

Thunder

AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

Vol 15 No 1

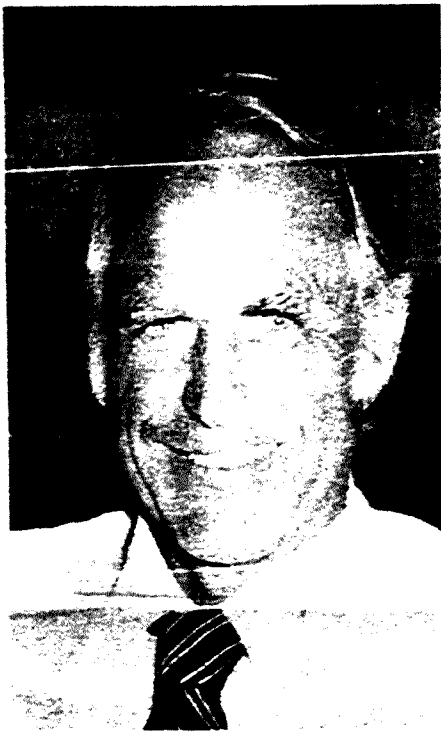
January 26, 1983

8 Pages

***** WELCOME *****

ORIENTATION ISSUE

Social Activities Planned



President of AGSIM: Dr. William Voris.

Letter From Dr. Voris

I am happy to welcome all of you new students to the American Graduate School of International Management. This is a school unlike any other in the world which will soon become apparent to you. There is an atmosphere here that is difficult to explain but has become known as the "Thunderbird Mystique". You will all feel it. It comes about apparently from the shared experience of living together in a dynamic international environment composed of many languages, many customs and ideas.

All of us at the School agree that our greatest strength is the Thunderbird student. You bring us intelligence, motivation, and ambition. We will supply you with a quality learning experience which will put you in good stead for a fruitful career in international management.

William Voris

BUS TOUR OF PHOENIX

On Saturday, February 5, 1983, Friends of Thunderbird, that great group of people so willing to volunteer their time to help us T-birds, are sponsoring a bus tour of Phoenix, which will start at 12 noon sharp in the chapel parking lot (Newman Center), for \$5.00. Tickets will be sold by Orientation Committee members at Registration and after that can be bought at the ASLC office until sold out. Seats are limited, so buy your tickets early. This is a great chance to see the Valley of the Sun, with sites such as the Phoenix Heard Museum, the Scottsdale Center for the Performing Arts and various other places of interest on the agenda. Sodas will be provided, but bring snacks as the trip takes about 5 hours.

by Kathy Parker, Orientation Committee
Chairperson

HI! Welcome to the American Graduate School of International Management, better known as AGSIM, located in exciting Glendale, Arizona. We, your imaginative and energetic Orientation Committee, composed of six fellow students who are eager to help you, are happy to have you here! We hope to make your next few days of standing in line and filling out forms just a little less tedious by providing some non-stop activities as well as answers to all your questions about AGSIM, including: what to do in Glendale and where to open your checking account.

The Orientation Committee is sponsored by the Associated Students Legislative Council (ASLC) and its six members for Spring orientation are Kathy Parker, Washington State; Dan Donaldson, Utah; Sook-Hyung Lee, Korea; Nancy Settergren, Minnesota; Boaz Falk, California; and Suelynn Weeks, Oregon.

The Committee has worked hard to plan social and cultural activities designed to help you meet other new students and ease your way through Academic registration this week. We hope you'll join us. Committee members can be easily identified by their red or yellow shirts with the orientation logo and Thunderbird insignia on them.

Activities start on Thursday, January 27th, at 12 noon when the Orientation Committee members will be in the AGSIM cafeteria to answer any questions you might have. Off-campus students must pay a nominal fee for this delectable feast, but those living on campus get in completely free!! Come taste the delicacies of our famous cafeteria... On Thursday afternoon at 3:30, the International Business Women and the Marketing Club are sponsoring a now-famous ice cream social in the AGSIM Coffee Shop. After ice cream has been served up, a host of volunteer returning students will provide you with some really meaningful tips on teachers, subjects, classes and other essential information you'll want to know before you register. For the best results of this counseling session, you should talk to as many of these volunteers as you can.

On Thursday evening at 9:00 p.m., you will be introduced to one of AGSIM's famous PUB nights. However, contrary to

previously published information, our "newly renovated Pub" is not totally renovated yet. But who cares?? We will still have PUB night, in the temporary Pub on the other side of the Thunderbird Activity Center. There'll be free beer on tap to get you started.

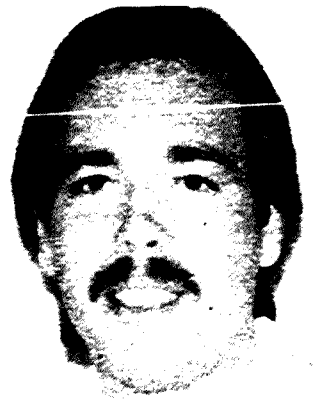
On Friday morning, from 8:30 to 10:00, January 28th, another student counseling session has been scheduled in the Crossroads Coffeehouse for those who missed the first one. Christian Fellowship Club will provide coffee and doughnuts. The rest of the day is taken up with Academic and financial registration. Stop for lunch again in the cafeteria if you have time!!

Friday night at 9:00 p.m. for those poor tired feet we have dancing on the Quad by the pool with free beer, sodas and munchies and live music by our famous talented AGSIM group, The Standard Deviations. Don't miss this chance to party!

For those of you who entered as new students during Winterim, you will remember the special AGSIM Happy Hour at El Torito's Mexican Restaurant. Well, we can't let the newly entering Spring Semester students miss a chance to experience those exquisite Mexican hors d'oeuvres and low-priced Margaritas, plus all the good company, so we've organized another special AGSIM Happy Hour for Saturday, January 29th, from 2-6 p.m. For those of you who need a ride or can provide one, please sign up in the ASLC office and don't forget everyone is welcome (new and returning students).

As if you didn't have enough orienting by now, on Sunday, January 30th (last day before classes start!!) we've organized an afternoon of volleyball, softball and frisbees for those of you so inclined. Starts at 2:00 p.m. on the soccer field and we'll have some liquid refreshments on hand. This event is sponsored by the Great Outdoors Club.

All of this is planned for you, the new students, both Winterim and Spring entrants, so don't miss any of the numerous activities! It's not only a way to find out more about AGSIM, but to meet people from all over the world...join in and enjoy!! Your Orientation Committee is here to help you.



ASLC President Craig Marx
in his moustached days.

ASLC President Welcomes

Hello T-Birds and welcome to AGSIM!! This semester promises to be one of the best in AGSIM history.

We have an exceptional student body concerned not only with their personal futures, but also the future of Thunderbird. AGSIM is founded on the idea of international cooperation and world-wide understanding.

The Associated Students Legislative Council (ASLC) was formed to spark students involvement on campus. This semester there are excellent outside speakers coming to campus and clubs covering all interests.

I have been impressed by the diversity here at AGSIM. About one third of the student body consists of foreign nationals. The heterogeneous mix of students enables one to learn about cultures on the firsthand basis. This also makes it possible to polish accents as well as make international friends and contacts that will last a lifetime.

Another aspect of this school is the opportunities that are available to study abroad. You have the chance to study abroad. You have the chance to study in Japan (I.I.S.T.), Spain (ESADE), Mexico (Guadalajara), or England (Oxford). Also available is an internship program which offers meaningful work experience during the semester as well as the rest of the year.

I am looking forward to working with you this semester. Please feel free to stop in any time at the ASLC office so we can get acquainted. Your ideas and participation is very important.

New Student Reception

The Friends of Thunderbird will also sponsor a new student reception at President Voris' home on campus on Sunday, February 6, from 2-4 p.m. Spouses and children are welcome!!

FIRST QUAD PARTY FRIDAY JAN. 28th

Campus Notes

Das Tor

AMERICAN GRADUATE SCHOOL OF INTERNATIONAL MANAGEMENT

"THE GATE"

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

Editor: Brian Kelly
Asst. Editor: Steve Spitts
Business Manager: Andrew Previtali

Staff: Nancy Greenberg
Kathy Parker
John Warner

DAS TOR is the independent campus newspaper of AGSIM. Opinions expressed are not necessarily those of the DAS TOR staff. Copy deadline is noon, Wednesday. All copy handed in must be typed and double-spaced, with margins set at 20 and 70.

From The Editor

We formally invite all members of AGSIM's student body to regard the Das Tor as an available vehicle for academic and personal expression. To make the Das Tor a more lively and informative paper, we encourage the submission of:

- Essays
- Letters
- Suggestions
- Articles
- Announcements
- Musings & Love Potions

Your continued interest and ideas are essential for a good newspaper.

Thanks,
Brian Kelly
Editor



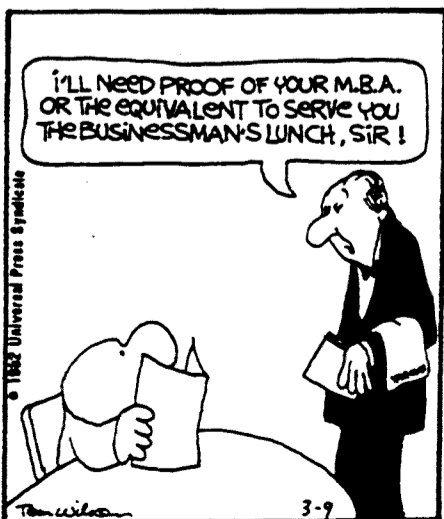
John James Arthur

Arthur Named To Dean of Admissions Post

John James Arthur (BFT '57 and MAIM '71) has been named dean of admissions effective November 1, 1982, according to Dr. William Voris. Arthur takes the post held by Dean Robert L. Gulick, Jr. since he joined the school in 1964. Dr. Gulick will remain with AGSIM as foreign student adviser and professor of international studies.

A graduate of the University of Houston, Arthur spent more than 10 years in Southeast Asia in the export-import business before joining the school in 1968. He has served the school in various positions, the most recent being registrar and college relations officer.

The post of director of college relations goes to Mrs. Julia Harvey, who has been with the school for 12 years and has served as Arthur's assistant since 1972.



with Best Wishes
Tom Wilson

Banks On Campus

Some local bank representatives will be in the lobby of the Post Office on Thursday morning, January 27 and Friday morning, January 28 for those who want to open new accounts.

Campus Tours

Lost??? Can't find the Thunderbird Activity Center? Where's the Post Office??? Well, if you can find the pool in the middle of the campus, we'll show you around!!

On Wednesday, January 26, meet by the Pool at 10:00 A.M. or 2:30 P.M. and an Orientation Committee member will give you a

grand tour of AGSIM's magnificent campus!!!

Homeless

Counseling sessions for off campus housing will be run in the ASLC office Tuesday through Friday Jan. 25 - 28th, 9:30-4:00. We have listings of available rooms and houses plus literature on nearby apartment complexes. Meet a roommate session on Thursday, 1-3 pm. Find out everything you always wanted to know about off-campus housing and more.

Gay Oasis Returns

Gay and lesbian T-birds and their friends are invited to join the Gay Oasis for their traditional beginning of semester get-

together on Saturday February 5th. Become a part of the Thunderbird Gay Network in a relaxed and spirited atmosphere. A special welcome is extended to new students. For further information call 993-5756. Confidentiality respected.

Speakers Committee

All those interested in being a member of the Speakers Committee please contact Bill Wright

(Box 230 or ext. 7458) within the next couple of days. There will soon be a meeting.

Balloon Race T-Shirts

Students, here is an offer you can't refuse: T-Shirts below cost! All sizes-colors. 1982 Cornucopia of Color T-Shirts & Hats Ladies - \$3.00, Mens - \$2.00, Hats - \$2.00 Purchase in Balloon Race office Mon-Wed-Fri from 10:30-11:30.

Good Advice

As soon as you are complicated, you are ineffectual.
Maxim favored by
Konrad Adenauer

An educated man should be able to form a fair offhand judgment as to the goodness or badness of the method used by a professor in his exposition. To be educated is in fact to be able to do this.

Socrates
From "On The Parts Of Animals"

An educated man must have a curiosity in exploring the unfamiliar and unexpected, an open-mindedness in entertaining opposing points of view, tolerance for the ambiguity that surrounds so many important issues, and a willingness to make the best decisions he can in the face of uncertainty and doubt....

current Harvard President Bok

The object of the intellect is truth, as that of eyes is sight. Being clever is just the sports department of thinking, to be enjoyed for its own sweet sake, but not to be confused with the real business at hand.

Wilfred Sheed
(Novelist and literary critic)

We might begin to define the educated person as one who can overcome the deficiencies in our educational system.

Mark H. Curtis
(President of the Association of American Colleges)

Never seem more learned than the people you are with. Wear your learning like a pocket watch and keep it hidden. Do not pull it out to count the hours, but give the time when you are asked.

Lord Chesterfield

Study, learn, but guard the original naivete. It has to be within you as desire for drink is within the drunkard or love is within the lover.

Henri Matisse

CEO Seminar Added to Winter Conference Curriculum

by Nancy Greenberg

AGSIM offered four conferences during the school's Winter session which began January 3, and continued through January 21.

In addition to the established programs on international insurance, international banking, and agribusiness, a new conference, the CEO Seminar, was added. All four programs departed from the traditional educational format in that executives from each field served as guest lecturers. The CEO seminar provided students a comprehensive treatment of recent challenges faced by chief executive officers in the multinational economy. Some of the organizations represented were the American Management Association, American Express Banking, the Arizona Power Company, Motorola, Hunt-Wesson Foods, Inc., and Arthur Andersen & Company.

The Agribusiness Conference featured 25 speakers, all of whom are senior representatives, both domestic and international, from the private sector and various governmental agencies including Continental Grain Company, Sabritas of Mexico, the World Bank, and the U.S. Department of Agriculture, represented by the Deputy Secretary of Agriculture, the Honorable Richard Lyng.

The Insurance and Risk Management seminar offered extensive guest lectures by industry executives engaged in overseas operations. Featured speakers included representatives from Johnson & Higgins, Insurance Exchange of Americas, and the American International Group.

The International Banking Conference provided a comprehensive treatment of the recent developments in international banking activities. The conference was structured with a series of lectures given by officers mainly from American banks. Some banks included were Citibank, Chase Manhattan Bank, N.A., Manufacturers Hanover Trust, Chemical Bank, and Bank of America.

FORTUNE



The fall semester Fortune committee needs hard working people to help in publishing the student directory. If you have some good photographs that can be published in the "Fortune", write your name behind the photos and hand them in at the ASLC office. \$1.00 will be paid to you for every photo used.

RESUMES LETTERHEADS • ENVELOPES

At
AGSIM Post Office/Bookstore Lobby
Twice Weekly
Tuesdays: 5-5:30 p.m. • Fridays: 11 a.m.-Noon
TYPESETTING SPECIALISTS
5201 North 19th Avenue, Suite 110
Phoenix, Arizona 85015
246-1975



Located in Thunderbird Medical Plaza
We will fill your Rx under your insurance program
PCS - Master Charge - BankAmericard

5222 W. Thunderbird Road Glendale, Arizona 85306 938-4200



FLASH Rawhide Travel expands in AGSIM's neighborhood! Now we're just 1 mile from you!!
6318 West Bell Road (Bell Tower Plaza)
979-3381
"NO FEE, WE'RE FREE"
We'll work our hides off to get you the lowest possible airfare to your destination.
DISCOVER RAWHIDE'S WORLD
TICKETS BY PHONE — ALL CREDIT CARDS ACCEPTED
1710 WEST BELL ROAD (ACROSS FROM TURF PARADISE) 942-0214
6318 WEST BELL ROAD (BELL TOWER PLAZA) 979-3381

WELCOME TO AGSIM



Dr. Marshall Geer
Vice President for
Academic Affairs

You are beginning a program of study which is designed to provide ingress to the demanding environment of international management. The duration of your program here will be short relative to previous educational experiences.

Your successful entry into the international job market will depend critically on how well and wisely you utilize your time.

The faculty at Thunderbird are exceptionally qualified to offer you the educational exposure you need. Beyond that, all

faculty members are available to counsel you in your academic planning and to assist you in the identification and pursuit of career interests.

You will get out of your education only what you put into it. Cliche or not, your success at Thunderbird depends on your efforts to interact with the heterogeneous student.



Dr. Robert L. Gulick, Jr.
Professor of Int'l Studies
and Foreign Student Advisor

Welcome to Thunderbird, symbol of peace, brotherhood, and prosperity.

With a name like American Graduate School of International Manage-

ment, it has got to be something else. It is distinctive in curriculum, faculty, and student body. Last fall enrollment peaked at 1,037 students holding degrees in 66 major fields from 454 colleges and universities. Foreign students numbered 265 from 60 countries, with Japan in first place and Norway and Netherlands ranking second & third.

This spring enrollment is expected to be 925 students.

You are the second group to enter under the master's degree program requiring persons ready, willing, and able to complete 42 hours, 15 instead of 18 in the fall and spring semesters.

Comparatively few students register for the independent research courses (590). If there is a subject of great interest and importance to you but one not found in the curriculum, you may be able to pursue special research under the direction of the faculty member of your choice. Such a course of action requires careful planning and consultation.

May your fleeting months at Thunderbird be the most productive and memorable of your life!



Steven R. Beaver
Dean of Students

I and the Student Affairs staff (Housing, Financial Aids, the Health Center) would like to add our welcome to those you have already received. We are here to serve you and will do everything we can to help make your stay at Thunderbird productive and rewarding. Feel free to call on us, whatever your problems.

A great deal of what you derive from your experience here at AGSIM

will be from the contacts and friendships you make, and the extracurricular activities you participate in. You are joining a school with a remarkable "esprit". AGSIM is small enough for you to get to know most of your fellow students and the faculty and staff. It offers you a unique opportunity for interaction within a community made up in a very real sense of citizens of the world.

Again, welcome and good luck.



Carol Hazelett
Director, Career Services
Center

Welcome to all of you from the entire staff in Career Services. Your time at AGSIM will go quickly and we hope each and every one of you will choose to become involved and take advantage of the services available to you. Our emphasis is placed on providing career planning programs and seminars to you. The job search done correctly is not easy; it takes careful thought, a considerable amount of time, and an awareness of the resources available to you. Our lecture series will begin in February. Dates and times will be announced through your newspaper and individual notices will be sent to your campus post office box. Do plan to attend the meeting presented exclusively for first semester students. We look forward to serving you and trust that your time at AGSIM, will be enjoyable.

John James Arthur, the Dean of Admissions was away on school business at the time of the Das Tor deadline.

See The Great — Dr. Cox and CEO Seminar — Outdoors

Want to know a great club to join this semester? Are you interested in biking, camping, backpacking, skiing, or any type of great outdoor activity? The Great Outdoors Club here at AGSIM does it all!! Last semester we went to the Grand Canyon overnight took a backpacking trip (about 18 miles) to the top of Mt. Baldy (Arizona), camping trips to Oak Creek Canyon and Aravaipa Canyon, and even a weekend trip by bus to Las Vegas!!!

Just two Saturdays ago, three current members of the Great Outdoors Club (Tim Carney, Vice President; Kathy Parker, Treasurer; and Karen Clark) took a 48-mile round trip biking excursion to Lake Pleasant, where they stopped for a picnic lunch and to stick their toes in the extremely cold water of the lake. No swimming this time!

Club Day is coming up soon. Don't miss your chance to join last semester's enthusiastic members of the Great Outdoors Club here at AGSIM. This semester we hope to take another bus trip to Las Vegas, a ski trip in Northern Arizona and some more bike trips (maybe one to Old Tucson)... Also, depending on the temperature, we want to do some more overnight camping.

So we need lots of new members, new ideas, and a continuing interest in the Great Outdoors!! Find out at Club Day when our first meeting will be...

The following interview was conducted with Dr. Clifton Cox before the winter break. It regards the CEO Seminar offered over Winterim.

Q Who are the CEO's and which companies are represented by them?

A The main reason for their appearance in the seminar is that we invited them. If their schedules allowed them then generally they graciously accepted. Most chief exec's are interested in talking to students, particularly graduate business students and the companies we invited are interested in international work. Some of the companies that were invited are: The Del Webb Company, represented by Robert K. Swanson; Alexander Giacco, CEO of Hercules Company; Mr. James R. Green, American Express Banking; T.J. Barlow, CEO of Anderson Clayton Co.; Jim Hayes, chairman of The American Management Associations; Keith Turley, CEO of Arizona Public Service Co.; Howard Boyd, ex-CEO of El Paso Co.; Robert Galvin, CEO of Motorola; Fred Rentschler, president and CEO of Hunt Wesson; Karl Eller, chief exec of Karl Eller Co.; Clarke Bean, past CEO of Arizona Bank; David Lincoln, speaking on world wide productivity trends (known worldwide regarding Lincoln Laser productivity); James Simmons, chief exec of United Bank of Arizona; Duane R. Kullburg, one of the chief partners of Arthur Anderson; Dr. Natasha Josefowitz, pro-

fessor of management at San Diego State and a specialist in women; and my own daughter, Connie Cox, president of a consulting firm in New York City, Cox Lloyd, who will address the role of CEO from a woman's point of view.

Q Will the women speakers address the topic of the general position of women in business?

A I think that many general and specific areas of interest regarding women in business will be discussed. The professor is going to speak from the point of view of women in general management. My daughter will speak from the standpoint of the difficulties of a woman in the CEO chair. Also Dr. Josefowitz will conduct a seminar in the afternoon for women's organizations in the area.

Q Do any of the CEO's have, in accepting the invitation to speak here, in the back of their minds the idea of scouting or recruiting either staff or students?

A Of course, it was not a requirement that they come to recruit. I'm sure that most of the students in the seminar will explore the area of the individual speakers potential employment needs. Being that they're interested in international business fields, we are particularly hopeful that they become interested in us as a resource for future recruiting and employment. Our idea is to have Chief Executives acquainted with the

school, familiar with the school, contributing to the school, and hiring from the school.

Q How many students are expected and is this the first time this course has been offered on the curriculum? Also, to offer a course with such a variety of speakers would seem to preclude the possibility that it be offered as a regular semester course. Is it intended as strictly a Winterim course or could it be expanded into a full semester?

A Winterim is a place where we can try out new courses to see if they eventually fit into our curriculum. I would anticipate the first year, of course, being tried out in Winterim and probably the second year also. At that time we would make our decision about its placement into the regular curriculum. Two other schools that I've known have had similar courses during the regular semester.

Q Is the course designed to give the student a perspective unique to the individual CEO or are there specific topics each will cover in lecture.

A Generally we have assigned a topic to the individual so that the course has some continuity of subject matter going through it to cover the broad aspects of management. For example, we will have restrictions on world trade, pointing out the barriers. We'll have an assessment of the economy, management development, technology, productivity, marketing and consumer satisfaction, corporate planning, corporate government, information systems - all of these subjects which are addressed in a one day period. But it does not mean that it is just a review of company, company, company. We are trying to get specific contributions in a discipline that a CEO would have.

Q A fact with which many American students are concerned is that foreign firms hire foreign nationals from this school with greater frequency than they do American students. Is this a topic that will be addressed at the seminar?

A This is not a subject that has been assigned to discussion. It has been my experience that countries are becoming more restrictive regarding foreigners being employed in their countries. My experience with international companies has been that they would rather hire Americans who

continued on p. 5.

Do you need an optometrist?

Contact:

Dr. Lawrence A. Pearl
5132 West Northern Avenue
Glendale AZ 85301
937-1518

10% OFF FOR AGSIM STUDENTS & FAMILIES

59th Ave. & Greenway



**UNICORN
SALON**

Precision Haircutting
For Men and Women

978-0678

CAN WIN
\$1,000,000
Canadian Government Lottery

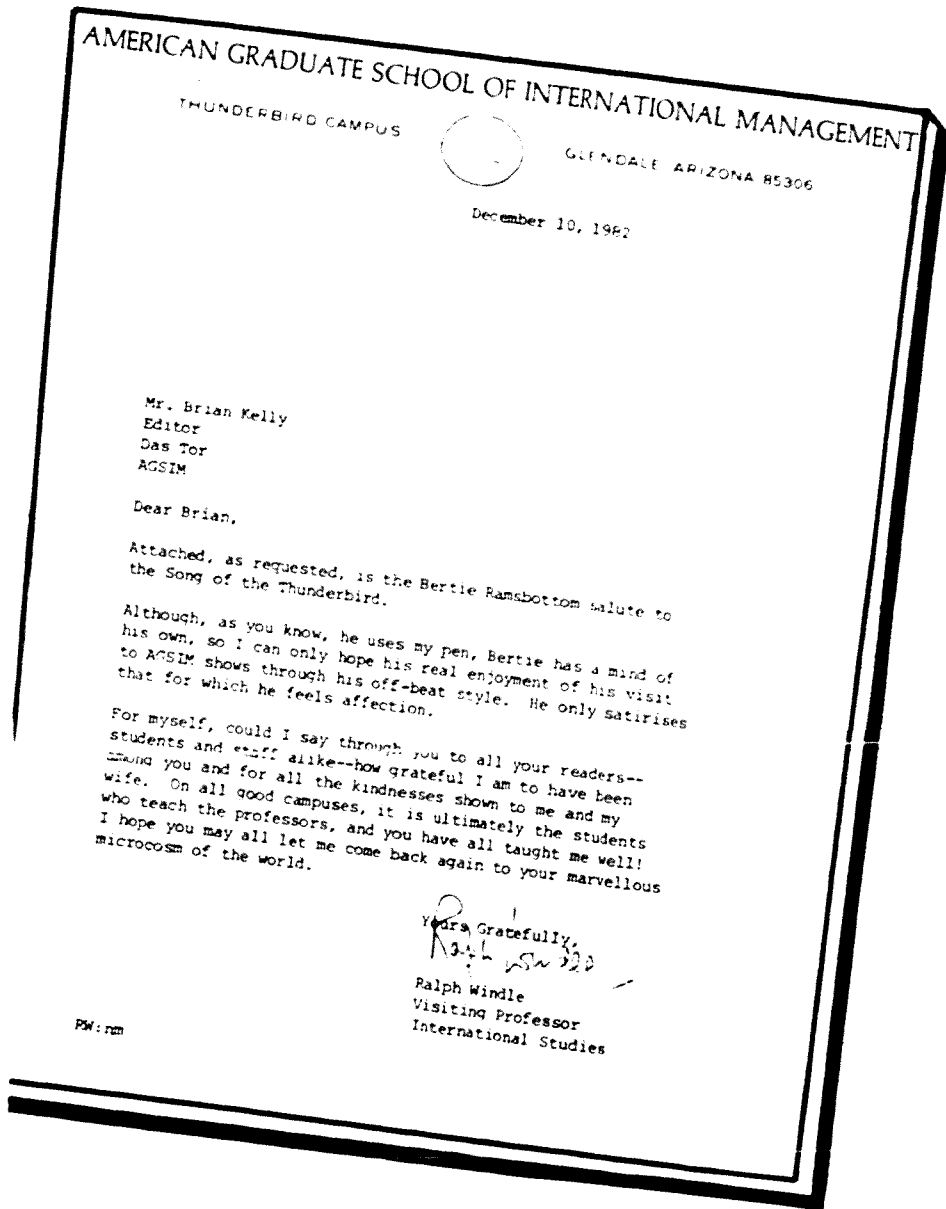
OVER \$30,000,000. IN CASH
Draws Every Month

ONE IN FOUR CHANCE OF
WINNING CASH PRIZES
UP TO \$1,000,000

— MANY U.S. WINNERS —
Write for info & FREE brochure:

MEGA AGENCIES INC.
261-1068 Homer Street
Vancouver, B.C. Canada
(604) 684-9939

Visiting Oxford Professor Ralph Windle (alias Bertie Ramsbottom) Bids AGSIM Farewell



The Song of The Thunderbird

The singing of a bird imparts
Much music to poetic hearts,
And none sings sweeter, I had heard,
Than one they dub the Thunderbird

Some musicologists were slow
To classify its tremulo,
Conjecturing our feathered friend
Could maybe sing from either end;
But observations rendered this
A ludicrous hypothesis:
And Copland first perceived its wail
Was on the catatonic scale.

So this is how it comes to be
Unique in ornithology,
And subject of repeated theses,
Since Darwin's Origin of Species.

By night, it warbles in the shrub,
Cacophonously by the Pub,
Songs so scandalously punning
The local Road Bird took to running;
And then, as night approaches day,
It hiccups wearily away.

Its daylight song begins at morning,
To preludes of persistent yawning.

As, tired from perching at the bar,
It sleeps--awake--in seminar;
And, comatose with open eyes,
Intones its special daytime cries,
The so-called Thunderbird reprise,
"Could you repeat the question, please?"
With variations and refrain
Until its Happy Hour again.


It comes, according to the norms,
In two main archetypal forms,
The higher genus called "professor,"
The other--"student"--being lesser;
Though mainly it's--reports affirm--
The student bird that gets the worm;
While professors, I have heard,
Occasionally get the bird.

Whatever may explain its antic
It much rewarded my Atlantic
Crossing to co-habit with it,
And prompts me to another visit--
To hear this Bird whose spirit matches
The Phoenix rising from the ashes!

Bertie Ramsbottom
December 1982



C.G.S. CANTEEN PROUDLY ANNOUNCES
THE OPENING OF
THE VALLEY'S NEW BAR·GRILL·OASIS



Desert
CANTEEN

FREE DINNER
By Invitation Only.
Phone for Details
841-9108

OPENING NIGHT JANUARY 27

6767 NORTH 35TH AVENUE SOUTH OF GLENDALE

The DESERT CANTEEN the Valley's New Bar Grill Oasis a C.G.S. ENTERPRISE

WAC Needs Student Help For Mideast Conference

January 26, 1983—DAS TOR—5

BY JOHN WARNER

Every year the AGSIM World Affairs Conference investigates economic and social conditions of a region of the world. The next conference is the most ambitious to date: Modernization in the Middle East. It will be held February 17-19.

In the last decade the Middle East has occupied the focus of the world's attention as a result of its unprecedented combination of economic growth and political tension. Yet, despite the region's crucial importance, and even despite the large number of Middle Eastern students here at AGSIM, many Thunderbirds still do not know enough about its social and economic realities.

Totally organized and executed by students, the conference will provide a forum for AGSIM students and faculty, local businessmen and academicians, and visiting businessmen and specialists. It will deal with issues of philosophical importance and matters of political concern. It will also explore what it's really like to do business in the region today.

The conference has three objectives. First, it will try broaden and encourage understanding of the socioeconomic and political issues affecting the countries of the Middle East. Second, it hopes to foster international cooperation in the public and private sectors. Finally, it will foster a more dynamic comprehension of the opportunities of the region.

The Middle East Conference has been designed by the AGSIM World Affairs Committee in conjunction with the ASLC.

It will bring together leaders of government, industry and academia with expertise in the region, and focus on the dynamics of political stability, trade prospects, investment climate and industrial development.

In recognition of the importance and complexity of its subject, the spring World Affairs Conference will be spread over an entire weekend, rather than the traditional single day. Sessions will be scheduled so that students can attend as many discussions as they like, without schedule conflicts.

Sessions will cover eight topics:

MODERNIZATION AND DEVELOPMENT. This will cover both positive and negative influences of western technology. The panel will discuss the benefits and disadvantages of the rapid technical, economic and social transition in the region.

PETRODOLLAR INVESTMENT. The session will deal with four aspects of the situation: both internal and external investment approaches, political implications, and planning for supply depletion.

ROLE OF ISLAMIC LAW IN BUSINESS. This is a key topic, often misunderstood in the west. The panel will discuss not only the philosophical issue, but also such practical matters as investment laws, employee relations and legal status.

U.S. FOREIGN POLICY. This panel will discuss actions and policies of the U.S. in the Middle East. Since the U.S. so strongly affects the balance of political, economic

and military power in the region, understanding of U.S. policies is essential to international manager.

ROLE OF WOMEN IN THE MIDDLE EAST. Changes in the society of the Middle East have affected women and their aspirations differently in each country. Topics will cover women in both domestic and professional roles.

BUSINESS AND POLITICAL STABILITY. The Middle East is a region recently plagued by violent inter-country clashes, export-linked crises and state nationalization moves. Business and management people must understand how to operate among these business and political risks.

AGRIBUSINESS. Each Middle Eastern nation faces unique problems in its efforts to modernize its agricultural sector. The panel will consider infrastructural and technological problems, as well as reconciliation of conflicting land-reform objectives.

BANKING AND FINANCE. Within the diversity of the Middle East lies a unique combination of banking and financial institutions. The conference will present the scope, magnitude and philosophic origins of Islamic, foreign and national financial and banking institutions.

Each topic will be addressed by three speakers, each discussing a different aspect. Then the three will join for a panel discussion and questions from the audience. The speakers committee plans to present a combination of academic specialists and people with personal business experience for each topic. The en-

tire conference will be set off by a banquet featuring a keynote speaker of international reputation, Mr. Joseph Malone, president of Middle East Research Associates, Washington, D.C.

The key of the World Affairs Conference's success will be student participation, which as traditionally been great. "This conference is run by the students, to meet our own concern," according to Philip de Sousa, conference chairman. "Because the conference is being held so early in the spring semester, we need to get moving right away. That is why we are looking for students to join us now."

An executive committee kept the conference planning under way through the long, hot summer. "But there is still plenty of work to do," says de Sousa. "Many members of the committee were graduated in December, before the conference, so we will need new members to replace them for the spring. We are eager for new students to get involved right now. We have many spots open on our committees, especially the hospitality, publicity, and logistics committees.

"Logistics may be the most challenging committee of all," says de Sousa. "They are the ones who will really make this conference work."

New and returning students who want to find out more about this unusual and challenging World Affairs Conference are urged to stop by the WAC booth on club day or to come to the WAC office, located between the ASLC office and the Balloon Race office in the North hanger.

New Student's Opinion of AGSIM (circa. 1972)

Have Things Changed That Much?

We arrived apprehensive. It is, after all, a graduate school, with all the academics that involves. There is that language program, too, with the constant pressure of daily drills. And we're not too sure about business, let alone international management. But we've heard—somewhere from someone—that Thunderbird, despite its unfortunate name is the place to go for an international career. So, as first semester neophytes, we gather.

The first impression is bad. Having read that the campus encompasses 180 acres of the Valley of the Sun, we realize that most of that 180 acres is strictly potential. The dozen or so buildings are haggard, the Weston's, (Now El Torritos) we learn, is the social center. Phoenix is located somewhere that direction, and we're advised not to enter any local nighterie without spurs.

The rooms for most of us are reminiscent of the forties; head boards, draw-string light switches, butterfly latches for closet closures. Definitely camp. We begin composing that first angry letter to the fool who told us about this place, and we even consider saying good-bye to Thunderbird right then. But our roommate arrives and then begins the process that keeps up here.

After solving the logistical problems of moving two people into a one-man room ("You can use the closet on Monday, Wednesday, and Friday. I'll use it on Tuesday, Thursday, and Saturday. And on Sunday we'll do laundry."), we discover our roommate is interested in Japanese (to our French), has traveled in Europe a little (to our none), and, like us, doesn't have the slightest idea what he's doing here or what he'll do when he leaves. Next door, our latrine amis unpack and tell us that they have been in the Peace Corps, summered in Mexico, toured the Orient, were shot at in Nam.

That night at the pool we find the truth: AGSIM has the most motley collection of student imaginable. We mention a subject

and someone has majored in it. We mention any city in the world and someone has been there. We can't swear at someone in a foreign language and get away with it because the chances are good he speaks it too.

The catalogue was right: this is international living; this is what Thunderbird is all about. It is the international atmosphere that attracts us and keeps us—most of the world represented on 180 acres of central Arizona.

When Dr. Voris rather stiltedly described the Thunderbird campus as a "community of scholars," we paid as much attention as we did previous school presidents' PR phrases. yet as we met more students, we could partake in that phrase. There is an amazing amount of knowledge among us. Our various backgrounds, interests, and aptitudes provide us with enough potential to change the world. And that, in fact, is one reason we're here.

That utopian ideal is not with us all the time, of course. When we watch the dust filter through the gaps between the windows and the sills, we wonder where our sixteen hundred dollars (currently \$2475) goes. Mid-way through selected classes, we wonder even more. And when for what seems the thousandth time we explain to a little ASU co-ed that from this Thunderbird, we don't get a pilot's license when we graduate, we curse the decision for that name change.

Even so we remain here and there will be more to follow us. We've learned that AGSIM is more than a tripartite curriculum leading to an MIM degree, more than a very expensive placement service, more than a means to an international end. Permeating all is the international ambience, unique, resulting from the people here.

James D. Daniels, Class of Aug, 1972 presently with Rubenstein, Wolfson & Co., Vice President

continued from p. 3.

beforehand possess some international background, first training them one or two years domestically, and then assigning them to foreign positions. So I don't think the door is closed to Americans desiring overseas assignments. This would be particularly true of foreign companies who own subsidiaries in the U.S.

Q What is your role, Dr. Cox, in the instruction of the course?

A I will be lecturing on the role of a CEO in the company since I have been a CEO in the past. And then I will give a lecture on directors, selection of

directors, and policies of directors.

Q Also, Dr. Cox, we were interested in your experience and background in business. Could you give us some biographical information?

A My background for this course is primarily my work in industry where I spent 20½ years working for Armour and Co., both at the corporate planning level, line manager for a division, and then president of Armour Food Co., and then chairman and CEO of Armour and Co., which had Armour Dial, Armour Food, and Armour Pharmaceutical in it. Then I was vice-chair of Greyhound Corp., which is

Update On T-Bird Grad

James D. Daniels author of the preceding article, and AGSIM has been elected a vice president of Rubenstein, Wolfson & Co., Inc., New York public relations firm as of July 6, 1982.

Mr. Daniels joined RW&Co. in 1980 as an account executive. Earlier has was manager of special projects at Rockefeller Center, Inc. Before joining Rockefeller Center in 1974, he was, for two years, with the publicity department of Doubleday & Co., Inc.

Rubenstein, Wolfson & Co. includes among its clients Ernst & Whinney; Johnson & Higgins; National Bank of North America; L.F. Rothschild, Unterberg, Towbin; and Southeast Banking Corporation.

There's No Such Thing As A Free Lunch (or The Oranges May Be Hazardous To Your Health!)

Many times during the semesters here I've heard the new students staring at the oranges on the tree with longing thinking "I won't have to eat for a month — I can just pick the oranges!" But then comes the anticipated first bite followed by a face that would rival a horror film. "Ugh—these are sour!" and so they are.

Those lovely trees are ornamental oranges, cousins to the lemon family. Common in the valley here they fool many the unwary visitor. But if you enjoy a good marmalade or a slightly tart orange juice then use these oranges with confidence.

Another epicurian delight on campus are the black olive trees. Ripe from September to November the students must dodge the black mass at their feet and watch overhead for the black bombs. But don't eat these plain or your stomach will be upset with you. Olives must be cured first.

Life at school is hectic enough without being ill from the wrong food. Whatever your choice of food make sure it is healthy and good for you.

the parent company now of Armour Company.

Q What prompted you to leave active management and enter into the teaching profession?

A I had reached the age of 65 and it was mandatory the I retire. I also wanted to teach, I was ready for a change after 20½ years and this appeared to me to be an attractive opportunity. I had taught for 12 years at the university level so I was actually returning to a previous vocation.



James Bostain speaks Feb. 3rd.

State Department Linguist To Visit AGSIM

On Thursday, February 3, at 7:30 pm James Bostain will be on campus in the old Auditorium to present humorous routine on linguistics.

This comedian is a Scientific Linguist from the US State Department's Foreign Service Institute. His jokes, stories and anecdotes are designed to keep us entertained before the semester gets under way.

James Bostain is a Phi Beta Kappa graduate from Oberlin College and received his Masters Degree in Linguistics from Yale. For you language enthusiasts out there, he has supervised instruction in Burmese, Vietnamese, French and German.

After deciding, like many of us, that he would not be comfortable in the academic world, he explored the possibilities of an acting career. Bostain soon learned however, that acting "is not a profession in this country." Actually, he has a good deal of acting experience, having appeared in some 115 plays, and winning two Emmys for his performances in series on Washington's Public TV station.

A chance meeting in New Haven ultimately led him to Washington and the State Department in 1955, where he stayed until 1981. As a State Department lecturer, he delivered about 200-250 talks a year.

His specialty of course is linguistics and cross-cultural communications. He presents this lecture in a humorous style and for those of you who tire quickly of dry lectures, it is recommended that you find out what this guy is all about

AMA Executive Delivers December Address Commencement

Thomas R. Horton, president and chief executive officer of the American Management Associations and member of the AGSIM Board of Trustees, delivered the commencement address to 362 graduates December 17 on the Thunderbird campus.

In his speech addressing the question, "Is there life after AGSIM?" Horton advised the graduates to remain optimistic about the future. He pointed out that while students these days are concerned with the unemployment situation and confused about their lives, opportunities do exist for those who are not afraid to maintain open minds regarding new developments. "There is still much to be done," stated Horton, "And certainly, the best business enterprises have yet to be founded."

Mr. Horton assumed his position with the AMA in July of 1982, after serving for 27 years in a variety of managerial posts with IBM, finishing his career there as corporate director of university relations, responsible for the company's worldwide interests in higher education.

One Way Of Looking At It

Socialism: you have two cows you keep one and give one to your neighbor.

Communism: you have two cows the government takes both, gives you milk.

Fascism: you have two cows the government takes both and sells you the milk.

Nazism: you have two cows the government takes both and shoots you.

Bureaucracy: you have two cows the government takes both, shoots one, milks the other and throws away the milk.

Capitalism: you have two cows you sell one and buy a bull.

Book Review

State Of The World Atlas

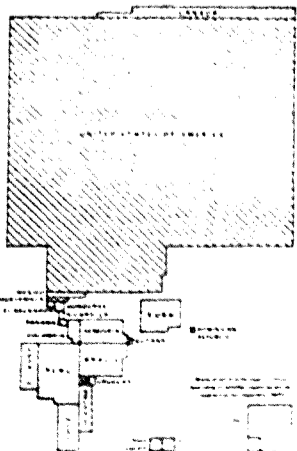
The most provocative atlas of contemporary history. Understanding leaps to your eye when you survey a map such as "No. 32, Refugees," where arrows and numbers show the torrents of dislodged humans sluicing across continents and oceans (100,000 from Argentina to Spain since 1976? 130,000 from China to Hong Kong in 1979 alone?)

Wonder what nations have political prisoners, the death penalty, or routine torture? Check map 31. Wonder where the gold is, the unemployed, the nuclear weapons, the nuclear reactor, the jobs, the separatist movements, education, the worst slums, the degrees of inflation, the degrees of population growth, the degrees of pollution?

A fascinating hour here, and all the world news you see will begin to make sense.

This book, or one like it, should become an annual world report, sumptuously funded, every more closely researched and read and heeded. —SB

The State of the World Atlas, by Michael Kidron and Ronald Segal, 1981, 172 PP., \$9.95 postpaid from Simon and Schuster, Attn. Order Department, 1230 Avenue of the Americans, New York, NY 10020, or from Whole Earth Mail Order Books, (415) 441-7250.



INTERVIEW: CEO Alum at Agri-conference

The following interview was conducted by Steve Spitz with John Warner, AGSIM Alum, 1948, Chief Executive Officer of SABRITAS. Sabritas is PepsiCo in Mexico.

Q Were the case presentations beneficial to you as a CEO and as a result do you have in the back of your mind recruitment of students based on your impressions of them and their presentations?

A I've always had in my mind recruiting people from Thunderbird and I've hired people from the school and so has Pepsi Co. The ideas I got from the case studies were that the people were even better than my fondest dreams of their abilities because they explored the problems in depth. They got me to thinking more about our own business and ways that they think about it from a more distant perspective and helped make me more objective. I can only say positive things about what I gained from these meetings.

Q I realize that these students probably only had perhaps an evening to prepare these case studies—in terms of the creativity of the ideas, how do they compare with staff that you actually have employed?

A I think that the students explored things, because of their numbers, in more specific way because I have fewer staff thinking about the problems. Each staff guy may be thinking about his own problem because we are a functional organization. I think that the people here could all hold jobs in companies and do these kinds of jobs, but don't forget that the real issue and strategies is how you carry them out because there are so many people capable of conceiving strategy and so few that can make them happen. You have to be very careful about dedicating full time to strategic thinking at the expense of execution. Execution is so much harder.

Q When did you arrive at AGSIM as a student?

A I arrived here in September of '47 but that class was identified as the class of '48, so that was 35 years ago. The same principal, Dr. Schirtz, was a good friend of mine and he got me interested in going to Latin America. I already had a major in history as well as in engineering, so I had studied a lot of the histories of these countries. Dr. Schirtz was a great area studies teacher whose texts are in the library and are very stimulating, and he lectured in that auditorium every three days on Latin American area studies and that got me excited about the whole Thunderbird principle and it was through him that I really carved out an international career.

Q As an executive working in a foreign country, do you think that your language skills are important, or even invaluable?

A Oh, I couldn't live without them. I've lived in Mexico over 20 years of my 30 years overseas. I've lived in the United States 4½ years of the last 35 years and I've lived in Australia, Hawaii when it was a territory, Venezuela, Peru, Uruguay, and have traveled and worked in other countries so what I've resolved is that I would never want to live in a country where I didn't speak the language. I wouldn't go to a country if I didn't think I could learn the language, because I wouldn't enjoy it. I really feel that the language background is what made possible my enjoyment and direction abroad. I perfected my

language skills by going to South America. By having to live and eat it was imperative that I learn the language. I have an accent which I can't possibly get rid of because I learned Spanish after I was 25.

Q Since you graduated from AGSIM, how do you see the Americas' role in international management having changed. Has the American international executive changed in the last 30 years in terms of outlook and perspective?

A Well, the international people have changed; they've adapted to the world, but the U.S. people haven't adapted to the world. So Thunderbird comes farther to the foreground in being necessary and different by training people because the regret is that the U.S. is not becoming that international. The problem with American international firms is that U.S. executives run the largest portion of the companies, they are the most logical people to promote to larger jobs—after long career paths in the U.S. they are promoted to jobs that sometimes include assignment to foreign countries; by this time, already in their forties, so how do they start to learn the things you have learned at Thunderbird? It's a difficult thing. It is a little late for them to learn a language and they don't have the time; it's a little late for them to feel that they are people of the country because they have lived in the US all their lives so usually they are restricted to a three day trip to a country and they try to figure it all out as compared to a year's study in a school where the languages are attacked and so forth—I see that as a continuing problem in the US. I see that as one of the things that all the graduate schools should understand. I think the Thunderbird principle is one that should be disseminated throughout schools and the collective American consciousness.

Q Mr. Warner, based on what you perceive the average AGSIM student to be, do you find a sufficient level of maturity and travel experience to qualify them for entry level executive positions in a company like yours, or any company for that matter, and are they in fact, well equipped to do so?

A Well, I think that the average AGSIM graduate is 27 years old. That means he has to have worked at some time doing something so he naturally came here to better himself. Now, when you say entry level, it's hard to identify in each case but let's say you take a 27 year old graduate who is heavy in finance, he could enter the financial department of a multinational corporation as a planner or an analyst or he could enter an auditing firm as in international or he could enter a bank; if it's marketing then he has a chance to enter as assistant brand manager and get experience; if he has a manufacturing he has a good chance to get into a production as a production supervisor or in a technical area. What really brings people to Thunderbird is the need foreign nationals have to diversify their own training background in international (American) techniques so that when they go back to their own country they will have better opportunity.

Q Could you, Mr. Warner, provide us with some personal background? What companies have you been

employed with, how long have you been with Sabritas?

A I've been with Pepsi Co Inc. for 33 years. So I'm one of those old-fashioned types of people who stuck out all the crises in the same company and moved from soft drinks to snacks to sporting goods and learned within that single company. I worked in a textile business and I left Thunderbird and I went on a freighter to South America. In those days we didn't have interviews; people had to shift for themselves, find opportunities.

Q No placement service or career service center quite then?

A (laughing) No, so the few that were placed, Sears would come out and look for people in management training program, Citibank, and they would take people and put them through programs and the Sears people could have gone to Salt Lake City for three years and then maybe be sent to Peru seven or eight years later. I wasn't willing to wait; I took a freighter, another graduate, we went from New Orleans, the freighter happened to be going to Montevideo, we were really hoping to go to Chile but we had an old car and Peron wouldn't let us go through without a two thousand dollar credit, we didn't have \$200. We got a job in Uruguay and stayed there for two years and in that atmosphere, being forced to get a job and learn, we were obliged to learn that language. When I recognized that, OK, now I had to go back to the states and get a job, and be placed and sent abroad, otherwise I won't be identified, I made that made that move in 1950 and joined Pepsi and that's how I got where I am. I spent half of my life in soft drinks, and the other half selling snacks, both highly stimulating products to sell but in countries where I've enjoyed living. Now I was VP of international marketing, I was in the advertising and creative side of the business, I've also managed Pepsi operations, industrially, I was supervision VP for the Far East in charge of franchises and company owned plants, I was sales manager for Mexico, I was marketing VP for Latin America, I had a chance to fulfill all of my adventure, travel needs, earlier in my career before I had the fun of building this business. So it wasn't a job where I was trained for six months and then take over the job, I had to work my way up. Nothing free in that regard.

Q When you left the school, Mr. Warner, in 1948, what, in your opinion, were the differences between your group of graduates and those of today?

A Well, there were all kinds of people, you know, who came here and then went out into the world. And it wasn't so important how long they stayed or how their grades were as much as how stimulated they were to go out into the international atmosphere. A lot of the guys in those days were very adventurous. Some WW II people with very special types of personalities. It was amazing.

Q It must have been wild and woolly.

A It was wild! In those days when I went on that freighter to Montevideo, a couple of other guys flew a plane down to Peru and crashed—they stayed there for years and ended up selling railroad ties to Washington from Peru. So often people drifted out, settled into a country with a native woman and just stayed there forever. Lost track of them.

Classified

Survival and Conversational English. Spouses interested in forming a group to learn English call Denise at 993-5474.

Tune-Up, Brakes, Air Cond. & Front End
All Automotive Repairs - N.I.A.S.E. Approved

Thunderbird Chevron Service
3501 W. Thunderbird, Phoenix, AZ 85023
Telephone (602) 938-3631



Whit Revell, Dealer

OPEN 24 HOURS
DIESEL AVAILABLE

CHASTAIN'S AUTO SERVICE, INC.
6826 NORTH 56th AVE.
GLENDALE, ARIZONA 85301
(602) 937-3051

Domestic and Foreign Cars
TOWING & INSURANCE WORK AVAILABLE

MON - FRI 7 am - 6 pm
SAT 8 am - Noon

Serving T'Bird's and Glendale Since 1968

SOCIAL AND ACADEMIC ORIENTATION CALENDAR SPRING 1983

DATE	TIME	EVENT	PLACE
Thursday, January 27	8:00—9:30 A.M.	Pick up registration packets Initial assignment for language placement	Thunderbird Activity Center
	10:00—11:00 A.M.	Academic Orientation	Auditorium
	12:00—1:00 P.M.	Lunch with Orientation Committee Members	Cafeteria
	1:00—4:00 P.M.	Identification Cards	Thunderbird Activity Center
	2:00—4:00 P.M.	Language Placement Testing* Waivers (according to the first letter of your last name)	Thunderbird Activity Center
	3:30 P.M.	Ice Cream Social	AGSIM Coffee Shop
	4:00 P.M.	Student Counseling Session	AGSIM Coffee Shop
	9:00 P.M.	PUB NIGHT!!	Temporary PUB
Friday, January 28	8:30—10:00 A.M.	Student Counseling Session	Crossroads Coffeehouse
	10:30 A.M.	Spouses Orientation	Classroom 35
	9:45 A.M.—5:00 P.M.	<u>Academic Registration</u> (see your registration packet for order of entrance)	Thunderbird Activity Center
	1:00—4:00 P.M.	Financial Registration	Thunderbird Activity Center
	9:00 P.M.—1:00 A.M.	PARTY!! Music, dancing, beer, sodas, etc.	On the QUAD by the Pool
Saturday, January 29	2:00—6:00 P.M.	Special AGSIM Happy Hour	El Torito's Mexican Restaurant
Sunday, January 30	2:00 P.M.	Volleyball, Softball, Frisbees, Beer, Sodas	Soccer Field

* Depending on appointment made with a professor
in the Modern Languages Department.



THINGS TO RENT FOR EVERY EVENT!

TAYLOR RENTAL REP WILL BE AT THE POST
OFFICE THURS. JAN. 27TH AND FRI. JAN.
28TH, AND FROM MONDAY JAN. 31ST TO
FRI. FEB. 4TH FROM 10 AM TO 2 PM

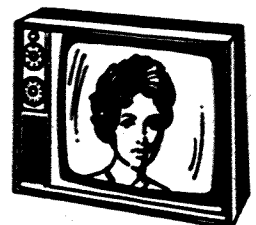
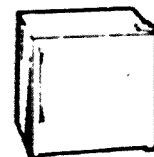
REFRIGERATORS 2.2 Cu. Ft. **\$30.00** (Spring Semester)
4.0 Cu. Ft. **\$35.00** (Spring Semester)

TYPEWRITERS **\$80.00** Spring Semester
\$25.00 /Month or **\$12.00** /Week

T.V.'s **\$80.00** Spring Semester
\$25.00 /Month or **\$12.00** /Week

CAR RENTAL (Used) **\$9.95**/day, plus **10¢**/Mile or **\$50**/Week

TYPING SERVICE **75¢**/Pg. (Cover Letters)
\$1.00/Pg. (Term Papers)



Douglas R. Quelland
Owner & Manager
AGSIM Graduate '72
3539 W. Bell Rd.
Phoenix, Az. 85023
978-8772

FREE

SAVE THIS COUPON

With Rental Of Either Size Refrigerator,
You Receive Either 10 FREE Cover
Letters Typed With Our IBM Word
Processor Or \$5.00 Off the Rental Of A
T.V., Typewriter Or Used Car.

SAVE THIS COUPON

DAS TOR'S LOCAL BANK SURVEY

NAME OF BANK	\$ Cost of Printing 200 Checks	\$ Monthly Charges	\$ Min. Monthly Balance for Free Checking	Bank Cards	Check Guarantee Card	24-Hr. Machine	Nearest Office to AGSIM	Hours Open
ARIZONA BANK 863-8418	\$6.77	\$.23/check \$1.00/stmt.	\$450	VISA	VISA	yes	43rd Ave. and Bell Rd.	Lobby 10-3M-Th 10-6F Drive-In 9-4M-Th 9-6F
DESERT SCHOOLS FEDERAL CREDIT UNION 242-3400	\$7.28	None	No Min. Monthly Balance Req'd \$300 & Above Pays Dividends	Share Draft VISA	Desert Schools Guarantee Card	yes—through any United Bank ATM's	6633 N. Black Canyon Highway	9-5 M-F Drive-Through 9-5 M-F
FIRST INTERSTATE BANK OF ARIZONA 271-6022	\$4.95 to \$5.79	\$.22/check \$1.00/stmt.	\$450 \$5.00 if falls below	VISA	Western Bank Card	yes	35th Ave. and Thunderbird Rd.	Lobby 9-4M-Th 9-6F Drive-In 10-4M-Th 10-6F
GREAT WESTERN BANK & TRUST 938-4050	\$5.63 to \$7.00	\$4.00	\$300	VISA and MASTERCARD	VISA	Summer 1983	35th Ave. and Thunderbird Rd.	Lobby 9-4M-Th 9-6F Drive-In 9-5M-Th 9-6F, 9-1S
THUNDERBIRD BANK 242-1111	\$4.99 up	\$3.00	\$300	VISA	VISA	no	57th Ave. and Glenn Rd.	10-5 M-Th. 10-6 F Drive-In 9-4 M-F
UNITED BANK OF ARIZONA 263-7253	\$5.60 to \$6.25	\$.15/check \$1.50/stmt.	\$300 \$4.50 if falls below	MASTER CARD	MASTER CARD	yes	35th Ave. and Peoria Rd.	10-3 M-Th 10-6 F Drive-In 9-4 M-F
VALLEY NAT'L BANK 261-2437	\$3.98 to \$6.00 or \$3.30/100	\$.20/check or \$1.50/stmt.	\$400 \$4.00 if falls below	Picturecard VISA and MASTERCARD	Valley Nat'l Bank Card	yes	35th Ave. and Bell Rd.	10-4 M-Th 10-6 F Drive-In 9-6 M-F
FIRST FEDERAL SAVINGS & LOAN 248-4303	\$4.46 plus postage & tax	\$4.00 plus \$.15/check	\$250 \$3.00 if falls below	VISA	VISA	no	57th Ave. and Glendale Rd.	Lobby 9-4 M-Th 9-6 F 9-4 S
HOME FEDERAL SAVINGS 997-6191	\$4.68 plus tax	\$5.00	\$500	VISA and MASTERCARD	Home VISA and MASTERCARD	yes	35th Ave. and Bell Rd.	Lobby 9-4 M-Th 9:30-6 F 10-2 S
SOUTHWEST SAVINGS AND LOAN ASSOC. 241-4404	Avg. \$5.25	No charge for 20 checks or less; above that \$.20/ck.	None	VISA	Southwest S&L Bankcard	yes—through any United Bank ATM's	43rd Ave. and Bell Rd.	Lobby 9-4 M-Th 9-6 F 9-1 S
WESTERN SAVINGS AND LOAN 248-4600	Min. \$5.21	\$5.00 if checks are returned, \$3.00 if not	\$1000 in checking or savings acct.	VISA	VISA	no	Bell Rd. and Freeway - All Smitty's	Lobby 9-9 M-S 9-6 S



NAUTILUS TOTAL FITNESS
6350 W. Bell Rd. "for men and women"
(Bell Tower Plaza)

* Only 1 Mile from Campus
(running distance)

STUDENT SPECIAL

\$35 for 6 MONTHS

FREEZE TIME AVAILABLE

Call Now For An Appointment

979-0056

OUR PROGRAM INCLUDES

- FREE SET UP ON NAUTILUS EQUIPMENT
- ONE ON ONE SUPERVISION
- LOCKER & SHOWER FACILITIES
- CO-ED WORKOUTS
- SPECIALIZED SPORTS TRAINING
- WEIGHT GAIN/LOSS PROGRAMS
- OLYMPIC WEIGHTS
- AEROBICS AVAILABLE

OFFER EXPIRES FEB. 15, 1983