Aims of the Institute:

To serve its students by preparing them, through intensive education, to engage usefully and productively in international commerce and associated activities.

To serve business and the government by providing a source of trained personnel interested in and qualified for positions connected with foreign trade and foreign service.

To serve international understanding by fostering constructive, sympathetic and mutually satisfactory business relations between the peoples of the various countries.
THE
AMERICAN INSTITUTE
FOR FOREIGN TRADE
A Non-Profit Institution

Thunderbird Field
Phoenix, Arizona

April, 1950
### CALENDAR FOR 1950-1951

#### 1950

- **September 18, Monday**
  Matriculation
- **September 19, 20**
  Orientation, consultation with faculty
- **September 21, Thursday**
  Academic registration
- **September 22, Friday**
  First day of classes
- **October 13, Friday**
  Last day for changes in schedule
- **November 10, Friday**
  Mid-semester progress reports
- **November 22, Wednesday, 3 p.m.**
  Thanksgiving vacation starts
- **November 27, Monday, 8 a.m.**
  Thanksgiving vacation ends
- **December 15, Friday, 3 p.m.**
  Christmas vacation starts

#### 1951

<table>
<thead>
<tr>
<th>1950-51</th>
<th>1951</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>SEPTEMBER</strong></td>
<td><strong>MARCH</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2</td>
<td>1 2 3</td>
</tr>
<tr>
<td>3 4 5 6 7 8 9</td>
<td>4 5 6 7 8 9 10</td>
</tr>
<tr>
<td>10 11 12 13 14 15 16</td>
<td>11 12 13 14 15 16 17</td>
</tr>
<tr>
<td>17 18 19 20 21 22 23</td>
<td>18 19 20 21 22 23 24</td>
</tr>
<tr>
<td>24 25 26 27 28 29 30</td>
<td>25 26 27 28 29 30 31</td>
</tr>
<tr>
<td><strong>OCTOBER</strong></td>
<td><strong>APRIL</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2 3 4 5 6 7</td>
<td>1 2 3 4 5 6 7</td>
</tr>
<tr>
<td>8 9 10 11 12 13 14</td>
<td>8 9 10 11 12 13 14</td>
</tr>
<tr>
<td>15 16 17 18 19 20 21</td>
<td>15 16 17 18 19 20 21</td>
</tr>
<tr>
<td>22 23 24 25 26 27 28</td>
<td>22 23 24 25 26 27 28</td>
</tr>
<tr>
<td>29 30 31</td>
<td>29 30</td>
</tr>
<tr>
<td><strong>NOVEMBER</strong></td>
<td><strong>MAY</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2 3 4</td>
<td>1 2 3 4 5</td>
</tr>
<tr>
<td>5 6 7 8 9 10 11</td>
<td>6 7 8 9 10 11 12</td>
</tr>
<tr>
<td>12 13 14 15 16 17 18</td>
<td>13 14 15 16 17 18 19</td>
</tr>
<tr>
<td>19 20 21 22 23 24 25</td>
<td>20 21 22 23 24 25 26</td>
</tr>
<tr>
<td>26 27 28 29 30</td>
<td>27 28 29 30 31</td>
</tr>
<tr>
<td><strong>DECEMBER</strong></td>
<td><strong>JUNE</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2</td>
<td>1 2</td>
</tr>
<tr>
<td>3 4 5 6 7 8 9</td>
<td>3 4 5 6 7 8 9</td>
</tr>
<tr>
<td>10 11 12 13 14 15 16</td>
<td>10 11 12 13 14 15 16</td>
</tr>
<tr>
<td>17 18 19 20 21 22 23</td>
<td>17 18 19 20 21 22 23</td>
</tr>
<tr>
<td>24 25 26 27 28 29 30</td>
<td>24 25 26 27 28 29 30</td>
</tr>
<tr>
<td>31</td>
<td></td>
</tr>
<tr>
<td><strong>JULY</strong></td>
<td><strong>AUGUST</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2 3 4 5 6 7</td>
<td>1 2 3 4 5 6 7</td>
</tr>
<tr>
<td>8 9 10 11 12 13 14</td>
<td>8 9 10 11 12 13 14</td>
</tr>
<tr>
<td>15 16 17 18 19 20 21</td>
<td>15 16 17 18 19 20 21</td>
</tr>
<tr>
<td>22 23 24 25 26 27 28</td>
<td>22 23 24 25 26 27 28</td>
</tr>
<tr>
<td>29 30 31</td>
<td>29 30 31</td>
</tr>
<tr>
<td><strong>FEBRUARY</strong></td>
<td><strong>MARCH</strong></td>
</tr>
<tr>
<td>S M T W T F S</td>
<td>S M T W T F S</td>
</tr>
<tr>
<td>1 2 3</td>
<td>1 2 3</td>
</tr>
<tr>
<td>4 5 6 7 8 9 10</td>
<td>5 6 7 8 9 10 11</td>
</tr>
<tr>
<td>11 12 13 14 15 16 17</td>
<td>12 13 14 15 16 17 18</td>
</tr>
<tr>
<td>18 19 20 21 22 23 24</td>
<td>19 20 21 22 23 24 25</td>
</tr>
<tr>
<td>25 26 27 28</td>
<td>26 27 28 29 30 31</td>
</tr>
</tbody>
</table>
# TABLE OF CONTENTS

Institute Calendar 1950-1951 .................................................. 4
Organization ........................................................................... 6
  National Advisory Council .................................................. 6
  Officers and Directors ....................................................... 7
  Administration and Faculty ............................................... 8
History and Purpose .............................................................. 13
Duration of Courses ............................................................ 16
Student Life .......................................................................... 16
Placement of Graduates ....................................................... 17
Campus and Buildings .......................................................... 17
Library .................................................................................. 18
Instruction for Wives ............................................................ 18
Housing ............................................................................... 19
Tuition and Fees .................................................................... 21
  Veterans .............................................................................. 21
  Board and Lodging ........................................................... 22
  Scholarships ..................................................................... 22
Student Employment ............................................................ 23
Medical Service ..................................................................... 23
Recreation and Sports .......................................................... 24
Alumni Organization ............................................................ 24
Extracurricular Activities ...................................................... 25
Admission Requirements ...................................................... 26
Curriculum .......................................................................... 27
Scholarship Standards .......................................................... 27
Department of Foreign Trade ................................................. 29
Department of Area Studies .................................................. 29
Department of Languages ..................................................... 30
Courses ............................................................................... 31
Student Body ....................................................................... 37
ORGANIZATION

The National Advisory Council

BRUCE BARTON
Chairman of the Board,
Batten, Barton, Durstine and Osborn
New York, N. Y.

WILLIAM L. CLAYTON
Former Under Secretary of State for Economic Affairs
Houston, Texas

RALPH P. COUSINS
Maj. General, U.S.A. (Retired)
Executive Vice President, Founder’s Fire and Marine
Insurance Company
Los Angeles, California

LEWIS W. DOUGLAS
United States Ambassador to Great Britain
London, England

FRED J. KELLY
U. S. Office of Education
Washington, D. C.

THE RT. REV. ARTHUR B. KINSOLVING II
Episcopal Bishop of Arizona
Phoenix, Arizona

PAUL W. LITCHFIELD
Chairman of the Board,
The Goodyear Tire and Rubber Company
Akron, Ohio

JOHN H. MacMILLAN, Jr.
President, Cargill, Incorporated
Minneapolis, Minnesota

THOMAS A. MORGAN
Chairman of the Board, The Sperry Corporation
New York, N. Y.

FLOYD B. ODLUM
Chairman of the Board, The Atlas Corporation
New York, N. Y.

EDWARD EWING PRATT
Professor of Foreign Trade, New York University
New York, N. Y.

JOSEPH C. ROVENSKY
Chairman of the Board,
Patino Mines and Enterprises, Consolidated
New York, N. Y.

RAYMOND RUBICAM
Retired Chairman of the Board,
Young & Rubicam, Incorporated
New York, N. Y.

C. R. SMITH
Chairman of the Board, American Airlines
Washington, D. C.

LOWELL THOMAS
Author and Commentator
Pawling, New York

W. STOUDER THOMPSON
Troy, Ohio

BRAYTON WILBUR
President, Wilbur-Ellis Company
San Francisco, California

MRS. BARTON K. YOUNT
Phoenix, Arizona
Officers and Directors

WILLIAM L. SCHURZ
President of the Institute
Glendale, Arizona

ALFRED KNIGHT
Vice President of the Institute
President, Rust-Proofing, Incorporated
Phoenix, Arizona

FINLEY PETER DUNNE, Jr.
Secretary and Treasurer of the Institute
Phoenix, Arizona

WALTER R. BIMSON
President, Valley National Bank
Phoenix, Arizona

DAVID H. BONSALL
Southwest Flour and Feed Company
Glendale, Arizona

FRANK C. BROPHY
President, Bank of Douglas
Phoenix, Arizona

BARRY GOLDWATER
President, Goldwater's, Incorporated
Phoenix, Arizona

HUGH C. GRUWELL
President, First National Bank of Arizona
Phoenix, Arizona

MELVIN S. JACOBUS
Partner, J. J. Jacobus and Company
San Francisco, California

BENTON M. LEE
Benton M. Lee, Ficks & Tompane
Phoenix, Arizona

JOHN C. LINCOLN
Chairman of the Board,
Lincoln Electric Company
Phoenix, Arizona

JOHN J. LOUIS
Chairman of the Board,
KTAR Broadcasting Company
Phoenix, Arizona

GEORGE W. MICKLE
Chairman of the Board,
Phoenix Title and Trust Company
Phoenix, Arizona

A. LEE MOORE
A. L. Moore and Sons
Phoenix, Arizona

EDWARD V. O'MALLEY
President, O'Malley Lumber Company
Phoenix, Arizona

HERBERT L. PRATT, Jr.
Camelback Art Gallery
Phoenix, Arizona

HENRY B. SARGENT
President, Central Arizona Light and Power Company
Phoenix, Arizona

FRANK L. SNELL
Lawyer, Snell & Wilmer
Phoenix, Arizona
Administration and Faculty

President

FINLEY P. DUNNE, JR., A.B., Harvard University, 1925
Secretary and Treasurer
Newspaper, magazine and motion picture writer; editorial and public relations work, 1923-42; personnel staff officer, Lt. Col., Army Air Forces, 1942-46; co-founder, American Institute for Foreign Trade, 1946.

CARL A. SAUER, A.B., University of Minnesota, 1923; M.A., University of Southern California, 1935.
Assistant to the President
Foreign office and Washington representative, Marshall Field and Co., Chicago, 1926-30; department manager, Broadway Department Store, Los Angeles, 1930-35; Chairman, Foreign Language Department, Ventura Junior College, Ventura, Calif., 1936-42; Director, Centro Colombiano-Americano, Bogota, Colombia, 1942-43; Department of State, 1943-49, as Acting Chief, Division of Libraries and Institutes.

WESLEY FROST, A.B., Oberlin, 1907; A.M., George Washington University, 1910; LL. D., University of Paraguay, 1944.
Director, Department of Area Studies
Department of State, 1909-44, Consul, Bureau Chief, Consul-General, Charge d'Affaires and Counselor of Embassy, Minister and Ambassador; lecturer, Universities of Denver and Syracuse, 1946; professor, State Teachers College, Oswego, N. Y., 1946-47, and American Institute for Foreign Trade, 1947-49.

WILLIAM S. SHATERIAN, Columbia University (College and Law School).
Director, Department of Foreign Trade
Member, New York Bar; National City Bank of New York, Overseas Division, 1917-45; Instructor, N. Y. Chapter, American Institute of Banking, 1925-47; author: Export-Import Banking.

Director, Department of Languages
Instructor of Spanish, Oberlin College, 1927-29; and Yale University, 1942-48, 1947-48; Instructor, English Language Institute, University of Michigan, 1943; Director of English Program, Escuela Nacional de Antropologia, Mexico, D.F., 1943-44; Dir., English Language Institute in Mexico, 1944-46; Director of Latin American Programs, Overseas Training Service, Inc., Geesin, N. Y., 1946-49.

Registrar
Registrar, School of Law, University of Southern California, 1949-1950.

PAUL M. WILSON, B.S., Indiana State Teachers College, 1937; M.A., Ohio State University, 1948.
Secretary of the Faculty
Graduate work in accounting, Ohio State University, 1939-41; teacher of accounting, Ohio Public Schools, 1939-47; auditor, Defense Plant Corporation, Ashtabula, Ohio.
Public Relations

EMILY C. BROWN, A.B., Ohio State University, 1930
Director of Public Relations

Placement

CLARENCE O. COBB, Lt. Col., USMC (Retired), B.S., United States Naval Academy, 1932; American Institute for Foreign Trade, 1948
Director of Placement

Business Department

BERGER ERICKSON, Texas Christian University
Business Manager

WILLIAM BIERER, A.B., University of West Virginia, 1942; American Institute for Foreign Trade, 1947.
Purchasing Agent

BEN RAY REID, Gregg College of Commerce
Bookkeeper

EMMETT A. ELLIS
Co-manager of Dining Hall

CLARENCE P. WEBB
Co-manager of Dining Hall

FRED G. GYGER
Superintendent of Buildings and Grounds

JERRY A. JACKA
Chief Custodian

Secretarial Staff

MABEL ERICKSON, Texas Christian University
Secretary to the President

NORMA JEAN MARSH, University of Arizona
Secretary to the Secretary-Treasurer

DOROTHEA LONG, Carnegie Institute of Technology
Secretary to the Director of Placement

SARAH OTONDO, Arizona State College.
Secretary to the Director of Press Relations

LORA PARKER, University of Illinois
Secretary to the Business Manager

CAMILLE TRAUBEL, B.J., University of Missouri, 1950
Receptionist

NELLIE M. KIRKPATRICK, George Washington University.
Secretary to the Department of Languages

NORMA METCALF, B.A., University of Arizona.
Assistant to the Registrar

MARY GREER, Lamson Business College
Secretary to the Director of Alumni Activities

Library

ADELAIDE ROE POLK, Ph.B., University of Chicago, 1912; B.L.S., Texas State College for Women, 1940.
Librarian
Librarian, Fort Worth, Texas, High Schools, 1938-45.

BARRABRA F. STAPLES, B.A., Wellesley College, 1928; B.S., School of Library Service, Columbia University, 1929.
Assistant Librarian
Infirmary

PHILIP E. RICE, A.M., M.D., University of Michigan, 1929, 1932.
Physician

JEAN MYERS, R.N., Brandon General Hospital, Brandon, Manitoba, Canada.
Resident Nurse

Instructional Staff

MERWIN L. BOHAN
Visiting Lecturer in Latin American Economics
Commercial Attache, Guatemala City, Lima, Santiago, Bogota, 1928-41; Chief, Economic Mission to Bolivia, 1941-42; Economic Counselor, U.S. Embassy, Buenos Aires, 1942-44; and Mexico City, 1945-49; Acting Chief, Division of Foreign Service Planning, and Chief of Division of Foreign Reporting Services, Dept. of State, 1944-45.

Instructor of Spanish
Teacher in Antigua and Chimaltenango, 1943-45; Instructor in Colegio Guatemala, 1945-46; Treasurer, Facultad de Humanidades and Escuela de Verano, Universidad de San Carlos, 1947.

GUILHERME de CASTRO e SILVA, G.C.S., Graduate in Law, Faculdade de Direito, Universidade do Brasil, Rio de Janeiro, 1938; Certificate in English, Indiana University, 1945.
Instructor of Portuguese

JUAN M. FRIKART, Bachiller, Colegio Nacional Norte, Buenos Aires, 1917; A.B., University of Arizona, 1925.
Assistant Professor of Spanish
Instructor for American Institute of Banking, 1927; Representative for Tomas y Cia., leather exporters, Lima, Peru, 1928-37; Inspiration Copper Co., Miami, Arizona, 1937-42; U.S. Army, 1942-45.

WESLEY FROST, A.B., Oberlin, 1907; A.M., George Washington University, 1910; LL.D., University of Paraguay, 1944.
Professor of International Relations

RAQUEL F. de GAONA, University of Oklahoma, 1927-1929; Mills College, California, Summer 1945; Certificate of Aptitude and Permanence as teacher of public high schools in Mexico, 1944.
Instructor of Spanish
Private classes in English and Spanish, Mexico, 1933-1947; Teacher of English, Secretaria de Educacion Publica, Mexico, 1937-1947; Head Counsellor for girls, Camp Wildwood, N. Y. summer 1949.

Assistant Professor of Spanish
Instructor of Psychology and Education, Colegio Morelos, Aguascalientes, Mexico, and Instructor of Economic Problems of Mexico, Universidad Obrera de Mexico, 1931-1941; Head of the section of labor statistics, Secretaria de la Economia Nacional, Mexico, 1935-1940; Private classes, Mexico City, 1940-1946; Assistant in Instruction, and Instructor, Yale University, 1947-1950.
JAMES R. HIBBS, A.B., Ph.D., University of Pennsylvania, 1929, 1941.
Professor of Foreign Trade and Economics (on leave of absence)

FRANK ROBERT JACKLE, B.S., Missouri State College, Springfield, 1931; M.A., University of Missouri, 1939.
Associate Professor of Spanish
Teacher of Spanish, Mathematics and English, Lamar and Joplin, Mo., High Schools, 1931-33; Central High School, Tulsa, Okla., 1933-38; Director, Cultural Institute, San Jose, Costa Rica, 1945-46; Teacher of Spanish and Director of Languages, Wil Rogers High School, Tulsa, Okla., 1939-45; 1946-49.

CHARLES L. LUEDTKE, B.F.S., Georgetown University; A.B., George Washington University; advanced studies at Heidelberg, Germany, and Buenos Aires, Argentina.
Research Counselor
Office of the Governor of the Panama Canal, 1906-16; agricultural economist, Department of Commerce, Agriculture, and State, in Argentina, Colombia, Ecuador and the Central American Republics, including rank of Agricultural Attache as Foreign Service Officer, Dept. of State, 1916-44; Economic Adviser, U.S. Maritime Commission, 1944-46.

MAY de MORALES, B.H., Colegio de San Luis Gonzaga, Costa Rica, 1921; Profesora de Estado, Colegio Superior de Senoritas, 1937.
Instructor of Spanish
Instructor of English, Colegio Superior de Senoritas, San Jose, 1928-42; Bilingual assistant, U.S. Engineers and Texas Petroleum Co., 1943-45; Secretary and official translator, Institute of Inter-American Affairs, Food Supply Division, Costa Rica, 1945-49.

GAIL MURPHY, New York University (Graduate Courses)
Professor of Marketing

Instructor of Portuguese and Spanish
Translator of Portuguese, Spanish, French and Italian, and secretary to the Translating Department, National City Bank of New York, 1920-48.

WILLIAM B. O'GILVIE, A.B., University of California, 1940.
Director of Recreation and Sports
Assistant Varsity and Freshman Basketball Coach, University of California, 1940-42; Director of Physical Training, Thunderbird Fields I and II, 1943-45; Athletic and Recreation Officer, Fifth Fighter Command, Kyushu, Japan, 1945-46.

DORA B. PONCIANO, Maestra de Educacion, Instituto Nacional y Escuela Normal para Senoritas, Guatemala City, 1940.
Instructor of Spanish
Instructor in Spanish and English, public schools of Guatemala City, 1944-46; and Liceo Frances, 1947.

MANUEL PONCIANO L., Maestro de Educacion, Escuela Normal de Guatemala; certificate, Escuela Nacional de Estudios Comerciales de Guatemala, 1937; certificate, Institute of English, University of Texas, 1946.
Assistant Professor of Spanish
Teacher of Spanish, Guatemala, 1937-47; Director, English Language Center, Guatemala, 1944-47.

Lecturer in Foreign Trade
Importer and exporter, Australia, New Zealand, Great Britain, and the United States since 1895; export trade advisor, United States Department of Commerce, Bureau of Foreign and Domestic Commerce, 1914-17; export manager, Philadelphia and New York, representing U.S. manufacturers, 1925-49; lecturer on export management, School of Commerce, New York University, 1946-49.

Professor of Area Studies

WILLIAM S. SHATERIAN, Columbia University (College and Law School).
Professor of Foreign Trade

PLACIDA GARCIA SMITH, A.B., University of Utah, 1927.
Instructor of Spanish
Teacher of Spanish, University of Utah, University of Denver, Phoenix College, 1926-48; Executive Secretary and Director of Friendly House, Phoenix, Arizona, 1931.

Associate Professor of Spanish
Teacher of Spanish, Miami, Arizona, High School, 1935-38; Coordinator of Inter-American Training, under U.S. Dept. of State, Purdue University, 1943-44.

LAURA TEIXEIRA TARQUINIO, Bacharela em Ciencias e Letras, Colegio S. S. Sacramento, Bahia, Brazil, 1937.
Instructor of Portuguese
Teacher, Escola Sao Jose and Colegio N. A. Auxiliadora, Bahia, 1938-43; Secretary, Departamento Estadual de Estatistica, Bahia, 1942-43; Secretary and head of Passenger Dept., Moore-McCormack Lines, Bahia, 1944-47.

Professor of Spanish

PAUL M. WILSON, B.S., Indiana State Teachers College, 1937; M.A., Ohio State University, 1948.
Associate Professor of Accounting

Student Assistants

MARVIN F. CLARK, M.B.A., University of Houston, 1949.
Assistant to Professor of Marketing

FARNHAM JAMES JOHNSON, B.S., University of Wisconsin, 1948.
Assistant to Director of Recreation and Sports

Assistant to Director of Recreation and Sports

ALBERT W. OLIVER, JR., B.F.S., University of Southern California, 1949.
Assistant to Professor of International Relations

Assistant to Director, Department of Area Studies

Assistant to Professor of Accounting
History and Purpose

The American Institute for Foreign Trade was founded in April, 1946, by the late Lieutenant General Barton Kyle Yount (1884-1949) and Finley Peter Dunne, Jr., in association with a group of public-spirited citizens of Phoenix, Arizona. The purpose of its founders was to create a national center of higher education where young men and women might prepare themselves for careers in international commerce, either as employees of world-minded business concerns, or in the government service.

The founders' belief was that the strongest kind of international understanding comes about when goods and services are actively exchanged, and the peoples of different countries meet on the common ground of amicable business and personal relations. Under these conditions, every person who does business abroad carries important responsibilities. It seemed to the founders, therefore, that men and women planning to enter foreign trade should have specialized training; and that a school providing such training would be making a significant contribution to world stability.

These beliefs remain the guiding principle of the Institute.

The American Institute for Foreign Trade was formally chartered as a nonprofit Arizona corporation on April 8, 1946, with General Yount as President and Dunne as Secretary-Treasurer. In June of that year, in view of the potential benefits to the United States, the War Assets Administration gave the new school title to Thunderbird Field, a former pilot training center sixteen miles northwest of Phoenix. At the same time a capital fund of $175,000 was made available in the form of unsecured loans, granted as a public service by the Bankers Trust Company, the Chase National Bank, the Bank of Douglas, the First National Bank of Arizona, the Valley National Bank and the directors of the Institute. The first announcements of the program were issued late in June. During the summer, more than 3,000 letters of inquiry were received from prospective students. Both in organizing its faculty and in devising its courses of study, the Institute received much welcome assistance from the United States Office of Education, from many others in the field of education, and from some thirty leading corporations and financial houses which freely discussed their world-wide personnel problems and the kind of training they considered most valuable.

The Three-Part Curriculum

The basic program evolved that spring and summer embraced the same three divisions as the present curriculum: foreign languages, area studies and the business administration of foreign trade. These
were chosen as the most important tools for the person who would make a success in world business and government relations. It was decided to limit the languages and accompanying area studies at first to Latin America, but to add other languages and appropriate area studies as time went on. The business administration curriculum included exporting and importing, money and banking in the international field, marketing and merchandising at home and abroad, industrial relations and finally, accounting. In addition, a group of courses in international relations was provided.

The Institute opened its doors on October 1, 1946, with a selected enrollment of 296 students from 45 states. The first class was graduated on June 15, 1947.

**Initial Results**

The effectiveness of the program was demonstrated immediately. Only two and a half years after the first Commencement, more than 200 Institute alumni were living and working in some thirty different foreign countries. Nearly 200 more were engaged in domestic phases of exporting or importing. Many of the latter were destined for eventual assignment abroad. Thus the Institute was already beginning to fill the long-standing need for people realistically trained for work in foreign trade, and incidentally, for the promotion of international understanding. Nor should it be overlooked that those who had gone into domestic business were likewise finding value in the school's intensive courses in commercial techniques.

General Yount died on July 11, 1949. He was succeeded as President by William Lytle Schurz.

**Educational Philosophy**

Foreign trade, in the Institute's concept, is a broad term, embracing much more than trade as such. It includes the engineer building a factory in Brazil, the young executive in a foreign branch of a New York bank, the salesman of truck tires in India, the general manager of a soft-drink bottling plant in the Philippines, the director of an advertising agency's branch in the Caribbean, the labor relations manager in an oil company's installation in Venezuela, the teacher in a cultural institute in South America, the export manager in New York or San Francisco or Chicago, the foreign freight forwarder, the employee of the international airline or ocean steamship company. The scope of the Institute's program also extends to preparation for careers in various branches of the United States Foreign Service.

The opportunities for advancement in a foreign trade career are often exceptional; but these opportunities imply special obligations. The person who would engage successfully in foreign trade must gen-
erally be more adaptable than one shaping a career in domestic business. He must be well prepared in languages, and have a developed ability to appreciate points of view, tastes and traditions which are different from his own. His outlook should be broad, indeed global in scope. At the same time, he needs a solid professional ability, whether in business administration, or in one of the other arts, sciences or technologies.

The training afforded by the Institute does not narrow the fields in which its graduates may apply their abilities; it adds a whole new field—that of international commerce. Clearly, the creation of the ideal practitioner of private enterprise here and abroad requires a long process of experience and seasoning, as well as education. Such experience gained in practical operations is, however, more valuable, and produces results in a shorter time, when there is a foundation of prior training of a high order, such as that provided by the American Institute for Foreign Trade.

In Memoriam

BARTON KYLE YOUNT
Lieutenant General, USA
1884-1949

Principal founder of the
American Institute for Foreign Trade
and its first president
General Information

Duration of Courses

The Institute's program is designed to give its students the preparation they need in the shortest possible time. A student who holds a bachelor's degree in engineering, business administration, foreign trade, international relations, modern languages, law or one of the industrial sciences, or whose business or professional experience may be deemed the equivalent, can usually qualify to be graduated by taking two full semesters of selected work at the Institute. In his two semesters, he must complete not less than 32 semester hours of work with a passing grade.

In certain circumstances, especially in the case of a younger candidate who does not hold a bachelor's degree, the Executive Committee of the faculty may decide that the applicant should take three semesters or four semesters of work.

Ordinarily the duration of the proper course in any individual applicant's case can be determined through correspondence or consultation prior to registration. In the event that a student wishes to change the length of his course after registration, such change must have the approval of the Executive Committee of the faculty.

Students are accepted either at the start of the first semester in the fall, or at the start of the second semester in February (see calendar). There are no summer courses at Thunderbird Field.

Student Life

One of the unique characteristics of the Institute's educational approach is the friendly informality of life and work at Thunderbird. Thunderbird Field is a small place, off by itself in the desert, and everyone there, no matter what his capacity, shares in a common purpose. It is doubtful whether there is any collegiate institution in the United States where relationships between students and faculty members are closer.

This can be seen not only in the classrooms, but at meals in the dining hall, in impromptu discussion groups by the swimming pools or over morning coffee in the "PX".

The custom of using Spanish or Portuguese as the languages of daily existence, although entirely voluntary and by no means uniformly followed, tends to strengthen the bonds of friendship, as well as helping to develop fluency.

Student life is enlivened by frequent dances, and occasionally a fiesta or other organized entertainment, not to mention the hotly-fought inter-dormitory athletic contests. The real enjoyment of life at Thunderbird, however, seems to spring spontaneously from the
students themselves. This may be partly because, granted the undeniable attractiveness of the setting, the underlying spirit is one of hard work.

The intensely vital atmosphere of Thunderbird Field is becoming a tradition. It has been said that education at Thunderbird is not only a sound professional preparation, but also an unforgettable experience in living. It is no accident that hundreds of friendships first formed at Thunderbird are flourishing today in scores of distant places in the world.

Placement of Graduates

The Institute has close contact with many of the leading business firms having extensive foreign trade activities, with principal Chambers of Commerce, the United States Departments of State and Commerce, and with other agencies, official and private, which have need for men equipped for international duties.

During the period of a student’s residence, much attention is devoted to determining the particular type of employment for which he is best adapted and which holds the greatest promise for him. For obvious reasons, the Institute cannot and does not guarantee to place its graduates. Those who do acceptable academic work and who possess the other personal qualifications for a successful career, are assisted in every possible way. A number of the banks and larger firms send representatives each year to interview students as prospective employees. Others are in communication with students through correspondence, with a view to conducting subsequent personal interviews at a convenient time and place. The Placement Bureau is frequently in receipt of requests from employers for men and women possessing special qualifications. Students who meet the stated requirements are given an opportunity to make application for these positions, and their records and personal histories, together with the recommendations of the Institute’s faculty and administration, are forwarded to the companies concerned.

Campus and Buildings

The American Institute for Foreign Trade occupies the buildings and grounds of one of the best-known of the Army Air Force’s wartime primary pilot schools, Thunderbird Field I. It is situated approximately 16 miles northwest of Phoenix, Arizona. The Salt River Valley, of which Phoenix is the principal city, is recognized as one of the great winter resort areas of the country, famed for its healthful climate and extensive recreational facilities. Paved highways connect the Institute with the city of Glendale, six miles away, and with Phoenix.

Paved roads also lead north into the forested mountain regions of Arizona and south to Nogales, Hermosillo and Guaymas in the Mexican State of Sonora.
The entire property consists of 180 acres, of which the buildings occupy approximately forty acres of beautifully landscaped grounds, arranged to form the legendary Thunderbird design, which in American Indian lore signifies good fortune. The buildings are of the long, low ranch type characteristic of western architecture, with vine-covered galleries supported by rough-hewn cedar posts.

There are eight dormitory buildings, arranged so as to form three spacious quadrangles of lawn and shrubbery. The Administration Building, facing the main gate, contains the administrative offices and the infirmary, with two wards and pharmacy. The largest of the buildings is the Dining and Recreation Building, containing the dining hall, kitchens, canteen, barber shop, the main assembly hall and an attractive lounge and reading room for students and faculty members. The Faculty Building fronts on a vast open area of cultivated ranch land with a panoramic view of the distant mountains.

There are fourteen classrooms, and a language laboratory. The interior of one of the two hangars is used as a gymnasium. The front wing of the other hangar houses the Library.

**The Library**

The Library of the Institute is a series of bright, air-conditioned connecting rooms, including a periodical room with exhibit cases and lounge chairs. An extensive map collection is housed in a special room.

The Library, seating 120 people, has been planned with the specific needs of the students and faculty in mind. The book collection is concentrated principally on the various phases of business, commerce, international relations, transportation, and the history and background of life in Latin America, the Far East, and Europe. There is also a large collection of Spanish and Portuguese books. Emphasis is placed on current information. Over 170 periodicals and 15 newspapers, including important Latin American publications, are received. In addition, the Library subscribes to several special business research services, and to government publications concerned with subject matter related to the curriculum.

An extensive vertical file of pamphlets is maintained. Books may also be secured through an inter-library loan agreement.

**Instruction for Wives**

One of the most important factors in the career of a man engaged in foreign trade is the part played by his wife. If she is able to adapt herself to the living conditions and social life of the country where her husband is stationed, she can contribute tremendously to his success. The Institute, therefore, offers its language and area courses to the wives of married students without tuition charge. The rules governing attendance and scholastic standing apply also to these women students. No auditing of classes is permitted in the language courses.
Housing

The Unmarried Students' Dormitories

Unmarried students are housed in six dormitory buildings, containing 42 large, pleasant rooms, open on both sides for light and air. The occupancy of each room is limited to a maximum of six students. The rooms are approximately 29 by 24 feet in size and are divided into two sections, one of which is commonly used for sleeping and the other as a study or living-room. Each room has its private bath and its own heating and air-conditioning units.

The Institute provides beds, mattresses, pillows, straight chairs, study tables, reading lamps, and two blankets per occupant. Students must supply their own sheets, pillowcases, towels, and other linens, rugs, curtains, and any extra chairs or lamps they may desire. Each student should also bring at least one blanket or comforter.

The diagram on this page shows a typical arrangement of unmarried students' quarters.
The Married Students' Dormitories

Married students and their wives are housed in Dormitory Buildings A and B, flanking the center quadrangle. These two buildings provide 64 rooms, each of which is 13 by 13 feet, plus a small alcove containing closets. Each married couple occupies one room and shares a bath with the occupants of the adjacent room.

Each of the rooms is equipped with two single beds, one desk, two straight chairs, a lamp, two mattresses, two pillows, and blankets. Each couple should bring their own linen, rugs, curtains, and any additional furnishings desired. Despite the small dimensions, these rooms are usually made into very attractive living quarters.

The diagram on this page shows an arrangement of married students' quarters.
Married Students with Children

There are no living quarters on Thunderbird Field for married students with children. The Institute, however, makes every effort to help students with children find a satisfactory place to live off the campus. Prospective students planning to bring their families to Phoenix should advise the Registrar as early as possible before the start of the semester. The finding of suitable housing for a wife and children is finally, however, the responsibility of the individual.

In order that wives of married students with children may participate actively in the language and area courses, and share in the student life at Thunderbird, the Institute furnishes facilities for a day nursery where children over one year of age may be cared for while their mothers are attending classes. The parents operate the nursery on a cooperative plan, and bear the expenses, which are nominal.

Tuition and Fees

The charge for tuition is $425 to reach semester and covers all instruction, medical and health service, subscriptions to Institute publications, athletic fees, and the services of the Placement Bureau. This charge is due and payable on the first day of the semester.

In the event of a student's withdrawal or dismissal from the Institute during the course of a semester, the tuition charge is subject to rebate in accordance with the following schedule:

<table>
<thead>
<tr>
<th>Period of Student's Actual Attendance for Semester</th>
<th>Per Cent of Semester Retained by the Institute</th>
</tr>
</thead>
<tbody>
<tr>
<td>One week or less</td>
<td>20% ($ 85.00)</td>
</tr>
<tr>
<td>Between One and Two Weeks</td>
<td>20% ($ 85.00)</td>
</tr>
<tr>
<td>Between Two and Three Weeks</td>
<td>40% ($170.00)</td>
</tr>
<tr>
<td>Between Three and Four Weeks</td>
<td>60% ($255.00)</td>
</tr>
<tr>
<td>Between Four and Five Weeks</td>
<td>80% ($340.00)</td>
</tr>
<tr>
<td>Over Five Weeks</td>
<td>100% ($425.00)</td>
</tr>
</tbody>
</table>

Books and instructional supplies are not included in the regular tuition charge. In the majority of cases, except where a course requires additional books for special fields of study, the total value of books and supplies will not exceed $75 per student for the entire school year of two semesters.

Veterans

The Institute's program is approved for veterans under Public Laws 346 and 16. In order to provide for the payment of their tuition at the Institute's rate of $850.00 for the school year, plus a maximum of $75 for required textbooks and supplies, veterans enrolling under Public Law 346 may sign a waiver of sufficient future eligibility to
cover the excess over $500 per school year. This amounts to approximately six and one-half months of additional entitlement. For more detailed information on this point, and especially for clarification of their own individual cases, veteran candidates under Public Law 346 are urged to consult their local Veterans Administration officials.

Veteran candidates under Public Law 16 should likewise consult their local Veterans Administration officials for information as to how they may qualify for educational benefits applicable at the Institute.

**Board and Lodging**

**Meals:** It is the policy of the Institute to serve well-balanced and attractively prepared meals. There is a normal charge for board of $450 per person for the entire academic year, or $225 per semester. In view of the uncertain conditions with regard to food prices, however, this rate is subject to change.

**Dormitory Rentals:** The charge for living quarters is $150 per person per year, or $75 per semester. The charge for married students resident on Thunderbird Field with their wives is $300 per couple for the entire year, or $150 per semester.

The charges for board and lodging are due and payable on the first day of each semester. If necessary, however, an arrangement can be made with the Business Manager for payments to be made on the installment plan.

**Pets**

Students are not permitted to have dogs on the campus. Other pets are subject to the approval of the Institute.

**Scholarships**

With the aid of individuals and corporations interested in assuring that American business will have the best possible representation abroad, a number of scholarships are being made available for outstanding students who would not otherwise be able to meet their expenses.

One group of four scholarships has been established by the students of the Institute themselves: the Barton Kyle Yount Memorial Scholarships, honoring the Institute’s first President. Offered for the first time in 1950-51, they provide a maximum of $350.00 each, and are to be awarded to the four applicants who, in the judgment of the scholarship committee, are best qualified by education, scholastic attainment and character. The amount of the award in each case will be determined by the candidate’s financial needs.

Prospective students interested in qualifying for scholarship assistance should write to the Registrar for further information.
The Barton K. Yount Memorial Award

Established in 1949 by colleagues and friends of General Yount, with the object of preserving the ideals for which he stood, the Barton Kyle Yount Memorial Award is given to the member of each graduating class of the Institute who is considered most deserving from the standpoint of scholarship, character and accomplishment. The award is honorary, and does not carry a stipend.

Student Employment

A limited number of students, or wives of married students, may find part-time employment as assistants in the administrative or faculty offices, in various capacities in the dining hall, in the library, or on the maintenance staff. Inasmuch as the concentrated course of study requires the best efforts of the individual student, very few hours per day are available for gainful employment, and the amounts which may be earned are, therefore, necessarily small. Application for part-time employment should be made to the Business Manager in advance of the opening of school.

A considerable number of students and students' wives are able to find part-time employment in Glendale or Phoenix during the school year or during the vacation periods. In this respect, the Institute enjoys a particularly happy relationship with the principal business organizations in the area. The Institute is glad to assist any student who desires to obtain off-campus employment.

Medical Service

The Institute looks upon the physical well-being of its students as an important responsibility.

The Institute has a well-equipped infirmary under the direction of the physician, and with a registered nurse in regular attendance. Consultation hours with the nurse are held daily and the physician visits the infirmary at regular intervals to prescribe for patients. Treatment in case of emergency is available 24 hours per day.

Charges for the services of the physician and the nurse, at the infirmary, and for visits to the physician's office in Glendale, when directed by the nurse, are included in the tuition charge, which also covers limited hospitalization in the infirmary. The infirmary is not equipped to care for major illnesses or operations, nor can it provide prolonged hospitalization. Visits to the office of the physician in Glendale, unless specifically directed by the nurse, are at the expense of the individual.

Use of the regular infirmary service, as outlined above, is available without charge also to the wives of married students, in cases of minor illness or injury.
Recreation and Sports

Students are encouraged to participate in as many recreational and sports activities as their schedules will allow.

Because of the excellent weather of this part of the country, most athletic activities take place out-of-doors. The facilities of the Institute include two softball diamonds, two volleyball courts, badminton courts, soccer and touch football field, tennis courts, and a basketball court. In addition, there are two swimming pools, situated in the central quadrangle, that are usable for the greater part of the school year. One of the hangars is equipped for use as a gymnasium, with locker and shower rooms. Supplementing the facilities at Thunderbird Field, the surrounding countryside offers excellent opportunity for horseback riding, golf and hunting. Students patronize also the winter sports areas in northern Arizona.

The athletic program of the Institute is operated on a completely voluntary basis. Two types of program are presented: the informal program, designed to give students the opportunity to compete in a variety of sports, and the formal program, designed to meet the needs of students who wish regular exercise periods apart from competitive games. The latter program, which includes remedial physical education for overweight, underweight, bad posture, etc., is presented during the academic day as well as during the recreational hours of the afternoon and evening.

Team competition is scheduled in basketball, touch football, soccer football, volleyball, softball, and swimming, while individual tournament competition is arranged in tennis, pingpong, horseshoes, golf, croquet and badminton. All sports activities are of the intramural type with the exception of basketball. The Institute has its own team which competes in the Phoenix Metropolitan League.

In order that every student may become familiar with the sports most popular in Latin America, instruction is given through lectures and participation.

Alumni Organization

The Institute maintains an Alumni Office for the convenience of its alumni and students. The Alumni Office assembles accurate, up-to-date information on the activities of the widely scattered alumni. This information is made available through the Alumni Bulletin, published quarterly.

Active alumni chapters have been organized and are functioning in San Francisco, Chicago, New York and Phoenix. Plans are underway for the formation of chapters in Mexico City, D. F.; Havana, Cuba; San Juan, Puerto Rico; Caracas, Barcelona and Maracaibo.
Venezuela; Lima, Peru; Rio de Janeiro and Sao Paulo, Brazil; Buenos Aires, Argentina, and other foreign cities where substantial numbers of A.I.F.T. alumni are located.

All policies and activities of the organized alumni are under the jurisdiction of the Board of Directors of the AIFT alumni association, elected at stated intervals by the alumni at large.

**Extracurricular Activities**

The following are among the extracurricular activities on the campus:

**Lectures and Forums.** Each semester a number of authorities on the various phases of United States foreign trade, and on the principal trade areas, visit the campus to give lectures or conduct forums. These meetings serve to keep the student body in close touch with the ever-changing developments in our relations with other nations.

**Motion Pictures.** Films are shown regularly to supplement the language, area, and foreign trade courses. Recreational features in Spanish are shown weekly by motion picture theatres in Glendale and Phoenix.

**Programs.** Dramatic entertainments in Spanish and Portuguese are written and produced frequently by the students. These activities as well as programs for special days have proved very popular. For the Pan American Dal celebration and other fiestas students are encouraged to bring costumes and musical instruments if they have them.

**Dancing.** Facilities are available for instruction in the folk dances of the American republics. In addition, weekly dances and parties are arranged by the Student Affairs Committee, which comprises representatives elected by the dormitory residents and off-campus students.

**Clubs.** There are several clubs, usually composed of both students and faculty, which hold frequent meetings. Among these are the Portuguese, Spanish and French Language Clubs, the Marketing Club, and a club for the weekly discussion of problems of wide student interest. There is also a chapter of Delta Phi Epsilon, the national foreign trade fraternity.

The Propeller Club of the United States, Port of Phoenix, was founded at the Institute in January, 1947. This is the 102nd port of the national organization whose purpose is to foster the development of the United States Merchant Marine and foreign trade. The club holds monthly meetings with prominent guest speakers.

**The Thunderbird.** The Institute's student newspaper, The Thunderbird, is published semi-monthly. It is edited completely by a student staff, and reports current foreign trade news as well as student activities. Special sections are printed in Spanish and Portuguese.
Admission Requirements

The Institute's courses are open to any student who has completed at least two years of study above the high school level in a recognized institution of higher learning and who can meet the standards as to character. The courses are likewise available to business concerns and governmental departments for the training of men whom they have selected for foreign assignments.

Determination of an applicant's qualifications is the responsibility of the Committee on Admissions. In its decisions, the Committee is influenced by a number of factors, including not only the scholastic achievement of each individual, but also information received as to his character, intellectual maturity, cultural background, and business and professional experience. Travel, and especially protracted residence in foreign countries, is to the applicant's advantage, as is evidence of general linguistic ability.

In view of the large number of openings in the technical fields abroad, applicants holding a degree in engineering or other technical subjects will be given a high priority in consideration for admission to the Institute. Either civilian or military experience in technical fields will likewise be considered in an applicant's favor.

Method of Application

The prospective student should write to the Director of Admissions, requesting an application blank which will be forwarded together with necessary instructions.

The deposit after acceptance is $20.00. Applicants should forward their check or money order in this amount to the Director of Admissions upon receipt of notification that they have been accepted. This deposit will be applied to the first bill for board and lodging when the student registers. In the event the applicant does not register, the deposit will not be refunded.

For information concerning subsistence allowances and eligibility under Public Laws 16 and 346, veterans of the armed forces should apply to their local Veterans Administration offices.
Curriculum

The Curriculum of the Institute is intensive. Insofar as practicable, non-essentials are eliminated, so that all of the student's time and effort may be devoted to matters of real value to him. In this manner, rapid progress can be made without sacrificing thoroughness. Provision is made for qualified students to carry on research under faculty guidance. In the Institute, the center of gravity is learning rather than teaching, since the primary responsibility for achievement rests with the student.

The Curriculum is administered by three departments: the Department of Foreign Trade, the Department of Area Studies, and the Department of Languages, fulfilling the three principal educational requirements of the man or woman who desires to engage in business or other relations with foreign countries.

All courses are elective, and great flexibility in meeting the needs of individual students is thus rendered possible. The selection of courses to be pursued depends, in each case, upon the student's past education and experience, and his ultimate objectives. The Institute provides both fundamental courses of instruction for students who require them and advanced work for those who already have completed undergraduate college training in a given field. The majority of students at the Institute elect and carry through a heavy schedule of study. The normal class load consists of 16 to 18 semester hours.

Scholarship Standards

All students are expected to approach their studies from the standpoint of mature individuals, motivated by a sincere desire to obtain as much benefit as possible from the Institute's curriculum.

Grades are given and recorded as follows:

A — Excellent  
B — Good  
C — Passing  
E — Conditional  
F — Failure  
I — Incomplete

The mark "E" may be removed and credit secured, in certain cases, by special examinations taken on the work of the course or, in other cases, it may be removed by the student registering, with the approval of the instructor, for the next course in the sequence. In case the student passes the second course with a grade of "B" or better, credit and the grade of "C" for the first course will be given.

The mark "I" is given when some portion of the student's work is unfinished. The mark may be removed and credit secured upon completion of the course so marked. Should the student not complete his work and remove the "I" in his next semester of attendance at the Institute, the grade automatically becomes "F."
Any student who is shown to be failing in more than five semester hours of his work at any time is subject to being placed on general probation. Such a probationary status requires that the student be present and prepared at all future meetings of his classes, and subjects the student to possible dismissal from the Institute. The probation will be removed upon receipt of notification from the instructors that the student has raised his standing in the class to the passing point.

**Attendance**

In view of the intensive nature of the course of studies, the faculty and administration must expect regular attendance at classes.

When a student, in the opinion of the instructor, jeopardizes his credit in a class because of excessive absences, regardless of the cause, he may be placed on probation.

Attention is called to the fact that the compression of the full school year between September 18 and June 1 makes Thanksgiving and Easter vacations too short to permit extended trips or visits to distant homes.

**Matriculation**

Students entering the Institute at the beginning of the school year are requested to report on campus on September 18, and new students for the second semester on February 2, for matriculation into the Institute, assignment of living quarters, and other details necessary for being comfortably settled.

**Orientation and Consultation with Faculty**

September 19 and 20, and February 5, are of great importance to the students' careers at Thunderbird Field and later. These days are devoted to orienting students in what the Institute offers and how it operates, and to informal consultation with faculty members regarding the selection of programs of study. It is during these days that the students' ideas, desires, and needs are first thoroughly explored and discussed on an individual basis, and counsel given.

**The Institute's Certificate**

The Institute does not award formal degrees. Students satisfactorily completing an approved course of study at the Institute are awarded the Certificate of Graduation.

The Institute offers a maximum of four semesters of study. However, credits given for previous work at approved institutions of higher learning, or for relevant experience, commonly enable students to qualify for the Certificate upon completion of two semesters. During that time, students must accumulate at least 32 semester hours of credit with a grade of "C" or better.

With the exception noted below, under no circumstances will the Certificate be awarded to any student who has not completed at least two full semesters at the Institute, and who during this period
of enrollment has not completed a minimum of 32 semester hours of credit with passing grades.

A student who fails, during his last semester at the Institute, to pass a sufficient number of hours of work to entitle him to receive the Certificate of Graduation may arrange to take subsequently as much as six semester hours of work in one or more of the fields of study offered at the Institute in an approved college or university or at the Institute. The courses to be taken at the other institution must first receive the approval of the Registrar of the Institute. A certificate will be awarded to the student when the Registrar of the Institute has been officially notified by the other institution that the student has completed a sufficient number of hours of work, with a grade of "C" or better, to make up for his deficiency at the Institute.

Transcripts
A transcript of credits is awarded to each student upon graduation. Any student requiring additional transcripts may obtain them through the office of the Registrar at a cost of $1.00 each.

Department of Foreign Trade
In the Department of Foreign Trade, the student is equipped with the necessary business tools for a position with a company engaged in foreign commerce. All of the courses are defined in terms of training for ultimate managerial positions in foreign trade.

A concrete and practical rather than an abstract and theoretical approach is made in presenting subject matter. Actual commercial situations are approximated and realistic data, instruments, and forms are incorporated in so far as possible.

The Institute believes that those entering foreign trade must not only have an intelligent understanding of the instruments, practices and procedures of the business but also a good knowledge of the allied fields. The courses of study in the Foreign Trade Department will give the student this broad background and enable him to meet quickly and intelligently the many novel problems constantly arising, due to the unprecedented economic and political conditions now prevailing in every country.

The courses of instruction in this department are supplemented by special lectures given from time to time by men who are leaders in their respective fields of foreign trade.

Department of Area Studies
The Department of Area Studies conducts a group of courses designed to acquaint students with the characteristics—geographical, ethnological, economic and social—of the world areas where, as future graduates engaged in foreign trade or foreign service, they are most likely to be active.

Emphasis is placed upon the economic history and potentials of the areas, and the conditions of business found therein, as well as on
the political situations. Concurrently, the student is "briefed" on the
types of life in the various countries of the areas, the health con-
ditions, social customs, religious beliefs, and other aspects of their
cultures.

The method of instruction is through lectures, readings, use of
visual education devices, and developments by students under
faculty guidance, of special research projects on particular portions of
major areas, or on particular problems.

In summary, the successful student in the area courses is in-
doctrinated, not only with the externals, but with the thought-
patterns and motivations of the peoples he has studied. He will be
able to formulate his business and other decisions upon a sound
knowledge of the area and its civilization.

Department of Languages

A knowledge of the language of the country, since it enables him
to understand and converse freely with the people among whom he
lives, contributes markedly to the success of the United States repres-
sentative abroad. The American Institute for Foreign Trade seeks
to give its students this qualification.

The chief aim of the language instruction at the Institute is to
develop in the student a facility for speaking and understanding the
language which he studies. At the same time, it is expected that he
will master the basic structural forms and acquire a well-rounded
ability in reading and writing. This is done not through any magic
process, but through many hours of intensive application on the part
of the student. It has been demonstrated that a good knowledge of
the language can be acquired in the time allotted if the student makes
the proper use of that time.

The elementary and intermediate courses in language are divided
into three parts: Conversation, Fundamentals (grammar, composi-
tion, reading), and Laboratory. In the conversation classes, which are
small, the use of English is prohibited, and students begin at once
under the guidance of instructors whose mother tongue is Spanish or
Portuguese to express themselves in the foreign language. In the lab-
oratory, ear training and good speech are fostered through practice
with phonograph records, sound-track films, and voice recording
machines, as well as through singing, oral composition, unison read-
ing, and lectures.

All courses in language are supplemented by optional extra-cur-
ricular activities such as movies, fiestas, and various types of public
programs. Progress in speaking is furthered through the use of Span-
ish or Portuguese at mealtime and in the dormitories and recrea-
tional activities. Reading ability is increased through wide use of
periodical literature and language books in the library.

Students who have previous knowledge of Spanish or Portuguese
are assigned to classes after their proficiency has been determined
by placement tests.
Courses

Unless otherwise indicated, all courses listed are of one semester duration and are offered each semester.
*Offered fall semester only
**Offered spring semester only

Department of Foreign Trade

FT-100 INTRODUCTION TO WORLD TRADE (3 hours)
This course is intended to introduce the student to world trade as a whole, its development and its current status. Detailed consideration is given to past and present economic and political developments which affect the volume and direction of international trade. Economic analysis is made of both private and public policy, and current issues are examined. It serves as a basis for the more specialized courses offered in foreign trade and in foreign marketing, and gives the student a better understanding of current problems and of factors affecting the general level of economic activity in the United States and in the world.

Dr. Hibbs and others.

FT-200 THE DOCUMENTS AND FINANCIAL OPERATIONS OF FOREIGN TRADE (3 hours)
The student gains in this course a comprehensive knowledge of all the documents and terms used in foreign trade and the procedures used in financing exports and imports. It attempts to clarify the financial and credit aspects of the relationships between the seller and the buyer and between the seller and his bank which is to finance the sale. The course is particularly valuable to the student who may wish to become proficient in the financial side as distinguished from the marketing side of foreign trade, in the extension of credit, and in working in the foreign department or foreign branch of an American bank.

Mr. Shaterian

FT-300 PROBLEMS OF FOREIGN TRADE PROCEDURE (2 hours)
This course involves a review and more detailed study of all the steps considered and taken from the moment the seller receives an inquiry from the buyer up to the point where the seller receives payment for the sold merchandise. Hypothetical export and import sales and shipments are followed through and the student is required to gather the necessary data, to make his own decisions, to prepare the relevant reports, letters, and cables, to give proper instructions to his freight forwarder and bank, etc. The class is held in small sections so that the work of each member of the class can be analyzed and discussed for the benefit of the entire class. It attempts to put into practice the knowledge acquired in Foreign Trade 200 and in certain phases of Foreign Marketing.
Prerequisite: Foreign Trade 200.

Mr. Shaterian and Mr. Rose
ACCT-100  ACCOUNTING FOR MANAGEMENT  (6 hours)
A presentation of the fundamental techniques of book-
keeping and accounting. This course is designed for those
students who have had no accounting before entering the
Institute, and is a prerequisite to the more advanced
accounting courses.
Mr. Wilson

ACCT-200  INTERMEDIATE ACCOUNTING  (5 hours)
This is a continuation of the work offered in the previous
course.
Prerequisite: ACCT-100 or its equivalent.
Mr. Wilson

ACCT-250  ANALYSIS OF FINANCIAL STATEMENTS  (3 hours)
This course lends interpretation to the various accounts
appearing on financial statements, and introduces the
techniques for their comparison and analysis. Many allied
topics are brought into the course through special
group reports, with emphasis placed on the extension of
credit. Use is made of financial statements of many of the
leading business houses of the United States.
Prerequisite: ACCT-100 or its equivalent.
Mr. Wilson

ACCT-300  RESEARCH PROBLEMS IN ACCOUNTING  (2 hours)
This course consists of intensive study under the direction
of the Accounting Division. It is designed for those stu-
dents who are thoroughly grounded in the general prin-
ciples and practices of accounting and who wish to become
particularly proficient in a certain branch. For example:
cost analysis, auditing, income determination, etc.
Prerequisite: ACCT-200 or its equivalent.
Mr. Wilson

MKT-100  PRINCIPLES AND METHODS OF
MARKETING  (5 hours)
This course covers the basic principles of all marketing
and their application to business problems. It includes
study of the marketing functions, the consumer, his buying
motives and habits, trade channels — the retailer,
wholesaler and other middlemen—the marketing of agri-
cultural and manufactured products, market research and
marketing policies, Government aids and regulations. This
course is a prerequisite to Foreign Marketing 210 and is
designed to prepare the student for meeting the problems
of selling and merchandising.
Mr. Murphy

MKT-210  FOREIGN MARKETING  
(2 hours)
This course covers the specific problems of marketing in
the foreign field and provides the student with a practical
knowledge of the techniques used. It covers market re-
search, marketing functions, trade channels, export adver-
tising, merchandising, sales promotion, and the procedure
followed in making export and import shipments.
Prerequisites: Marketing 100 or its equivalent. Foreign
Trade 100 is recommended as a complementary course.
Mr. Murphy and Mr. Rose
ADV-100   ADVERTISING THEORY AND PRACTICE     (3 hours)
The objective of this course is to survey the entire field of
advertising in much the same fashion that a course in Eco-
nomics covers its field. The course includes economics of
advertising, consumer research, produce and market anal-
ysis, copy appeals, advertising layouts and techniques,
advertising media, testing methods, the advertising agen-
cy, advertising department and advertising budget. The
course will prepare the student for a career in foreign
advertising or equip the student who does not elect this
career with a basic knowledge of advertising and its appli-
cation to business problems.

Mr. Murphy

SALESMAINSHP-100
BASIC PRINCIPLES OF SALESMAINSHP     (3 hours)
This course covers the principles of salesmanship—includ-
ing pre-approach, approach, planned presentation, demon-
stration, closing, and other phases of the subject. The ap-
lication of these principles to foreign selling is given
special consideration. One hour per week consists of a
lecture on specific principles, one is devoted to talks by
sales experts from leading business firms, and one hour
to practice in selling problems and actual sales demon-
strations by students. The course covers the basic essen-
tials of salesmanship and it is designed to prepare the stu-
dent for executive work requiring the supervision of
salesmen as well as for actual sales work.
Prerequisite: Marketing 100 or its equivalent,

Mr. Murphy

LABOR REL-100
THE PERSONNEL FUNCTION IN
MANAGEMENT     (3 hours)
Principles and techniques underlying effective personnel
practices. "Case" studies are used to develop fuller under-
standing of the methods used in the analysis of manage-
ment problems as they concern personnel.

Dr. Hibbs

LABOR REL-200
LABOR DEVELOPMENTS IN
LATIN AMERICA     (2 hours)
An examination of the status and problems of the labor
force in Latin America. Analysis of trends in labor legis-
lation, labor organization, collective bargaining, and other
topics. National development is examined in selected
countries.

Dr. Hibbs

LABOR REL-300
INDUSTRIAL RELATIONS     (1 or 2 hours)
Work based upon reading and research. Each semester
some particular problem or group of related issues is ex-
amined and discussed by the group. Emphasis is on re-
search and a term paper is required.

Dr. Hibbs
Department of Area Studies

*A-100 (a) LATIN AMERICA (3 hours)
This course is designed to acquaint the student with the various background factors which would influence his work and life in Latin America. It consists of an intensive study of the economic geography, resources, history, politics, population, social institutions and conditions, and psychology of the Latin American countries.

Dr. Schurz, Mr. Bohan and others

**A-100 (b) LATIN AMERICA (3 hours)
A continuation of Area-100 (a).

Dr. Schurz, Mr. Bohan and others

*A-110 (a) THE FAR EAST (2 hours)
A course on the geography, history, economy, politics, and culture of middle and eastern Asia, the East Indies, and Australasia. The area covered by the course includes China, Japan, Asiatic Russia, India, Malaya, Indonesia, The Philippines, Australia, and New Zealand. Discussions, lectures and readings.

Dr. Schurz

**A-110 (b) THE FAR EAST (2 hours)
A continuation of Area-110 (a).

Dr. Schurz

*A-130 (a) THE ECONOMICS OF EUROPE (3 hours)
This course deals with the basic economic geography of Europe, the state of industrial developments in the various countries, intra-European trade relations, and problems of post-War economic adjustment. Lectures, discussions and readings.
Prerequisite: A course in the modern history of Europe.

Dr. Frost

**A-130 (b) THE ECONOMICS OF EUROPE (3 hours)
A continuation of Area-130 (a).

Dr. Frost

A-200 RESEARCH PROBLEMS IN SPECIAL AREAS (1 or 2 hours)
Directed research, within the limitations of materials available locally, on problems associated with special areas of the world. This course is designed to provide facilities for additional study in fields of particular interest to the individual student, and, as such, is supplementary to the basic Area courses.
Prerequisite: A university degree or completion of one semester of any basic Area course or one year of residence in the region under consideration.

Dr. Schurz, Dr. Frost, and Mr. Luedtke

INT. BASIC ELEMENTS OF (3 hours)
REL.-100 INTERNATIONAL RELATIONS
An introductory study of intercourse between states, with special emphasis on current aspects and problems.

Dr. Frost
INT.
REL.-200 INTER-AMERICAN RELATIONS (3 hours)
A survey of the relations of the United States with the other American republics. Current inter-American problems are studied in considerable detail, as are also the series of Pan American conferences which have formed the basis for the first successful system in the field of international cooperation.
Dr. Frost

Department of Languages

P-100 ELEMENTARY PORTUGUESE (8 hours)
Conversation: Directed practice in oral expression. Small groups under the guidance of Portuguese-speaking instructors, conducted in Portuguese.
Fundamentals: Explanation of structural forms; extensive drill on verbs; written exercises; oral reading.
Laboratory: Ear training and speech exercises; imitation of phonograph records; practice with voice recording machines; dictation; group practice of songs, verse, and prose.

P-200 INTERMEDIATE PORTUGUESE (8 hours)
Prerequisite: P-100 or the equivalent.
Conversation: Guided discussion of everyday life topics; oral reports on assigned readings.
Fundamentals: Continuation of essential grammar explanations; exercises in composition, content dealing with Brazil.
Laboratory: Practice with phonograph records and voice recording machines; lectures; group practice of songs; oral reading and dictation.

S-100 ELEMENTARY SPANISH (8 hours)
Conversation: Directed practice in oral expression. Small groups under the guidance of Spanish-speaking instructors, conducted in Spanish.
Fundamentals: Explanation of structural forms; extensive drill on verbs; written exercises; oral reading.
Laboratory: Ear training and speech exercises. Use of Spanish sound-track films with scripts; imitation of phonograph records; practice with voice recording machines; dictation; group practice of songs, verse, and prose.

S-200 INTERMEDIATE SPANISH (8 hours)
Prerequisite: S-100 or the equivalent.
Conversation: Guided discussion of everyday life topics, oral reports on assigned readings.
Fundamentals: Continuation of essential grammar explanations; exercises in composition, content dealing with Latin America; introduction to forms and vocabulary of commercial letter writing.
Laboratory: Spanish sound-track films; practice with phonograph records and voice recording machines; lectures; dictation; group practice of songs; oral reading.
ADVANCED SPANISH (5 hours)
Prerequisite: S-200 or the equivalent.

S-300.C Conversation (5 hours)
Content dealing with Latin American points of view and current problems. Oral reports on assigned readings of Latin American publications.

S-300.BCC Commercial Correspondence and Business Spanish (3 hours)
Composition of business letters, office memoranda and reports; exercises on form, usage, commercial terminology; study of documents most needed in business transactions; readings from Latin American commercial periodicals and other publications; current systems of measurements in Latin America.

S-300.T Technical Spanish (2 hours)
General terminology for mathematics, physics, chemistry and metallurgy, with particular reference to nomenclature needed in mechanical, hydraulic, electrical, and chemical engineering.

S-400.C Advanced Spanish (a continuation of S-300.C) (3 hours)
Prerequisite: Satisfactory score on placement tests and at least 5 hours in S-300.C or the equivalent.

SPECIAL ADVANCED SPANISH

S-400.BCC Advanced Commercial Correspondence and Business Spanish (a continuation of S-300.BCC) (2 hours)
Prerequisite: S-300.BCC or the equivalent.
Composition of business letters, office memoranda and reports; exercises on form, usage, commercial terminology; study of documents most needed in business transactions; readings from Latin American commercial periodicals and other publications; principles of accounting in Spanish.

BUSINESS COMMUNICATIONS (2 hours)
Designed for the student who realizes the importance of correct structure, exact vocabulary, readable style, and sales appeal in all types of letter writing—sales letters, reports, advertising, and employment letters. Attention is given to effective speech for various occasions—interviews, impromptu speeches, sales talks, planned discourses. All subject matter is presented with a view to its use by the student in practical business situations.

Mr. Jackle and Others
Student Body 1949-1950

Class of June, 1950

Algeo, Warren Howley Hastings-on-Hudson New York
  B.A., Harvard University
Allen, Clayton Alexander Madison Wisconsin
  National City Washington
Ames, Joseph Duane Everett Washington
Anderson, Richard Coleman B.S., University of Washington
Applegate, Donald W. Toledo Ohio
Bagnall, Victor Howard Seattle Washington
  D.O., Kirksville College of Osteopathy & Surgery
Barnes, Richard Adams, Jr. New Orleans Louisiana
  B.A., Tulane University
Barney, Frank LeRao, Jr. St. Johnsbury Vermont
Barnhart, David Hamilton DeLand Florida
  B.A., John B. Stetson University
  M.A., Middlebury College
Beatley, Redman Charles South Gate California
  B.A., University of California at Santa Barbara
Behring, James Barton St. Paul Minnesota
Belair, David C. G. Long Beach California
  A.A., Long Beach City College
Bender, Joseph Robert St. Louis Missouri
  B.S.C., St. Louis University
Bertocchi, Robert Paul, Jr. Springfield Massachusetts
  B.A., American International College
Bevans, Clifford N. Portland Oregon
  B.S., University of Oregon
Biocchi, Anthony Cavour, Jr. Ft. Worth Texas
  B.A., Texas Christian University
Biehl, John Francis, Jr. Beechhurst, L. I. New York
  E.S., Manhattan College
Bjerklie, George Schlosser Gilby North Dakota
  R.S.C., University of North Dakota
Black, Louis, Jr. San Diego California
  B.A., San Diego State College
Borja, Carlos Los Angeles California
Bower, Ralph Raymond Albuquerque New Mexico
Brame, Richard Eugene Portland Oregon
  B.A., Lewis and Clark College
Briggs, Henry Delos Oak Grove Louisiana
  B.A., Tulane University
Brown, Kenneth James Tucson Arizona
  B.S., Ohio University
Buehring, James Alward Pontiac Michigan
  B.A., University of Colorado
Bupp, Richard Riddick Gary Indiana
Byrd, Jack Morgan Worthville North Carolina
  B.S., Wake Forest College
Cailliez, Clovis Charles V. Santa Barbara California
  B.A., University of California at Santa Barbara
<table>
<thead>
<tr>
<th>Name</th>
<th>University/Affiliation</th>
<th>City</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Callaway, Roy Douglas</td>
<td>B.A., University of Illinois</td>
<td>Champaign</td>
<td>Illinois</td>
</tr>
<tr>
<td>Cherry, Anson</td>
<td>B.A., Whitman College</td>
<td>Wasco</td>
<td>Washington</td>
</tr>
<tr>
<td>Clark, William</td>
<td>B.S., State University of Iowa</td>
<td>Corydon</td>
<td>Iowa</td>
</tr>
<tr>
<td>Clarke, James Willard</td>
<td>B.A., University of South Dakota</td>
<td>Rapid City</td>
<td>South Dakota</td>
</tr>
<tr>
<td>Coats, James Ernest</td>
<td>B.A., Princeton University</td>
<td>Princeton</td>
<td>New Jersey</td>
</tr>
<tr>
<td>Connolly, Robert E.</td>
<td>B.A., State University of Iowa</td>
<td>Albia</td>
<td>Iowa</td>
</tr>
<tr>
<td>Cook, James Harold</td>
<td>B.A., University of Colorado</td>
<td>Casa Grande</td>
<td>Arizona</td>
</tr>
<tr>
<td>Czuzin, Stephen</td>
<td>A.A., Orange Coast College</td>
<td>New York</td>
<td>Arizona</td>
</tr>
<tr>
<td>Dakin, Laura Lee</td>
<td>B.A., University of South Dakota</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Davies, Leonard Wendell</td>
<td>B.A., San Jose State College</td>
<td>Palo Alto</td>
<td>California</td>
</tr>
<tr>
<td>DeCosta, Joseph John</td>
<td>B.A., University of South Dakota</td>
<td>Camillus</td>
<td>New York</td>
</tr>
<tr>
<td>Deman, Helen Joyce</td>
<td>B.A., University of Colorado</td>
<td>Ferndale</td>
<td>Michigan</td>
</tr>
<tr>
<td>Dennison, John Sandford</td>
<td>B.A., San Jose State College</td>
<td>Corona Del Mar</td>
<td>California</td>
</tr>
<tr>
<td>DeRoever, Frederick Richard</td>
<td>B.A., St. Johns University</td>
<td>Brooklyn</td>
<td>New York</td>
</tr>
<tr>
<td>DeSmith, William Buchtel</td>
<td>B.A., San Jose State College</td>
<td>Palo Alto</td>
<td>California</td>
</tr>
<tr>
<td>Dodd, Robert Shelby</td>
<td>B.A., Baldwin Wallace College</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Dodge, Carl Leland</td>
<td>B.A., University of Massachusetts</td>
<td>Sackets Harbor</td>
<td>New York</td>
</tr>
<tr>
<td>Downey, Durbin Howard</td>
<td>B.A., University of Massachusetts</td>
<td>Princeton</td>
<td>Illinois</td>
</tr>
<tr>
<td>Downey, John Eliot</td>
<td>B.A., University of Colorado</td>
<td>Dudley</td>
<td>Massachusetts</td>
</tr>
<tr>
<td>Dunaway, David Roger</td>
<td>B.A., Woodbury College</td>
<td>Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Echols, Chandler Bear</td>
<td>B.A., University of California at Santa Barbara</td>
<td>Malibu</td>
<td>California</td>
</tr>
<tr>
<td>Eckrote, Richard John</td>
<td>B.A., University of Colorado</td>
<td>San Bernardino</td>
<td>California</td>
</tr>
<tr>
<td>Egan, John Joseph</td>
<td>B.A., University of Colorado</td>
<td>Troy</td>
<td>New York</td>
</tr>
<tr>
<td>Elston, Tallulah LeConte</td>
<td>B.A., Stanford University</td>
<td>Carmel</td>
<td>California</td>
</tr>
<tr>
<td>Enevold, Irving Arthur</td>
<td>B.A., Lake Forest College</td>
<td>Libertyville</td>
<td>Illinois</td>
</tr>
<tr>
<td>Farley, Virginia Ann</td>
<td>B.A., University of Colorado</td>
<td>Eveleth</td>
<td>Minnesota</td>
</tr>
<tr>
<td>Fisher, Donald Richard</td>
<td>B.S., Indiana University</td>
<td>Ft. Wayne</td>
<td>Indiana</td>
</tr>
<tr>
<td>Fisher, William John, Jr.</td>
<td>B.S., Notre Dame University</td>
<td>Huron</td>
<td>Ohio</td>
</tr>
<tr>
<td>Flores, Carlos Leonard</td>
<td>B.A., San Jose State College</td>
<td>Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Name</td>
<td>College</td>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>-------------------------</td>
<td>--------------------------------</td>
<td>---------------</td>
<td>-----------</td>
</tr>
<tr>
<td>Flynn, Charles David</td>
<td>Santa Ana</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Flynn, Hugh Diamond</td>
<td>Cincinnati</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Ford, Colin McKenzie, Jr.</td>
<td>Columbus</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Frese, Robert Max, Jr.</td>
<td>Ferndale</td>
<td>Michigan</td>
<td></td>
</tr>
<tr>
<td>Garnbrill, George Thomas III</td>
<td>Birmingham</td>
<td>Alabama</td>
<td></td>
</tr>
<tr>
<td>Gardner, Donald Williams</td>
<td>Portland</td>
<td>Oregon</td>
<td></td>
</tr>
<tr>
<td>Garrard, Clyde Robert</td>
<td>Phoenix</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>Gastel, Abel Armand</td>
<td>Hollywood</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Gatzke, Alice Ruth</td>
<td>Clyman</td>
<td>Wisconsin</td>
<td></td>
</tr>
<tr>
<td>Gleason, Malcolm Fay</td>
<td>Cedar Falls</td>
<td>Iowa</td>
<td></td>
</tr>
<tr>
<td>Goldsborough, James Randolph</td>
<td>Pittsburgh</td>
<td>Pennsylvania</td>
<td></td>
</tr>
<tr>
<td>Graves, Selwyn Jackson</td>
<td>Alhambra</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Guss, Milton</td>
<td>San Antonio</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>Haffner, Fred J.</td>
<td>East Cleveland</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Hagen, Raymond Edgar</td>
<td>Tacoma</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>Hall, Benton Garratt, Jr.</td>
<td>Ft. Worth</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>Hammond, Robert Mead</td>
<td>Phoenix</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>Hargis, James Hepburn, Jr.</td>
<td>Carlisle</td>
<td>Pennsylvania</td>
<td></td>
</tr>
<tr>
<td>Harma, William Samuel</td>
<td>Tower</td>
<td>Minnesota</td>
<td></td>
</tr>
<tr>
<td>Harris, William Andrew</td>
<td>Toledo</td>
<td>Oregon</td>
<td></td>
</tr>
<tr>
<td>Hartgerink, Harold G.</td>
<td>Stonington</td>
<td>Connecticut</td>
<td></td>
</tr>
<tr>
<td>Hartgerink, Mary Elizabeth</td>
<td>Stonington</td>
<td>Connecticut</td>
<td></td>
</tr>
<tr>
<td>Harvey, Carl Paul</td>
<td>Michigan City</td>
<td>Indiana</td>
<td></td>
</tr>
<tr>
<td>Hastey, Robert Patterson, Jr.</td>
<td>Chicago</td>
<td>Illinois</td>
<td></td>
</tr>
<tr>
<td>Hawkins, Paul Calef</td>
<td>Eustis</td>
<td>Florida</td>
<td></td>
</tr>
<tr>
<td>Haymond, John Douglas</td>
<td>Salt Lake City</td>
<td>Utah</td>
<td></td>
</tr>
<tr>
<td>Heidbrink, Virgil Eugene</td>
<td>Iretton</td>
<td>South Dakota</td>
<td></td>
</tr>
<tr>
<td>Henry, Ralph S.</td>
<td>Miami</td>
<td>Florida</td>
<td></td>
</tr>
<tr>
<td>Hewett, William John</td>
<td>Cleveland</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Himes, Thomas Merle</td>
<td>Springfield</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Holm, Audley Corrine</td>
<td>Nogales</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>Horton, Albert Cary, III</td>
<td>Denver</td>
<td>Colorado</td>
<td></td>
</tr>
<tr>
<td>Hovey, Harry Gregory</td>
<td>Lynwood</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Name</td>
<td>City</td>
<td>State</td>
<td></td>
</tr>
<tr>
<td>-------------------------------</td>
<td>--------------</td>
<td>-------------</td>
<td></td>
</tr>
<tr>
<td>Huberty, George Anthony</td>
<td>San Andreas</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Hutchins, Donald Charles</td>
<td>Rochester</td>
<td>New York</td>
<td></td>
</tr>
<tr>
<td>B.S., Rochester Institute of Technology</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Heyer, George Edward</td>
<td>Moline</td>
<td>Illinois</td>
<td></td>
</tr>
<tr>
<td>B.A., Mexico City College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ingmundson, John Ringgold</td>
<td>Minneapolis</td>
<td>Minnesota</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Minnesota</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Johnson, Boyd LeRoy</td>
<td>Phoenix</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>B.S., University of California</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Johnson, Farnham James</td>
<td>Appleton</td>
<td>Wisconsin</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Wisconsin</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Johnson, Stanley Alexander</td>
<td>Walnut Grove</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., University of California</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kaiser, Ralph Charles</td>
<td>Lakewood</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Kem, Thomas Omer</td>
<td>Los Angeles</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.B.A., Woodbury College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Kemp, Fred Ernest</td>
<td>Norwalk</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>B.A., Mexico City College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Killick, Thomas Mayhew</td>
<td>Burlington</td>
<td>Vermont</td>
<td></td>
</tr>
<tr>
<td>B.A., Dartmouth College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Died December 19, 1949</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Larimer, Robert Osborn</td>
<td>La Jolla</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., Stanford University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Legrand, Charles Donald</td>
<td>Seattle</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>B.S., Seattle University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Leichner, Elmer</td>
<td>Vancouver</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Portland</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lewis, Robert Tate</td>
<td>Dallas</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>B.B.A., Southern Methodist University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lillieborg, Birger</td>
<td>San Francisco</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., San Francisco State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Long, John Robert, Jr.</td>
<td>Childress</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>B.S., Stanford University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lopez, Donald Sanchez</td>
<td>Santa Ana</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>A.A., Bakersfield College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Loughborough, Roy A.</td>
<td>Phoenix</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>B.C., University of Portland</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lucal, Dale F.</td>
<td>Berea</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>B.A., Baldwin Wallace College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Luna, Flibert Zacarias, Jr.</td>
<td>Flagstaff</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Illinois</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lundquist, Edward Ellsworth</td>
<td>Chicago</td>
<td>Illinois</td>
<td></td>
</tr>
<tr>
<td>Lynch, Edward Robert</td>
<td>San Diego</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., San Diego State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M.A., University of California</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Lynes, Robert Conway</td>
<td>Janesville</td>
<td>Wisconsin</td>
<td></td>
</tr>
<tr>
<td>McClelland, James Edwin</td>
<td>San Mateo</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>McMahon, Dorothy Margaret</td>
<td>Crestline</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Died December 19, 1949</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>B.S., Robert College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M.S., University of Illinois</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Malavenda, Consolato G.</td>
<td>Meriden</td>
<td>Connecticut</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Connecticut</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Malcolm, George Sawyer</td>
<td>Sturgis</td>
<td>South Dakota</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Colorado</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Markley, James Arch, Jr.</td>
<td>East Lansing</td>
<td>Michigan</td>
<td></td>
</tr>
<tr>
<td>B.A., Michigan State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Masterson, Joseph Francis</td>
<td>Troy</td>
<td>New York</td>
<td></td>
</tr>
<tr>
<td>B.S., Michigan State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Name</td>
<td>City</td>
<td>State</td>
<td></td>
</tr>
<tr>
<td>-----------------------------</td>
<td>-----------------</td>
<td>---------</td>
<td></td>
</tr>
<tr>
<td>Mayor, John Beasley</td>
<td>Evanston</td>
<td>Illinois</td>
<td></td>
</tr>
<tr>
<td>B.S., Pomona College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Meade, Richard Alburn</td>
<td>Flint</td>
<td>Michigan</td>
<td></td>
</tr>
<tr>
<td>B.A., Duke University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mertz, John Gerald</td>
<td>Stayton</td>
<td>Oregon</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Oregon</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milam, Jeffrey Samuel</td>
<td>Corpus Christi</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Southern California</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mimms, Harold Edward</td>
<td>Newark</td>
<td>New York</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Alabama</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Mitchell, Charles Clifford, Jr.</td>
<td>Ft. Worth</td>
<td>Texas</td>
<td></td>
</tr>
<tr>
<td>R.S., Texas Agricultural &amp; Mechanical College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Monroe, William Horace</td>
<td>South Sioux City</td>
<td>Nebraska</td>
<td></td>
</tr>
<tr>
<td>B.S., University of Nebraska</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Montoya, Napoleon Edward</td>
<td>Santa Cruz</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., Stanford University</td>
<td>San Francisco</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>Moore, Donald Page</td>
<td>Huntington</td>
<td>West Virginia</td>
<td></td>
</tr>
<tr>
<td>B.A., San Diego State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Moore, Samuel Clark</td>
<td>Potrero</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., San Diego State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Morgan, Kerlin Schroeder</td>
<td>San Jose</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., San Jose State College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Morrison, Richard Allen</td>
<td>Iowa City</td>
<td>Iowa</td>
<td></td>
</tr>
<tr>
<td>Mowry, Duane Donald</td>
<td>Audubon</td>
<td>Iowa</td>
<td></td>
</tr>
<tr>
<td>B.A., State University of Iowa</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Munger, Warren</td>
<td>Dayton</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>LL.B., Ohio Northern University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Muse, Charles Cecil</td>
<td>Atlanta</td>
<td>Georgia</td>
<td></td>
</tr>
<tr>
<td>B.A., Emory University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Myers, Charles Earl</td>
<td>Rock Rapids</td>
<td>Iowa</td>
<td></td>
</tr>
<tr>
<td>B.A., State University of Iowa</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Myers, Craig Spalding</td>
<td>Santa Barbara</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Minnesota</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Nelson, Robert Edward</td>
<td>Alexandria</td>
<td>Minnesota</td>
<td></td>
</tr>
<tr>
<td>Newell, John Doty</td>
<td>Fullerton</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., Claremont Men's College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Newell, Mary Connaghan</td>
<td>Burlington</td>
<td>Iowa</td>
<td></td>
</tr>
<tr>
<td>Oliver, Albert William, Jr.</td>
<td>Los Angeles</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Southern California</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Olson, Sherman Jerome</td>
<td>Oakland</td>
<td>California</td>
<td></td>
</tr>
<tr>
<td>B.S., Armstrong College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Osborn, Roy Lenox</td>
<td>Phoenix</td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td>Parmentier, Fred Joseph</td>
<td>Seattle</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>Peck, William Robert</td>
<td>Olean</td>
<td>New York</td>
<td></td>
</tr>
<tr>
<td>B.A., Colgate University</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Perez, Manuel</td>
<td>Canton</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Akron</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Perrin, Donald Robert</td>
<td>Seattle</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Washington</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Petcoff, Evan Dancho</td>
<td>Vancouver</td>
<td>Washington</td>
<td></td>
</tr>
<tr>
<td>B.A., University of Portland</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Peterson, Roy Ernest</td>
<td>Brooklyn</td>
<td>New York</td>
<td></td>
</tr>
<tr>
<td>B.B.A., Woodbury College</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Plazibat, Robert</td>
<td>Canton</td>
<td>Ohio</td>
<td></td>
</tr>
<tr>
<td>Poulinen, Ero G.</td>
<td>Albuquerque</td>
<td>New Mexico</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Pratt, Mary Esther  
Pressel, Arman LeRoy  
Protzeller, Harry Welser  
Ralicki, Henry R., Jr.  
Ramirez, Luis A.  
Randall, Kenneth Ralph  
Rapp, William Richard  
Reid, Charles Henry  
Risley, Sheridan Leigh  
Robins, Alvin Gerald  
Rockwell, Jean Hobart, Jr.  
Ruff, Graham Denison  
Rummell, Robert MacKenzie  
Russell, Val R.  
Ryan, Stephen Francis  
Schaefer, George Henry  
Scott, Peter Delaplaine  
Shadwick, Marvin Paul  
Shamansky, Barbara Jean  
Sheridan, James Knox  
Sherman, William Lewis  
Sink, Paul Burton, Jr.  
Sites, Elizabeth Grace  
Smith, Jack Roger  
Smith, James Morrill, Jr.  
Spudic, Paul Andrew  
Stanfield, Denman Franklin  
Stebbins, James Le Ray  
Stone, Frederick Robert  
Straley, Warner  
Strange, Alexander Taylor  
Strong, George Cleveland, Jr.  
Tejeda, Alejandro Montanez

Phoenix  
Storm Lake  
Minneapolis  
Buffalo  
Douglas  
Phoenix  
Woodland Hills  
Charlotte  
Berea  
Manhattan Beach  
Long Beach  
Fresno  
Oxnard  
Ogden  
East Providence  
Atchison  
Coronado  
San Jose  
Mt. Vernon  
Palo Alto  
Escondido  
South Gate  
Port Huron  
San Simon  
Rimersburg  
Gorman  
Jackson  
Walla Walla  
Jeffersonville  
Mt. Pleasant  
Ft. Wayne  
San Ysidro  
Arizona  
Iowa  
Minnesota  
New York  
Arizona  
Arizona  
California  
North Carolina  
Kentucky  
California  
California  
California  
California  
Ohio  
California  
California  
California  
Michigan  
Arizona  
Massachusetts  
Pennsylvania  
Texas  
Mississippi  
Washington  
Ohio  
Michigan  
Indiana  
California
<table>
<thead>
<tr>
<th>Name</th>
<th>College and Location</th>
<th>City</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thompson, Rodric Reines</td>
<td>El Paso University of Florida</td>
<td>El Paso</td>
<td>Texas</td>
</tr>
<tr>
<td>Thompson, William Peery</td>
<td>Phoenix University of Arizona</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Throm, John Selman</td>
<td>Buffalo University of New York</td>
<td>buffalo</td>
<td>New York</td>
</tr>
<tr>
<td>Tong, James Alfred</td>
<td>Tucson University of Arizona</td>
<td>Tucson</td>
<td>Arizona</td>
</tr>
<tr>
<td>Tocke, Joseph Clyatt</td>
<td>Ft. Myers University of Florida</td>
<td>Ft. Myers</td>
<td>Florida</td>
</tr>
<tr>
<td>Tremper, Richard Arthur, Jr.</td>
<td>Chico State College of Washington</td>
<td>Chico</td>
<td>California</td>
</tr>
<tr>
<td>Uno, Wallace Ichiro</td>
<td>Ogden University of Nevada</td>
<td>Ogden</td>
<td>Utah</td>
</tr>
<tr>
<td>Van Pelt, Calvin L.</td>
<td>Portland State College</td>
<td>Portland</td>
<td>Oregon</td>
</tr>
<tr>
<td>Vincent, Robert Leroy</td>
<td>Stanford University of California</td>
<td>Stanford</td>
<td>California</td>
</tr>
<tr>
<td>Wahlers, Arthur O., Jr.</td>
<td>Stanford University of California</td>
<td>Stanford</td>
<td>California</td>
</tr>
<tr>
<td>Wallace, Vincent Dennis</td>
<td>University of California</td>
<td>Sherman Oaks</td>
<td>California</td>
</tr>
<tr>
<td>Walk, Melvin John</td>
<td>University of Wisconsin</td>
<td>Milwaukee</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Ward, Edmond Joseph</td>
<td>Houston University of Texas</td>
<td>Houston</td>
<td>Texas</td>
</tr>
<tr>
<td>Weaver, Roy Olam</td>
<td>University of Arizona</td>
<td>Tucson</td>
<td>Arizona</td>
</tr>
<tr>
<td>Webb, Sidney S.</td>
<td>San Jose State College</td>
<td>Modesto</td>
<td>California</td>
</tr>
<tr>
<td>Wiggall, Lcroy A.</td>
<td>Oregon State College</td>
<td>Corvallis</td>
<td>Oregon</td>
</tr>
<tr>
<td>Wiggins, Vernon Clyde</td>
<td>University of Arizona</td>
<td>Glendale</td>
<td>Arizona</td>
</tr>
<tr>
<td>Wilkie, William Brittain</td>
<td>Mexico City College</td>
<td>Spruce Pine</td>
<td>North Carolina</td>
</tr>
<tr>
<td>Wilson, John Nesbit</td>
<td>Pennsylvania State College</td>
<td>State College</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Wilson, Ralph A.</td>
<td>Oklahoma State University</td>
<td>County Line</td>
<td>Oklahoma</td>
</tr>
<tr>
<td>Witcher, Daniel Dougherty</td>
<td>Georgia State University</td>
<td>Macon</td>
<td>Georgia</td>
</tr>
<tr>
<td>Wright, Robert Ernest</td>
<td>University of Arizona</td>
<td>Allentown</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Wyble, Joseph Nolan</td>
<td>University of Louisiana</td>
<td>New Orleans</td>
<td>Louisiana</td>
</tr>
<tr>
<td>Zent, Monte L.</td>
<td>University of Arizona</td>
<td>Tucson</td>
<td>Arizona</td>
</tr>
<tr>
<td>Zvonkovic, Michael Mark</td>
<td>American International College</td>
<td>Branford</td>
<td>Connecticut</td>
</tr>
</tbody>
</table>

**Class of January, 1951**

- Barrington, John Keyt, Jr.  
  B.A., Washington University  
  Burlingame  
  California

- Belling, Earl Wallace  
  B.S., University of Kansas  
  Lawrence  
  Kansas

- Biglen, Francis Lawrence  
  B.S., University of Washington  
  Lewistown  
  Montana

- Bohnak, Vincent Emory  
  B.A., University of California  
  Bellingham  
  Washington

- Bowker, Jack Oral  
  B.A., McPherson College  
  LL.B., University of Kansas  
  McPherson  
  Kansas

- Boyd, Walter Vernon  
  B.B.A., College of Puget Sound  
  Tacoma  
  Washington
<table>
<thead>
<tr>
<th>Name</th>
<th>City</th>
<th>State</th>
</tr>
</thead>
<tbody>
<tr>
<td>Brophy, Anthony Blake</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Clark, Marvin Fraser</td>
<td>Houston</td>
<td>Texas</td>
</tr>
<tr>
<td>Clifton, Frank Paul</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Coleman, William Randolph</td>
<td>Patterson</td>
<td>California</td>
</tr>
<tr>
<td>Cox, Donald Alan</td>
<td>Sunnyvale</td>
<td>California</td>
</tr>
<tr>
<td>Dalessi, Daniel David</td>
<td>Erie</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Danoff, Caesar Morton</td>
<td>Oakland</td>
<td>California</td>
</tr>
<tr>
<td>DeFazio, Harry James</td>
<td>Hartford</td>
<td>Connecticu</td>
</tr>
<tr>
<td>DeLong, Richard Raymond</td>
<td>Bonham</td>
<td>Texas</td>
</tr>
<tr>
<td>Dodge, Robert Leroy</td>
<td>Missoula</td>
<td>Montana</td>
</tr>
<tr>
<td>Downey, John Hubert</td>
<td>Dover</td>
<td>Ohio</td>
</tr>
<tr>
<td>Eckley, Frank Knight</td>
<td>Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Eichmann, Victor David</td>
<td>Milwaukee</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Foster, Albert Cushman, Jr.</td>
<td>Norwich</td>
<td>New York</td>
</tr>
<tr>
<td>Galera, Joseph</td>
<td>Santa Barbara</td>
<td>California</td>
</tr>
<tr>
<td>Haber, Leland Eugene</td>
<td>Oxford</td>
<td>Ohio</td>
</tr>
<tr>
<td>Hanna, William Scott</td>
<td>Berkeley</td>
<td>California</td>
</tr>
<tr>
<td>Hill, Earl LeRoy</td>
<td>Corona</td>
<td>California</td>
</tr>
<tr>
<td>Horita, Teisuo</td>
<td>West Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Janson, Charles Curtis</td>
<td>Phoenix</td>
<td>Arizona</td>
</tr>
<tr>
<td>Jeroy, Frederick Daly</td>
<td>Detroit</td>
<td>Michigan</td>
</tr>
<tr>
<td>Johnson, Donald Miles</td>
<td>Bunkie</td>
<td>Louisiana</td>
</tr>
<tr>
<td>Johnson, Jerome Emsley</td>
<td>Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Jones, Robert</td>
<td>Sharon</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Klingelsmith, John Arlyn</td>
<td>Los Angeles</td>
<td>California</td>
</tr>
<tr>
<td>Knauer, Kenneth Jack</td>
<td>Santa Barbara</td>
<td>California</td>
</tr>
<tr>
<td>Konopa, Charles William</td>
<td>Green Bay</td>
<td>Wisconsin</td>
</tr>
<tr>
<td>Landrigan, Victor Warren</td>
<td>Indianapolis</td>
<td>Indiana</td>
</tr>
<tr>
<td>McCarthy, Robert Emmett, Jr.</td>
<td>Santa Monica</td>
<td>California</td>
</tr>
<tr>
<td>Mair, Robert MacFarlane</td>
<td>Carlisle</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Meloy, Charlotte Ann</td>
<td>Shelbyville</td>
<td>Indiana</td>
</tr>
<tr>
<td>Moraskie, William Joseph</td>
<td>Mt. Carmel</td>
<td>Pennsylvania</td>
</tr>
<tr>
<td>Morgan, David Everett</td>
<td>Oak Hill</td>
<td>Ohio</td>
</tr>
</tbody>
</table>
Motto, Jack Quincey
B.A., University of Houston
Albuquerque, New Mexico

Mowery, Richard Allen
B.B.A., University of Houston
Houston, Texas

Murrell, Hugh Lane
B.A., Louisiana State University
Indianapolis, Indiana

Nardini, Raymond Bob
B.A., Brown University
Chicago, Illinois

Nelson, George Anton
B.S., University of Wyoming
Los Angeles, California

Nygaard, Carl Alan
B.S., University of Wyoming
Santa Cruz, California

Peterson, John William
B.S., University of Missouri
Nogales, Arizona

Piotrak, Chester Peter
B.A., Drake University
Racine, Wisconsin

Poldy, George
B.A., San Jose State College
Sharpsville, Pennsylvania

Richardson, Maurice Vernon
B.A., San Jose State College
San Jose, California

Roady, Jose T. Garcia
B.A., Louisiana State University
Marseille, France

Rogstad, John Thomas
B.S., University of Minnesota
Gaylord, Minnesota

Schwartz, Theodore George
B.A., Pennsylvania State College
Mountain Top, Pennsylvania

Snyder, John Phillip
B.S., University of Southern California
Glendale, California

Strohecker, George Robert
B.S., University of Southern California
Los Angeles, California

Strom, Roy Chester
B.B.A., University of Montana
Los Angeles, California

Topper, Walter Schallert
B.S., University of California at Los Angeles
Beverly Hills, California

Turner, Harry Benjamin
Santa Barbara, California

Vaites, Timothy William
Rosario do Sul, Brazil

Waughtal, Robert Lee
Tempe, Arizona

Witcher, Mary Helen
Macon, Georgia

---

**ENROLLMENT BY STATES**

<table>
<thead>
<tr>
<th>State</th>
<th>Enrollment</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALABAMA</td>
<td>1</td>
</tr>
<tr>
<td>ARIZONA</td>
<td>25</td>
</tr>
<tr>
<td>CALIFORNIA</td>
<td>70</td>
</tr>
<tr>
<td>COLORADO</td>
<td>1</td>
</tr>
<tr>
<td>CONNECTICUT</td>
<td>6</td>
</tr>
<tr>
<td>FLORIDA</td>
<td>4</td>
</tr>
<tr>
<td>GEORGIA</td>
<td>3</td>
</tr>
<tr>
<td>ILLINOIS</td>
<td>2</td>
</tr>
<tr>
<td>INDIANA</td>
<td>1</td>
</tr>
<tr>
<td>IOWA</td>
<td>8</td>
</tr>
<tr>
<td>KANSAS</td>
<td>3</td>
</tr>
<tr>
<td>KENTUCKY</td>
<td>1</td>
</tr>
<tr>
<td>LOUISIANA</td>
<td>5</td>
</tr>
<tr>
<td>MASSACHUSETTS</td>
<td>3</td>
</tr>
<tr>
<td>MICHIGAN</td>
<td>8</td>
</tr>
<tr>
<td>MINNESOTA</td>
<td>8</td>
</tr>
<tr>
<td>MISSISSIPPI</td>
<td>1</td>
</tr>
<tr>
<td>MISSOURI</td>
<td>1</td>
</tr>
<tr>
<td>MONTANA</td>
<td>2</td>
</tr>
<tr>
<td>NEBRASKA</td>
<td>1</td>
</tr>
<tr>
<td>NEW JERSEY</td>
<td>1</td>
</tr>
<tr>
<td>NEW MEXICO</td>
<td>3</td>
</tr>
<tr>
<td>NEW YORK</td>
<td>16</td>
</tr>
<tr>
<td>NORTH CAROLINA</td>
<td>3</td>
</tr>
<tr>
<td>NORTH DAKOTA</td>
<td>1</td>
</tr>
<tr>
<td>OHIO</td>
<td>19</td>
</tr>
<tr>
<td>OKLAHOMA</td>
<td>1</td>
</tr>
<tr>
<td>OREGON</td>
<td>8</td>
</tr>
<tr>
<td>PENNSYLVANIA</td>
<td>10</td>
</tr>
<tr>
<td>RHODE ISLAND</td>
<td>1</td>
</tr>
<tr>
<td>SOUTH DAKOTA</td>
<td>3</td>
</tr>
<tr>
<td>TEXAS</td>
<td>13</td>
</tr>
<tr>
<td>UTAH</td>
<td>2</td>
</tr>
<tr>
<td>VERMONT</td>
<td>3</td>
</tr>
<tr>
<td>WASHINGTON</td>
<td>13</td>
</tr>
<tr>
<td>WEST VIRGINIA</td>
<td>1</td>
</tr>
<tr>
<td>WISCONSIN</td>
<td>8</td>
</tr>
<tr>
<td>BRAZIL</td>
<td>1</td>
</tr>
<tr>
<td>FRANCE</td>
<td>1</td>
</tr>
</tbody>
</table>

---

45
GIFTS AND BEQUESTS

The American Institute for Foreign Trade is a privately governed, nonsectarian, non-profit institution. It is not tax-supported. It derives its income from student fees, augmented during the past two years by contributions from such world-minded business concerns as American Airlines, American Express Company, The Central Arizona Light and Power Company, The First National Bank of Boston, Harnischfeger Corporation, Lone Star Cement Corporation, Minneapolis-Moline Company, The National City Bank of New York, Signode Steel Strapping Company, Standard Oil Company of California, Standard-Vacuum Oil Company, Stratton Grain Company, United Fruit Company, and The Valley National Bank. Significant opportunities await those who would like to associate themselves with this national institution which is already pre-eminent in taking practical steps to improve the quality of American representation abroad and to bring about better understanding among the nations. The Institute particularly needs adequate endowment from which it may derive a regular income.

SUGGESTED FORM OF BEQUEST

I give, devise, and bequeath to the American Institute for Foreign Trade, an Arizona non-profit corporation, the sum of............................ Dollars, to be applied to the uses and purposes of said Institute under the direction of the governing authority of the same.

(Contributions to the American Institute for Foreign Trade are deductible for income tax purposes.)