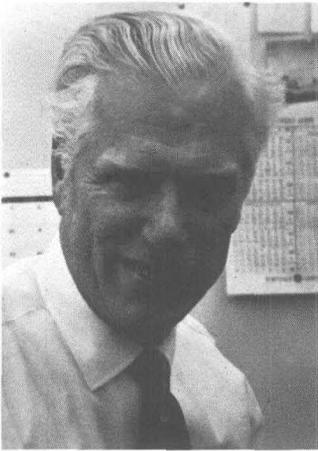
Thomas J. Adams '53



Jim Stanley '53

53 **Jim Stanley** is Managing Director of Fuertejido, S.A., in San Jose, Costa Rica . . . **John Lambert** is living in Los Altos, California, where he is a Proposal Engineer with General Electric. He writes, "My work with customers (electric utilities) and partners (architect engineers) on proposals and contract negotiations takes me to Europe six or seven times a year. I really enjoy it. I'm now fumbling with my fifth language." . . . **Tom Adams** has just finished the second edition of his college textbook, THE BUSINESS OF BUSINESS, to be published by Canfield Press early in 1976. Tom is Professor of Business at Sacramento City College . . . **Boye de Mente** tells us, "spent a total of thirteen years in the Orient after graduating. Last four years of employment was an editor of **The Importer Magazine**, founded by the late Ray Woodside '55, covering Asian products for Western markets. Wrote first book in 1960; have written twenty since. Moved from Tokyo to Phoenix in mid-1960's; last ten years have been the best years of our lives. Two daughters. Begin publishing 1972. Return to Far East once or twice a year. Just recently have been appointed executive advisor to East Asia Publishing Company."

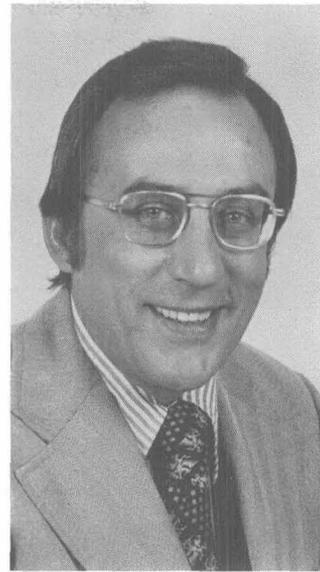
54 **George Lindahl** writes, "Completing thirteen good years in Guatemala and happy as can be, running my own cotton brokerage firm. Must be about forty T-Birds here—we'll try to have another reunion soon." . . . **Richard Coleman** is vice president-Far East-Gamlen Chemicals.



John Lambert '53



George Lindahl '54

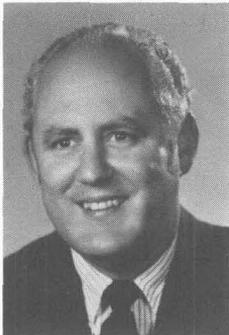


Robert Bailey '56



Alexander Boggio '57

55 James Cushing is in Iran with Oil Service Company of Iran (a private company) contracting with NIOC. He is on loan to OSCO from Texaco International on a two-year contract, but he hopes to stay longer. He writes that his T-Bird Spanish is of little value . . . Dick Luers started his own import-export business last year: Delta Mutual Sales, Marina del Rey, California, after being with Hughes Aircraft for fifteen years. He is enjoying his independence . . . Art Ortiz writes, "Going on three years as President of Centinel Bank of Taos. Having a ball. Very involved in local development. Establishing privately-owned mini-industrial park." . . . "Nerey is very busy as a law clerk in Federal District Court. Ernie was elected Regional Vice President, Sales and Marketing Executives International, New York; also, Chairman, District Export Council," write the Paradas from Puerto Rico.



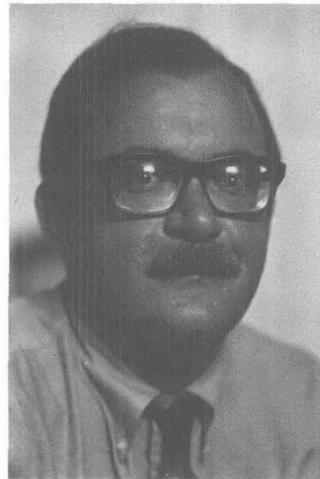
Charles M. Stockholm '56



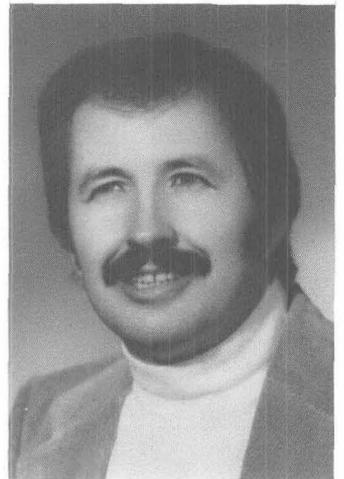
David Murison '56

56 The Class of '56 is busting with news! Carroll Rickard, Vice President and General Manager of the Continental Bank International (Pacific), returned to campus August 2nd as a panel member of the BRAZIL WORKSHOP Day. Patricia and daughter, Sherri, accompanied him . . . Addison Luce reports that they have moved from Rome to Milan, he having left Manufacturers Hanover Trust to join Bank of Montreal. Addison is the Bank's representative for Italy . . . Robert Chamberlin is Regional Director of Sales for the Western International Hotels, New York Regional Sales Office . . . Mimi Kennedy, widow of Frank '56, recently remarried. "My new husband is an electrical engineer. He hopes to move back to Puerto Rico someday." . . . Dave Murison is FNCB's Vice President - Area Credit Officer in Frankfurt, Germany. He writes, "I have the opportunity to travel through Europe, the Middle East and Africa. My worst time so far was being kept in the Holiday Inn in Beirut while fighting went on in the streets outside the hotel!" . . . Robert Bailey has been promoted to Director of International Marketing in Olin Corporation's Fine Paper and Film Group, Pisgah Forest, North Carolina . . . Irving Perlman writes, "Still doing business at the same old stand, covering New England as a Manufacturers Representative in the builders' hardware field." . . . Charles Stockholm of FNCB in the Bay area, writes, "Jim and Flo Landolt '57 visited us recently. First time we have seen them since Kuala Lumpur, 1965. Good reunion. See Ted and Marie Backus '57 frequently in Honolulu. Also see or speak with the Fred Brenners '56 in Miami and the Jack Butefish's '56 in Los Angeles." . . . Miles Gehm was on campus with his family in July and, upon his return to York, Pennsylvania, he represented AGSIM at the Presidential Inauguration at Dickinson College.

57 Virgil Carlson writes, "Two years ago I took and passed the CPA exam. I am now in private practice as a CPA in Georgetown, Texas. In addition, I still raise Angus cattle on the family farm. In December 1973, Frances Cardwell and I got married. Three of her five children still live at home." . . . Norman Fellers is presently providing consulting services to the Tax Department of New York State . . . Ted Weisenburger '57, is the Tribal Judge, Devils Lake Sioux Indian Reservation. You can reach him at Walsh County Court, Grafton, North Dakota . . . Alex Boggio tells us that as a sideline he has been publishing a monthly report, JOBS WORLD-WIDE. This report is by subscription only; six issues for \$15; 12 issues for \$24; \$36 for 12 issues overseas airmail. "I will be happy to send out one of my sample reports free to each T-Bird about jobs worldwide," writes Alex. His address is: Box 357, South Pasadena, California 91030 . . . Bill Anderson has been named Managing Director of Hyster Canada, Ltd., and living in Toronto with his family.



Pieter Vos '58



Lloyd Darden '58

58 Kenneth Cogdill is Manager Corporate Operations, Evaluation and Coordination for the Amerada Hess Corporation in New York . . . "After working with oil companies for ten years and living during that time in Cuba, the Congo (Zaire), Portugal and Puerto Rico, I then retired and formed a real estate firm in Puerto Rico. Now consists of 40 people and 3 offices," writes John Tomlinson . . . Jack Ryder writes, "Completed eighteen years of Federal Service. Hope to retire in approximately six years." . . . "I enjoy very much my relationship with Thunderbird as an Alumni Recruiter. It keeps me in touch with the school, and I find a growing interest among Montana area undergrads," writes Ronald Faust from Billings . . . Alvin Fritzer is General Manager of Mack S.A. (pharmaceuticals) in Mexico . . . Pieter Vos is Director of Marketing - EURO SALES DIVISION - for Union Special Maschinen, and he and his family are residing in Stuttgart, West Germany.



Alvin Fritzner '58



Eric Beerman '59

59 Eric Beerman writes from Madrid, "Research/Writing/ Genealogy in the archives of Spain and Portugal for the past ten years. When I see mention of Dr. Schurz, I have to think — what a grand old man he was!" . . . Dave Youmans writes, "I arrived in Bolivia in June with my wife and youngest son; a second son joins us in August to commence the school year. I am Director in Bolivia for Foster Parents Plan International. This is our third assignment for PLAN and our eleventh abroad since Thunderbird. Work with the agency is just great and we have the satisfaction of a worthy life contribution." . . . Ed Shaw and his family are planning a trip to the Orient in November . . . Andrew Furlan informs us that he recently left Revlon International as Vice President to become President of Alintah International Resources — a newly formed company to trade with West Africa and Nigeria. He travels extensively . . . Bob Schmeltz, Managing Director, Pacific subsidiary for IMC, writes, "We are still in Singapore and would be happy to see anyone passing through." . . . Bob Roberts' address is Box 4000-R, Ft. Grant, Arizona 85643 . . . Gary Sisler in Miami, Florida: "Two years ago formed own real estate firm, specializing in Latin American Investors. Sold half of firm this year — am president of McNamany-Sisler, Inc., which deals in industrial properties as well as foreign investors."



Dave Wallace '60 & friend



Gerald Kangas '60

60 First National City Bank has announced that their Resident Vice President, Gerald Kangas, wife Jeanne and their four daughters, are being transferred to Citibank's new African Regional Office in Nairobi, Kenya. Jerry has been FNCB's Senior Officer in the Fiji Islands, and during the past fourteen years the Kangases have lived in eight countries throughout South America, Asia and the South Pacific . . . Bob Dilworth has been named Manager of the Ceiling Systems Division for Armstrong Cork Company's European associate company in Dusseldorf, effective September 1st . . . Jerry Holmes writes, "After graduation, I was employed by Republic National Bank of Dallas and left the Bank in June '72, as Vice President and Manager of International Banking Services. I now manage the family real estate investments and am active in cultural and educational organizations; served in 1973 as President of Dallas Civic Opera and am now President of Dallas Civic Ballet; serve on various boards of directors in Dallas; and am trustee of Dallas Academy for brain-damaged

children." . . . An up-date on Dave Wallace. After training and service in Puerto Rico with Chase Manhattan, Dave joined General Motors Overseas Operations and got his MBA from the Amos Tuck School of Business Administration at Dartmouth. Then he went to Mexico and the West Coast with Ford, worked for Boeing, and Performance Incentives Corporation in Minneapolis. "It was inevitable that through PIC's multi-national clients, I would get involved in the international end of things and that is precisely what happened. Sales and marketing incentives is a fairly mature industry in the states, but internationally there are many countries where there is no established industry, or where such incentive companies as do exist are simply suppliers of prizes rather than actual marketing agencies. Australia turned out to be one of those countries. After a thorough investigation and market study with a group of Australian investors, I left PIC to put together Charterbridge Propriety Limited, a full-cycle marketing support agency that custom-builds motivation programmes for Australian and multi-national clients." Dave offers this personal thought: "Graduates of English and Australian schools are called 'Old Boys' . . . isn't 'Old Birds' a logical definition for Thunderbird alums? Much less sexist, too . . . presumably girls don't graduate from school in commonwealth countries." . . . Dick Croft contributed his expertise on determining an export price quotation to an Export Manager's Seminar in Los Angeles this summer. Dick explained that to quote successfully, the exporter must add to the factory price all shipping expenses up to a designated delivery point indicated by the buyer and have a knowledge and an understanding of the American Foreign Trade Definitions . . . Malcolm Goode writes, "After eleven years in Hawaii and two in Oregon we're now back in the Southern California area (Dana Point). Expect to be here about two years before the next transfer." . . . Don Noble has accepted the position of sales manager for Firestone-Chile . . . Bob Ballinger writes, "After years of travelling we're quite pleased to sink roots in this modest-sized New England community (Pittsfield, Mass.). Teaching at Berkshire Community College, Assistant Professor in Marketing is most satisfying and challenging." . . . Dick Renshaw of Oakland, California, is now a full-time student and looking forward to a new career in health education . . . Now with Population Services International is Bob Ciszewski, Bangladesh. Bob writes, "After jobs in private marketing, then with a voluntary agency, I find that the present activity, social marketing, satisfies both my social conscience and my business instinct. Expect to be in Bangladesh three or four more years."

61 Advice to travelers to Tehran, from Sue and Bill Lindberg (Keyman): "Horrible rent, food scarcities and a traffic situation that makes New York City's rush hour look like Sunday afternoon . . . which is Friday here. If you're coming, make sure you have a friend who will put you up because your confirmed reservation will almost certainly be confirmed because it's already full. Don't miss the bazaar of the crown jewels and for gosh sakes don't eat the salad!!! Bring an umbrella for the grasshoppers and drip-dry clothing for the year-round summer." Arthur Andersen transferred the Lindbergs to Guayaquil in July . . . Carole Paulino writes, "After UMC Industries Inc. disbanded their Corporate International Department in March, Jim joined VALSAN International Corporation as Marketing Manager. He'll travel world-wide marketing pumps." . . . From Germany, Ken Bennett writes, "I met with my former classmate Verlyn Miller in San Diego recently. It was our first meeting since our departure from Thunderbird fourteen years ago, and it was a pleasurable renewal of acquaintance with Verlyn and his wife Tats."

62 Tom Gillespie has been elected a Vice President of the Valley National Bank of Arizona . . . Gary West has left Sterling Products and is setting up his own export business in San Jose, Costa Rica . . . Tom Zacharias married in September 1973, and now has a son and a daughter. Tom works as Deputy Director for CARE in Tunisia . . . Darryl Petersen writes, "Now settled down in California again and thoroughly enjoying every minute of it. Looking forward to visiting AIFT one of these days, especially before Messrs. Jackle, Finney and Connelly retire." . . . The James Bensons recently returned from Paris, where Jim was Assistant Agricultural Attache — U.S. Embassy. He has been reassigned to Washington in charge of bi-lateral agricultural trade problems for countries other than EC and Communist . . . The Brooks Rawlins went from assignments in Argentina to Brazil to Chile in first five months of '74. He is currently Sales Manager of General Motors Chile . . . Steve Naegle and his bride, Maria, are living in Miami, Florida where he manages trading to Central America for Cargill, Inc. . . . From Jakarta, Steve Heiner informs us that he is engaged to Margaret Foo of Singapore, and they plan to marry September 27th in that city.

64 **George Radcliffe** with CARE Inc. writes, "We have been in beautiful Tunisia for a year and we're looking forward to being here a while longer." . . . **Ronald Stearns** writes, "Relocated September, 1974, to Oshkosh Truck Corporation as Canada/Latin America Area Manager. Oshkosh is a leading Fox Valley (Wisconsin) employer and also manufactures in Australia and South Africa, specializing in the design, development and manufacture of conventional and all-wheel drive heavy duty trucks. There is ample opportunity to travel throughout this area of major responsibility, where alumni are often encountered." . . . **John Butler** of Honolulu is now with C. Lloyd Johnson Inc. They handle over 80 product lines and John is responsible for sales to military exchange in Hawaii, Guam, Hong Kong, Japan and Korea . . . **Claus Morch** has been transferred from Beirut, Lebanon to Stockholm, Sweden and is now Manager-Scandinavia with Goodyear.



Ronald Stearns, '64



Daniel Van Gelden '65

65 Kodak has transferred **D. R. McCann, Jr.** from Hong Kong to Kuala Lumpur, Malaysia . . . **John March** writes: "After leaving Caracas and Allis Chalmers in 1971, my wife, **Bonnie**, daughter, Tana, and I went on foreign assignment to Montana, where I purchased an interest in a small real estate corporation. The company has grown from three employees to twenty-seven and my family has grown by one, a daughter. Self-employment agrees with me. It's kind of like a potato patch with the harvest depending on your own efforts." . . . **Larry Prager** is Training Manager for Agri-Products Division of Butler Manufacturing Company in Kansas City, Missouri . . . "Never have I felt far away from the great AIFT family even though it has been twelve years since last seeing my classmates. My training at AIFT has qualified me to hold important banking positions," writes **Dan Van Gelden** with First National City Bank, Houston, Texas.



Cliff Rudisill '66



Lawrence W. Prager '65

66 **Vince Cater** has been transferred to San Jose, Costa Rica as General Manager — Central American Exchange Bank . . . **Cliff Rudisill** has been elected Assistant Vice President — International Department, Houston National Bank . . . **Chris Lane** writes from the Bay Area, "Started Trident Navigation Company in January 1975. Acting as agents for a German chartering company and two American tanker companies. Always looking for additional steamship companies to represent on the Pacific Coast . . . **Peter Baer** opened his own law office last Spring in Portland. Wife **Virginia** graduated from Law School and took the Oregon state bar exam . . . **Tal Fletcher** offers an up-date: "Since 1969, I have emphasized the use of full-time professional investment managers to my clients who wish to relieve themselves from day to day investment decisions. Most of my clients use call options to reduce risk and improve total return. Last year I founded and was first president of the San Francisco Security Options Society and am presently serving as Honorary Chairman. Business has been great and confident to grow." . . . **Peter Hahn** has started Cobblestone Vineyards, Inc. He hopes to build small winery in 1977-78 . . . **Lloyd Straits** has left Bankers Trust Company and is now International Finance Manager for the Northrop Corporation in the Los Angeles area . . . **Bob Nelson** is an instructor at the Mission Language and Vocational School. "I'm teaching in the Latino Manpower Training Program in the Mission District of San Francisco. It's both rewarding — seeing my students go out and get jobs, and frustrating — working with some unmotivated students." . . . **David Watkins**, CLU, of Oakland, California, qualified for PMLA honors with Provident Mutual Life Insurance Company of Philadelphia.



Ron McCowen '67



William D. Spitler '67

67 **Ron McCowen** went August 18th to São Paulo, Brazil, as Deputy Exhibition Manager for U.S. Exhibition of Machine Tool and Metal Working Machinery, to be held there in November. There were 130 booths, over 2,500 square meters of display space, over 70 U.S. exhibitors representing over 100 U.S. companies . . . From Portugal, **Richard Roney** writes, "It has really been an education trying to produce tires in a revolutionary atmosphere. It makes one value the rights and privileges of the free enterprise system." Dick is with Firestone . . . **Bill Craig** has accepted the position of sales manager for Firestone-Venezolana . . . **Bill Dyer** of Redondo Beach, California, is the Export Manager for Overseas Operations Inc. He exports architectural hardware from Southern California to Latin America, Asia and South Africa.

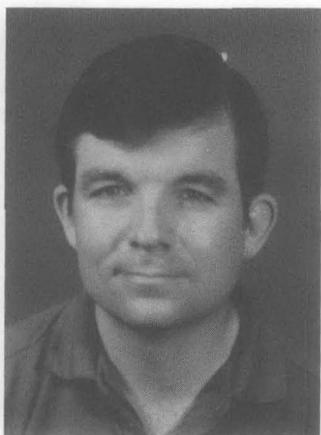


Ron Renchard '68 and Gunter Kohlke '73

68 **Brent Sanford** has accepted a position at Armco headquarters in Middletown, Ohio after five enjoyable years in Brussels. Brent will head up the welding export sales department worldwide . . . **Andrew Madsen** has been named Superintendent of Disability Income Sales, agency division of Massachusetts Mutual Life Insurance Company of Springfield . . . **Masaaki Nakamoto** will receive an MBA from Sophia University, Tokyo at year end. He is Far East Representative for the Koehring Company . . . "Am responsible for developing sales of Kodak consumer products in Latin America and will be traveling extensively throughout the region. Would like to see other T-Bird friends on trips," writes **John O'Brien**, from Rochester, New York . . . **Tom Lester** writes that he has been with Fieldcrest three years. During that time he has worked in New York City, San Antonio, Texas, and now Boston . . . **John and Mary Gilbaugh** report that their friends, **Bob and Christy Londono, '69** and **Rafael and Marie Jean Miyar '68**, are expecting babies. "We see **Phil and Cindy Young, '70**, and **Bill and Patsy Snyder, '71**, frequently as all of us are members of the foreign banking community in Mexico." . . . **Jerry Monell** is teaching school in La Mesa, California. He visited **Ivo Spalatin** last summer and he has been Administrative Assistant to his hometown Congressman, Honorable Zablocki, of Milwaukee . . . **Steve Gold** was elected Senior Vice President of Seligman & Latz, Inc. (AMEX) and Executive Vice President of its \$100,000,000 beauty salon division as of September 1975 . . . **Myron Carlson** has his own business exporting Brazilian products. His address is Caixa Postal 3028, Porto Alegre, Brazil . . . "Was recently paid a visit by **Carol (Dobbins) Griffin, '69**, who was my roommate for two years in New York. It was Carol's first visit to Colorado. We took in a local rodeo and the Rocky Mountain National Park during her brief stay," writes **Rebecca Vories**, Research Administrator for the Colorado Energy Research Institute . . . **Bob Wilcox** is Resident Vice President for Guam and the U.S. Trust Territories for Citibank. He has supervisory responsibility for four branches and two subsidiary companies. He expects a transfer to Singapore soon . . . **Dave Rosen** advises, "Toronto is the greatest city in North America, but also the most expensive. Beware before moving here." . . . **George Grimmett** writes, "Just returned from Australia, Singapore, Philippines and Hong Kong. Had breakfast and a briefing from **Joe and Holly Nichols, '70**, in Singapore. Everywhere I go around the world I visit alumni." . . . **Dave McIntyre** was interviewed in "ADVERTISING AGE" magazine and "MANAGEMENT REVIEW" magazine published his article. He has also been guest speaker at the International Advertising Association Workshop in Chicago and at the American Management Association Memphis Advertising Federation meeting . . . **Ron Renchard** during a recent business trip in the Arabian Gulf area got together at the American Club with **John House, '69**, and **Gunther Kohlke, '73**.



John O'Brien '68



Chuck Hazen '69

69 **Larry Harrison**, Loan Officer in First National Bank at Brownsville's (Texas) commercial loan department, has been promoted to Vice President . . . In July, **Fred Bloom** was promoted to District Manager — Asian Operations — Pakistan, India, Bangladesh, Sri Lanka, Nepal. As of January 1976, his Singapore address will be: Asian Representative Office, J. I. Case Co., 12-C, 12th floor, Yen San Bldg., 268 Orchard Rd., Singapore . . . "After acquiring my MBA from University of Texas, I worked for Riviana Foods for three years before joining Gaedcke Equipment Company as Director of Marketing in Houston. Am looking forward to a relaxing visit to T-Bird campus," writes **Jack Murray** . . . **Eric Fable** created a

holding company in 1974 which purchased a 21-year-old manufacturing company in January 1975. He serves as president. . . . The **Don Hedgpeths** left Switzerland and the TIMEX group last October. They drove a Volkswagen Campmobile from the factory in Germany 13,000 miles through Eastern Europe, the Middle East, and the sub-continent to Colombo, Ceylon. They then shipped the car to Australia, toured in New South Wales, sold the car, and returned to California, where wife, **Jill**, a native of Australia, "enjoyed real Chicano food and seeing Disneyland." Don reports that **Jim Judge '70** is the new General Manager for G. D. Searle in Indonesia, **Rich Roberts '70**, is number two man for Seagram's in the Australia-South Pacific region . . . "After two years in Buenos Aires and almost two years in Mexico City, we have moved to Caracas. Hoshua, now one and a half, was born in Mexico," writes **Jim Bailey** . . . **Cary Morton** writes, "Am traveling frequently to Latin America, Middle East, Australia, New Zealand. In April, I saw **Jim and Mimi Bailey, '69**, just settling in Caracas with Armco. Had a great dinner at the Caracas Hilton." . . . From **Chuck Hazen**: "I travel monthly throughout Southeast Asia and so see many T-Birds frequently. Recent contacts: **Pat Helmholz '69**, and **Bill Kloepfer '69**, both in Jakarta, **Al Nordell '73**, **Larry Lamb '69**, **Dave Long '68**, **Ben Cross '69** (all in Kuala Lumpur). **Judy** and I hope any traveling T-Birds will stop by and say hello when in Kuala Lumpur at 11 Jalan Damansara Endah. We love living here. Hope to sponsor T-Bird alumni party here soon." . . . **Steve Hall** writes from Alexandria, Virginia, "I have enjoyed regular contact with a number of T-Bird alumni in this area. I am with the U.S. Department of Commerce and will be joining the Latin American Group of the Office of International Marketing where **Tom Brewer, '61** and **Bob Fogelson, '64**, are already in residence.

70 **Don Burrows** is Vice President, Crocker National Bank, International Division, in San Francisco . . . **Bob Snyder** writes, "Just saw **Bob and Marie Ballantyne '70** in Maine. They are changing locations from Beirut to South Africa. Had phone call from **Gary Walcott '69** and also hear from **Ollie Jakob '70** and **Dave Beebe '70** every once in a while. Hope to visit Chile in December." . . . The **Wayne Pulvers** have moved to Caracas where he has joined the Regional Staff for Citibank . . . **Phillip Hand** is Assistant Comptroller for Cigarariá Morazan. He writes, "I have recently been transferred from San Pedro Sula, Honduras to San Salvador. I am enjoying the relatively cool weather here." . . . **Bill Murphy** participated in the recent U.S. Trade Fair held in Mexico City last May. He spoke on various international financing alternatives, including the Exporter and Buyer Credit Programs of Eximbank . . . **Goran Peters** is now president of Maxi Metals, Inc., in New York City. **Leann's (Secunda '70)** brother **Jim** entered AGSIM this fall . . . **Mike and Rose Sunderland** write, "We have just completed our third wonderful year in Belgium, and at the same time celebrated our daughter's first birthday." . . . "During first year in Northeast Brazil, besides being **Adela's** representative, have been elected Director of Sociedade Corretora Paulista — SOCOPA as their Recife representative and Director of Dafne Malharia S.A., which is the new Jockey International licensee in Brazil and a joint venture between Dafne-Adele and Jockey," writes **John Brady** . . . **James Pool** writes, "We are now living in Danbury, Connecticut, and I am Product Manager for American Can. **Maribeth** and I are expecting our third child in December." . . . From **Suzanne McCarver**: "**Larry** is Area Representative for Europe, Mid East and Africa." She reports that two other T-Birds are owner/managers of Ditch Witch International Dealerships — **Mike Wiley '69**, in Mexico, and **Barney Blackburn '69** in Brazil. **Larry Ishmael, '75**, will be joining Ditch Witch, Inc., subsidiary of the Charles Machine Works, Inc., as an area representative for Latin America, and **Jim Smith, '69** is Manager of International Marketing. "All T-Birds are invited to stop in Perry, Oklahoma to visit us (405-336-4404) and visit the Ditch Witch manufacturing facilities whenever they are in the area." . . . **Michael Kwee**, formerly Regional Investment Administrator of the American International Assurance Co., Ltd., stationed in Singapore, has been appointed Assistant Vice President-Investment in its home office in Hong Kong.

71 A note from the **Harold (Buck) Browns** inform us of their whereabouts. "After a fun year in Hong Kong and thanks to **Senorita de Noronha**, we made many T-Bird friends. Got together with **Carol and Terry Thomas '65**, **Anna and Bill Walker '70** and **Jo and Don Sellers '72** for an Arizona style BBQ — even used the Big Apples (of Phoenix) recipe for the sauce. We were a bit sad to leave, for Buck had an enjoyable year as General Manager of Sterling Drug, but glad for the opportunity to use our Spanish and see Madrid, Spain." . . .

Bob Richter has recently moved from Corporate Banking Officer at United California Bank to Vice President of Corporate Finance of Burning Bar Sales Company . . . **John Artman** is Manager-Owner of La Bodega, exporter of Ecuadorian handicrafts from Quito . . . **Farhad Akhavi** is Managing Director of Iranian Aero Services in Tehran. He reports that he is "still single and looking." . . . **John Hamilton** writes from Sacramento: "Formed Valley Trading Company in February 1975. We provide a small to middle-size business with a consultant service for product export. Main areas are agricultural machinery and computers." . . . From **Jack Taylor**: "Left Colgate-Palmolive International in January 1975 to join Diversey Corporation, a world-wide producer of specialty chemical products. At present, I'm Managing Director of Diversey (East Africa) Limited and living in Nairobi, Kenya." . . . "It has been almost two years that I'm working with Bureau Technique BIA in Zaire. We are representing leading manufacturers of earthmoving equipment. We are presently looking into marketing in other African countries. Please contact me if it happens that you are in Kimshasa (80722 or 77797)," writes **Serge Dubois** . . . Professor **Mark Pittman**, University of the Americas Director of Recruiting, will travel 15,000 miles and visit twenty-two U.S. cities to promote the University, August through December of this year . . . "Started own business after graduation. Now have four nurseries and seventeen employees and gross of half a million a year. Interior landscaping, plant rental, maintenance, retail and wholesale," writes **Richard Moriarty**, owner of Instant Jungle, Costa Mesa, California . . . **Aloysio Vasconcellos** has spent six months at the University of Paris—Sorbonne, doing research sponsored by the French Government about International Marketing and Economic Development . . . **Keith Thompson** is now in Bogota, Colombia to represent his own company ADCO which is going to be marketing diversified electronic products and the Honcho Helicopter.



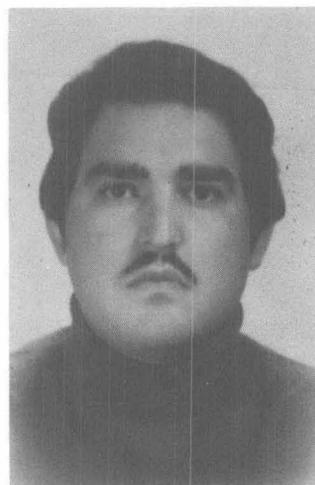
Hans Combee '72



Farhad Akhavi '72

72 **Daniel Sears**, Cattle Feeder in La Salle, Colorado writes: "The commodity market is risky and so is the cattle business. Am considering intensive culture of caffish or shrimp." . . . **Bill Rye** has been appointed Director of Marketing Services for Lindsey, Bradley Johnston Advertising in Chattanooga and spends a week each month in Canada as liaison for a U.S./Canadian joint venture . . . **Wayne Selph** is handling General Foods, Avon, British Tourist Authority and several Brazilian accounts for Standard, Ogilvy & Mather in São Paulo, Brazil. He and his family plan to return to the U.S. in a year . . . "Presently working for a company which uses the Twin City concept for manufacturing (Juarez/El Paso). Working with company and corporation to penetrate the Mexican market with hospital supplies," writes **Ralph Miller** from Albuquerque . . . **Hans Combee** is with Brubank N.V. in Brussels, Belgium . . . **Rick Baca** writes, "Have been in Alaska since January and working on the pipeline since March. T-Birds **Jack Kitchen '73**, **Rick Cooley '73**, **Dave Wold '74** and **Hal Walker '73** all with Bechtel, Inc. and are also hard at it . . . **Nicklas Esders** is Administrative Manager—Wappler International GmbH, in Munich, since the beginning of the year . . . **Gary Cunningham** up-dates: "Married June '74. Have one beautiful five-year-old girl—instant family. I am in regular touch with **Rich** and **Sue Iri '71** (Los Angeles—First National Bank of Chicago) and **Hal** and **Barb Baker '71** (Waukesha Motors, Wisconsin). I have recently been transferred from the Construction Machinery Division to the Mining Machine Division of the Bucyrus-Erie Company. I am responsible for the sales of open pit mining shovels, drills, and draglines in the Rocky Mountain Area." . . . "I will be

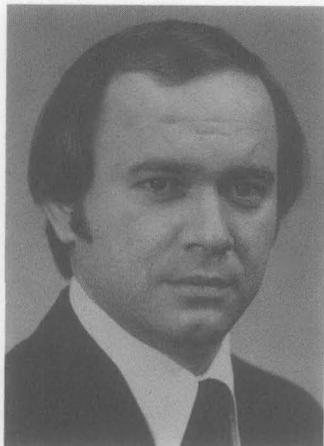
moving soon to Caracas to work as a Planner in the Regional Vice President's office of FNCB. This will be quite a change from my current job as an Account Manager of Multinational Accounts (in Quito, Peru). The new job will cover the countries of Colombia, Ecuador and Venezuela and the Southern Caribbean with opportunities to travel," writes **Susan Corcoran**. She also reports that she visited **Susy Sagy '72** in Caracas and that Susy is very happy with her job with Arrenda . . . From **Al Ostrofe**, "Have finally accomplished a fluency in German and am responsible for two account groups of Unilever and Liggett and Meyers products, plus new brand developments. We also have a small leather boutique going on the side! Things are a little open-ended right now, since I will be transferring out of Germany in January, but no decided destination right now. Most probably will be back to New York to begin work on a Ph.D. in Marketing/Urban Affairs at NYU." . . . **Malcolm Byrnes** is acting as an Alumni Educational Counselor in New York City and keeps in touch with the school through his sister **Terry, '75**, and **Bruce Coonan '74** . . . "Captain and part owner of new fishing vessel 'Kevleen K,' a 108' crab boat built by Marine Construction and Design Company of Seattle," writes self-employed **William Le Bow** . . . **Roger Fuller** is the Assistant Finance Manager for Koehring International in Milwaukee . . . **James W. Echle** is proud to be with Salsbury International, Asian Marketing in Japan. "Salsbury has eleven personnel (a disc corporation) and seven of them are T-Birds with only two living in the U.S. How many companies can claim that record?" . . . **Eugene Swallow** has been promoted from Sales Administration to National Sales Operations Manager of World Parts Division of Maremont Corporation, Nashville, Tennessee . . . **Pete Niggeman** is the Account Manager for Underwriters Service, Inc. and is living in Kentfield, California . . . **Jim Rook** is currently living in Hong Kong with Caterpillar Far East as a Parts and Service Marketing Representative. Jim covers an area including Hong Kong, Thailand, Bangladesh, India and Nepal . . . **Larry Ratner** has a public and private psychological practice and teaches psychology at Imperial Valley College, El Centro, California.



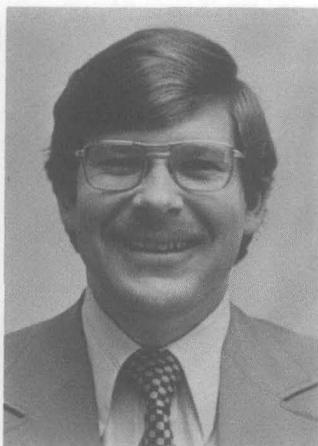
Ernest Escobedo '73

73 **Holland Evans** writes from Oklahoma City, "Besides myself, the Class of '73 has three other T-Birds working for the U.S. Department of Commerce. They are **Tom Ritter** of Kansas City, **Paul Bergman** of Omaha and **Less Muranyi** of NYC." . . . **Jack Kitchen** is in Fairbanks. "Alaska Pipeline scheduled for 52% completion by November 1975. Summers here are beautiful, but short; winters are too cold and too long. Enough said. Pipeline construction still slated for 3rd quarter, 1976, God and the Teamsters willing. Then, to a job in a warmer climate, hopefully." . . . From **John Graeff** in Texas: "I've just returned from an assignment in Washington, D.C. as a lobbyist for the oil and gas industry. I now manage all the foreign cash assets of the company and some twenty subsidiaries of Lone Star Gas." . . . Corning Glass Works has named **Larry Bartleson** Marketing Manager—Technical Products . . . **Jim** and **Charlotte Henderson** were on campus in July to participate in a seminar on the U.S. Market for Japanese Enterprises. Thirty-eight students from the International Institute for Studies and Training of Japan (IIST) attended the seminar . . . **K. C. McAlpin** took a great vacation in May. "Visited T-Bird friends **Stefan Aminoff '73** in Sweden, **Greg** and **Mary Milliman '74**, in Germany, **Bredo** and **Rondi Oestlien '74**, in Rome, and saw **Bjorn Liverod '74** in London." . . . A "double" alumni questionnaire was returned by **Gregory** and **Melissa Miller Murphy**.

They wrote that they have recently moved to Connecticut and are living on an eighty-five-year-old Dutch sheep ranch. "Greg commutes to White Plains — General Foods — as Associate Product Manager. Melissa works for Vick Chemical as Assistant Product Director." They regularly see T-Birds **Chris Chesser '72**, **Bob** and **Julie Stockwell '72**, and **Dorothy Reed '73**. They are enjoying the East Coast but miss Thunderbird . . . **Ernie Escobedo** has been promoted to Manager of the Rio de Janeiro office of Bethlehem Steel Corporation. He and **Helen** welcome any T-Bird in the area to drop by the office at Av. Churchill 129, Grupo 402, Rio . . . **Barry Tatgenhorst** is in Beirut with the International Department of Chemical Bank . . . **Allyn Keiser** has been elected International Officer, M & I Marshall & Ilsley Bank . . . **Hunter** and **Bev Fry** of Oklahoma City have been traveling around the U.S. quite a bit, and have been to Mexico City for a trade show . . . **Mike Morris** is attending the London School of Economics . . . **Gary Miller**, with Metropolitan Life, hopes additional T-Birds will search out the new opportunities in insurance. "The rewards are simply amazing," he says . . . **Jim Hansen** has been elected International Officer — International Department of the First Pennsylvania Bank.



John Sandor '74



Richard Williams '74

74 **Richard Milliron** is an International Management Trainee with Chemical Bank in New York, and he will be assigned to Switzerland and Eastern Europe . . . **Sherri Cann** is a Financial Analyst and Project Financial Manager with Socio-Economic Systems of Los Angeles, a consulting firm which mostly makes environmental impact reports . . . **Kemp Johnson** joined Manufacturers Hanover Trust Company as an International Commercial Lending Officer Trainee. He and **Rosemary** live near Princeton, New Jersey . . . **Jim Crist** is seeking work in the oil-related industry, and he would appreciate any alumni constructive input or suggestions. Mailing address: P.O. Box 395, West Glacier, Montana 59936 . . . **Bashar Farouki** writes, "I became the General Manager for one of the leading companies in Kuwait dealing with heavy construction machinery, Scandinavian furniture, and decorative material. I'm trying to introduce new lines and would like to contact Thunderbirds all around the world and especially in the Middle East." . . . "I am working with a French wood pulp and paper sales agency." **Pascal Cornille** thanks Herr Richter and Professor Lindholtz, Export-Import and Marketing courses for his present successes. He lives at 70 Rue Du Point Du Jour in Boulogne, France . . . **Jim** and **Anne Walton** are living in the "cleanest town" in Holland, Broek In Waterland, and invite their friends to visit them when they come to Amsterdam. Jim is with Koehring International . . . **Ray** and **Marilyn Anderson** write, "The closest thing to Arizona in NYC is Staten Island and at present there are at least four alumni families residing here — **John** and **Cookie Allred '73**, **Rick** and **Marilyn Milliron '74**, **Bob** and **Marcie Budge '65**, and **Gregg** and **Valerie Jackson '75**. NYC may be large, but the S.I. ferryboats are small enough to encounter at least one T-Bird in the rush hour crowd. Marilyn and Cookie (both ex T-Bird nursery directors) are still expert diaper changers. Each has a newborn to help them stay in practice." . . . According to **Bob Keating**, job opportunities are great for T-Birds in Puerto Rico. He is working for Threads of Puerto Rico . . . **Bernhard Wegert** completed Pfizer Corporation's twenty-one-week training pro-

gram to better prepare its pharmaceutical representatives. **Bernie Faucher** is with Ford, Bacon and Davis Engineering Consultants but has not yet traveled internationally or been involved on international projects as he had hoped to . . . **Steve Shock** is in Singapore with Continental Emsco Oil, a division of Lykes Youngstown, which handles field equipment . . . **Tapan Sinha** is a Senior Management Trainee with Otis Elevator Company in Calcutta. He covers marketing for Nepal, Bangladesh, Sikkim, Bhutan and the eastern region of India. He hopes visiting T-Birds will contact him at "Jeevan Deep," 1, Middletown Street, Calcutta . . . **Ernie Lau** and **Bob Martinez** report that they are in Phoenix working for the National Economic Development Association which assists in the establishment of minority business enterprises. Ernie is a Marketing Analyst and Bob, a Management Consultant. Bob received the Outstanding Management Consultant of the Year Award from the Phoenix chapter of NEDA . . . **Dave Hamill** is with the United States Information Agency in Washington. After approximately one year of training, he will report to Belgrade, Yugoslavia . . . **Doug Dunsmore** has taken a position in the International Division — Specialty Organic Chemicals of Sobin Chemicals, in Boston . . . **Steve Bartley** is with the Chamberlain Manufacturing Corporation, working on the development of low-cost, high-performance solar energy collectors . . . **Dick Williams**, with Habig-Kimball Ltd., has been promoted to European Administrative Manager, with general responsibility over three European Divisions. Dick will take up residence in London this Fall . . . **Jerry Kostik** is now with Pullman Corporation, Trailmobile Division in Chicago. His boss happens to be a T-Bird, **Bob Linsenmayer '59** . . . **Lee Lundal** is working for the Blue Bird Body Company and has traveled extensively. Lee writes, "Any T-Birds who can help in West Africa drop a line here. (Rt. 2, Christopher Circle, Fort Valley, Georgia 31030) European and Japanese competition is very strong and penetration for us very difficult . . . **John Sandor** has been appointed Program Coordinator for the Tobacco Field Sales Department of Philip Morris U.S.A.

75 **Casey** and **Linda Cummings** are enjoying themselves immensely in Santo Domingo. Casey finds the work varied and challenging. Also working with Casey at Esso Inter-America is **Tom Allward, '73** as Senior Auditor. The Cummings will be going to Honduras soon . . . **Cathy Cooper** is working in the Comptrollers Division of the First National City Bank in New York. She has run into **Alex Cohen** and **Candi Cook** on the street. **Keith Bovetti** is also at FNCB, the bank's training center . . . **Alfred Hamburg** is Assistant to the Director of Foreign Students at Eberhard-Karls University of Tubingen in Germany and hopes to take over the "Full Director" slot in a year . . . **John Mazza** writes, "I returned to sea in June, and from June through August served as First Officer aboard the Exxon Tanker, S/S EXXON NEWARK. The ship is engaged in West Coast trade along California and Alaska carrying crude oil." We would enjoy taking John up on his offer to guest lecture on Ocean Transportation and the Role of Maritime Unions when he gets back for a visit . . . Employment news: **Mike Bluth** is an International Management Trainee, Chesebrough Ponds (Greenwich, Connecticut); **Mark Anderson**, International Services Group of Libby, McNeil and Libby (Chicago); **Candice Cook** is in the Management Training Program — International Bank, Chemical Bank (New York); **Stuart Forman** in Management Development Program, Tuff Kote Dinol (Warren, Michigan); **Gregory Jackson**, International Lending Officer, Chemical Bank (New York); **Robert Janson**, Marketing Trainee, Bucyrus-Erie (Evansville, Indiana); **Ole Dam**, Sales Liaison Supervisor, Bucyrus-Erie (Pocatello, Idaho); **Michael Bell**, Management Trainee, Bucyrus-Erie (Milwaukee, Wisconsin); **Kevin O'Donnell**, International Contracts Administrator (Los Angeles); **Neil Browne**, Salesman, Silver Specialties (Phoenix, Arizona); **Bill Whitehead**, Admissions Counselor, DePauw University (Greencastle, Indiana); **George W. Cevallos**, Loan Officer Trainee, Deltac Banking Corporation Ltd. (Nassau, Bahamas); **Ken Pickens**, Jack McCormick & Associates (Paoli, Pennsylvania).

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Send in your photo and reminiscences of your year at Thunderbird to be a part of THIRTY YEARS AT THUNDERBIRD, A HISTORY OF AIFT-AGSIM, to be published in Spring 1976.

Readings For The Internationally-Minded

Ackerman, Alan R. and **Carol Kurtis**, INVESTING IN EGYPT; A POTENTIAL MARKETPLACE, *Financial World*, September 10, 1975, p. 22-26.

Bolles, Richard Nelson, WHAT COLOR IS YOUR PARACHUTE?

This book combines the ingredients of wisdom and humor to reassure the reader that his depressed state of mind about job-hunting has been and is shared by numerous others. Various sections cover such topics as going after the company you have decided upon and how to approach the key decision-makers of that company.

Dalal, P. T., U.M. SHIPPING CODE: REFLECTIONS ON SOME ASPECTS OF THE FINAL ACT, *Foreign Trade Review (India)*, October-December, 1974, p. 159-171.

Darden, Lloyd, '58, THE EARTH IN THE LOOKING GLASS, Doubleday & Co., 336 pages, \$7.95.

In a clear, non-technical style, Lloyd examines man's progress in studying "Spaceship Earth" through the use of pictures taken by satellites and the contributions being made by satellites in locating food and energy resources, especially in lesser developed countries.

Green, Paul E. and **Yoram Wind**, NEW WAYS TO MEASURE CONSUMERS' JUDGEMENTS, *Harvard Business Review*, July-August, 1975, p. 107-117.

Hawkins, Robert G. and others, IMPROVING THE ACCESS OF DEVELOPING COUNTRIES TO THE U.S. CAPITAL MARKET, *Bulletin*, New York University Graduate School of Business Administration, No. 4, 1975. 95 p.

Hurwitz, Leon, THE E.E.C. IN THE UNITED NATIONS: THE VOTING BEHAVIOR OF EIGHT COUNTRIES, 1948-1973. *Journal of Common Market Studies*, March, 1975, p. 224-243.

Leonard, Phyllis G., '49, PREY OF THE EAGLE, *Popular Library*, 255 pages, \$1.25 paperback.

Mrs. Leonard has created a "gothic" romantic novel of suspense, located in Mexico in 1881. The author weaves much authentic historical and archeological information about the Aztec Indian and Mexican culture to enrich the tale. This book won the Second Place Award for adult books in the 1975 Communications Contest of the National Federation of Press Women.

McGann, Anthony F., THE ADVERTISING INDUSTRY IN WESTERN EUROPE, *Journal of Advertising*, Summer, 1975, p. 19-24.

McIntyre, David R., '68, ADVERTISING IN UNDERDEVELOPED COUNTRIES: SEVEN-UP'S SYSTEM, *American Management Review*, May 1974.

A highly informative article dealing with one company's approach to advertising and selling a product in an underdeveloped country. This article covers all techniques necessary for initial market penetration.

Marks, A. M., Chairman, World Business Department, AGSIM, PREPARING PEOPLE FOR INTERNATIONAL MANAGEMENT, 9 pages.

Professor Marks covers the various qualifications and characteristics of a successful international manager, with specific reference to the unique learning opportunities that are available through the Master of International Management program at AGSIM.

Mayer, Lawrence A., CLIMBING BACK FROM NEGATIVE GROWTH, *Fortune*, August, 1975, p. 151-154.

Meyers, Harold Burton, THAT INCREDIBLE ECONOMY SOUTH OF THE BORDER, *Fortune*, September 1975, Pages 112-117.

A first rate article reviewing business and economic news from Mexico. Mr. Meyers penetrates both the economics problems of Mexico and their great record of success in coping with these extraordinary problems.

Perlo, Victor, BEHIND THE U.S.-O.P.E.C. CONFLICT, *Challenge*, Sept.-Oct. 1975, p. 49-54.

Rickard, Carroll M., '56, ECONOMY IN BRAZIL, *World Business Economy*, Vol. 3, Number 2, July 1975, Pages 7-8.

Foreign investment in Brazil continues to be encouraged by Brazilian government planning. Investment has been oriented into or away from certain areas and indirect discrimination, particularly financial, in favor of national companies has been practiced, but major foreign subsidiaries do still get a much larger portion of the available bank credit than do all but the largest indigenous firms.

Shimbum, Nihon Keizi, FOREIGN FIRMS IN JAPAN FIND BUSINESS TALENT SCOUTING DIFFICULT, December 1973, 5 pages, translated from Japanese.

Because of highly competitive salary offering, foreign business firms operating in Japan are facing new problems in hiring Japanese managerial talent, particularly with a master's degree in management.

Van der Spek, Peter, MEXICO'S BOOMING BORDER ZONE, *Inter-American Economic Affairs*, Summer, 1975, p. 33-48.

Weinshall, Theodore D., MULTINATIONAL CORPORATIONS — THEIR DEVELOPMENT AND UNIVERSAL ROLE, *Management International Review*, No. 2-3, 1975, p. 17-28.

— Courtesy of Lora Jean Wheeler and Chris Tveit

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