

World Bank Rep Speaks

Financial Aid To Developing Nations

By Sue and Dave Bloom

Drawing upon his experiences in Ghana, Tanzania, Haiti and Nepal, John Callear, Veterinary Advisor to the World Bank in Algiers, explained the achievements and goals of international aid organizations at a lecture held on June 21 in the auditorium. Callear is currently working on the Combined Rural Agricultural Development Project in Algiers, Algeria. He dealt mainly with financial organizations and explained that there are four basic types of aid programs: international, such as the World Health Organization; national volunteer agencies such as the Peace Corps, religious organizations; and secular non-profit groups such as CARE.

floor to questions on a variety of subjects.

Contrary to the popular belief that any organization decides the financial need of a recipient country, Callear stressed that just the opposite occurs. First, the receiving



Photo by Tom Kraft
Mr. John Callear

nation asks for aid then a team of experts travels to the problem area and studies the needs. Only then, after close consideration, are the appropriate funds allocated for corrective projects. Feasibility of both social and economic factors is taken into consideration.

When asked if financial aid had actually been beneficial, Callear replied, "In my opinion, yes, there has been a lot of good achieved. Corruption, misuse of funds and red tape exists in many of the organizations, but it is within expected limits."

He added that under the UN a program has begun in which
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Aid is usually provided for agriculture, health and education. The least developed countries receive the most aid but rich nations will also seek expertise in certain areas.

Teaching efficient methods of forestry, irrigation, and soil conservation are the usual forms of agricultural aid. Health assistance is eliminating numerous diseases which are transmitted by animal to man including TB, rabies and malaria.

After explaining the fundamentals of the financial aid programs, Callear opened the

Beautifying the Oasis

by Mike Johnson

Have you ever wondered about who keeps the grass green, tries to repair your swamp cooler, or applies yellow paint everywhere liberally? A short stroll over to the Maintenance Office found this reporter talking with the Superintendent of Buildings and Grounds, Mr. Carl Barron, who has responsibility for all housing, security, maintenance and grounds personnel.

Mr. Barron explained the goals of his organization as 1) to do the things that have to be done and 2) to maximize the benefits from the budget funds left. "If we think that the students will enjoy the campus more if the yard's prettier, then we'll work on it harder."

A list of recent activities of buildings and grounds (B & G) include painting parking spaces near the library, planting new flowers and ground shrubs around the

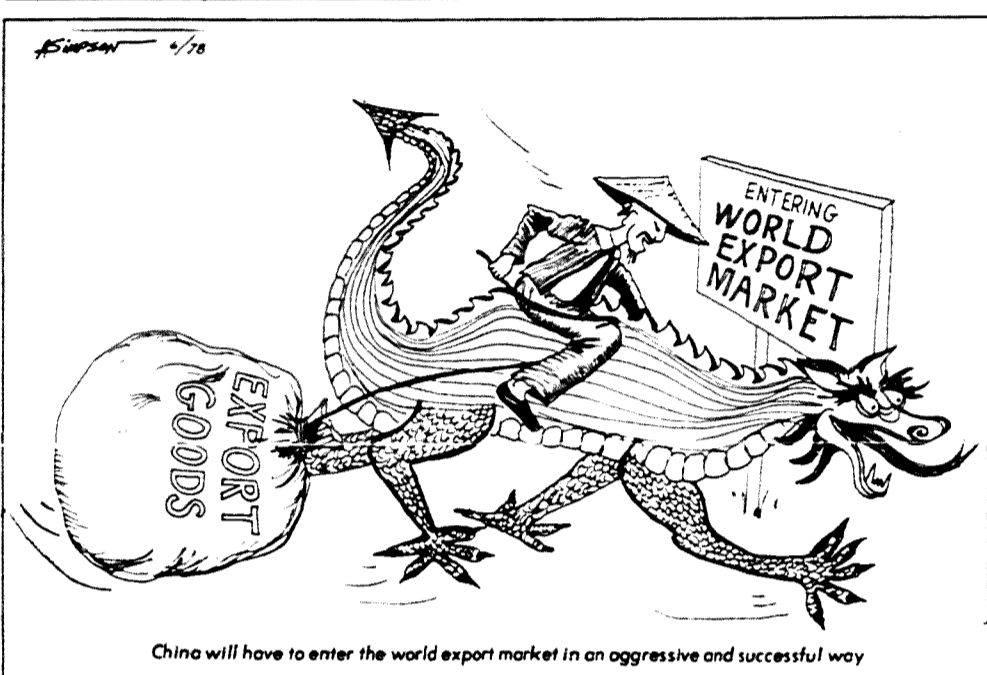
front gate and faculty bldg., painting parking instructions on the tennis courts parking lot, and painting those yellow swing-out paths for all public room doors.

B & G also does planning and specifications for jobs physically done by outside contractors. An example is the paving of the parking lot between the library and CSC (yes, the white chalkmark was the setdown point for Senator Goldwater's helicopter). Then there's the installation of underground lighting lines for the racquetball courts (the lights have arrived) and the parking lot lights near the chapel.

Please turn to page 3

PCS Drug Cards

PCS Drug Cards are now in! Students can pick them up at the Health Center. The prescription drug cards pay for prescription medications.



China will have to enter the world export market in an aggressive and successful way

Current Business Trends

by Tom Gething

Ever since President Nixon visited China in 1972, establishing diplomatic ties and finally admitting to the hard reality of The People's Republic of China, it has been a constant source of speculation for companies throughout the U.S. when, if ever, trade relations with China might also become a reality.

In the past, much of the problem of normal trade relations with Red China lay within China itself. Under Mao's supervision, China was concerning itself less with foreign trade than with domestic development; but Mao was not oblivious to the need for an eventual transfer of technology with Western nations for raw materials if China was to keep abreast of the technological advancement of the world and make itself a viable world power of the future.

Since Mao's death in 1976 and the transfer of power to Premier Hua Kuo-Feng and Vice-Premier Teng Hsiao-Ping, emphasis is still mostly upon domestic development. Industrialization is taking place in China at an intensive pace. Peking has initiated a new eight-year plan which is directed to "bring the national economy to the first ranks in the world" by 1990. Areas of emphasis in the new plan include - not just industrialization, but also the mechanization of agriculture and the expansion of foreign trade. By 1985, Red China hopes to increase grain harvests to 400 million tons (last year 285 million tons were produced), push steel production up to 60 million tons and complete approximately 120 new projects, including six steel mills, ten new oil and gas fields, five ports, thirty electric power

plants and six railroads.

China's ambitions in this direction have been called by one expert, "possibly the largest transfer of technology in history." The May 29th Business Week reports that an estimated \$20 billion will be needed to complete plants and processes by 1985. "To pay for all that," the article continues, "China will not only have to draw on reserves (estimated at \$4 billion) but enter the world export market in an aggressive and successful way."

China is already starting to do this. In the English edition of China's foreign trade magazine, Li Chiang, minister of foreign trade, states, "Following the expansion of our national economy, I believe that economic and technical exchanges between China and the Western European countries will make steady headway. Trade between China and these countries has broad prospects."

China also wants to develop trade with third-world countries. Chiang says, "A number of third-world countries want us to supply them with tools, hardware, machine tools, machinery, and other equipment. To meet the needs in their economic construction, we should steadily increase production and export of these commodities, and we can."

"We are making efforts to improve the quality and quantity of our export goods, increase designs and varieties, and improve packing and packaging so that China's trade will forge ahead."

But in truth, the largest trade with China so far has come, not from the West or the third-world, but from Japan. Last February, Chinese and Japanese negotiators met to

make a \$20 billion eight-year trade pact.

By this agreement, Japan is committed to buy 47.1 million metric tons of Chinese crude oil by 1982 - more than doubling their present import of this commodity. Other purchases by Japan will include coking coal for power generation.

On their part, the Chinese will be buying plant technology, construction materials and equipment. Already, Nippon Steel Corp. has signed a \$2 billion contract with Chinese National Technical Import Corp. for the construction of a six million-ton steel mill to be built in Shanghai and to be completed by June 1980.

As for Western Europe, China has made an agreement with the European Economic Community that foresees a gradual increase of trade that will eventually rival that with Japan.

The United States is a less likely candidate for trade with China. This is mostly due to the political differences that still exist between the two countries. In the past, China has looked to other suppliers when in the international market (except when buying highly technical products; then political barriers seem to fall by the wayside). Nevertheless, China is expected to purchase \$450 million of American products this year. Then, there is always the possibility of relations improving between the two powers.

The June 15th Christian Science Monitor reports, "Since the May 20-22 visit to Peking by U.S. presidential security advisor, Zbigniew Brzezinski, Americans in contact with the Chinese representatives report a decidedly 'upbeat mood' toward the U.S."

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"The Gate"

at The American Graduate School of International Management
Glendale, Arizona 85306

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DAS TOR is an independent campus newspaper at the American Graduate School of International Management. Opinions expressed are not necessarily those of the DAS TOR staff.

Letter to the Editor

Dear Editor,

Mr. Erickson sent me a copy of the June 9th issue of DAS TOR.

The article about Dr. and Mrs. Voris' luncheon on June second and the short ceremony that followed was delightful. You certainly did your homework.

Also in the printing the publisher did well.

It was a great feather in our cap to have Bishop Harte and Senator Goldwater present. That made me very happy.

With very best wishes to you for a successful future.

Ever sincerely,
Mildred Almy Parker Yount

Water Carnival Capers

by Doug Gerber

Who ever heard of water-melons being thrown in the pool? Well it happened 3:30 p.m. last Saturday at the 2nd annual Thunderbird Water Carnival. There was beer, watermelon and lots of fun in 110 degree Arizona sun.

Gerald Richardson, Harold Foster, Nancy Lueck and Barbara Damm organized the event, which was sponsored by the Athletic Department. The first event was the Biggest Splash Contest. Everybody tried their hand at it, and it was a good way to start off the afternoon. The next hilarious event was the Most Creative Dive Contest. Everyone's favorite was the praying monk dive, which was so stunning that we called for a repeat.

If you would like to see this thriller of a dive just ask Brian Farmer, he'll be glad to oblige. We all enjoyed the Sweatshirt relay. This relay consisted of swimming one lap with a sweatshirt on and transferring it to your team member. The competition was so grueling that they decided to do three heats instead of the originally planned single heat.



The third heat of the sweatshirt race. Photo by Tom Kraft

Since there were two kegs of Coors, they had to find a use for beer in the competition. One of our brighter organizers thought up the Beer Relay. In this inebriating event all of the members of the team had to swim a lap and drink a glass of beer before the next member could swim his lap. The finish was so close they decided to do a repeat. My team lost by a gulp of beer. Needless to say some people ended up swimming the width of the pool instead of the length.

Girls, I'm sorry so many of you missed the Male Beauty Contest. The best looking men on campus were showing off their voluptuous figures.

Everyone got excited over this one. The winner of the contest was Murph, for obvious reasons.

The event which took the most coordination was the Innertube Relay. Trying to hop on the innertube and paddle across the pool was an extremely difficult feat for most AGSIM students. Sia, from Iran, took five minutes before he mastered the technique of getting into an innertube.

The water carnival was without doubt the biggest splash of the season so far. It went over so well that one of the organizers said they might plan another carnival next month.

Entertainment Calendar

by Susan Serfontein

Heard Museum — 22 E. Monte Vista, 252-8848. Pottery of the Martinez family through five generations. Survey of the Arts of Oceania. Through Aug. **Phoenix Museum** — 1625 N. Central, 257-1222. Western American Art, until July 2nd. Chinese Cloisonne through Nov. 20th. Century Etchings, until July 16.

Center is having Games, Fireworks, Live Music starting at 4 p.m. \$1.25 admission. July 4th.

Mt. Shadows in Scottsdale - Games, Live Music (Dixieland), beginning at 1 p.m. Barbeque Buffet at 6:30 p.m. with complimentary beer. \$8.50. Fireworks at 8:30. "Space Fantasy" - Glendale Community College Stadium. Fireworks Display at 8 p.m. Live Music beginning at 7:30. Free to the public. July 4th.

Cave Creek Crafts Show in Cave Creek. July 4th running all day. Handmade art and craft items for sale, picnic lunches, entertainment and a Community Dance in Frontier Town.

"Old Fashioned Fourth" in Bisbee. Variety Show, Fireworks at 6:30 in Vista Park, Arts and Crafts on display. July 2nd to July 4th from 10 to 10 p.m.

July 4th

"All Indian Pow-wow" in Flagstaff. A spectacular. Indian Arts and Crafts, Ceremonial Dances. Four days of Rodeo beginning July 2nd-5th at 12 p.m. Apache, Zuni, Hopi nations participating. Rodeo is \$4; Dances \$5.

Scottsdale Ball Park, Civic

DAS TOR Thunder Riddle

by Mark Rudolph

Last Week's winner was David Steffen. The riddle was: In case of fire: Pull!

The card with the DAS TOR emblem on it was found on the fire hose in the Fire Hose House Number 5 located in front of the cafeteria. The prize was two pitchers of beer at The Pub.

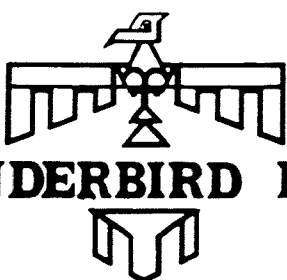
This week's Thunder Riddle doesn't rhyme: Watch me stutter before courting you. Where you turn me on you'll find the DAS TOR card.

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The Pub Crew

Photo by Tom Kraft

Pub Convention

by Rob Mason

The Pub bartenders got together last week to discuss the world's problems and decided beer was the best "solution." The above photo shows them practicing what they preach. After a few quick beers the entire crew drove to Pearce Distributing Co. (Coors) on Camelback Road for a "draft seminar" which gave everyone a chance to see Pearce's modern facilities plus get a few pointers on how to sell the suds. After the seminar a dinner of fried

chicken with unlimited samples of the product was served.

The cheerful "mugs" above can be seen everyday from 3 p.m. to 1 a.m. in our local watering hole. From left to right they are: Bill "Nebraska Kid" Coffey, Al "Where's the Till Money?" Andrews, Harold "Sweep and Scrub" Foster, Rob "Bitch and Moan" Mason (Manager),

Bonnie "Electricity" Biddix (special events coordinator), Dave "Never On" Sunde, Sheila "Photogenic" Clark and Mike "Spring" Byington.

Also, the crew wants to remind all students that the Happy Hours for the Pub have been extended from 3 p.m. to 7 p.m. everyday and all day Thursday so come on in and help us have a good summer!

Sports Shorts

by Gerald Richardson

Members of the athletic department would like to thank everyone who participated in, or just enjoyed watching the Swim Carnival last weekend. The beer, sweatshirts, and innertube relays produced some exciting competitions, as did the individual events.

Volleyball got off to a roaring start with such fearsome teams as Death

Row, Brand X, The Thundernuts and the awesome Wive's Club leading the way. The twelve teams are divided into two divisions, and each team will play the other 5 teams in the division once. The 2 top teams from each division will be in the playoffs to determine the overall T-Bird Champs.

A racquetball tournament will be held July 8th, so watch the bulletin board in the Post Office for details.

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A Faculty Forum

The Ivory Tower

by Dr. George Wattle, Professor of American Business

Many are disappointed in our postal service. The delivery record is erratic and rates are skyrocketing! Why? The most logical explanation seems to be in the basic structure of the organization. It suffers three fatal flaws. First, it is owned by government so its policies are determined in a political arena. Second, it has a legal monopoly on the delivery of letter mail. By exploiting this monopoly condition (in a manner denied to private firms), the USPS has been insulated from the direct pressure of competition. Third, the Congress has always used U.S. Treasury funds to subsidize the operation, again reducing the need to be efficient.

Every economics text relates efficiency and price control to the presence of competition. Our government attacks private monopolists, and now oligopolists to preserve or even increase competition. One also learns that individual work effort and management effectiveness require incentives. It is not a coincidence, for example, that productivity on Soviet communal farms is far less than on the farmers's "private" plots.

Our postal service structure is far too similar to that of a communal farm.

Our USPS structure today offers essentially no group incentives and almost no individual incentives for efforts to increase productivity and thus lower costs. The single wage rate for the country attracts less qualified workers in large cities where mail volume is huge than in villages where little mail is handled. Procedures for hiring, re-assigning, and firing combine to favor the least effective workers. Work standards for clerks and handlers are woefully low and even then are not enforced.

The evaluation of carrier routes is not impartial. Union leaders have been aggressive wage bargainers, but uncooperative with proposed cost reduction programs. They have achieved an 87 percent wage increase in 6 years (to \$8 per hour), and now demand another 14 percent increase plus work role changes. This is a sad picture of an operation in

which 88 percent of total cost is labor!

The last major effort to effect improvement was the 1971 postal reform legislation which created a semi-autonomous USPS governed by its own Board which in turn, selected the Postmaster General. The reform failed to achieve its aims. Proposals were generated to reduce residential delivery, close unprofitable post offices, use computers to evaluate and prescribe carrier routes, etc.

Pressures from union leaders and members of Congress have frustrated most efforts to increase productivity, change services, and hold down rates. There was more political gain in increasing postal subsidies than in reducing services because tax payers are uninformed!

New postal reform bills now wend their way through the Congress.

They propose giving the President authority to select the Postmaster General, giving the Congress veto power over future charges in rates and service policies, and increasing postal subsidies. None of these changes addresses the causes of the problem!

One simple change would be constructive, and the idea is an old one. We should repeal the "private express statutes" which protect the USPS monopoly in letter mail. Logic suggests that the first result of such a change would be the prompt appearance in cities of firms offering local letter delivery services. This return to the competitive conditions of the early 1840's would compel the USPS to improve — to compete!

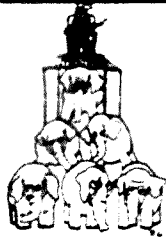
Numerous fragile arguments are used to ridicule the effort to repeal the letter mail monopoly.

1) Private firms would take the "cream" of the business, but there would be no "cream" if there were no monopolistic price discrimination.

2) Privacy and security would be jeopardized. Why? Western Union personnel handle open messages with less propriety than the USPS now suffers. Surely mailers can monitor this!

3) The Inspection of mail to detect crime could be achieved by having government inspectors in private firms — if the function is desirable.

4) Unit handling costs for the USPS might rise if volume fell. If this unproven claim is true it may reflect poor management. If it is decisive, private firms who enter the business will soon fail because their unit costs would be higher at low volumes, so what is the risk? If the USPS cost advantage is not decisive should mailers not be permitted to receive less costly service?



There is nothing sacrosanct about retaining a huge government owned monopoly postal service. Protecting inefficient suppliers is no more valid in letter delivery than in sugar beets, shoes, shirts, copper, or cattle.

With or without private competition, the USPS could give communities the option of basing or locally subsidizing their post office. They could deliver to residences 3-5 days per week and offer P.O. Box service on a 6 day basis. Finally, they can tell the American taxpayers what cost savings could be achieved with different work rules, personnel policies, wage rates, etc. The Congress might then feel enough pressure to make some useful reforms. Meanwhile, it is folly to expect the Congress to displease voters by changing traditional postal policies.

The USPS budget now is nearly \$20 billion per year. Its labor costs for over 550,000 workers are over \$15 billion. This is large enough to warrant much attention and effort. No one would want to own the USPS, but many would try to compete with it. Competition would have the combined advantage of trimming fat from USPS operations and pricing mailers the freedom to choose among suppliers. Both goals deserve our best effort.

Housing Sign-Up

JULY 5-7, Wednesday - Friday, 9:00-12:00 — 1:00-3:00.

All students who wish to continue in the same room in the Fall must sign up to keep this room during the above days and hours.

Any off campus students who wish to move on campus for the Fall semester should also sign up during these times.

JULY 8, SATURDAY 7:00 a.m. — 10:00 a.m.

All students wishing to change rooms in the Fall may do so on this day only. There will be no other day set aside. If you want to change you must do it at this time.

Saturday will be reserved only for students who want to change rooms. No other reservations will be taken that day.

From July 10-13 room assignments will be made. If you have neglected to sign-up for a room in the Fall, you probably won't get one.

REMEMBER: NO SIGN-UP — NO ROOM IN THE FALL

more Beautifying Oasis

Upcoming projects range from the simple to the sublime. The oleander bushes will extend from the bookstore on out to the north entrance on both sides of the drive. A new dumpster site will be constructed behind the Maintenance Office to replace the current dumpster near the dining hall. Hopefully this will induce a large-scale migration of flies to the new location.

"We try to turn in a suitable amount of time to everybody without ignoring anybody ... Students and dormitories are our first account," said Mr. Barron. B & G is always looking for ways to improve the campus and nullify discontent over the quality of life here. No matter how small your suggestion or problem, drop by their office located on the way to the post office from the coffee shop. They are there to help you.



Photo by Tom Kraft

Mr. Carl Barron

On a slightly different plane, B & G will move all computer operations into the Centrex room of the Administration Bldg. and remodel the room in coordination with James Lee. The old computer center will be converted into an office for the chairman of the WB Dept.

B & G will also be extending and remodeling the women's athletic room to include such frills as plumbing, showers and lockers. The student photo lab is also being remodelled.

Renovation of the barracks and trying to grow grass on 65 acres of desert are other ongoing involvements. B & G serves as a planner-controller for big projects but tries to maximize the amount of work they themselves can do without bringing in outside contractors. Increasing competence in such areas as air conditioning mean faster, cheaper service for the students as opposed to calling in outside specialists.

CPR Course

FREE! CPR (cardiopulmonary resuscitation) courses are being offered by the Glendale Fire Department. CPR is a technique used to save heart attack victims. If we meet the minimum of 10 people, we can have a course set up to meet our time schedules. It will be given at the Glendale fire department in Glendale.

Rosemary Kinder, the Campus Nurse, would like to organize a group of AGSIM students to take the short 3 hour free CPR course. Heart disease is the number one killer in the United States. CPR is a basic technique everyone should be familiar with.

You never know when you may have to use it. (And in many cases with success) Call the Campus Health Center at 938-7630 for details or better yet drop by as soon as possible.

Films

The foreign films to be shown in July are: "How Tasty Was My Little Frenchman", in Tupee (Brazilian dialect) and French, July 8; "Heart of Glass", German-Werner Herzog, July 15; "The Idiot", Japanese-Kurasowa, July 29.

On July 22, the feature will be the classic American sci-fi flick "The Day the Earth Stood Still."

Glendale Shadows

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International Views

A Lady From Spain

by Jan Williford

Second and third semester students will recognize Margarita as the dark haired "very Spanish looking lady" manning a desk in the President's outer office and as the flamenco dancer at the spring talent show.

Such looks and talent should hide some interesting international views, and indeed



Photo by Robert Schneck
Margarita McHugh

they do. In a recent interview, Margarita expressed some of her views on life in the United States and on women in Spain. Margarita was born and raised on the island of Mallorca in the province of Baleares on the east coast of Spain.

For those who have never been there, it is a beautiful place to begin a tour of Spain. In 1973, Margarita met her husband Tom McHugh, a second semester AGSIM student, at the Air Force Communications base on the island.

Traditionally, women in Spain have held office jobs, bank jobs and jobs in stores as women have here in the U.S. Spanish girls, however, are more sheltered and protected by their families. Until recently, unmarried girls lived at home, but that situation is changing.

Even though girls are expected to marry, they usually would not do so until they and their future husbands were able to buy a house. Today in the larger cities, renting apartments is unavoidable, but most couples try very hard to own their own homes.

The women's movement in Spain did not really begin until the death of Franco. Penalties were very strict against those women who broke traditional

law and custom. For example, a woman charged with adultery could be sent to prison for any number of years.

Today, there are more women in professional careers, particularly law, banking and higher management positions. Margarita feels that these women probably have more difficulty maintaining authority with men than here in the States. In bank and government jobs however, a person is promoted on the basis of test scores, not his sex, experience, etc.

The concept of equal rights is gaining popularity with the younger women in Spain. Women are not discriminated against as far as admission to universities or institutes, and many women are getting higher degrees. Just as in the U.S., however, inflation has reared its ugly head and has hurt the job market particularly for those women who are just beginning their job search.

Margarita expressed some interesting reflections and comparisons with her experiences here in the United States. For example, she found that people in Spain provided a friendlier and more open working atmosphere. (We are excluding AGSIM of course where everyone is friendly and the atmosphere is unique.) Two workers could freely tell each other what they did not like about the other and then go out for a glass of wine afterwards.

It seems to Margarita that people in the U.S. want more privacy, especially when working. In addition, Spanish companies maintain warm personal ties with their workers even after they move away. Things are not so cold and indifferent. Margarita does think that there is more social and political freedom here. It is always important to share cultural experiences and to learn from others. Hopefully, that is something which T-Birds do best. Knowing Margarita is one such experience.



The Committee

Photo by Charles Mannel

The Placement Committee

by Susan Derlein

What kinds of companies are located in Brazil? What are the job prospects in advertising? What's the average starting salary of a market researcher? How do I write a good resume? What do they expect of me in a job interview? What should I expect of them? H E L P!

All of these questions are boggling the minds of AGSIM students. But, where are the answers to these and related questions? At the Career Services Center, of course.

Recently a Career Services Committee was appointed to

improve and implement the services of the center assisting the director, Mr. Charles Mannel, and the students, in whatever capacity necessary to provide the knowledge and facilities to get the job they want.

Headed by Martin Jaffe, chairman, the committee includes Marguerite Smith, secretary; Denise Appel; Teresa Backstrom; Susan Derlein; Eve-Marie Hutin; Sonia Jeantet; Leslie Johnson; Thomas Kraft; Patricia McArdle; Drew Martin; Christina Ralicki; Philip Reh;

William Spurgeon and Mark Young.

The Career Services Committee will be working on various projects during the term. One is a study to determine how many students actually use the center and what books they check out. Another is an interview workshop using mock interviews and videotapes to help the student develop interviewing skills and practice. The committee members will also be busy photocopying lists of job opportunities and posting them for students to refer to.

Delta Law requires you to read this message before you leave town.

O.K., this is goodbye! Go out and get drunk! Live it up! Have fun! The summer is yours! But some time this summer, like around August 4th, you'd better be ready to see the funniest college movie ever created. Don't blow it!



This summer the movie to see will be

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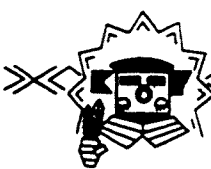
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