

FYI

From: BCIU Training Program for International Business Executives, The American University, School of International Service, Washington 16, D. C., U. S. A.

To:

For Your Information—FYI was named by Mrs. Zing Jung, Secretary to Dr. Randall, who had puzzled over the use of these initials on routing slips.

THE FIRST YEAR . . .
 1959 60, sessions I to VI, of the Training Program for International Business Executives saw 42 companies sponsor 73 executives and 53 wives. In addition, three government officials and two wives attended, as well as three wives because of association—somewhat indirect—with BCIU. Mrs. Patricia Svendsen, VI, Minnesota Mining and Manufacturing, was the first lady to attend the full four-week course. Total: 76 participants, 58 wives:

	Executives	Wives		Executives	Wives
Aluminum Co. of America	1	1	International Harvester	1	1
American Machine & Foundry	3	1	Johnson & Johnson	1	1
American Radiator & Standard Sanitary	1	1	Kaiser Industries	1	1
Bahrain Petroleum	1	1	Kellogg	1	1
B. F. Goodrich	1	1	McLaughlin Oil	1	1
California Exploration	2	1	Merck Sharp & Dohme	1	1
Caltex	5	4	Minneapolis-Honeywell	1	1
Chase Manhattan	1	1	Minnesota Mining and Manufacturing	2	1
Chile Exploration	1	1	Mobil Oil International	1	1
Chrysler	1	1	Ohio Oil	2	2
Cluett, Peabody	1	1	Owens-Corning Fiberglas	2	1
Consolidated American Life Ins. Co. of Ill.	1	1	Pan American Airways	1	1
First National City Bank of New York	3	3	Procter & Gamble	1	1
Ford	1	1	RCA	1	1
General Milk	1	1	Republic Steel	4	4
General Motors	1	1	Richmond Exploration	1	1
Godfrey Cabot	1	1	Standard Oil of N. J.	3	3
IBM	3	3	Stauffer Chemical	1	10
International General Electric	1	1	Texaco Inc.	1	1
			Transworld Airlines	1	1
			Union Carbide	2	2
			U. S. Rubber	2	2
			Woodward Governor Co.	1	1



During a meeting of overseas business affiliates of the American Machine & Foundry Co. with Fifth Session participants, John Habberton, Managing Director BCIU, New York, talks with Moorehead Patterson, Chairman, American Machine & Foundry Co.

Sixth Session participants James Mee, Horace Scharges, Patricia Ann Svendsen, and Charles R. Svendsen during a lecture period.





Overseas business affiliates of the American Machine & Foundry Co. meet with Fifth Session participants to compare notes on U. S. business abroad. L to R: T. J. N. Foley (British Tobacco Company Australia Ltd.), Jorge Rosenfeld (Industrias Cora S.A., Mexico City), Juro Inouye (AMF Overseas Corp.,

Japan), Ambassador Harold M. Randall, Director of the Training Program and Moderator of the Panel Discussion, Frank White (American Machine & Foundry Co.), Omer Refik Yaltkaya (State Monopolies, Istanbul, Turkey), and William Cartlidge (Associated British Cinemas, London).

Horace Scharges VI was still honeymooning at time of reunion.

Ralph Peterson IV visited New York briefly during August but had to return to Bogota before the luncheon.

The Svendsens VI, Ambassador Randall and Otto Schaler told about the Program on Patty Cavin's "Capitol Byline" over WRC (NBC), Washington, in July.

Sid Feldman IV caught a bug in India and is back for medical treatment, accompanied by Irene.

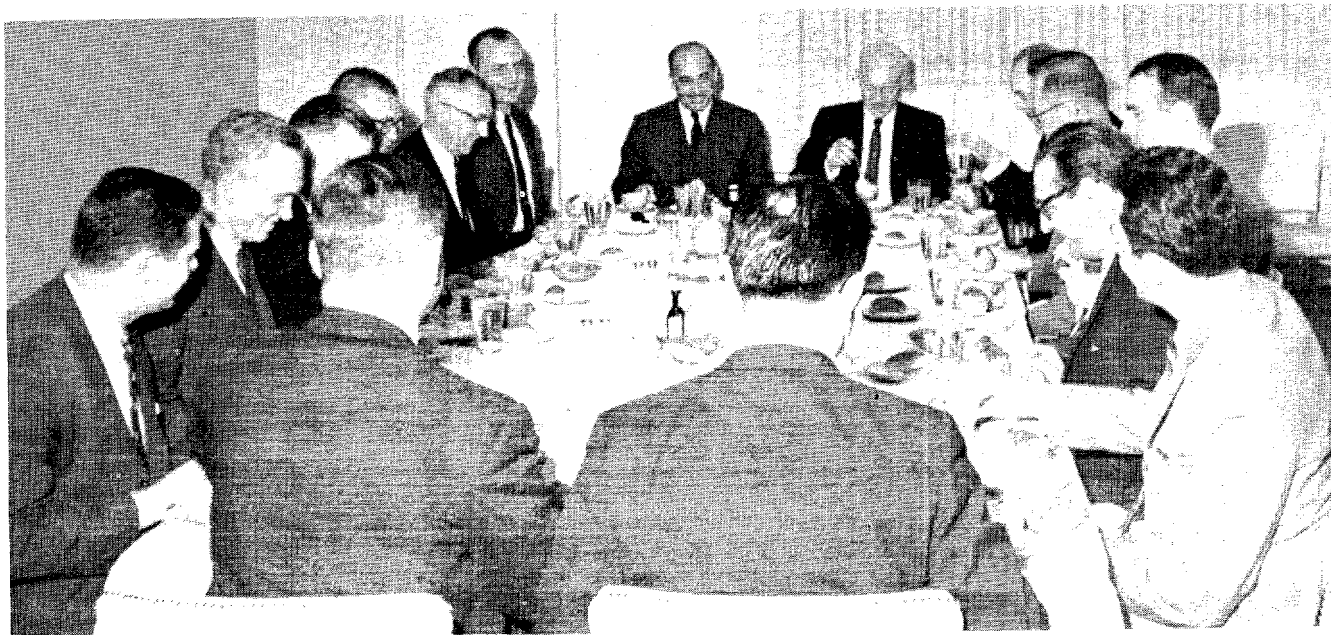
Stewart Schackne, Manager of Public Relations, Standard Oil Company of New Jersey, meets with Fifth Session participants during a dinner meeting at which he is the speaker.

L to R: Otto Schaler, Harry R. Stegerwald, George W. Gilbert, Charles W. Frey, Arthur T. Corney, Louis Traxel of the U. S. Dept. of Commerce, Mr. Schackne, Dr. Harold M. Randall, Charles Allen, Vice President, Hill and Knowlton, Howard P. Baum, A. J. Solari, T. D. Henshaw, O. E. Maniscalco, Dean C. Peterson, Orville C. Windrem, and Hans W. Fietze.

ALUMNI NEWS

All old grads in the New York City area on August 26, 1960, met for an informal luncheon get-together at the First National City Bank with Bud Wehrman as host. Every session was represented: Bob Albright I, Art Corney V, Andy Happer II, Paul Massey VI, Bob McDole II, Jim MacLachlan IV, George Moore III, Hank Morgan I, Otto Schaler, Harold Stephan I, Pratt Thompson III, Bud Wehrman III, Pete Wilson VI.

Pete left later that day for Ghana where he will spend three months before settling down in Monrovia.



SCHOOL FOR UN-UGLY

Now international business executives are training to improve this ne

WHEN AMERICAN YOUNGSTERS play games involving heroes and villains and different nationalities, the American is almost invariably the "good guy." The foreigner is not necessarily bad; it's just that we tend to take our goodness for granted.

This is not always the way people in other countries look on us, as American business executives have found in their dealings overseas since World War II. As our involvement and responsibilities in foreign areas have grown, the United States businessman often has been surprised to learn that the rules of the game have, in many places, been switched. Suddenly, he is chagrined to find, the American is a semi-villain—not particularly liked, frequently misunderstood, often unwanted. The image of America and Americans in a disturbingly high percentage of overseas areas is not a pleasant one.

Since the Fall of 1959, American executives enrolled in an intensive four-week course conducted by the Business Council for International Understanding, in Washington, D. C., have been working to improve that image. The course is designed to do something positive about the vital need for better preparation of Americans responsible for foreign business relations. The program not only acquaints businessmen with the social, political, and other conditions in countries in which they will work, but also tries to help them understand people in foreign countries; to see how their views differ or coincide with those of Americans, and why.

At the end of the war, the United States began assuming unaccustomed international responsibilities, both political and economic. At the same time, American business began a new and rapid expansion overseas, in response to economic opportunity and necessity. Both Government and industry were rudely awakened, early, to their unpopularity in some foreign areas.

Because foreign attitudes toward us can weaken or strengthen the position of Government and business, President Eisenhower in 1955 requested an influential group of business leaders to meet and think through what actions industry might take to help remove misconceptions abroad and help build positive understanding. One result of this meeting was the organization of BCIU and, four years later, the introduction of its overseas training project.

The BCIU's Training Program for Overseas Business Executives, implemented through The American University's School of International Service, was begun last Fall to strengthen company foreign operations. The program was developed by the BCIU Committee on Training, headed by Texaco's Board Chairman, Augustus C. Long, who

also serves as a member of the Council's Policy Board.

The Council's program enjoys the full cooperation of the Department of State and other Government agencies. Members from these agencies often lead discussions during the run of the course, and make themselves available for private consultation with businessmen interested in obtaining more detailed information about their selected areas.

The wisdom of President Eisenhower's request was underlined by Vice President Nixon, who witnessed violent anti-American demonstrations throughout his tour of Latin America in 1958. Conferring with several BCIU members in Washington shortly after his return, the Vice President warned, "If we are to meet effectively the total effort the Communists are making in the non-military area . . . our efforts must be total . . . this means not only Government, diplomatic, military, and economic teamwork, but it means that the great private segment in our economy—which, in many cases, makes the major impact abroad—must take the major share of this responsibility."

THE RESPONSIBILITY Mr. Nixon spoke of is a great one. A wave of nationalism is sweeping through many foreign countries. The American businessman overseas, possibly unaware and probably unprepared, is in danger of being engulfed. In a distressingly typical situation, open distrust, increased taxation, complicated controls, and excessive social responsibility are heaped on his and his company's shoulders before he knows what has happened.

With the possible exception of Western Europe, a growing number of foreign governments have shown that they are willing to risk economic chaos under nationalism rather than continue ventures supported by American capital and technical skill. Often this attitude is due to Communist activity; the Kremlin is always ready to move in and support a nationalistic group in its battle for "freedom" against "capitalistic oppressors." But too often the attitude is due to American inactivity—or indifference.

With few exceptions, the American businessman has operated in foreign countries honestly, diligently, fairly, and with the best intentions. But it is usually the exception that makes the headlines. Some businessmen, either through naïveté or laxness, operate with aloofness and a parochial North American outlook that disregards local customs and problems. They often believe that, because they are citizens of the United States, they are well-liked automatically.

Ten Texaco executives have attended the four BCIU courses offered so far. These men, together with representatives from other American corporations, each spent a total

Rudolph Swanson I visited Fifth Session Program while Bob McDole II lectured to group.

W. A. Schmidt I has been promoted to Resident Vice President of The Bahrain Petroleum Company Limited. He has provided the Training Program Office with copy of his company's "Annual Report to The Ruler of Bahrain and its Dependencies," a valuable example of U. S. business representation overseas, and the GULF DAILY TIMES.

George Gilbert V is currently in Australia, Bernard Ibanz II in Mexico.

The Stegerwalds V have moved into their new home—equipped with banana tree—in Caracas.

Word from the Cal Minors II—now in Abidjan, Cote D'Ivoire—is that blonde, blue-eyed baby girl Kim has arrived. Cal has already made trips to Upper Volta, Liberia, Sierra Leone, Nigeria and Ghana and would

like to know of others of our alumni now in that area.

Sixth Session, *Back row* (L to R): Paul Massey (IBM World Trade Corp.); Dr. Wm. R. Hutchison, Coordinator, American Civilization Course; Charles R. Svendsen (Minnesota Mining & Mfg. Co.); William Sherwood Howe (Consolidated American Life Insurance Co., Illinois); John Charles Smith (International Harvester Co.); M. Douglas McLean (Cluett, Peabody Co.); F. N. Dahlkamp (Texaco Inc.). *Second Row*: Otto Schaler, Deputy Director, Training Program; Harold Z. Mason (Trans World Airlines); Jerry Wasylyk (American Machine & Foundry); William C. Ballin (Ohio Oil Co.); Peter D. Wilson (Mobil Oil International); Horace Scharges (Chase Manhattan Bank); C. G. Treadaway (Procter & Gamble); Donald F. Reed (Minneapolis-Honeywell Regulator); James I. Mee (Ohio Oil Company). *Third Row*: Mrs. Marion J. Epley, III, Mrs. Wasylyk, Ambassador Harold M. Randall, Director, Training Program; Mrs. Ballin, Mrs. Dahlkamp, and Mrs. McLean. *Seated*: Dr. Esther Cole Franklin, Coordinator, Wives' Program; Mrs. Mee, Mrs. Reed, Mrs. Massey, Mrs. Svendsen (a participant in the full Training Program), and Mrs. Smith.



Sixth Session participant Jerry Wasylyk talks with Dean Harlan Cleveland of Maxwell Graduate School of Citizenship and Public Affairs, Syracuse University, during a tea for the Training Program group at which Dean Cleveland spoke on "The Overseas American." Louis C. Krauthoff, Director of Finance of the Committee for a National Trade Policy, looks on, and in the background, Ambassador Harold M. Randall.



Fifth Session participants meet with Kenneth T. Young, Executive Assistant to the Regional Vice President, Far East Region, Standard Vacuum Oil Co., the speaker at a dinner session. L to R: George W. Gilbert, Orville C. Windrem, Mr. Young, A. J. Solari, and Ambassador Harold M. Randall.

AMERICANS

tion's image in foreign areas

of six weeks improving their knowledge of the customs and language of the countries with which they will be dealing. (The course comprises a basic four-week program, and an optional two-week language study for those who want it.)

They learned a great deal about their own country, too. They were briefed on overseas views, heard expert observations on foreign assessment of the United States; studied our foreign policy, the image of America abroad, the U. S. Mutual Security Program. They were told of current trends in international communism; listened to talks on American civilization, and discussions of cultural relations, communications, and sociological change. A limit of 25 trainees to a class enabled each man to receive careful, personalized guidance.

A special program is offered to wives, whose attitudes and behavior can greatly influence the success of their husbands' work in foreign areas. During the course's final week, they are given orientation talks that cover a variety of subjects with which they will have to deal. They learn why the program is needed; discuss America's foreign policy; analyze cultural differences around the world; improve their knowledge of American institutions—political, social, economic, and cultural.

Through invitations to some of Washington's many international gatherings, the wives learn something of the role of an international hostess. Chats with women who have returned from abroad, or who are familiar with the areas to which they will be going, give them valuable tips on how to establish a household, make social contacts, entertain, contribute to community life.

Obviously, the BCIU program cannot give a man and his wife the answers to all the problems they will encounter while they are working and living out of the country. What it attempts to do is start them thinking the way the foreigners with whom they will be dealing think. As one participant put it, "This training has really started us talking the language, both literally and figuratively, of those with whom we must deal in our overseas assignments. It could mean the end of the overseas misfit."



Last Fall, the Overseas Training Program was initiated to help American executives function more effectively in work with foreign countries. Top, during an impromptu seminar, four executives exchange ideas and suggestions about a problem they have been assigned to solve. Wives, center, join the group during the final week for briefing and discussion sessions. Right, language courses are a valuable tool; cover basic conversation necessities.

Bud Wehrman III and Paula, Linguist James Bostain and Otto Schaler discussed Training Program on Elise Kemper's "Passport," WMAR-TV (CBS), Baltimore, in May. The Wehrmans are scheduled to leave New York early in December to return to Rio de Janeiro.

Joy Anderson has had to leave the BCIU Training Program office to be with her ailing mother.

AVAILABLE:

Reprints of article "The Silent Language in Overseas Business" by BCIU Training Program faculty member Edward T. Hall from HARVARD BUSINESS REVIEW, May-June 1960, at \$1 each, direct from publisher at Soldiers Field, Boston 63, Mass. Article shows how time, space, material possessions, friendship patterns and business agreements offer a starting point for doing business in foreign countries.

Reprints of talk before Training Program by Charles E. Allen, Vice President—International Operations, Hill and Knowlton, Inc., on "Public Opinion—Achilles Heel of U. S. Business Overseas?" from BCIU without charge.

World Time Chart from Manufacturers Trust Company, 55 Broad Street, New York 15, or BCIU Training Program. (Free.)

Checklist of Bureau of Foreign Commerce Publications for use in foreign market research and trade, from Superintendent of Documents, U. S. Printing Office, Washington 25, D. C. at 25¢.

TRADE TALK, containing significant news on U. S. world trade policy, from Committee for a National Trade Policy, 1025 Connecticut Avenue, N. W., Washington 4, D. C., without charge.

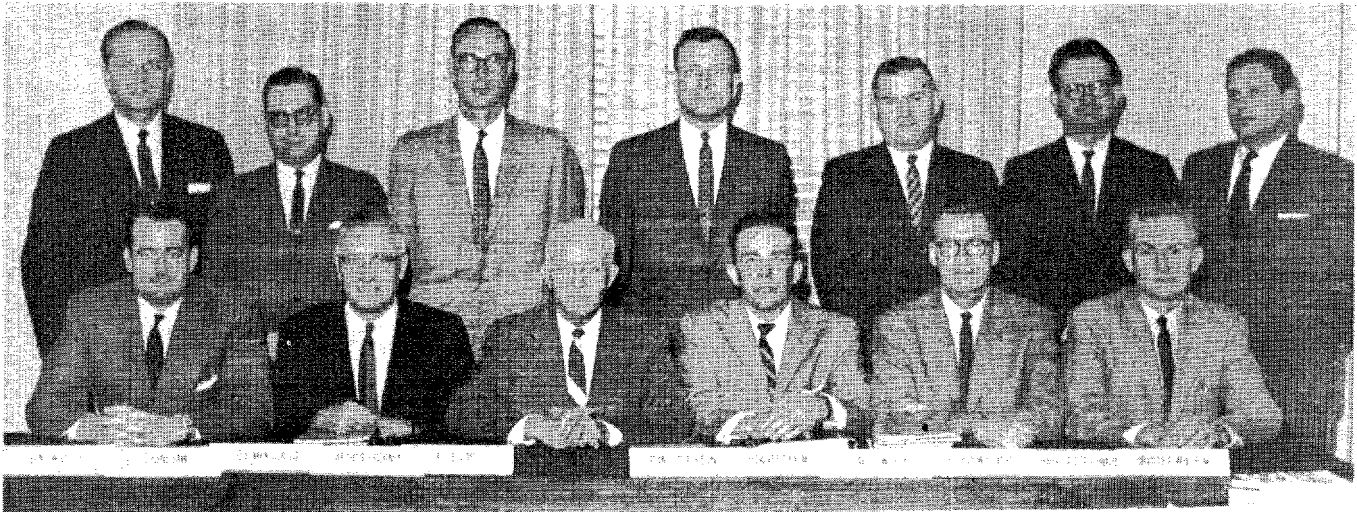
A brief directory of Europe's "Alphabet Agencies and Agreements" from BCIU Training Program without charge.

Copies of speech "Let's Go Global" by Chairman H. E. Humphreys Jr. of U. S. Rubber Company from BCIU Training Program without charge.

"The Truth About the American Economic System" by Assistant Secretary of Labor for International Affairs George C. Lodge from BCIU Training Program without charge.

Reprints of article by Paul Conroy "On Giving a Good Account of Ourselves" from BCIU Training Program without charge.

Fifth Session Participants. L to R, Front Row: T. D. Henshaw (Texaco Puerto Rico Inc.), Arthur T. Corney (Republic Steel Corp.), Ambassador Harold M. Randall, Director of the Training Program; Dean C. Peterson (U. S. Dept. of Commerce), Charles W. Frey (Esso Standard Libya), Harry R. Stegerwald (U. S. Rubber International). L to R, Second Row: Hans W. Fietze (IBM World Trade Corp.), O. E. Maniscalco (IBM World Trade Corp.), A. J. Solari (Richmond Exploration Co.), Howard P. Baum (Ford Motor Co.), George W. Gilbert (Owens-Corning Fiberglas), Orville C. Windrem (Texaco Inc.), and Otto Schaler, Deputy Director of the Program.



RECOMMENDED READING

LATIN AMERICA

R. A. Gomez, GOVERNMENT AND POLITICS IN LATIN AMERICA. Random House, 457 Anderson Avenue, New York 22, New York, 1960. 128 pages. 95¢. Convenient, reliable paper-back.

Frank Montgomery Dunbaugh, MARKETING IN LATIN AMERICA. Printers' Ink Book Co., 635 Madison Avenue, New York 22, N. Y., 1960. \$7.50.

A study of the marketing of goods and services in Latin America and a discussion of specific marketing problems to be encountered there.

MIDDLE EAST

Agnes N. Lockwood, LIBYA — BUILDING A DESERT ECONOMY, Carnegie Endowment for International Peace, UN Plaza at 46th Street, New York 17, New York, 1957. 35¢.

An on-the-spot study of technical assistance program.

EUROPE

Edgar S. Furniss, Jr., FRANCE, TROUBLED ALLY. Harper and Bros., New York, 1960. \$5.95

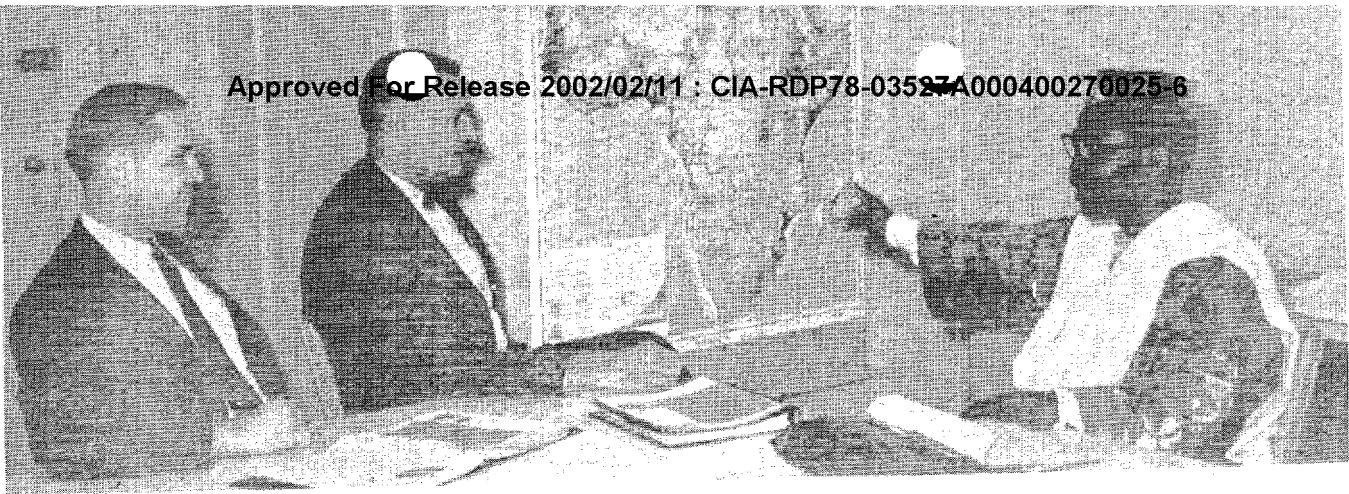
Furniss devotes the first part of his book to an analysis of French politics since World War II. Then he deals with the collapse of the Fourth Republic. Detailed description of General De Gaulle's personality and policy. This is an informative, well-written, and carefully documented volume.

Louis Lister, EUROPE'S COAL AND STEEL COMMUNITY, An Experiment in Economic Union, The Twentieth Century Fund, 41 East 70th Street, New York 21, New York, 1960. \$8.00.

Accomplishments to date are carefully examined. Valuable for those concerned with future prospects in Europe for private enterprise, government control and economic growth.

Serge Hurtig, THE EUROPEAN COMMON MARKET, Carnegie Endowment for International Peace, UN Plaza at 46th Street, New York 17, New York. 35¢.

Explains difficulties that must be overcome in imple-



Sixth Session participants Peter D. Wilson, and F. N. Dahlkamp, listen, during a session of the Africa Area Specialization Course, to Albert Chinedozi Anonye, Nigerian Educator.

menting organization. Assesses chances of success.

GENERAL

Peter B. Kenen, *GIANT AMONG NATIONS*. Harcourt Brace, 750 Third Avenue, New York 17, New York. 1960. \$5.00.
 Criticism of U. S. foreign aid, foreign trade and foreign investment policies and programs, analysis of problems of economic diplomacy and presentation of proposals whereby government and business through joint effort can best utilize our resources. Well documented.

AFRICA

Peter Ritner, *THE DEATH OF AFRICA*, The Macmillan Company, 60 Fifth Avenue, New York 11, New York, 1960. 300 pages. \$4.95.
 The author holds that Africa is caught in a social and economic snare, documents our stake in this, and suggests concrete steps on America's part.
DAWN IN THE DARK CONTINENT. Special Issue of the *Journal of Human Relations*, Central State College, Wilberforce, Ohio, August, 1960. \$2.50.



Dr. Davis



Dr. Krader



Dr. Mott

LECTURERS . . .

Prof. Harold E. Davis—July 18 to Aug. 28—teaching at Institute Tecnologico de Monterey, Mexico, in connection with Carnegie-sponsored student interchange and planning orientation for Fulbright fellowship from Latin America.

Prof. Wm. Hutchison—Guggenheim Fellow for 1960-61 to write book on Protestant thought in the

United States, 1870-1914, at Princeton.

Prof. Lawrence Krader—on grant from National Science Foundation, attended Congress of Anthropological and Ethnological Sciences in Paris in July, the World Congress of Orientalists in Moscow in August, later observed nomadic life in Mongolia. Dr. Krader is working on book about the peoples and cultures of Central Asia for the American Council of Learned Societies. He returned to the University in time for the Seventh Session.

Prof. Albert Mott will be at 1 Zingerstrasse, Heidelberg, Germany, until August 1961, teaching in the University of Maryland overseas program.

Prof. Chas. Heimsath, on a study tour in India, visited Poona and spent an evening with the Feldmans IV.

ALPHABETICAL ROSTER OF PARTICIPANTS — FIRST SIX SESSIONS — 1959, 60

Note: Roman Numeral after name indicates which session participant attended.

ALBRIGHT, R. L. (I) and Jane	California Texas Oil Corp. 380 Madison Ave., New York, N. Y.	Assistant Manager, Product Development Department
ANDERSON, W. David, (I) and Carolyn	Esso Standard Oil, S.A. Apartado 4087, Habana, Cuba	Public Relations Manager
ANDERSON, John F., (IV)	Chrysler Corporation, P.O. Box 1688, Detroit, Mich.	President, Chrysler Argentina, S.A.
ARTHUR, L. B., (I) and Mary Belle	Texaco Inc. 135 East 42nd St., New York, N. Y.	Manager, Foreign Sales Division
BALLIN, William C., (VI) and Dolores	The Ohio Oil Company 539 S. Main St., Findlay, Ohio	Public Affairs Coordinator
BAUM, Howard P., (V) and Mary Ann	Ford Motor Company The American Road, P.O. Box 207, Dearborn, Mich.	Market Representation Coordinator, Europe, Ford International General Sales Office
BELIVEAU, Robert L., (III) and Martha	U. S. Information Agency 1776 Pennsylvania Ave., Washington, D. C.	Executive Officer, Foreign Service Reserve
BROWN, William L., (II)	California Exploration Co., 320 Market St., San Francisco, Calif.	Assistant Division Exploration Representative Manager of Salvador Brazil Branch
BYRAM, Donald L., (IV) and Hannah	First National City Bank of New York 55 Wall St., New York, N. Y.	Manager, European and Asiatic Sales
CORNEY, Arthur T., (V) and Phoebe	Republic Steel Corporation Chrysler Bldg., New York, N. Y.	Manager, Luanda, Angola
DAHLKAMP, F. N., (VI) and Ruth	Texaco Inc. - Texas Petroleum Co. Luanda, Angola (C.P. 1279)	Technical Adviser, Government Services Group Manager
DOBAL, Joseph, (IV)	Owens-Corning Fiberglas Corp., 806 Connecticut Ave., Washington, D. C.	Assistant Manager, Overseas Division
DRAKE, Clifford, Jr., (I) and Kathleen	Texas Company (West Indies) Ltd. Apartado 4091, Habana, Cuba	1629 Columbia Road, N.W., Washington, D. C.
EDDS, John R., Jr., (I) and Lois	First National City Bank of New York Casillo de Correo 1396, Buenos Aires, Argentina	
EPLEY, Mary Jane, (VI)	Wife of Marion J. Epley III	

Photos by Jowil

<p> FELDMAN, Sidney, (IV) and Irene FIETZE, Hans W., (V) and Edythe FITZGERALD, Byron, (IV) FREY, Charles W., (V) and Sydney GAINES, Tom, (III) and Vivian GILBERT, George W., (V) and Mabel HABBERTON, Dagmar, (IV) HALL, Arthur L., (III) and Catherine HAPPER, A. P., Jr., (II) and Joan HARNEY, W. Capehart, (IV) and Louise HENLEY, Charles G., (II) and Iris HENSHAW, T. D., (V) HOWE, William Sherwood, (VI) </p>	<p> Merck Sharp & Dohme International IBM World Trade Corporation Paseo de la Republica 395, Lima, Peru Union Carbide International, 30 East 42nd St., New York, N. Y. Esso Standard Libya P.O. Box 385, Tripoli, Libya Texas Petroleum Company Apartado Aereo 3622, Bogota, Colombia Owens-Corning Fiberglas Corp. 717 Fifth Ave., New York, N. Y. Wife of John L. Habberton Godfrey L. Cabot Incorporated 125 High St., Boston, Mass. California Texas Oil Co. 380 Madison Ave., New York, N. Y. Standard Oil of New Jersey 30 Rockefeller Plaza, New York, N. Y. Woodward Governor Company 5001 N. 2nd St., Rockford, Ill. (Naka 6 Bldg., Marinauchi, Tokyo) Texaco Puerto Rico Inc., San Juan, Puerto Rico Consolidated American Life Insurance Co. of Illinois 104 S. Michigan Ave., Chicago, Ill. American Machine & Foundry Co. International Group, 261 Madison Ave., New York, N. Y. The B. F. Goodrich Company 500 S. Main St., Akron, Ohio Texaco Inc. 135 East 42nd St., New York, N. Y. General Milk Co. 5045 Wilshire Blvd., Los Angeles, Calif. Kellogg Company (International Division) Battle Creek, Mich. Republic Steel Corp. Republic Bldg., Cleveland, Ohio U. S. Department of Commerce Washington, D. C. Pan American World Airways Ghana House, P.O. Box 1119, Accra, Ghana Aluminum Company of America 1501 Alcoa Bldg., Pittsburgh, Pa. American Radiator & Standard Sanitary Corp. 40 West 40th St., New York, N. Y. IBM World Trade Corp. 821 United Nations Plaza, New York, N. Y. Kaiser Industries Corp. 1924 Broadway, Oakland, Calif. Trans World Airlines, Inc., 1307 Baltimore, Kansas City, Mo. IBM World Trade Corp. 821 United Nations Plaza, New York, N. Y. Texaco Petroleum Co. Apartado 267, Caracas, Venezuela Union Carbide International Co., 30 East 42nd St., New York, N. Y. Radio Corporation of America 30 Rockefeller Plaza, New York, N. Y. McLaughlin Oil Company Dexter, Mich. Cluett, Peabody & Co., Inc. The Ohio Oil Company 539 S. Main St., Findlay, Ohio Texaco Africa Ltd. Box 1782, Abidjan, Ivory Coast, West Africa Stauffer Chemical Co., 380 Madison Ave., New York, N. Y. Republic Steel Corp. 932 Chrysler Bldg., New York, N. Y. Caltex Central Laboratories Rotterdam, Holland California Exploration Co., 320 Market St., San Francisco, Calif. U. S. Department of Commerce Washington, D. C. General Electric de Colombia, S.A.* Apartado Aereo 3644, Bogota, Colombia California Texas Oil Corp. 380 Madison Ave., New York, N. Y. Minneapolis-Honeywell Regulator Co. Aeronautical Division, Minneapolis, Minn. Wife of Otto Schaler Chase Manhattan Bank, International Dept., 18 Pine St., New York, N. Y. The Bahrain Petroleum Co. Ltd. Awali, Bahrain Texaco Caribbean Inc. Kingston, Jamaica International Harvester Company 11 Second St. N.E., Minot, N. Dak. Richmond Exploration Co., Apartado 93, Maracaibo, Venezuela U. S. Rubber International 1230 Avenue of the Americas, New York, N. Y. Republic Steel Corp. International Projects Division, 928 Chrysler Bldg., New York, N. Y. Johnson & Johnson International 501 George St., New Brunswick, N. J. Minnesota Mining & Manufacturing Co. 900 Bush Ave., St. Paul, Minn. Wife of Charles Svendsen U. S. Rubber International 1230 Avenue of the Americas, New York, N. Y. American Machine & Foundry Co., 261 Madison Ave., New York, N. Y. Procter & Gamble Company, P.O. Box 599, Cincinnati, Ohio American Machine & Foundry Co. 261 Madison Ave., New York, N. Y. Texas Petroleum Company Apartado Aereo 3622, Bogota, Colombia First National City Bank of New York 55 Wall St., New York, N. Y. Mobil International Oil Company, 150 E. 42nd St., New York, N. Y. Texaco Inc. 135 East 42nd St., New York, N. Y. Chile Exploration Company Chuquicamata, Chile General Motors Overseas Operations 1775 Broadway, New York, N. Y. Caltex Oil (Japan) Ltd., P.O. Box 347, Central, Tokyo, Japan </p>	<p> Projects Engineer, India Manager, Customer Engineering Division Sales Representative, Chemicals and Plastics Public Relations Manager Assistant Manager(Operations Manager) Chief Engineer for International Division 360 First Ave., New York, N. Y. Managing Director, Buenos Aires, Argentina Area Assistant, Africa-Middle East Assistant Managing Director, Italy Manager, Far Eastern Operations Manager Assistant to the President Administrative Trainee Managing Director, Iran Manager, Bulk Sales, Foreign Operations Dept. Assistant Vice President General Manager, Sao Paulo, Brazil Assistant to Vice President in charge of Operations Director, Chemicals and Rubber Division District Traffic/Sales Manager, Ghana & Nigeria Construction Manager, Surinam Administrative Assistant to Director, Foreign Divisions Manager, Costing and Pricing, South American Area Assistant General Sales Manager, Industrias Kaiser Argentina Superintendent of Training Manager of Product & Market Planning, South American Area Assistant to the Manager Coordinator of Development Training Manager, Organization Development President Manager, Textile Improvements, Ltd., 1255 University St., Montreal, Canada Analyst, Employee Relations Division Manager Foreign Technical Representative Manager, Alloy and Semi-Finished Steels Managing Director Staff Land and Legal Representative Program & Analysis Branch, Iron & Steel Division, Business & Defense Services Administration Marketing Manager—Consumer Goods Manager, Currency Planning Manager, Foreign Operations 414 Tulane Drive, Alexandria, Va. Overseas Personnel Assistant Resident Vice President Manager Zone Manager & Sales Promotion Supervisor Vice President Manager, Footwear Plant, Venezuela Assistant Manager Assistant Director, Engineering and Manufacturing Manager of Industrial Engineering, 3M Germany (Mrs. Svendsen is the first wife to be a participant in the full Training Program) Manager, Industrial Relations Executive Trainee Manufacturing Manager Manager, Project Engineering, International Group District Superintendent Assistant Cashier, Brazil Employee Relations Staff Assistant, Liberia Tax Administrator, Venezuela Assistant Plant Superintendent Export Product Distributor, Germany Superintendent of Sales </p>
<p> IBANEZ, Bernard N., (II) ISENBURG, O. E., (II) and Gertrude JOHNSON, John D., (III) and Carol JOHNSON, Morris C., (III) and Mary Lou JOHNSON, Phillip S., (III) and Alice JOLLY, Harold W., (III) and Marion KILGORE, Lowell, (IV) and Helen LAMBRIGHTS, Jack P., (I) and Joan LINDEMANN, Allen L., (II) and Ruth MacLACHLAN, James T., (IV) MANISCALCO, O. E., (V) and Stella MANN, Michael W., (II) MASON, Harold Z., (VI) MASSEY, Paul H., (VI) and Dorothea MCCARVER, H. C., (II) and Donna MCCOUN, Robert D., (I) McDOLE, R. C., (II) and Irene McLAUGHLIN, Clenard O., (III) and Barbara McLEAN, M. Douglas, (VI) and Margaret Jean MEE, James J., (VI) and Irene MINOR, H. C., (II) and Cynthia MOORE, George R., (III) MORGAN, Henry W., (I) and Kingsley MULIT, Lloyd H., (III) and Elizabeth H. PARTRIDGE, Wilson B., (I) PETERSON, Dean, (V) PETERSON, Ralph A., (IV) and Judith PILIERO, D. J., (I) and Lenore REED, Donald F., (VI) and Susan Zelle SCHALER, Elizabeth, (III) SCHARGES, Horace, (VI) SCHMIDT, W. A., (I) and Mary SHANN, T. T., (IV) and Jeanne Mary SMITH, John Charles, (VI) and Ruth Ellen SOLARI, A. J., (V) STEGERWALD, Harry R., (V) and Freida STEPHAN, Harold R., (I) and Hazel STEWART, Edward W., (III) and Elaine SVENDSEN, Charles R., (VI) and Patricia SVENDSEN, Patricia Ann, (VI) SWANSON, Rudolph H., (I) and Norma THOMPSON, William P., (III) TREADAWAY, C. G., (VI) WASYLYK, Jerry, (VI) and Phyllis WATT, Peter M., (IV) and Ellen Margaret WEHRMAN, Basil C., (III) and Paula Lee WILSON, Peter D., (VI) WINDREM, Orville C., (V) and Trudy WITCOMB, Edward W., (I) and Lynne WOLF, George W., Jr., (I) and Jeanne WOLF, John, (IV) </p>	<p> Merck Sharp & Dohme International IBM World Trade Corporation Paseo de la Republica 395, Lima, Peru Union Carbide International, 30 East 42nd St., New York, N. Y. Esso Standard Libya P.O. Box 385, Tripoli, Libya Texas Petroleum Company Apartado Aereo 3622, Bogota, Colombia Owens-Corning Fiberglas Corp. 717 Fifth Ave., New York, N. Y. Wife of John L. 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