We humbly dedicate this book
to the memory of those of our comrades
who did not come back, and to those
who came back to serve as living
reminders of the price of our victory.
Dedication
Foreword
With the final collapse of our enemies, the fighting men of America were suddenly thrust into a new world, marked by uncertainty and the urgent need for readjustment. For a great many the transfer from regimentation to the comparative freedom of civilian life was not difficult. Others faced problems demanding much more than mere snap judgment.
The choice of returning to work or to school confronted us, and, realizing the need of further training we . . . . the students of Babson Institute . . . . made what we considered the far wiser choice.

At the Institute are men returned from all theaters of war operations, varying greatly in educational backgrounds and ranging twenty years in age. One can readily see that a wide variation in tastes and opinions exists, but all Babson students have a common goal . . . to succeed in their chosen fields of endeavor.
Administration and Faculty
FACULTY

JOHN K. HORNER, B.A., M.B.A.
BERTRAND R. CANFIELD
JAMES M. MATTHEWS, A.B., M.A., L.L.D.
GEORGE B. HEBBENDORF, A.B.
HENRY A. KRIEBEL, B.S., M.A.
CARROLL W. FORD, A.B., Ph.D.
HENRY C. LANGER, B.S., M.A.
IRVIN M. DAVIS, L.L.B., L.L.M.
EARL K. BOWEN, B.S., M.A.
J. FRANKLIN HUNT, B.S., M.A., Ph.D.
ANTONIOS P. SAVIDES, A.B., A.M., Ph.D.
JOHN ENEGIJESS, A.B., M.A.
WARREN L. GANONG, A.B., M.A.
With the entry in October of the first post-war students, the faculty and administration, as well as the student body, had to be built up again from the low numerical strength to which it had fallen. The student body, starting with 75 registrants in October, more than tripled in size within six months.

Rapid expansion such as this presented to Mr. J. K. Horner, faculty head, the problem of obtaining additional full and part-time instructors to handle the growing teaching load. Meanwhile, the business manager of the Institute, Mr. F. E. Hodgkins, was faced with an unusual amount of paper-work, accounting and deferred payment involved in carrying out the educational program of the G. I. Bill of Rights.

Added to these problems was the even more immediate one of making the Institute once more a “going concern.” Faculty-student co-operation did much to solve this, with the wrinkles being smoothed as they appeared.

At the beginning of the school year Mr. Horner, Dr. Matthews, Mr. Canfield and Mr. Hedendorf composed the full-time teaching staff. They were joined in January by Mr. Kriebel, returning from the Navy, and by Dr. Ford and Mr. Langer in April.

The one-year course taken by the majority of the present students has been designed to furnish the Babson man with a comprehensive survey of the entire field of business. As they worked toward graduation, the students found the courses bearing an illuminating and recurrent relationship to each other. Under the capable guidance of the faculty and administration, the men of Babson moved steadily on toward the business opportunities which lay ahead.
As I was convinced in 1928 that the stock market was headed for a terrific drop, so I am now convinced that our big Coastal cities are headed for a terrific beating. Only a world spiritual awakening can prevent an atomic war within the next five to twenty years. It does seem fair to say that the chances are nine to ten that such a spiritual awakening will not occur until after America has suffered far more than it has to date.

At the moment, it looks as though Russia would be the antagonist, but not necessarily: it might be Spain, Argentina, some other country, or a United Europe. Whenever the trouble starts, Boston, New York, Philadelphia, or Baltimore would be the "Pearl Harbor" of the next conflict. Moreover, the attack may be by V-X rocket bombs rather than atomic bombs. Or, the destruction may come from crazy Communistic agents within these cities. I have no fear for the ultimate outcome. The situation should be under control after the first forty-eight hours, but during these forty-eight hours the disaster to our Coastal cities will be terrific. I see it all very clearly. Of course, we will retaliate and try to destroy the cities of the attacking nation, or nations; but they will be prepared and waiting for us. They are even now preparing.

This does not mean that we should now sell our property in these cities or even securities the assets of which are largely located in these cities. There is no sense in getting hysterical or running away in a cowardly manner. I, myself, have large real estate interests in Boston. I certainly now have no intention of forsaking the city to which I owe so much. But whether I would buy more property or build a new building there is a very different question. Furthermore, I shall work to have real estate owners get together and petition Congress for special insurance for cities which, from now on, must serve as the first line of defense for our entire nation. I also am working for a world government and most of all for the spiritual awakening needed to bring it about.

One thing more. I am urging my grandchildren to settle in some small, unobtrusive interior city with its own independent water, food, and fuel supply. I have my business here in Wellesley Hills, which is far enough away from Boston to appear immune from present bombs, but what the future will develop no one knows. Again I say there is no immediate reason for selling city real estate or any securities in view of the above, but these facts should be considered when investing new money in real estate or securities. President Roosevelt once said to me before World War II, "We are standing with our backs against a wall." I now say, "We who work in these vulnerable cities are walking blindly toward a precipice." Our analysts will keep these thoughts in mind when recommending securities from now on. I urge Babson Institute graduates to think of these things before settling down in any definite locality.

June 17, 1946

Roger W. Babson
The Student Body
When the first section of the accelerated course opened Babson Institute on October 1, both the school and the students were starting again. An independent lot, we had the same difficulty of getting back to the books as all other men were having after having their lives interrupted by the war. By the time the first semester was over, many of our class had left because of difficulties in returning to school or because of injuries received due to the war. It was with greater confidence that we returned following Christmas vacation.

As our courses began to mesh with each other, we began to gather new ideas on all phases of business. Men began to establish their objectives . . . sales, production, or the intricacies of finance . . . certainly we were not sales executives, industrial management experts, or financial wizards, but, as we found our fields, we began to study more intently toward our chosen occupation.

When we returned for our final term, we chose the industry where we hoped to specialize. With the arrival of final exams and graduation we believed that we had mastered the fundamentals of business and that we could more fully capitalize on opportunities that will appear as we enter into the business world.
Howard Burnley Aborn, Jr.
Swampscott, Massachusetts

EDUCATION
Swampscott High School

EXTRA CURRICULAR ACTIVITIES
Business Manager of School Paper, Dramatic Club

EXPERIENCE

OBJECTIVE
Group Insurance

Azad Ahmadjian
Whitinsville, Massachusetts

EDUCATION
Northbridge High School

EXTRA CURRICULAR ACTIVITIES
Football, Golf, Tennis, Swimming

EXPERIENCE
U. S. Army Air Corps, Owner and Operator of Business, Lockheed Aircraft Corp.

OBJECTIVE
Export and Import, Marketing
Wilbert Loomis Axtell
HAMPDEN, MASSACHUSETTS

EDUCATION
Classical High School, American International College

EXTRA CURRICULAR ACTIVITIES
Bowling, Dramatic Club, Vice-President and President of High School and College Fraternities

EXPERIENCE
Packard and Chrysler Motor Car Companies

OBJECTIVE
Automotive Industry

Peter J. Black
PORTLAND, MAINE

EDUCATION
Coynne Radio School, New York College

EXTRA CURRICULAR ACTIVITIES
Newman Club, Basketball

EXPERIENCE
Navy, Salesman

OBJECTIVE
Electrical Appliance Store, Sales Manager
Andrew Anthony Bonanno
CHESTNUT HILL, MASSACHUSETTS

EDUCATION
Berkeley Prep, Boston University

EXTRA CURRICULAR ACTIVITIES
Tennis, Hockey, Baseball, B. U.—Kappa Phi Alpha

EXPERIENCE
Chas. Bonanno I.dg. and Supply Co.

OBJECTIVE
Laundry Business

James Arthur Byerly, Jr.
OWOSSO, MICHIGAN

EDUCATION
University of Michigan—A.B.

EXTRA CURRICULAR ACTIVITIES
Delta Kappa Epsilon, Track Team, (U. of M.) Alpha Delta Sigma, Advertising, BARSONIAN

EXPERIENCE
Navy, Byerly Stores, Inc., Office Work

OBJECTIVE
Chain Food Stores
Bruce Dupree Clemmons

BEAUMONT, TEXAS

EDUCATION
Lamar Junior College, University of Texas

EXPERIENCE
Merchant Marine, Drug Clerk, Theater Chain Manager

OBJECTIVE
Small Resort Hotel in Texas

John Benjamin Coffin

ENGLEWOOD, NEW JERSEY

EDUCATION
Englewood School for Boys, Vermont Academy

EXTRA CURRICULAR ACTIVITIES
Photography Club, Ski Team, Football, Baseball, Babsonian Staff

EXPERIENCE
J. S. Coffin, Jr., Co.

OBJECTIVE
Publishing, Advertising
William V. Colway

Oneda, New York

Education
Cazenovia Junior College, Syracuse University

Extra Curricular Activities
Swimming, Alpha Delta Sigma

Experience
U. S. Army

Objective
Marketing, General Management

John A. Crane

Phoenix, Arizona

Education
Brophy College

Extra Curricular Activities
Football, Basketball, Baseball, Committeemen- Secretary, Student Body Council, Tau Gamma Alpha-Alph Delta Sigma, Treasurer

Experience
Army, Republic and Gazette Newspaper, Phoenix, Arizona

Objective
Executive—Newspaper
Frank Joseph Cuetara

BROOKLINE, MASSACHUSETTS

EDUCATION
Brookline High School

EXTRA CURRICULAR ACTIVITIES
Social Affairs Committee, Babson- Chairman

EXPERIENCE
U. S. Army

OBJECTIVE
Shoe and Leather Exporting

Alexander Brown Dancy

JACKSON, TENNESSEE

EDUCATION
University of Missouri, Babson Institute 1941

EXTRA CURRICULAR ACTIVITIES
Wrestling and Bowling

EXPERIENCE
U. S. Army

OBJECTIVE
Distribution (Selling)
Ross V. H. Davis
CUMBERLAND, MARYLAND

EDUCATION
Parsons High School, Pace School of Accounting, Johns Hopkins University

EXTRA CURRICULAR ACTIVITIES
Tennis, Bowling, Publications, Intramural Sports

EXPERIENCE
Cost Accountant, Kelly Springfield Tire Co., Field Representative, Metropolitan Life Insurance Co., Cost Accountant, Celanese Corporation, United States Army

OBJECTIVE
Sales, Market Analysis and Accounting

Morris L. Dickinson
LUNENBURG, MASSACHUSETTS

EDUCATION
Deerfield Academy

EXTRA CURRICULAR ACTIVITIES
Editorial Board—BARSONIAN

EXPERIENCE
R. C. A. F., A. A. F.

OBJECTIVE
Real Estate
Charles B. Douville, Jr.

Manchester, New Hampshire

Education
St. George School, St. Joseph School

Extra Curricular Activities
Baseball, Football, Tennis, Student Council

Experience
11th S. Army, Clerical Experience in State Adjutant General's Office

Objective
Standards and Methods Department

John A. Ebbinghouse

Wabash, Indiana

Education
De Pauw University

Extra Curricular Activities
Alpha Delta Sigma, Student Council

Experience
Army Air Corps, American Rock Wool Corp., Warehouse Foreman, General Tire and Rubber Co., Production Department

Objective
Sales and Advertising
Albert Edward Foshay
Carmel, New York

EDUCATION
Carmel High School

EXTRA CURRICULAR ACTIVITIES
Basketball, Band

EXPERIENCE
International Business Machines Corp., Grand Union Company

OBJECTIVE
Financial Business

Robert Allan Foster
PfOria, Illinois

EDUCATION
Western Military Academy, Virginia Military Institute

EXTRA CURRICULAR ACTIVITIES
Varsity Basketball, Chairman Finance Committee, Business Manager of Hop Committee, Manager of Class Play (V. M. I.), Student Council- Babson

EXPERIENCE
U. S. Army

OBJECTIVE
Sales and Investments
Gordon C. Fuller
Scarsdale, New York

Education
Hill School, Wesleyan College

Extra Curricular Activities
Football and Tennis

Experience
U. S. Army

Objective
Aviation

John Joseph Gallagher
Wollaston, Massachusetts

Education
Newton High School

Experience
Purchasing and selling of construction equipment

Objective
Rental of Construction Equipment
Irving Fred Granofsky
Brookline, Massachusetts

EDUCATION
Thayer Academy, Babson Institute (1942-1943)

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Advertising Staff Babsonian

EXPERIENCE
Stock Boy—Promotion Dept., U. S. Army

OBJECTIVE
Chain Store Executive

William J. Hamilton
Wellesley Hills, Massachusetts

EDUCATION
Wellesley High School

EXPERIENCE
Engineering, Transmission Lines Department

OBJECTIVE
Production
Arnold C. Heath
BROOKLINE, MASSACHUSETTS

EDUCATION
High School of Commerce, Photo. Tech. Dept.
Rochester Institute of Technology

EXTRA CURRICULAR ACTIVITIES
Dramatic and Photographic Clubs

EXPERIENCE
U. S. Army, Board Boy, Photographer, Office Manager

OBJECTIVE
Investment Banking

Homer Scott Higgins
VALE SUMMIT, MARYLAND

EDUCATION
State Teacher’s College, University of Maryland, Western Maryland College

EXTRA CURRICULAR ACTIVITIES
Varsity Soccer, Dramatic Club

EXPERIENCE

OBJECTIVE
Industrial Personnel
Herbert Douglas Hunter, Jr.
Rutherford, New Jersey

EDUCATION
Mt. Hermon School, New York University

EXTRA CURRICULAR ACTIVITIES
Glee Club

EXPERIENCE
Manhattan Mfg. Co.

OBJECTIVE
Personnel Work

John Goreham Hutcheson
Needham, Massachusetts

EDUCATION
Needham High School, Colby College

EXPERIENCE
Photo Reproduction Work

OBJECTIVE
Color Photography, Photo Reproduction Offset Lithography
Malcolm W. Jenkins
WELLESLEY HILLS, MASSACHUSETTS

EDUCATION
Wellesley High School, Babson Institute
(1941-1942)

EXTRA CURRICULAR ACTIVITIES
Captain of Wellesley Cross Country, Basketball
and Track Teams

EXPERIENCE
U. S. Army Air Force

OBJECTIVE
Business Manager (Administrative) for Building Contractor

Milton Kamin
LIMA, OHIO

EDUCATION
Castle Heights Military Academy, Ohio State
University

EXTRA CURRICULAR ACTIVITIES
Bowling, Golf, Intramural Basketball, Baseball

EXPERIENCE
U. S. Navy, Neon Products, Inc.

OBJECTIVE
Production and Sales of Neon Products, Inc.
John Robert Kelvie
LITCHFIELD, CONNECTICUT

EDUCATION
Torrington High School, Alabama Polytechnic Institute

EXPERIENCE
Production Scheduling, Warren McArthur Corp., U. S. Army

OBJECTIVE
Production and Sales Agencies

Leonard John Kokins
ASHLAND, MASSACHUSETTS

EDUCATION
Worcester Academy, Dartmouth College

EXTRA CURRICULAR ACTIVITIES
Basketball and Golf

EXPERIENCE
Production Department—Salesman

OBJECTIVE
Production, Sales Management, Army
Jack F. Koons III
CINCINNATI, OHIO

EDUCATION
University of North Carolina, University of Arizona

EXTRA CURRICULAR ACTIVITIES
Sigma Chi, Alpha Delta Sigma, Editor of Barsonian, Student Council, Intramural Sports

EXPERIENCE

OBJECTIVE
Advertising and Marketing

John Louis Landen
OMAHA, NEBRASKA

EDUCATION
The Hill School, Colorado University

EXTRA CURRICULAR ACTIVITIES
Captain of Colorado University Freshman Golf, Emanon Fraternity, Beta Theta Pi

EXPERIENCE
U. S. Coast Guard, Orientation at Securities Acceptance Corporation

OBJECTIVE
Personal Finance, Executive Position with Securities Acceptance Corporation
Allan James MacQuarrie, Jr.

NEWTONVILLE, MASSACHUSETTS

EDUCATION
Newton High School, Northeastern University

EXTRA CURRICULAR ACTIVITIES
Past President of Delta Nu Omega, Advertising Staff of BARSONIAN, Football, Basketball

EXPERIENCE
U. S. Army, Chief of Tabulating Department of Glenn L. Martin-Nebraska Co.

OBJECTIVE
Sales, Sales Management

Walter K. Mahard

NATICK, MASSACHUSETTS

EDUCATION
Tilton Junior College

EXTRA CURRICULAR ACTIVITIES
Social Committee, Hockey and Tennis (Tilton)

OBJECTIVE
Foreign Trade and Export
John Earle McAdams
Greenburg, Pennsylvania

Education
Waynesburg College

Extra Curricular Activities
Alpha Delta Sigma, (Pres.) Student Council, Religious Committee

Experience
U. S. Army, Retail Clothing Business

Objective
Advertising

Charles Cornell Moss
Philadelphia, Pennsylvania

Education
Abington High School, Philadelphia Textile School

Extra Curricular Activities
Golf, Bowling, Volley Ball, Student Council President, Babson

Experience
Army Air Corps., Secretary-Treasurer of Non-Mend Hosiery, Inc.

Objective
Ladies Full Fashioned Hosiery Manufacturing
Thomas Meehan Mullady
Carbondale, Pennsylvania

EDUCATION
Carbondale High School

EXTRA CURRICULAR ACTIVITIES
Baseball and Basketball

EXPERIENCE
Expediter with Sperry Gyroscope Co., Owned and Operated Trucking Business

OBJECTIVE
Industrial Organization

Robert Morris Mustard
Wellesley, Massachusetts

EDUCATION
Lawrenceville Prep School, Dartmouth College, Northeastern University

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma

EXPERIENCE
Production Expediter in Cummings Machines Work, U. S. Army

OBJECTIVE
Production Control, Manufacturing
Kenneth William Oakley
WOOD RIDGE, NEW JERSEY

EDUCATION
The Peddie School

EXTRA CURRICULAR ACTIVITIES
Varsity Football, Varsity Wrestling, Baseball, Alpha Delta Sigma, Advertising (BARSONIAN)

EXPERIENCE
U. S. Army, Atlantic Refrigerating Company

OBJECTIVE
Food Industry

Donald Earl O'Connor
BIRMINGHAM, MICHIGAN

EDUCATION
Cranbrook School, University of Michigan

EXTRA CURRICULAR ACTIVITIES
Sigma Chi

EXPERIENCE
Research Department, Technical Sales and Service Department of Reichhold Chem. Inc.

OBJECTIVE
Exporting in Synthetic Resins and Industrial Chemicals
William Nicholas Ormsby, Jr.

NEWTON, MASSACHUSETTS

EDUCATION
Rivers Country Day School

EXTRA CURRICULAR ACTIVITIES
Football, Hockey, Baseball, Sigma Phi

EXPERIENCE
U. S. Army

OBJECTIVE
Selling in the Banking Business

Maurice Owen

CLEARWATER, FLORIDA

EDUCATION
University of Florida

EXPERIENCE
U. S. Army, Hardware Retailing, Citrus Growing

OBJECTIVE
Finance, Citrus Growing
Melvin E. Page, Jr.
St. Petersburg, Florida

Education
Muskegon Junior College, John B. Stetson University

Extra Curricular Activities
Track and Swimming

Experience
U.S. Army

Objective
Eventually to start small business

Arden Hamilton Parkes
Duluth, Minnesota

Education
St. Thomas College, University of Iowa

Experience
U.S. Army

Objective
Tourist business in Yellowstone National Park
Clinton Andrew Petersen

WELESLEY, MASSACHUSETTS

EDUCATION
B.S. from Rhode Island State College

EXTRA CURRICULAR ACTIVITIES
Delta Alpha Psi, Scabbard and Blade

EXPERIENCE
U.S. Army

OBJECTIVE
Personnel Administration

Harry Nelson Petty, Jr.

ELIZABETH, NEW JERSEY

EDUCATION
The Pingry School

EXTRA CURRICULAR ACTIVITIES
Track Team, Orchestra, Blue Book, (Pingry)
Montclair and Watchung Riding Clubs, Bans
SONIAN Editorial Staff

EXPERIENCE
Lloyd, Rogers Co., N. Y. C., Accounting Department

OBJECTIVE
Accounting and Real Estate
Salmon W. Putnam IV
LUNENBURG, MASSACHUSETTS

EDUCATION
Williston Academy, University of Vermont

EXTRA CURRICULAR ACTIVITIES
Sigma Alpha Epsilon, Basketball

EXPERIENCE
U. S. Army

OBJECTIVE
Personnel Work

Charles Howard Schmidt
INDIANAPOLIS, INDIANA

EDUCATION
Broad Ripple High School, Purdue University

EXTRA CURRICULAR ACTIVITIES
Mystic Tie Lodge (Masons)

EXPERIENCE
Radio and Appliance Dealer, Buyer of Automobiles

OBJECTIVE
Automobile Industry
Allen Jett Sharitz

Wytheville, Virginia

EDUCATION
A.B. from Washington and Lee University

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Pi Kappa Phi, Inter Fraternity Council, Tennis, Golf, Christian Council

EXPERIENCE
U.S. Army

OBJECTIVE
Market and Advertising Research

Glen J. Sherrard, Jr.

Boston, Massachusetts

EDUCATION
Copley School, Calvert School

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Chairman of Social Class Committee, BABBONIAN Staff

EXPERIENCE
The Parker House and Hotel Bellevue, Boston

OBJECTIVE
Hotel Management
Peter M. Sherwin

MT. KISCO, NEW YORK

EDUCATION
Lawrenceville Prep School

EXTRA CURRICULAR ACTIVITIES
Varsity Soccer

OBJECTIVE
Cloth Printing

Irwin Sirota

NEW YORK CITY, NEW YORK

EDUCATION
Miami University, New York University, School of Commerce

EXTRA CURRICULAR ACTIVITIES
Tennis

EXPERIENCE
Salesman and Dress Distributor

OBJECTIVE
Sales
Perry M. Smith
SPRINGFIELD, MASSACHUSETTS

EDUCATION
Technical High School, Loomis Institute,
Babson Institute 1942-1943

EXTRA CURRICULAR ACTIVITIES
Football, Rifle Team, A.D.S. Babson Institute,
Social Committee 1942-1943

EXPERIENCE
U.S. Army

OBJECTIVE
Production

Tobias Patrick Stapleton, Jr.
PROVIDENCE, RHODE ISLAND

EDUCATION
Moses Brown

EXTRA CURRICULAR ACTIVITIES
Wrestling, Football, Track (Moses Brown)

EXPERIENCE
Personnel Department, Walsh, Kaiser Corp.

OBJECTIVE
Advertising, Public Relations
Joe Luther Terry
BESSEMER, ALABAMA

EDUCATION
University of Alabama

EXTRA CURRICULAR ACTIVITIES
Y.M.C.A., Track (U. of A.), Junior Chamber of Commerce

EXPERIENCE
U. S. Army, Real Estate, Land Title Abstract

OBJECTIVE
Real Estate

John H. Ifank
HACKENSACK, NEW JERSEY

EDUCATION
Blair Academy

EXTRA CURRICULAR ACTIVITIES
Varsity Wrestling, Football, Track, Baseball, President of Church Club, De Molay

EXPERIENCE
Salesman Men’s Clothing Store, Tool Investigator

OBJECTIVE
Clothing Store Management
Maurice Arnold Therrien  
MANCHESTER, NEW HAMPSHIRE

EDUCATION  
Boston College

EXTRA CURRICULAR ACTIVITIES  
'Alpha Delta Sigma—Vice-President

EXPERIENCE  
U. S. Army, Real Estate, Insurance, Appraising and Auctioneering. Investigating for Finance Company

OBJECTIVE  
Real Estate, Insurance, Auctioneer and Appraiser

William Joseph Thornton  
READING, MASSACHUSETTS

EDUCATION  
Reading High School

EXTRA CURRICULAR ACTIVITIES  
Basketball and Swimming

EXPERIENCE  
U. S. Navy

OBJECTIVE  
Salesmanship and Management
Frank H. Trinder

Norwich, New York

EDUCATION
Norwich High School

EXTRA CURRICULAR ACTIVITIES
Babsonian—Business Manager, Alpha Delta Sigma

EXPERIENCE
Army Air Force, Engineering, Purchasing Department, Bendix Aviation

OBJECTIVE
Finance

Harry F. Tyrrell, Jr.

Beaumont, Texas

EDUCATION
Kemper Military School

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Business Staff of Babsonian

EXPERIENCE
U. S. Army, Cummer-Graham Co., Lumber Oil and Lumber Exporting
Lawrence Patrick Walsh
LA CROSSE, WISCONSIN

EDUCATION
Platteville State Teachers College, College of Commerce

EXTRA CURRICULAR ACTIVITIES
Bowling, Volley Ball, Rifle Club

EXPERIENCE
U. S Army, Office Manager and Accountant, Bookkeeper and General Office Clerk

OBJECTIVE
Sales Administration—Market Research and Analysis, Administrative Executive in the Distribution Field

Clarence Covert Webster
MICHIGAN CITY, INDIANA

EDUCATION
Howe Military Academy

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Student Council—Religious Chairman

EXPERIENCE
Production Control Office Bendix, Aviation, Manager Nu Art Photo Shop, Sales-Manager Acroplastic Corp.

OBJECTIVE
Counseling and Personnel
James M. Wicker

Niagara Falls, New York

Education
Michigan State College

Extra Curricular Activities
Phi Delta Theta, Alpha Delta Sigma

Experience
Army Air Corps, Drafting—Lumber Company,
Foreign Transportation, Bookkeeper

Objective
Exporting for an Industrial Concern

Gerard Robert Williams, Jr.

Scranton, Pennsylvania

Education
Phillips Academy—Andover, Gunnery School,
Brown University

Extra Curricular Activities
A.U.V. Fraternity, Editorial Board—Gunnery News, Dramatic Society, Associate Editor of Barsonian

Experience
U. S. Army, J. Walter Thompson C., New York

Objective
Advertising, Investment Banking, Public Relations
Kenneth Borden Williamson
Hartford, Connecticut

EDUCATION
Hartford High School

EXPERIENCE
U. S. Army, Retail Meat and Grocery Business

OBJECTIVE
Accounting Profession

Charles W. Wray
Atlanta, Georgia

EDUCATION
Georgia Tech

EXPERIENCE
U. S. Marine Corps, Fulton National Bank of Atlanta

OBJECTIVE
Investments and Finance
"It's not the gale, but the set of the sail."

Sharing with Babson Institute the philosophy underlying that motto, our group entered in January, each man intent on making himself a more efficient and intelligent businessman. Almost to the last man, we were freshly out of the service and were faced with our own particular reconversion problem—getting back to the books.

Through the winter, spring and summer months we acquired new knowledge, friends and memories. Those nine months were filled with justification of our mutual decision to delay our return or entry to business long enough to prepare ourselves to do well in that world.
David Field Allen
GREENFIELD, MASSACHUSETTS

EDUCATION
Deerfield Academy, Colgate University
EXTRA CURRICULAR ACTIVITIES
Phi Gamma Delta

EXPERIENCE
U. S. Army Air Corps, Automotive Supplies
and Accessories Sales

OBJECTIVE
Cutlery and Industrial Diamond Businesses

George M. Armstrong
SHERBROOKE, QUEBEC, CANADA

EDUCATION
High School, Bishop’s College (B.Sc.)

EXTRA CURRICULAR ACTIVITIES
Rugby, Badminton, Skiing, Yearbook at College

OBJECTIVE
Manager of Wholesale Business
Edward H. Barry, Jr.
MUSCATINE, IOWA

EDUCATION
New England Aircraft School

EXTRA CURRICULAR ACTIVITIES
American Legion, V.F.W.

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Management of the McKee Button Co.

Albert Pomeroy Bedell
ALBANY, NEW YORK

EDUCATION
Albany Academy, Brown University (A.B.)

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Phi, Brownhakers, Sock and Buskin

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Office Management
Francis B. Bennett

ZANESVILLE, OHIO

EDUCATION
Zanesville High School

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma

EXPERIENCE
U. S. Naval Air Corps

OBJECTIVE
Sales

Russell Weston Betts, Jr.

ABINGTON, MASSACHUSETTS

EDUCATION
Abington High School, University Extension Course (Advanced Mathematics)

EXPERIENCE
Factory and Claims Department Walworth Mfg. Company of Boston

OBJECTIVE
Sales Work, preferably with a Steam-fitting Supply House
Donald Antonio Blair
TEAPA, D.F., MEXICO

EDUCATION
Principio School, Principia Junior College

EXPERIENCE
U.S. Army

OBJECTIVE
Exporting or Importing in Latin America

Glenn Howard Booth
OKLAHOMA CITY, OKLAHOMA

EDUCATION
Oklahoma City University

EXTRA CURRICULAR ACTIVITIES
Debate Club, Camera Club, BARSONIAN Staff

EXPERIENCE
U.S. Army Air Corps

OBJECTIVE
Real Estate Sales
George Brett
WARAN, MASSACHUSETTS

EDUCATION
Kimball Union Academy, Harvard University,
Babson (before entry into service)

EXTRA CURRICULAR ACTIVITIES
Football and Lacrosse

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Aircraft Industry Sales and Distribution

Robert Field Bullock
WOLLASTON, MASSACHUSETTS

EDUCATION
Preparatory School, Military School, Columbia
University and Dartmouth College

EXPERIENCE
Shop Management and Accounting

OBJECTIVE
Personnel Work
Malcolm Lewis Bunker

NEWTON HIGHLANDS, MASSACHUSETTS

EDUCATION
Newton High School, Wilbraham Academy

EXTRA CURRICULAR ACTIVITIES
Football, Baseball, Track, Hockey, Dramatic Club, Publications Staff (Wilbraham)

EXPERIENCE
U. S. Army

OBJECTIVE
Building Material and Mason Supplies

Randolph Burrus Caldwell

DALLAS, TEXAS

EDUCATION
Culver Military Academy

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Flour Milling
James W. Cavanaugh
Manchester, New Hampshire

EDUCATION
Manchester Central High School

EXTRA CURRICULAR ACTIVITIES
Student Council (Manchester)

EXPERIENCE
U.S. Army Air Corps, Automotive Sales and Stock

OBJECTIVE
Automotive Service and Sales

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Edgar Hamilton Chappell
Berkeley, California

EDUCATION
Ashville School, University of California

EXTRA CURRICULAR ACTIVITIES
Kit Kat Society, Barsonian Staff, Alpha Delta Fraternity

EXPERIENCE
U.S. Army Air Corps

OBJECTIVE
Advertising—Sales Promotion and Marketing
Robert Newton Cleverdon
NEWTON CENTER, MASSACHUSETTS

EDUCATION
Rivers Country Day School, Bowdoin College

EXTRA CURRICULAR ACTIVITIES
Hockey, Baseball, Football, Zeta Psi

EXPERIENCE
U. S. Army Air Corps, Surveying

John Francis Coughlin
HOLYOKE, MASSACHUSETTS

EDUCATION
Holy Cross College (A.B.)

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Advertising or Sales Promotion
Walter S. Dance

NEWCASTLE, PENNSYLVANIA

EDUCATION
Newcastle High School

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Production and Sales

Albert Wallace Deckel

WORCESTER, MASSACHUSETTS

EDUCATION
Worcester High School of Commerce, Fairhold School of Business

EXTRA CURRICULAR ACTIVITIES
Tennis, Hockey, Debating Society, Camera Club, Newspaper Staff (High School), Alpha Delta Sigma

EXPERIENCE
Life Insurance Office

OBJECTIVE
Life Insurance Investment, Analysis, and Sales
Norman Dorian
WEST SPRINGFIELD, MASSACHUSETTS

EDUCATION
East Senior High School, Pawtucket, R. I.

EXTRA CURRICULAR ACTIVITIES
Rhode Island Honor Society, Student Council of Babson, Alpha Delta Sigma

EXPERIENCE
U. S. Army Air Corps, Short time with Swift and Co.

OBJECTIVE
Sales Promotion, Distribution and Advertising

John Verdier Dunlap
ATLANTA, GEORGIA

EDUCATION
University of Georgia

EXPERIENCE
U. S. Army Air Corps, Singer Sewing Machine Company

OBJECTIVE
Business Management and C.P.A. Rating
John W. Edwards, Jr.

JOHNSTOWN, PENNSYLVANIA

EDUCATION
High School

EXTRA CURRICULAR ACTIVITIES
Dramatic Club, Horsemanship (High School), Alpha Delta Sigma

EXPERIENCE
U. S. Army, Federal Bureau of Investigation

OBJECTIVE
Sales and Advertising

John Burdge Elliott

GRAND RAPIDS, MICHIGAN

EDUCATION
Western Michigan College

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Sales in Steel and Iron Industry
Frederic Buckley Fay
Springfield, Massachusetts

Extra Curricular Activities
Barsonian Staff

Experience
U. S. Army, Production Expediter

Objective
Consumer Research on own designs

Robert Joseph Federer
Madison, New Jersey

Education
Taft School, Lafayette College

Extra Curricular Activities
Athletics, Glee Club, Brainard Society Dance Committee

Experience
U. S. Army

Objective
Import House
Donald W. Fletcher  
FITCHBURG, MASSACHUSETTS

EDUCATION
Hendrix College

EXTRA CURRICULAR ACTIVITIES
Fencing

EXPERIENCE
U. S. Army

OBJECTIVE
Building Contractor

James R. Foster, Jr.  
GREENFIELD, MASSACHUSETTS

EDUCATION
Massachusetts State College

EXTRA CURRICULAR ACTIVITIES
Theta Chi Fraternity

EXPERIENCE
U. S. Army Air Corps, Assistant Manager of Retail Shoe Store, Manager of Army Post Exchange

OBJECTIVE
Office Management
George Stanton Freeman

BATTLE CREEK, MICHIGAN

EDUCATION
Battle Creek High School

EXTRA CURRICULAR ACTIVITIES
Baseball, Basketball, American Legion, Alpha Delta Sigma

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Sales and Distribution

Leslie John Gallagher

BROOKLYN, NEW YORK

EDUCATION
James Madison High School

EXTRA CURRICULAR ACTIVITIES
Phi Lambda, Hi-Y, Young Peoples Forum, Basketball Team (Church), National Board of Review of Motion Pictures

EXPERIENCE
U. S. Army, Bethlehem Steel Corporation, Abraham and Straus

OBJECTIVE
Production Management, Procurement, Distribution, Sales Management, Electrical Engineering
Edward Earl George
GREENACRES, WASHINGTON

EDUCATION
Lewis and Clark High School

EXTRA CURRICULAR ACTIVITIES
Football, Track, Phi Delta Nu

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Investment Banking

William Gibson III
WILLIAMSPORT, PENNSYLVANIA

EDUCATION
Williamsport High School, Dickinson Junior College, Pennsylvania State College

EXTRA CURRICULAR ACTIVITIES
Dickinson Yearbook, Sigma Chi, BARSONIAN.
Tennis, Swimming, Skiing

EXPERIENCE
U. S. Navy, Purchasing and Manufacturing, Lycoming Division, Aviation Corporation

OBJECTIVE
Production, Distribution
Frederic S. Gilman
BIRMINGHAM, MICHIGAN

EDUCATION
Cranbrook School, Amherst College

EXTRA CURRICULAR ACTIVITIES
Phi Gamma Delta, Track (High School)

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Deep Freeze and Refrigerator Production

Lawrence Edward Gordon
BATTLE CREEK, MICHIGAN

EDUCATION
Battle Creek High School, Washington and Lee University, University of Michigan

EXTRA CURRICULAR ACTIVITIES
Sigma Alpha Epsilon, Baseball

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Personnel Relations and Labor Management
Robert J. Gorrie
WESTBROOK, MAINE

EDUCATION

EXTRA CURRICULAR ACTIVITIES
Babson Student Council, Associate Editor-in-chief of BAXONIAN

EXPERIENCE
U. S. Army, Plant Traffic Management with Large Paper Manufacturer

OBJECTIVE
Procurement, Distribution, Sales Promotion

George A. Green
CLEVELAND HEIGHTS, OHIO

EDUCATION
Cleveland Heights High School, Wittenberg College

EXPERIENCE
U. S. Army, Republic Steel Corporation, Pipe Machinery Company, S. W. Emerson Company, Divisional Engineer—Panama Canal Zone

OBJECTIVE
Finance, Investments, Auditing and Distribution
Joseph Henry Harney
LYNN, MASSACHUSETTS

EDUCATION
Holy Cross College

EXTRA CURRICULAR ACTIVITIES
Intramural Sports, BARSONIAN Staff, Alpha Delta Sigma

EXPERIENCE
U. S. Army

OBJECTIVE
Sales, Sales Promotion, Advertising, Distribution

Daniel Booth Haslam, Jr.
BARRE, VERMONT

EDUCATION
Kimball Union Academy

EXTRA CURRICULAR ACTIVITIES
Skiing, Basketball, Golf, Tennis

EXPERIENCE
U. S. Army

OBJECTIVE
Insurance
Walter S. Heard, Jr.
Yonkers, New York

EDUCATION
Blair Academy

EXTRA CURRICULAR ACTIVITIES
Blair Breeze, Yearbook Staff, Glee Club, Wrestling, Soccer, Track (Blair), Alpha Delta Sigma

EXPERIENCE
U. S. Army, Warner Bros., Circuit Management Corporation

OBJECTIVE
Sales or Distribution

Richard Kenyon Hill
Phoenix, Arizona

EDUCATION
Phoenix Junior College, University of Southern California

EXTRA CURRICULAR ACTIVITIES
Alpha Rho Chi

EXPERIENCE
U. S. Navy

OBJECTIVE
Commercial Air Lines Purchasing and Management
Edwin K. Holden, Jr.
PITTSFIELD, MASSACHUSETTS

EDUCATION
Manlius School

EXTRA CURRICULAR ACTIVITIES
R.O.T.C., Football, Hockey, Golf

EXPERIENCE
U.S. Army, Holden and Stone Co.

OBJECTIVE
Retail Merchandising

Burton Sanford Horwitch
CHICAGO, ILLINOIS

EDUCATION
Chicago Latin School for Boys, Miami University

EXTRA CURRICULAR ACTIVITIES
Basketball, Tennis, Baseball (Latin, Miami), Intramural Sports, Athletic Committee, BaaSonian (Babson)

EXPERIENCE
U.S. Army Air Corps, Albert, Inc., Manufacturers of Rayon Lingerie

OBJECTIVE
Production and Distribution of Textile Products
John Dawley Hulser
Mystic, Connecticut

EDUCATION
High School

EXPERIENCE
U.S. Army Air Corps

OBJECTIVE
Textile Manufacturing

Arthur Field Humphrey
Greensburg, Pennsylvania

EDUCATION
Exeter Academy

EXTRA CURRICULAR ACTIVITIES
Kappa Epsilon Phi, Baseball, Basketball

EXPERIENCE
U.S. Army Air Corps

OBJECTIVE
Finance
Glen Addison Hunter

SPokane, Washington

EDUCATION
University of Idaho

EXTRA CURRICULAR ACTIVITIES
Beta Theta Pi, Blue Key, "T" Club, Scabbard and Blade, Hell Divers, Varsity Swimming (Idaho)

EXPERIENCE
U.S. Army, Accounting and Statistical Department in Investment House

OBJECTIVE
Investment Securities

Philip Heyward James, Jr.

Portland, Maine

EDUCATION
Portland High School

EXTRA CURRICULAR ACTIVITIES
Alpha Phi Fraternity, Swimming Team (High School)

EXPERIENCE
U.S. Marine Corps, Bureau of Yards and Docks U.S. Navy (Public Works), American Can Company

OBJECTIVE
Sales Promotion and Management of Summer Resorts in Maine
Robert Albert Johnson
Des Moines, Iowa

Education
University of Iowa

Extra Curricular Activities
Sigma Nu, Golf (Captain—High School),
Alpha Delta Sigma

Experience
U. S. Army Air Corps, Dun & Bradstreet,
Bankers Life Insurance Co.

Objective
Sales Promotion and Advertising

Robert E. Jones, Jr.
Concord, North Carolina

Education
Darlington School, Davidson College, Wash-
ington and Lee University

Extra Curricular Activities
Phi Gamma Delta, Baseball, Football

Experience
Hotel Manager, Cotton Textiles

Objective
Hotel Management or Cotton Textiles
Julius King III
MAYVILLE, NEW YORK

EDUCATION
Cornell University

EXTRA CURRICULAR ACTIVITIES
Phi Delta Theta

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Finance and Financial Management

Charles C. Knowlson
TOLEDO, OHIO

EDUCATION
Hoelc Military School

EXTRA CURRICULAR ACTIVITIES
Commanding Officer—Corps of Cadets, Science Club President, Class Treasurer, Football, Hockey, Baseball

EXPERIENCE
U. S. Army

OBJECTIVE
Business Management
Loren Paul Laub  
NEW YORK CITY, NEW YORK

EDUCATION  
Polytechnic High School, San Francisco, Calif.  
Mission High School, San Francisco, Calif.

EXTRA CURRICULAR ACTIVITIES  
Bowling, Football, Basketball, Swimming  
(High School)

EXPERIENCE  
U. S. Navy

OBJECTIVE  
Finance and Advertising

John Archer Lombard  
LYNDHURST, OHIO

EDUCATION  
Cleveland Heights High School, Grove City College

EXTRA CURRICULAR ACTIVITIES  
Debating Club, Varsity Club, Swimming, Newspaper Staff, Literary Magazine Staff, Intramurals, Announcer, WSAJ, BABSONIAN Staff, Associate Literary Editor, Student Council, Alpha Delta Sigma

EXPERIENCE  
V. S. Navy, Printz-Biederman Company

OBJECTIVE  
Sales, Distribution, or Market Research
Raymond Patrick Lyons
HAVERTHILL, MASSACHUSETTS

EDUCATION
St. James High School

EXTRA CURRICULAR ACTIVITIES
Baseball, Hockey, President of High School
Senior Class

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Finance and Banking

Thomas Marsh
CINCINNATI, OHIO

EDUCATION
University of Colorado

EXTRA CURRICULAR ACTIVITIES
Beta Theta Pi

EXPERIENCE
U. S. Naval Air Corps

OBJECTIVE
Construction
Clark Gilbert McKinnon, Jr.
GREENFIELD, MASSACHUSETTS

EDUCATION
Deerfield Academy

EXTRA CURRICULAR ACTIVITIES
Glee Club, Football, Basketball, Skiing, Track, Baseball

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Investments and Securities

Eugene Charles McLaud
GREENFIELD, MASSACHUSETTS

EDUCATION
Deerfield Academy

EXTRA CURRICULAR ACTIVITIES
Glee Club, Football, Skiing, Lacrosse (Deerfield), Intramurals (Babson), Alpha Delta Sigma

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Air Lines Administration
John C. Meagher
KINGSTON, NEW YORK

EDUCATION
Kingston High School, New Paltz State Teachers College, New York University (A.B.)

EXTRA CURRICULAR ACTIVITIES
Delphi Fraternity, Epsilon Delta Chi, Basketball, Swimming Team, Band, Yearbook Editor (New Paltz and New York), Class Officer (New Paltz)

EXPERIENCE
U. S. Army, Teaching

OBJECTIVE
Personnel and Executive Work for an International Airline

Brainerd Lee Mellinger, Jr.
SANTA MONICA, CALIFORNIA

EDUCATION
New Mexico Military Institute, Stanford University

EXTRA CURRICULAR ACTIVITIES
Football and Polo

EXPERIENCE
U. S. Army, Douglas Aircraft

OBJECTIVE
Advertising and Mail Order
James D. Montgomery, Jr.
ENID, OKLAHOMA

EDUCATION
Oklahoma University

EXTRA CURRICULAR ACTIVITIES
Phi Delta Theta, Basketball (Babson), Alpha Delta Sigma

EXPERIENCE
U. S. Army

OBJECTIVE
Petroleum Industry

Harry H. Mulholland, Jr.
 MILFORD, DELAWARE

EDUCATION
Valley Forge Military Academy, Princeton University

EXTRA CURRICULAR ACTIVITIES
Basketball, Football (Valley Forge)

EXPERIENCE
U. S. Marine Corps

OBJECTIVE
Manufacturing of Venetex Products with John H. Mulholland Company, Milford, Delaware
George C. Munn, Jr.
ATLANTA, GEORGIA

EDUCATION
Druid Hills High School, Riverside Military Academy, Georgia School of Technology
EXTRA CURRICULAR ACTIVITIES
Sigma Chi

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Production and Distribution

Henry L. Nielsen
NEWTON CENTER, MASSACHUSETTS

EDUCATION
Deerfield Academy

EXTRA CURRICULAR ACTIVITIES
Varsity Hockey, Lacrosse

EXPERIENCE
U. S. Army Air Corps
Robert H. Olsen
ELYRIA, OHIO

EDUCATION
Staunton Military Academy

EXPERIENCE
U. S. Army

Russell Edwin Oneal
HINSDALE, NEW HAMPSHIRE

EDUCATION
Hinsdale High School, Bordenstown Military Institute

EXTRA CURRICULAR ACTIVITIES
President of Camera Club at B. M. I., Track and Rifle Team

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Production and Business Management of Paper Company
Garland Monroe Robertson
Phoenix, Arizona

EDUCATION
High School

EXTRA CURRICULAR ACTIVITIES
Basketball, Skating, Hunting, Fishing, Aviation, Alpha Delta Sigma

EXPERIENCE
U.S. Army Air Corps
Office Manager, Southwestern Cooperative
Phoenix, Arizona

Frank L. Rohr
Toledo, Ohio

EDUCATION
Toledo University, Northwestern University

EXTRA CURRICULAR ACTIVITIES
Associate Business Manager of BARSONIAN, Alpha Delta Sigma

EXPERIENCE
U.S. Army Air Corps, Retail Merchandising
Henry Manton Saalfeld
AKRON, OHIO

EDUCATION
The Hill School, University of Akron, Case
School of Applied Science

EXTRA CURRICULAR ACTIVITIES
Phi Delta Theta Fraternity, Football at Case,
Babson Salesman’s Club

EXPERIENCE
The First Central Trust Co., Parts Dept.
White Sales and Service Company, Person-
nel Work at A. Palsky Co., Department
Store

OBJECTIVE
Sales Management, Production or Merchan-
dising

Robert Stephen Scheu
BUFFALO, NEW YORK

EDUCATION
Nichols School of Buffalo, Hamilton College,
Rollins College, University of Buffalo

EXTRA CURRICULAR ACTIVITIES
Sigma Phi, Soccer, Hockey, Track (Nichols
and Hamilton), BISONIAN Staff, Intramural
Sports, Sailing

EXPERIENCE
U. S. Coast Guard, Retail Sales

OBJECTIVE
Saleswork Leading to Management in Small
Company or Investments and Finance
Frederick John Schubart, Jr.
Maplewood, New Jersey

Education
Irving School, Tarrytown, N. Y., New York University

Extra Curricular Activities
Senior Council, Social Committee, School Forum, Orchestra, Football (Irving)

Experience
U. S. Coast Guard, Accounting Work with Union Carbide Company

Objective
Sales and Advertising with National Carbon Company

Kenneth J. Schuck
Wausau, Wisconsin

Education
Wausau High School, Ripon College, University of Wisconsin

Extra Curricular Activities
Intramurals

Experience
U. S. Army Air Corps, Northwest Airlines

Objective
Distribution
Ingram Sharpe, Jr.
BUFFALO, NEW YORK

EDUCATION
The Choate School

EXTRA CURRICULAR ACTIVITIES
Glee Club, History Club, Squash, Hockey, Rowing, Alpha Delta Sigma

EXPERIENCE
U. S. Army

OBJECTIVE
Radio Announcing

William B. Shriner
WELLESLEY HILLS, MASSACHUSETTS

EDUCATION
The Choate School

EXTRA CURRICULAR ACTIVITIES
Football, Soccer, Hockey

EXPERIENCE
U. S. Army Air Corps
John Murray Smart
Arlington, Massachusetts

EDUCATION
Belmont Hill School, Dartmouth College

EXTRA CURRICULAR ACTIVITIES
Chi Phi

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Purveyor of Meats to Restaurants and Hotels—Bolton-Smart Company

Wentworth Smith
Southbury, Connecticut

EDUCATION
Williams College (A.B.), Yale Graduate School, N. Y. U. School of Business Administration

EXTRA CURRICULAR ACTIVITIES
Delta Psi, Fencing, Captain and Coach (Williams)

EXPERIENCE
Junior Accountant—Barrow, Waile, Guthrie, and Company, New York City

OBJECTIVE
Manufacturing, General Executive or Personnel Work
William Meredith Smith
ST. LOUIS, MISSOURI

EDUCATION
The Pawling School

EXTRA CURRICULAR ACTIVITIES
University Club of St. Louis, Business Manager of Pawling Yearbook, Dance Committee

EXPERIENCE
U.S. Coast Guard, Claim Agent, Montgomery Ward & Co.

OBJECTIVE
Paint Manufacturing, Production Management

Roger A. Spaulding
BRIGHTON, MASSACHUSETTS

EDUCATION
Athol High School

EXPERIENCE
U.S. Army Air Corps, Precision Grinding, Counter Selling

OBJECTIVE
Purchasing
Frederick Douglas Squire
CHICAGO, ILLINOIS

EDUCATION
Wayland Academy

EXTRA CURRICULAR ACTIVITIES
Religious Activities Chairman, Student Council

EXPERIENCE
U. S. Navy, General Manager and Buyer - Retail Mercantile Establishment

OBJECTIVE
Production and Sale of Food and Meats

Herbert Lafayette Staples
RICHMOND, VIRGINIA

EDUCATION
Thomas Jefferson High School, University of Richmond

EXTRA CURRICULAR ACTIVITIES
Riding, Virginia Boat Club

EXPERIENCE
U. S. Navy, Oil Field Operations, Office Work, Banking

OBJECTIVE
Sales Administration and Labor Relations
Robert B. Stiles
Roslindale, Massachusetts

EDUCATION
High School

EXTRA CURRICULAR ACTIVITIES
Football and Baseball

EXPERIENCE
U.S. Army Air Corps

OBJECTIVE
Sales and Advertising

Colgate Gilbert Stockton
Buffalo, New York

EDUCATION
Governor Dummer Academy, University of Buffalo

EXTRA CURRICULAR ACTIVITIES
Baronian Staff, Soccer, Swimming

EXPERIENCE
U.S. Navy, Personnel Work

OBJECTIVE
Personnel Work, Leading to Management of Own Business
Joseph Francis Sullivan
CAMBRIDGE, MASSACHUSETTS

EDUCATION
High School

EXTRA CURRICULAR ACTIVITIES
Alpha Delta Sigma, Massachusetts Club, Intramurals

EXPERIENCE
U. S. Army

OBJECTIVE
Sales

Donald Bradley Taylor
WEST ENGLEWOOD, NEW JERSEY

EDUCATION
Radio Engineering—RCA Institutes

EXTRA CURRICULAR ACTIVITIES
Manager of Advertising Department (High School)

EXPERIENCE
Radio Serviceman

OBJECTIVE
Production and Sale of Radio
Matthew Phipps Terry

HINGHAM, MASSACHUSETTS

EDUCATION
Cambridge School, Bard College

EXTRA CURRICULAR ACTIVITIES
Glee Club, Choir, Student Council, Athletic Association

EXPERIENCE
U. S. Navy

OBJECTIVE
Finance

Alan Calder Findal

WEST SPRINGFIELD, MASSACHUSETTS

EDUCATION
Springfield Junior College, Harvard College (B.S.)

EXTRA CURRICULAR ACTIVITIES
Pi Eta

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Plastic Manufacturing
Richard F. Tomlinson

MADISON, NEW JERSEY

EDUCATION
Lawrenceville Prep

EXTRA CURRICULAR ACTIVITIES
Football, Hockey, Glee Club, School Yearbook, Alpha Delta Sigma

EXPERIENCE
U. S. Army Air Corps, Wright Aeronautic Corp., Citizenship Dept.

OBJECTIVE
Advertising

William Werner Townson

ROCHESTER, NEW YORK

EDUCATION
Phillips Academy, Cheshire Academy, Brown University

EXTRA CURRICULAR ACTIVITIES
Football, Captain (Phillips), Psi Upsilon (Brown)

EXPERIENCE
U. S. Navy

OBJECTIVE
Distribution
Henry Holt Uihlein

MILWAUKEE, WISCONSIN

EDUCATION
University of Virginia, Princeton University

EXTRA CURRICULAR ACTIVITIES
Football, Handball, Alpha Tau Omega (Virginia)

EXPERIENCE
U. S. Marine Corps

OBJECTIVE
Production with the Ben-Hur Manufacturing Company

Beale Austin Upchurch

DURHAM, NORTH CAROLINA

EDUCATION
Durham High School

EXTRA CURRICULAR ACTIVITIES
Page Literary Society, Tennis Team, Intramural Basketball

EXPERIENCE
U. S. Navy Air Corps, Clerk

OBJECTIVE
Sales Executive
Martin Van Brauman
AMARILLO, TEXAS

EDUCATION
University of Mexico, Boston University

EXTRA CURRICULAR ACTIVITIES
Student Council

EXPERIENCE
U. S. Army, Sales Agency—Mexico City,
Southwestern District Manager of the Silex Co.

OBJECTIVE
Production Manager of New Chicago Factory

Elmer Lorin Volk
NORFOLK, NEBRASKA

EDUCATION
University of Nebraska

EXPERIENCE
U. S. Army, Limited Retail Selling

OBJECTIVE
Sales Promotion, Distribution and Advertising
Kenneth Cecil Waite
BRAMPTON, ONTARIO

EDUCATION
High School

EXTRA CURRICULAR ACTIVITIES
Hockey, Football, Cricket, Gymnastics, Member of the Granite Club of Toronto

EXPERIENCE
Canadian Army, Banking

OBJECTIVE
Probable Entrance into a Family Owned or Controlled Business

Ben Crum Washburn
MONTGOMERY, ALABAMA

EDUCATION
Sidney Lanier High School, Virginia Military Institute

EXTRA CURRICULAR ACTIVITIES
Tennis, Handball, Swimming, Student Council, Secretary (Babson)

EXPERIENCE
U. S. Army, Office Staff—Weil Brothers, Cotton Merchants

OBJECTIVE
Office Manager
John Everett Watt
POMONA, CALIFORNIA

EDUCATION
Pomona High School, Pomona Junior College

EXTRA CURRICULAR ACTIVITIES
Ski Club, Toastmasters Club, Football, Basketball, Tennis

EXPERIENCE
U. S. Navy, S. H. Kress, Pomona Pump Company, Grocery Business

OBJECTIVE
Salesmanship and Production

James Campbell Wemyss
GROVETON, NEW HAMPSHIRE

EDUCATION
Fishburne Military School

EXTRA CURRICULAR ACTIVITIES
Football, Swimming, Military Editor, School Annual, School Paper, Gottaillion Club, Public Speaking, Cadet Captain

EXPERIENCE
U. S. Army

OBJECTIVE
Paper Manufacturing with Groveton Paper Company
John Robinson Wickwire
BUFFALO, NEW YORK

EDUCATION
St. George School, Yale University

EXTRA CURRICULAR ACTIVITIES
Hockey, Football, Zeta Psi

EXPERIENCE
U. S. Navy

OBJECTIVE
Manufacturing

Bruce Williams
FARMINGTON, CONNECTICUT

EDUCATION
Yale University

EXTRA CURRICULAR ACTIVITIES
Highway Club, Weekend Club, Sports (Yale)

EXPERIENCE
U. S. Navy

OBJECTIVE
Manufacturing Management
George Emerson Williams
Barson Park, Massachusetts

Education
Needham High School, New England Business School

Extra Curricular Activities
President of Senior Class (N. E. B. S.)

Experience
U. S. Army Air Corps, Paine, Webber, Jackson and Curtis, Boston, Mass.

Objective
Advertising

Spencer Wood
Oswego, New York

Education
Cheshire Academy

Experience
U. S. Army Air Corps

Objective
Finance
Melvin Joseph Young
Attleboro, Massachusetts

EDUCATION
Attleboro High School

EXTRA CURRICULAR ACTIVITIES
Football, Hockey, Social Committee

EXPERIENCE
U. S. Army Air Corps

OBJECTIVE
Airlines

George F. Dennie
Great Neck, Long Island, New York

EDUCATION
Principia College, Roosevelt Flying School

EXTRA CURRICULAR ACTIVITIES
Basketball (Babson)

EXPERIENCE
U. S. Navy, American Airlines

OBJECTIVE
South African Bottling Co., Ltd.
It was with mingled feelings and emotions that the men of the December class assembled in the auditorium for their first meeting with the faculty. For most of us it meant a way of life and activity far different from that of the armed forces. It was a challenge to one and all to prove to the school and to ourselves that we had the capacity to adapt ourselves to this new environment. Two of the factors that helped to make our stay at Babson a pleasant one were the peaceful surroundings and the friendly, helping hand of all the faculty.

The realistic presentation of the different subjects not only made for more interesting class work but also helped to form the important connecting link between school and the business world we are entering. We have come to realize how business and all its intricate branches demand a trained man rather than one brought in under the hit or miss method which existed in the past. This training, we feel, will teach us to look at business and its problems with much greater understanding.
First Row

Cole, Warren W., Peoria, Ill. Army
Campbell, William B., Memphis, Tenn. Navy
Babbitt, James D., Flagstaff, Ariz. Army
Conrad, Albert A., Jr., Newton Center, Mass. Army
Bresky, Otto, Jr., Newton, Mass. Army
Common, Robert C., Jr., Buffalo, N. Y. Army
Ansley, Ernest C., Jr., Niagara Falls, N. Y. Army
Bleakley, William J., Jr., Swampscott, Mass. Army
Cornell Univ. Advertising
Southwestern Memphis Univ. Advertising
Univ. of Santa Clara Sales
Syracuse Univ. Personnel
Yale Univ. Milling Industry
Dartmouth College Finance
B.S., Niagara Univ. General Business
Mercersburg Academy Finance

Second Row

Cooper, Reginald C., Paget, Bermuda R.A.F.
Burnham, George R., Westport, Conn. Army
Butler, Frederick, Jr., Andover, Mass. Navy
Chapman, Norman M., Manchester, Conn. Army
Chase, Everett W., Avon, Mass. Navy
Carter, John B., Jr., Houston, Texas None
Birge, Richard, Buffalo, N. Y. Army
Cook, Charles S., II, Portland, Me. Marines
Ballard, Thomas B., Lansing, Mich. Army
St. Albans School Business
Cornell Univ. Production
Bryant & Stratton Advertising
Manchester High Finance
Franklin Tech. Inst. Contracting
Univ. of Texas Production
Pomona College Manufacturing
Fishburn Mil. Academy Insurance
Washington & Lee Univ. Merchandising
First Row

Gallagher, Daniel A., Peabody, Mass. Army
Damon, William H., West Concord, Mass. Army
Garcia, Antonio L., Jr., Rio de Janeiro, Brazil None
Gallupe, Donald E., S. Portland, Me. Army
Feder, Ralph P., Jr., Needham, Mass. Army
Davies, Robert E., Los Angeles, Cal. Army
Cummings, Herbert K., Chicago, Ill. Army

Clark Univ. Sales
Holy Cross College Broker
Syracuse Univ. Foreign Trade
Andrews College Engineering
S. Portland High Production
Bentley Sch. of Acc. & Fin. Industrial Management
Univ. of California Investments
Friends School Wholesale Grocery

Second Row

Dasey, Charles R., Newton Highlands, Mass. Army
Gross, Alfred K., Newport, Ky. Army
Grant, Allen F., Jr., Gloucester, Mass. Navy
Garland, John B., Wellesley, Mass. Army
Cruelington, Cleveland B., Cincinnati, O. Navy
Dabney, William C., Jr., Louisville, Ky. Army
Dabney, Watson B., Louisville, Ky. Army
Garfield, Samuel H., Cleveland, O. Army
Gates, Louis B., Fort Myers, Fla. Army
Dewey, Talbot, Brookline, Mass. Army

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Univ. of Kentucky Management
New England Bus. Sch. Real Estate
Wellesley High Unknown
Pawling Prep School Finance
Colorado College Manufacturing
Princeton Univ. Manufacturing
University School Finance
Florida Mil. Academy Production Management
Westminster School Retail Business
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Hutcheson, William, Needham, Mass. Navy Colby College Graphic Reproduction
Hunter, Robert P., Marshfield, Mass. Marines Univ. of Virginia Sales
Johansson, Jon E., Long Island, N. Y. Navy Columbia Univ., 1 year Foreign Trade
Johnson, Leighton F., Jr., Wellesley Hills Navy Amherst College Marketing
Kirkpatrick, John F., Brooklyn, N. Y. Army Tufts College Sales
King, Thomas H., Fall River, Mass. Navy Dartmouth College Sales
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Kepple, John R., Greenwich, Conn. Army Parks Air College Retail Merchant
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Ingraham, Seymour M., Bristol, Conn. Army Amherst College Manufacturing
Healey, Edward J., Attleboro, Mass. Navy Providence College Retail Merchandising

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Perkins, John A., Newton Highlands, Mass.  Army  Dartmouth College  Distribution
Krones, Bernard, New York, N. Y.  Navy  Yale Univ.  Manufacturing
Pollan, William M., Newton, Mass.  Marines  Dartmouth College  Sales
Kuhlmeier, Robert H., Rockford, Ill.  Army  Northwestern Univ.  Distribution
Lyon, Layton S., Jr., Williamsport, Pa.  Army  Dartmouth College  Merchandising
Park, Wisner L., Jr.
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Sprague, William E., Norwich, N. Y.  Navy  Norwich High
Sharp, John E., Niagara Falls, N. Y.  Army  Columbia Univ.
Richardson, Harry E., Birmingham, Mich.  Army  Syracuse Univ.
Rowe, Lester H., Tifton, Ga.  Navy  Georgia State College
Shriner, Richard W., Wellesley Hills, Mass.  Army  Williams College

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Ruggles, Daniel B., III, Marblehead, Mass.  Army  Dartmouth College
Serpell, Edward P., Louisville, Ky.  Army  Univ. of California
Reber, William T., Auburn, N. Y.  Army  Cornell Univ.
Smith, Harry G., Alder Creek, N. Y.  Army  Hobart College
Smelker, Herbert A., Beaumont, Tex.  Navy  Lamar College
Rose, Marvin E., Rochester, Ind.  Army  Rochester High
Spear, Walter M., Jr., Portland, Me.  Marines  Portland High
Dennis, Edward K., Jr., Chicago, Ill.  Army  North Park College
Seitz, Robert J., Buffalo, N. Y.  Army  Syracuse Univ.

Butler Univ.  Merchandising
Norwich High  Sales
Columbia Univ.  Finance
Syracuse Univ.  Distribution
Georgia State College  Retailing
New York Univ.  Traffic—Air Lines
Williams College  Manufacturing
**First Row**

<table>
<thead>
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<tr>
<td>Stewart, David H., Wellesley, Mass.</td>
<td>Army Northwestern Univ. Distribution</td>
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<tr>
<td>Webster, William B., Omaha, Neb.</td>
<td>Army Nebraska Univ. Banking</td>
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<tr>
<td>Sweeney, J. Russell, Belmont, Mass.</td>
<td>Army Burdutta College Distribution</td>
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<tr>
<td>Thomas, Edwin W., Waltham, Mass.</td>
<td>Army Midway High Production</td>
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<tr>
<td>Wiegand, Victor E., Battle Creek, Mich.</td>
<td>Army Western Michigan College Finance</td>
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**Second Row**

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<tr>
<td>Ward, John M., Jr., Rochester, N.Y.</td>
<td>Army Univ. of Virginia Advertising</td>
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<td>Sullivan, John F., Jr., Beverly, Mass.</td>
<td>Army Holy Cross College Sales</td>
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<td>Timms, William B., Jr., Elyria, O.</td>
<td>Army Columbia Univ. Administration</td>
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<td>Whiting, Dwight W., Beverly Hills, Cal.</td>
<td>Army Univ. of California Sales</td>
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<tr>
<td>Sutton, Francis T., Jr., Johnstown, N.Y.</td>
<td>Army Norwich Univ. Manufacturing</td>
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<td>Uihlein, John H., Milwaukee, Wise.</td>
<td>Army Cornell Univ. Production</td>
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<td>Vantine, Richard, Newtonville, Mass.</td>
<td>Army Harvard College Photography</td>
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<td>Stanwood, Richard R., Newton, Mass.</td>
<td>Army Harvard College Distribution</td>
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<td>Wetherby, Lyman C., Detroit, Mich.</td>
<td>Army Northwestern Univ. Production</td>
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<tr>
<td>Trott, Houghton M., Providence, R.I.</td>
<td>Navy Dartmouth College Production</td>
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Activities
The Student Council is made up of eighteen members, six from each of the three classes composing the student body. These men have been elected by their classes as representatives of the students in the intermediary position between the student body and the administration and to promote, supervise, and direct all student activities.

The student activities have been divided into four classifications: religious, social, athletics, and publications. The responsibility in each of these fields is delegated to one representative from each class. With four men delegated to these specific fields, the remaining two men of each class carry the status of councilmen-at-large.

The officers of the Council are elected by their offices by the members of the Council. Approval of expenditures from the student activities fund for the benefit of the student body is another duty of the Council. A new constitution and by-laws were created by this Council and were approved by the faculty and student body.

The primary function of this governing body is to handle pertinent student problems and to promote goodwill between faculty and students.
The Religious Activities Committee has long been recognized for its capable leadership and guidance and important contribution to the school life at Babson Institute. The members of this committee represent each of the three graduating classes of 1946, with Scott Webster as its chairman, aided by John Lombard and Paul Illum.

During the past year the religious program was full and the interest high. The objective of the program is twofold. First, to provide the students with opportunities to gather informally for religious discussions and question periods. The second and primary responsibility of the committee is the conducting of the Babson Hour, a non-sectarian service held each Sunday afternoon in the Park Manor Chapel. The Babson Hour has proved to be one of the school's most popular activities and the informal talks given each week by the visiting speakers are always of great interest to the men and their guests.

During the Fall, Spring, and Summer terms, Mr. Roger W. Babson, founder of Babson Institute, presented a series of talks and discussions on present day vocations open to young men in this new era. Mr. Babson's talks are usually followed by an informal round table question period which allows the men further opportunity to discuss with him the variety of pertinent problems as they may arise.

Religious Activities Committee
The complexity of publishing the 1946 Babsonian can only be appreciated by those who gave their time in making the book possible. The shortages of supplies, faced by all businesses today, plus the element of timing, with classes entering every three months, offered a challenge to the staff that will be helpful to them in facing similar problems in business. We wish to thank all members of the faculty and of the student body whose cooperation made the 1946 Babsonian possible.
The Barsonian Business Staff

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The Business Staff thanks all members of the student body, patrons and advertisers who helped make this book possible.

Left to right: Byerly, Gibson, Chappell, Tomlinson, Rohr, Trinder, Sherrard, Harney, Edwards, Booth.
SOCIAL COMMITTEE

The program of social activities, with all other programs at Babson Institute, was making an after-the-war start last October. Neither the Student Council nor the Social Committee had any precedent or experience upon which to base their program. Nevertheless, it was evident that the student body felt that a dance should highlight the first term.

Accordingly, the committee arranged a dance at the Wellesley Country Club on December seventh. This function, although not large because of the limited number of students attending the Institute at that time, was an extremely enjoyable and successful affair.

The committee, having gained valuable experience from this first dance, staged the second dance at the Hotel Statler in March. This party enjoyed a greater attendance than did its predecessor because the January group was in school. This was a brilliant and successful social gathering, due in part to the fact that the following day had been officially declared a school holiday. Because of this, many out-of-town guests were invited, and the weekend was, without question, the most enjoyable of the entire year. The final dance was held early in May at the Somerset Hotel in Boston.

The committee appreciated the fact that this was a period of readjustment and that the majority of their fellow students were desirous of again directing their own lives. In its existence, the Social Committee adopted a policy of not endeavoring to thrust organized entertainment upon the student body.
"Out of Conference"
We have been informed upon numerous occasions by visiting firemen to Babson Institute that the thing impressing them most was everyone's attitude. "Every person seems to have something to do and goes about it in the most efficient way possible." "Yes," we nod in happy agreement. "Babson Institute probably has more potential energy than Oak Ridge, Tennessee."

In the first place, we are nearly all veterans. Our lives have had a big hole kicked in them at a time when we should have been learning. Instead, we were taught service hierarchy and a philosophy of minimum effort. But we soon forgot. There was work ahead, preparing for a business future, and so we came, from all parts of the country, to Babson.

One of the first things we encountered was a time-clock.

Dr. Mathews lectured to us on harmonious living, study, exercise and religion. We accepted, expounded and began to live by that theory. "Period."

During the winter we studied, played bridge, gave dances, and everyone went to the basketball games. Even the married men tried to organize a team. They were loudly supported by a shrill and limited audience.

The more hardy souls could be observed trudging about in the snow with
large boards attached to their heavily booted feet. The Wellesley golf course was put to good use as a ski school.

In the area of Industrial Management, Mr. Heddendorf had something to say. We took many interesting field trips to Locke Ober's and other well-known factories. Everyone read his catalogue again.

Under the firm, guiding hand of Mr. Canfield we learned the problems of selling, marketing, and advertising. Our opinions became as valuable as anyone else's; grades did not matter.

Mr. Kriebel pointed out to us the delicate differences between a debit and a credit. Mr. Davis, assisted by a fellow named Murphy, exposed us to law. Everyone became a champion of equality. Finance, Psychology, Economics—all fell in our search for knowledge.

Came the spring and Mr. Babson. We spent many enjoyable evenings at the Babson Hour and learned a great deal about the man who had made our school possible.

When we weren't actively engaged in labor demonstrations or student council elections we played baseball. Every pleasant afternoon would witness the demise of one section of the country and an umpire. Tennis and golf also came into their own.

We also remember the little everyday things that constituted our existence at school. The rich, compelling Boston papers. The wonderful efficiency of the chow line. In the evenings we gathered to play cards, study and solve the problems of the world.

We did and learned a great many things, and we shall not soon forget them.
A VITAL SALESMANSHIP DISCUSSION

or

"Just Another Metaphysical Hemorrhage in Old Lyon Hall"

Mr. Canfield: That brings up another important question. (Class leans forward with eager anticipation. The rustle of flourishing books, note paper and pencils is heard. A breathless hush descends.) Would it have been more advantageous for the salesman to cross his left leg over his right leg or his right leg over his left leg? Yes, George?

George: I agree with you completely, Mr. Canfield. Yes, you are absolutely correct. (Holden, Gordon and Smart nod heads up and down vigorously.)

Canfield: (Stroking chin.) Fine, fine, fine.

Haslam: Well, I disagree with you, Mr. Canfield. I think that he would have closed the sale if he had crossed his right leg over his left leg. (Subdued murmur of excitement runs throughout class.)

Mellingler: Was the prospect right or left-legged?

Canfield: That's a good question. Yes.

Proctor: The technological advancements in the field of leg-crossing clearly indicates in surveys conducted during the past few years, etc. (This proceeds for seven minutes—class dozing soundly.)

Caldwell: Carpetbaggers! Yankee trick! Now in Texas, we . . . etc.

Nylon Watt: Well, I think it all depends on the circumstances. If we assume that the left leg is longer than the right leg, I would say yes.

Bedell: But we can't assume anything. We must deal in hard, cold facts. I say—conduct a survey. (Class applauds.)

Volk: (Reading from book and coached by Humphries) Step number six of the leg-crossing routine specifically states: "Secure prospect's implied permission or offer for leg-crossing."

Lyons: Ask tactful questions concerning customer's leg-crossing tastes.

Booth: Describe leg-crossing routine in non-technical terms.

Canfield: (Writing on board) Fine, fine, fine! Is there anything else?

Holden: Hold on a minute, let's do that over again!

Bell rings: Fay throws numerous small paper cups in the air; class skips merrily out, singing "Whistle While You Work." Ring of admiring disciples gathers around the "Great White Father" to discuss the vital question further. Melodic tinkle of time clock is heard off stage.
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<td>Brainerd L. Mellinger, Jr.</td>
<td>819 Franklin St.</td>
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<td>Austin A. Miller c/o Adjutant General</td>
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<td>Washington 25, D. C.</td>
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<td>Donald E. O'Connor</td>
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<td>Russell E. O'Neal</td>
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