"All The News We Can Find To Print."

Babson FREE PRESS

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Issue 6

Homecoming 89!

By Erik Dobovik
News Editor

"Awesome! One of the best attended and most thoroughly put together events in recent Babson history" was what Mark Carver '94 and President of the 8000 member Babson Alumni Club of Boston had to say about this year's Homecoming held on Saturday, October 15.

According to Associate Director of Alumni Affairs William Redway, the afternoon reception held in front of the Alumni Affairs building under and around a large tent had an estimated attendance of between 800 and 1000 people. "I can't tell you how delighted I was at how well it ran," remarked Redway, "we wanted to convey a welcome back feeling and I think we did it." The Homecoming Week-end started on Friday night with a 'large campfire' on the "Back 40" fields which attracted a sizeable crowd and charged people with excitement and spirit which carried throughout the entire weekend. President William Charlton arrived at 8:15 pm in a 1963 Cadillac originally owned by Roger W. Babson, founder of Babson College, and donated by Jesse Putney, Vice-President of Financial and Business Affairs.

Responding to cheers of "Billy, President Charlton in the "Back 40" car!" to an overwhelming roar from the attendants, Team captains, as well as student government officers and students, shouted through a megaphone to get the crowd psyched for the weekend events. Various chants were engaged and school spirit truly came out. A "Green and White" dance sponsored by the Classes of 90, 91, 92 and 93 at the Fo'c'sle turned out to be a great success and all class officers were thrilled about the turnout.

Continued on page 5

Two-liters of Excitement

Pranksters to be charged

By Faith Hickey
Staff Writer

According to Dean Joseph Ford, twenty-one individual Babson students are being formally charged with "violations of general conduct and behavior unacceptable of a Babson student" by the Student Judicial Board. These charges are the result of October 12th's incident involving explosive dry ice devices.

Director of Public Safety Jay Hackett states that, "Officers on patrol observed students acting suspiciously. They were field interviewed and later in the morning they were reinterviewed. Wellesley Police was notified to inform them of a possible threat to the Wellesley community. We were looking for assistance because the Department of Public Safety was not sure what we were dealing with."

The Massachusetts State Police chemist's office was brought in and determined that they were dealing with "Davis devices", a term generated in 1985 to describe dry ice and other substances in a sealed container. The reaction of the chemicals builds up pressure causing the sealed container to explode. Hackett stated, "The FAA determined the term bomb is accurate."

According to Chief Hacker, all twelve devices were "...placed in various areas around campus with eighth and near residence halls. Six of the twelve devices had to be detonated by the Wellesley..."
Business
AmEx 431/s Chrysler 267/s Disney 127/4

Record Maker
Anne Robinson
Speaks Out On
Business
By Bob Collins
Business Editor

Anne Robinson's first lecture on the world of business came with her first argument. Partner Will Ackerman told her to give him records to a promotions man who was going to, in turn, give them to radio stations. "No way," she said. "If he wants ten records, let him buy them like everyone else!"

Needless to say, she relented and today she is the Founder, President and CEO of Windham Hill Productions, an organization the two of them started in 1976 with $300. Since that time Windham Hill has enjoyed an annual growth rate of 40% and sales of $35 million. Ms. Robinson related, "I never meant to be in business, let alone the record business!"

The record business, though, is what she does—and she does it quite well as evident by the large turn out of over 80 people on Tuesday night. Andrew Warren, president of the Babson Entrepreneurial Exchange introduced Robinson, who spoke on several different topics surrounding her elevation in the record industry.

"We were selling records that we believed in. We were defying conventional wisdom...totally divergent from the industry. People told us we couldn't do this." But Robinson's philosophy was different. "We want to put our records on the turn table and wear the thing out!" "People with ideas and fire, is the lifeblood of this country." Robinson, who resembles Elyse Keaton from Family Ties, is full of ideas and fire. But she says, "You can't assume that everyone has the same drive as you, or the eye for detail. People want to know what is expected of them, it's not telling them what to do, it's helping them to do what you want them to do. And good management is getting people to buy into your ideas, they must own a piece of it."

According to Robinson, running your own business is "fun, but it's demanding. You work all the time. Entrepreneurs that fail, are the ones who get all wrapped up in themselves and don't listen to the people around them." Robinson believes that information and knowledge equals power, and "you get more out of people who know what is going on and are not left out in the dark."

Continued on Page 3

Louisiana Prison Work Songs

By Bob Collins
Business Editor

"It Takes Two", by Bob Base, is the number one requested song that Mark Zides plays. Mark is a senior from Raynham, MA who is studying Finance and Investments. He is also the owner of Listen Up!, a disc jockey service that Mark started here at Babson in the fall of '87 with four other friends. While it might take two for race, now it's a solo flight for Zides, however, that wasn't always the case.

"It seems that Zides started Listen Up! with four other friends in his sophomore year. Zides was a goalie for the Babo soccer team for the last three years until an ankle injury and increased business halted his game. His four other partners were all friends from soccer or basketball and they all enjoyed music ever since high school."

According to Mark, "It worked out great, two of us covered for the others during basketball season, and switched during soccer." Last spring, Zides and Woody Hines bought out partners John Lentine, Mike Furguson and Tim Cazier. The next semester, Mark bought out Woody, "I was more into it, so I took it under my wing."

Initially the five guys invested approximately $3,000 into equipment and albums. Therefore, the first year they didn't make much money. Now, however, Zides is performing two dates a week and is booked through November. "The phone has been ringing off the hook!"

Zides also plays for clients off campus as well. As a matter of fact, business has expanded to almost 40% off campus. Listen Up! has added Stoneshill, Regis and Pine Manor, as well as several high school proms and senior banquets to its portfolio. Over the summer, he even worked for some weddings and anniversary parties. Still, Mark is enthused by the renewed school spirit here on campus. "I am happy to see the new school spirit and all the people who are going to campus events. It makes my job a lot more fun and fulfilling."

Zides credits Listen Up! for enriching his social life too. "It's a lot of fun. I don't really consider to it a job." Furthermore, Zides believes he has helped contribute to the social life on campus. "The music is the life of the party...a disc jockey

A Focus On Student Business

Listen Up!: It Takes Two

Mark Zides owner of Listen Up!

Photo by C.B. Rice

has to play the crowd."

Zides plays the crowd quite well playing anything from dance music to rap or new wave. Even Elvis Presley, if someone requests it. Listen Up charges $150 to $175 for a four hour job on campus. Off Campus the rates increase to $85 an hour. Mark feels that word of mouth has been his best marketing tool, yet he did print up some business cards and makes deals with current clients for repeat work.

After graduatting this May, Zides plans on taking a job with a venture capital firm or some financial institution before eventually opening his own business. As far as Listen Up is concerned, Zides does have any plans on selling it.

"I might lease it, but now the social life is picking up and Listen Up has developed a good name."

Mark concluded with the following advice, "If you have a goal, pursue it if no matter what the obstacles are...pul out all the stops. Never give up, take chances—risks are what make great opportunities." Speaking of opportunities, your next opportunity to hear Zides spin the tunes is tonight at the Pub, so be there and Listen Up!

Next Week
To Be Announced

Drop Us
Box 140

Cancer
Not Knowing
The Risks
Is Your
Greatest
Risk.
Speculation Surrounds Dow Jones After Friday's 190 Point Plunge

By Bob Collins
Business Editor

In the wake of last Friday's 190 point plunge on Wall Street, many investors were haunted by deja-vu memories of the 508-point crash two years ago this very night!

However, this year there are many differences prevalent in the market today, as opposed to conditions of 1987. For instance, Price/Earnings ratios have been drastically reduced from 22 in '87 to only 12 now.

Several writers of the media described Friday's plunge as a "self-correcting mechanism" in the Bull Market. Although the industrial averages dropped some 60 points in early morning volatile trading on Monday, bargain hunters snatched up undervalued stocks which resulted in a net gain for the Dow of 88.12 points.

Wednesday, the New York Stock Exchange closed the Dow at 2638.73 as panic subsided. Many analysts attributed the collapse of UAL financing as a major contributor to the market's downfall. The airline industry as a whole was hurt. As were other merger target companies Billionaire Donald Trump rescinded his $120-a-share ($7.5 billion) offer for AMR Corp., parent of American Airlines "in light of recent market conditions."

Even though the stock market has been a virtual rollercoaster in the past several weeks, bargain hunters are having a field day grabbing panic-stricken investors stocks far below book value.

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Two liters cont...

Babson College Fire Department. Dr. Paula Rooney replied that the Administrative response has been one of tremendous concern. "It was a serious offense from our perspective. We want to insulate that the concerns of the students come first as well as the safety of the community." When questioned about the involvement of outside agencies, Dr. Rooney replied that a joint investigation is still underway between the Wellesley Police and Babson Public Safety.

Dr. Rooney stressed that although Wellesley Police has authority over Babson’s Public Safety, Wellesley decided to let Babson take control of this situation and handle it in a manner that Babson deems appropriate.

Dr. Rooney commented that "the cooperation from the Wellesley Police Department on this was extraordinarily positive."

The Student Affairs department made a joint decision to handle the cases over to the Student Judicial Board. As the advisor to the Student Judicial Board, Dean Ford stated that, "it is solely the responsibility of the Student Judicial Board to adjudicate each of the twenty-one cases on a ‘case by case’ standpoint."

Dean Ford’s impression of the reaction from the Administration was as follows. "We think it is very serious. The decision to use the Student Judicial Board was appropriate. The Student Judicial Board takes their job very seriously. They realize the importance of their role and the needs of the students, as well as the rights and responsibilities of the community as a whole in determining appropriate student behavior."

In an effort to eliminate the rumors on campus, Tad Putney and Bob Hazelton admitted to the Student Government assembly during the meeting Tuesday night that they were among the twenty-one students being brought before the Student Judicial Board. Both Mr. Putney and Mr. Hazelton declined to comment further on the matter.

The Student Judicial Board will begin hearing the twenty-one cases on Monday, October 23rd. The individuals being charged will be selected randomly to appear before the Board. Dean Ford will be present at all of the hearings to insure that proper procedure is followed, but will have no influence in the decision of the Board or the sanctions rendered, if any.

Left Out

By Martin Trop
Contributing Writer

I’m starting this column as an answer to the "Ravenous from the Right" that pollutes these pages weekly, and as a holding action. I don’t intend to keep writing it. Instead, I hope a student or students will take over, showing the campus that a student can want to be a manager or entrepreneur without having to be a Republican.

The title suggests not only the topic of focus at Babson evidently includes George Bush, but also the topic of focus which I know exist on campus but have been left out. They simply try to emerge when provoked by a particularly outrageous incident like "Flash's" column. I’d like to see them a part of the dialogue in the Free Press, an expression of the diversity I know exists at Babson. Therefore, if anyone wants to write a column under this title (either regularly or only once), just send it to the paper and I’ll immediately rewrite.

What bothers me about what passes as political conservatism around here (and lately in the U. S. in general) is its insincerity. Recently, the "Right Perspective" attacked some alleged scientific studies as foolish and wasteful—the usual conservative diatribe against government spending of tax dollars. I can agree with the principle. The trouble is that the examples are misrepresented (it’s easy to make a legitimate study sound stupid), and just plain non-existent. While the dollars mentioned were paltry compared to Reagan’s deficit.

Reagan himself loved this technique—making up examples of waste by welfare clients that were distorted or impossible. He used to talk of the food stamp recipient who cashed a $20 food stamp buying an orange, then used the change to buy vodka. A nice story, except that food stamps don’t come in large salary when you graduate against the law to give more than $1 in change for food stamps. But old Ron never let the truth stop a good story, especially when it was at the expense of the poor and the powerless. Meanwhile his friends were ripping off HUD, the Defense Department, and the savings and loan industry for literally billions of dollars.

Here’s a flash for the would-be Donald Trumps on campus—many successful businessmen, entrepreneurs, managers, accountants, etc., actually are democrats! Some of them believe that the tax laws and government regulations should not be designed to enrich the wealthy and impoverish the poor, but to help those who need help! Some believe the way to peace is not to demonize and isolate the communists, but to talk to them in places like the U. N. Finally, some realize that government is not our enemy, but our representative. As Samuel Johnson wrote long ago, the worth of a civilization is measured, not by its wealth, but by how it treats its poorest citizens. Similarly, the worth of your college education is measured, not by the size of your starting salary when you graduate, but by your ability to examine all points of view, and think for yourself.
New and Improved: Peer Educators for Wellness

By Erik D. Forman
Contributing Writer

Peer Educators for Wellness is a group of Babson students who have united to disseminate accurate information about wellness so that students can make informed decisions. They do not dictate or enforce Babson policies nor do they enforce laws. Formerly called Peer Advisors, the group focused on alcohol and other drugs. This fall, they have expanded their scope to include AIDS awareness, date/ acquaintance rape, stress/time management, nutrition and eating disorders.

According to Peer Educator Chris Lingamfelter, the program is not limited to the topics listed above. Just as Peer Education has expanded to include four new topics, the group plans to explore even more topics in the future. He also stresses that students should not view Peer Educators as role models, rather as resources. "We're not prohibitionists, we don't enforce the policies of the college. We're just normal people, but students can come to us for information," stated Chris.

According to Mr. Lingamfelter, Peer Education is very different from what it used to be, "It's a holistic approach to living. It includes being totally fit - physically, socially, mentally, emotionally, sexually, intellectually and culturally." These are the elements of wellness.

Throughout the semester, Peer Educators will conduct workshops in residence halls and at the Health Center. Students interested in attending a workshop should consult their Head Resident, or contact Jane Flynn, Peer Education Staff Advisor.

This Week's Question:
What issues do you think should be the administration's #1 priority now?

Doug Parent
The Globe, financial aid for students and diversity, that's about it.

Bill Moore
To get the administration involved in school events.

Peter Cunnundrums
More to focus on bringing present alumni back into the Babson loop.

Jim Alden
Better communications between administration and students.

Ra'lay Kapoor
Real toilet paper, no more magic squares.

Pam Kimball
To make students more aware of basic morals in life and in business.
LETTERS TO THE EDITOR

Students Slam Free Press

To the Editor and Campus:

As usual, the Free Press limps along. I wonder after all this time why any one still bothers. Without question, the most consistently embarrassing aspect of the Babson community, the weakest link, has been the student newspaper. Why has this been the case? Have the dedicated few who pull the paper together Wednesday nights been wasting their time and our money? The answer is yes. Certainly they must be praised for the intensity of their efforts and their apparent dedication, but the same cannot be said for the editorial judgement they have been shown near the quality and consistency of their product.

We have been scandalized in the paper's pages since before my time, and I note with disappointment that the passage of time has not taught the Free press anything. In my senior year, 1984, one scandal was deemed serious enough to warrant attention from the national newspapers. In the inexpertitude and callousness of the (then) Free's writers was put out over the wires coast-to-coast.

The Free's argument has been that only one or two people have been un-dermining the efforts of a quality staff. Yet that one person alone could not avoid detection and write for the paper, experience has shown, year after year after year. To my way of thinking, an editor who knows objectionable ma-terial is as guilty as the writer. Through the years, the quality of writing and editing on the Free has been terrible, the subject matter ques-tionable, the format bizarre. Whether or not enough reads it front-to-back, with no resulting benefit. The reader is left alternately embarrassed, bored, a-mused, and uninformed. This has been going on for too long.

Students and officials should get together and be able to determine what use the paper has, if any, and whether to disband it in favor of another form of information distribution. The Free staff can grandstand all they like about the Free press (and undoubtedly will), but the only way that if the creators of the Constitution were to be resurrected and then handed a stack of Freeps (chosen randomly, in the interests of fairness), they would reward its staff with a series of sharp, well-aimed slaps in payment for the Free's abuses of the rights and liberties. And First Amendment, let an independent paper be printed, for profit and without subsidy, if there is demand and there is sufficient interest. Let some industrious people take up the entrepreneurial slack and thereby save the students the ridiculous activity fees they pay for the Free every year. This is a business opportunity, after all.

Babson is a small, quiet school that doesn't offer the academic degree, has a student population that is distributed in the arts, and yet insists on producing a snobby weekly paper is a consistent affront to community standards of taste and leg-ality. The Free presses advertise about Babson to your future em-ployers and future neighbors. Are they allowed to continue? Babson, do you really want to subsidize this?

Sincerely,

Francis Callahan 1984

Babson Free Press

Published by the students of Babson College

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General Manager
News Editor
Features Editor
Sports Editor
Graduate Editors
Photography Editor
Production Editor
Advertising Editor
Sales Manager
Circulation Manager
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John Reed
Cheryl Goselin
Bob Collins

Editors Emeritus

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FREE(P) SPEECH

Hear Ye, Hear Ye

Flash's Forum

Come to Trim 203-204 on Monday, October 23 at 6:30 pm and meet for an open discussion with John "Flash" Scaler

Aron Ross, Editor-in-Chief
Rebecca Goffert, Features Editor

This will be the last chance to discuss the Free Press policy regarding Flash's Forum.

This forum is open to all.

The Babson Free Press wishes to apologize to Erik Dubovik, News Editor of the paper, for incorrect attribution of last week's front page story titled "Babson Students Powerless!". His name should have stood alone on the byline.

October 19, 1989

Babson Free Press
Right Perspectives

By Dave Raukyn
Contributing writer

I am a "Massachusetts Republican." Yes, I am one of those rare, near extinct political species thought to have been banned during the Kennedy era. At first, I was scared to admit my party allegiance, but I soon learned to overcome my fear and laugh until my gut. Of course, you see, being a Republican in Massachusetts is like being a turkey near Thanksgiving. There are hordes of blood-hungry liberals chasing me with cries of "Tax and spend, tax and spend, tax and spend!" Every now and then, I can even be seen crossing the state border into New Hampshire, just to go back to my allegiance with my political roots.

Being a "Massachusetts Republican" always means having to say you're sorry. Yes, I'm sorry about this whol Dakukis thing, but it's not my fault. Even I could not have foreseen the "Massachusetts Miracle" meant that Ratti was leaving the governorship at the end, and checking into the Betty Ford center.

In Massachusetts would a newspaper dare to print a headline like "Dakukis Considers Running for 1992 "Republican" Presidential Election after he was slaughtered in 1988. Did anyone notice the fact that the state economy was doing well during the presidential election? After the election, however, we were in a massive fiscal crisis, and up went state taxes! Well, I can see how this could happen. At the time, I really don't think anyone was trying to paint a rosy picture of the economy but so they could make the "Massachusetts Miracle" work for the entire country. Anyway, I thought I could finally move out of the state and away from the Duke in 1992, and the political rumor mill wants him to run again! I guess I'm destined to be a "Massachusetts Republican" all my life.

A "Massachusetts Republican," then you are probably one of the few people in the state who doesn't have a Kennedy shrine somewhere in your house. England has the royal family, and this state has the Kennedy clan. Actually, what does the royal family ever do? For that matter, what do the Kennedys actually do? Has anyone bothered to figure out how many Kennedys are out there lately? Better yet, can anyone tell them apart?

Actually, one good thing is that Massachusetts Democrats is that they've put more political leaders into politics, just with George Reverian, Tim O'Neill and the like. As much as I enjoy makin' fun of my political stereotypes, I mean no in-tentional harm to any particular candidate. The politicians are chosen by the people, and the consumer should be the one to respect that. If I am stern and devout in my political views, then it is up to them to volunteer my time and effort to make sure that the politicians who best represent my interests are elected into office. So if you feel that you are alone in your political ideology, I can honestly guarantee that you are not. If you are a "Massachusetts Republican," I strongly urge you to join the Babson College Republicans. By meeting with people who share your views, you can become better organized to help promote your ideas. That is perhaps the greatest benefit that you can receive from us. I am sure we can handle any questions, contact Cory Gramans at X4051.

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Right Back To You

Dear Editor:

In rebuttal to Lawrence Godfriedsen's 10/12 letter to the editor, I'd like to add my voice to some of my own stances, as well as respond to some of his remarks.

Mr. Godfriedsen's comment that I am unaware of the futility and futility of the communist world is not at all accurate, according to my own experience. He has stated that the Soviet Union would "never turn off the road [to world domination]." Gorbachev's right act between the Comintern and the hardliners in his own party can't go on forever. He will stop short of his avowed reforms, or the hardliners will get the best of him. He can't purge forever.

We should question what would happen if there were no Gorbachev 5 years down the road. It is possible that in 10 years, a reinvigorated Soviet Union will turn to re-awakened possession...we must act NOW. We must not lose sight of our inter-est in world affairs and our potential. We can certainly capitalize on some of the reformist's efforts, and not to the point where it could compromise our se-curity. At the same time, the Western world, the Shepherd should be doing sending a better message that even the be-ginnings of a quasi-democracy, as we are seeing it, is preferable to what was there before.

I am not a "warmonger," as some of my opponents are wont to say, but do think that we must protect our interests. Of course, those interests also include not being obliterated by nuclear conflict, be skeptical of our adversaries, and always, always defend the Russian position. Capitalist pluralism over Central Euro-panism and collectivism. The true solution is to make Americans fear fasc-ism but not communism has failed - Americans hate them both. Or at least they did until Gor-bachev began his three-year perestroika perform-ance.

To say that the U.N. has not been prejudiced toward U.S. faces would be an inaccuracy. For exam-ple, the U.N.'s agreements regarding Nechayev and the Afghanist-ans provide the Soviet Union with the freedom to pro-vide any assistance to Kabul as desired. According to an agreement between the U.S.S.R. and Afghanistan, the Afghan-cis, the U.N. provides up to $1 billion in aid per year to Kabul. Furthermore, there have been reports that thousands of new Sovi et troops are actually being sent into Afghan is-tan from Chinese sources. In addition, the U.N. has had numerous withdrawals. Another point against the U.N. is that it has been a tremen-dous failure in fulfilling its intended role of promoting world peace. Since the organiza-tion's establishment in 1945, 18 major areas of concern have been killed in 120 wars. To this statistic I refer to your question of whether we can afford to submit our interests to an organization that is so bi-ased against us.

I concede that there have been abuses in non-communist coun-tries and, I certainly ab-so-lute their dictatorships as well. Any form of statism is insidious. But we must also remember that such countries as South Africa are not exporting their systems, imposing their epistemologies upon the peoples of other countries, as is the case with the U.S.S.R. Cuba and other.

Lastly, it was in-deed a semantic error to write that China is under "Soviet control," rather than "Communist cen-tralism." Oh, and incidentally, I don't hate any of these groups some like to suggest, but I do think we should point out abuses by the aforementioned body, and think that the govern-ment should keep its hands out of our pocket-books, but that's a vuhuti-ous dissertation that will have to be saved for another article.

Sincerely Yours.

James R. Augir
Man, You Bug Me!!
"What is Your Biggest Pet Peeve About Babson College?"
Interviewed by Wendy Milas
Grad Editor

"The Line at The Exchange during lunch."
"Having to pay for classes at the moment you register for them."
"No Valet Parking at Woodland Hill."
"Not being able to get into night classes."
"Policy!"
"Financial Aid."
"Having all the courses you want to take meet at the same time."
"Parking."
"Group Meetings."
"Orange Chairs and Maroon Carpeting in Tornasso."

Go West, Young Grad...IMIP Experiences 1989

"What Was Different About the Country in Which You Worked That Made the Business Environment Different From the US?"
Interviewed by Wendy Milas
Grad Editor

Mike Wasserman, France:
"Women, Cheese, Buildings!! Everyone took long lunch hours. Nobody worked on the weekends, but worked diligently... and everyone was 'relatively' into it. There was a decent level of motivation. The interns were really nice looking."

Dana Beale, Switzerland:
"There were four languages in four different regions that were involved with sales. In terms of advertising, this meant that you had to be able to reach all four regions, which meant there was dubbing over of the ad. The salesmen had to overcome the barrier by strategically picking someone who was suited for that culture. Some products sold better in certain regions. There were also a lot of problems adopting US products to the foreign market. This was a real hindrance as far as brand recognition."

Kevin Fox, Switzerland:
"It is more conservative. It's also not as socially outgoing as far as meeting people. It makes it more difficult to meet people you don't know. Europe is much more formal in the business world. You don't walk into a meeting and say, 'Hi, my name is Joe.'"

Chris Weissman, Switzerland:
"It was more focused on the family. It is not as money oriented, though standards of living are high. They aren't materialistic."

One Summer in the Life...
by Jake Fiole, Contributing Writer

Mobil Exploration Norway, Inc.
Project: Comparative Economics Study

My international internship was with Mobil Exploration Norway Inc. in Stavanger, Norway. Stavanger is located on the west coast of Norway, almost directly west of Oslo. Stavanger, where most of the oil companies, both domestic and foreign, have their headquarters. Mobil's office in Stavanger is an exploration and production office with about 150 employees. Of these 150 employees about half are Norwegians and the rest are Americans, Canadians, and British.

My project was a twelve week project in Mobil's planning department. My major objective was to identify oil field development cost differences between the United Kingdom and Norway and to examine the impact of these differences on profitability. Since capital costs strongly influence the magnitude and allocation of total costs over the life of a development, an emphasis was made on analyzing capital cost differences. In order to compare these cost differences on an after tax basis, I also performed a comparative analysis of those portions of each country's tax regime which pertained to petroleum activities.

My project at Mobil was gratifying in many ways. First, I learned a lot about both the science and economics of the general petroleum industry. Second, I learned about the complex structure of the North Sea petroleum industry. Third, I gained valuable exposure to the workings of one of the largest multinational corporations in the world and one of its local affiliates. Fourth, I produced a valuable oral and written product to senior management. My conclusions and recommendations were strategic to affiliate leverage. Fifth, I developed some great friendships. And sixth, I experienced the everyday life of a culture new to me and traveled the region.

My internship was not without some short-comings. But, although in a less tangible way, it was out of some of the short-comings that I think I gained the most from my internship. As with most management situations, you usually do not have the resources that you wished you had, or the scope of your objective can change suddenly at the whim of senior management. My project had these types of moments. But, I gained considerable self-confidence by using the personal resources necessary to produce a well received oral and written product. Overall, my internship should prove to be rich resources for me in the future.

On the Social Side...

A new Executive Speaker Series funded by the Houck Foundation will feature James M. Bigger, Chairman and CEO, Nestle Enterprises, Inc. as our second speaker. November 29, 4:15 - 5:30, followed by a reception until 6:15. Sign up in Nichols.

OCS and an outside consultant James Lane, V.P. of Costello, Erdlen and Co. are offering a two-part series on job searching.
Session 1: Wednesday 10/25 from 4-6 pm. Focus on a behing the scene look at the hiring process.
Session 2: Wednesday 11/1 from 4-6 pm. Focus on interviewing and salary negotiation techniques. Sign up with OCS.

Babson College hosts the 1989/90 Babson/DuBois Lecture and Performance Series in Afro-American Studies. All events are free and open to the public.

Wednesday, October 25th at 8 p.m. in Trin Hall 207-8:

Edward Hudlin, Babson College/DuBois Institute
"The Philosophy of W.E.B. DuBois"
Well, well, well, what a week we've had here at good ol' Camp Babo. There have been bomb scares, campfires, raging alumni, food fights, and (oh, dare I say it?) maybe a little controversy? It seems that I've started something. Oh, well, I guess the guy who invented the Pepsi Taste Test said the same thing. Anyway, on to my article.

Picture yourself as a new freshman searching on campus for the first time. Or, better yet, picture yourself as a special guest speaker for Founder's Day. You traveled great distances to speak to the cream of the crop about entrepreneurship and your hand in it. You've heard all about the great spirit and beautiful campus that the number one business school in the country has. You've finally reached the college, you pull in the gate, and what is the first thing you see? A closed, dead, boarded-up shack with a little, annoying box sticking out of the side.

Think about the first words that would exit your now hanging open mouth. "Well, this rules out talking about real-estate development," comes to mind.

Why close the gatehouse? Think of what can be done with it. First of all, by regulating and being aware of the entrance of outsiders to our campus, Babo might actually have a clue as to how many off-campus people are around on the weekends. This would reduce the campus' exposure to crime and vandalism. It would also reduce the students' exposure to huge dorm damage bills. I personally don't relish the thought of another item on my bill entitled "vandalism that you have no control of because some off-campus idiot decided to smash a window in your dorm...$868.65."

Also, with the housing shortage this campus faces, we could use the building for living quarters. Why, Residential Life could house at least twenty-five more of the displaced sophomores in there. What the heck, they did it in Pueblo.

Why don't they move the Exchange in there? They could then offer poor drive-thru service as well.

Let's get off the subject of the gatehouse. Hey, have you seen any two-liter bottles around? Oh, I'm sorry. I didn't realize you were missing a hand. Look, there's one under your chair! Ha, ha, made you look.

Who were the little terrorists who decided to start the Fourth of July a little early? Why wasn't I involved? It's a good thing that nobody was hurt. The college might have been faced with a lawsuit...ahem!, the L-word.

All I do know is that Babo and Administration did a great job of informing the community of the danger these miniscule menaces presented. I have never seen a notice posted in so many different places on campus. I found warnings on my door, in my residence hall, in Trim, in the mailroom, in my box. This made the library, even on the door to the stalls in the bathroom! I guess the only thing that wasn't posted in this paper's barrage was the poster policy.

On another note, who are these people who peel around campus in their GTI Gols, all the while insisting on opening and closing second gear? Is there a sign on Map Hill Drive that I missed that says "Automotive Test Track"? Do you see students walking around with flashing lights and say, "Hey, twenty points for the guy with the cruise control?" Also, do you yourselves a favor, get automatics, and save yourselves some gas. I know you have money to burn, but give it a break.

Writer's note: there will be an open pub forum discussing the Free Press's policy on reinstating the Editor's Wastebasket (flushes), and yes, my column too. The forum will be held in Trim 203-204, Monday at 6:30. Since this is the last chance all you fans will have to publicly express thoughts (before you lose my writing style you might want to make the extra effort to attend. Thanks - Flash.

Performers

Ensemble at Babson

The Performers Ensemble, a theatre company that puts on plays which address social issues, is scheduled to appear at Babson College on Wednesday, October 25th at 7:30 p.m. in Knight Auditorium.

The Ensemble will be performing 'A Balancing Act', a show pertaining to drug and alcohol dependency at different levels of our society. The cast members of the Performers Ensemble have studied drug treatment programs and worked with counselors and drug patients.

Their knowledge gives the scenes, which are based on campus that supports the arts, and by Student Activities. It is in conjunction with Alcohol Awareness Week, and is part of a program of events designed to promote responsible decision making in reference to alcohol.

The show is open to the public. For more information, contact Richard Greif, President of the Babson Players, at 35458.

Floating Pride

By Roger Proulx

Contributing Writer

Circle K members represented Babson on Homecoming weekend by entering a floats in the annual Veterans Day Parade. The parade, which is an annual tradition of Wellesley, began at the intersection of routes 15 and 9 and continued nearly 3 miles along route 16 to Wellesley Center. Members of the Armed Forces were represented and several bands were scattered throughout other floats and antique cars.

"Babson Pride" made a showing on the Babson-Circle K float in green and white lettering Babson. In keeping with the theme Education, Babson is proud to participate in this event.

Enthusiastic members of the Circle K members in general, were made by Dawn Gagliardi, president of Circle K, when she said, dressed and the Babson Beaver. "Don't you see making kids smile? I think it's the best thing in the world."
# CAMPUS

A Weekly Guide to

<table>
<thead>
<tr>
<th>THURSDAY</th>
<th>FRIDAY</th>
<th>SATURDAY</th>
<th>SUNDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td>19 Jr. Varsity Soccer - 3:30 p.m.</td>
<td>20 PRESIDENT'S INAUGURATION - K. Aud. 10:30 a.m.</td>
<td>21 INAUGURAL BALL Trim Complex - 8:30 p.m. &quot;An Evening of Mocktails&quot; (to celebrate the inauguration of the ninth President of Babson College) - Tomasso Hall 6:30 - 8:30 p.m. -sponsored by: The Commuter Student Association</td>
<td>22 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<tr>
<td>Dancing, Dancing, Dancing - Roger's - 9:00-Midnight</td>
<td>Inaugural Symposium TMSO - 2:00 p.m. Live Entertainment - Roger's - 8:00 p.m. - Midnight</td>
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<td>23 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<td>ZBT Midnight BB-Q</td>
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<td>24 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<td>Happy Hour - Trim Hall 4:00 - 6:00 p.m. by the Peer Advisors</td>
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<td>25 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<tr>
<td></td>
<td>26 LATINO AMERICA MUSICAL - Knight Aud. 7:00 p.m. Weight Training 101 - Beginners Only - Chris Troyanos, A.T.C. ZBT Midnight BB-Q - Canfield Tower A Dancing, Dancing, Dancing - Roger's - 9:00 p.m. - Midnight</td>
<td>27 Freshmen Parent's Day Women's Cross Country - 11:00 a.m. Men's Soccer - 1:30 p.m. Live Entertainment - Roger's 8:00 - 12:00 a.m. BISO Halloween Dance - Knight Aud. - 9:00 p.m. - 1:00 a.m.</td>
<td>28 Catholic Mass - FR. Dave Mullen - Trim 207-8 - 9:00 p.m.</td>
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<td>29 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<tr>
<td>2 Dancing, Dancing, Dancing - Roger's - 9:00 p.m. - Midnight ZBT Midnight BB-Q - Canfield Tower A - Midnight Minority Career Panel - Trim 207-8 - 6:00 p.m.</td>
<td>3 CPR - Heartsaver Certification - Health Center 2:00 - 5:00 p.m. &quot;Open Mike Night&quot; (with Boston comedians)</td>
<td>4 Babson Baseball Annual Lip Sinc Contest - Knight Auditorium - 9:00 p.m.</td>
<td>5 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<tr>
<td>9 The Hooters &amp; special guest - PepsiCo Pavilion - 9:00 p.m.</td>
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<td>6 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
</tr>
<tr>
<td>10 Admission Open House - Knight Auditorium - 9:00 a.m. MHOC-Union - 7:30 p.m.</td>
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<td>7 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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<tr>
<td>11</td>
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<td>8 Catholic Mass - Trim 207-8 - 9:00 p.m.</td>
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SPECIAL PULL-OUT

BABSON COLLEGE

is pleased to
announce the
inauguration of

William F. Glavin
as its ninth
President

October 20, 1989

"I have known Bill Glavin as a friend and associate for more than a quarter of a century. I can tell you first hand that Babson College is fortunate to have Bill as its President. He is an excellent leader, a compassionate human being, an exemplary family man, and a visionary—the type of person that will lead Babson to even greater success in the 1990's."

David T. Kearns
Chairman and CEO
Xerox Corporation
Inaugural Program

A Guide to Events

Ten-thirty 0’clock in the morning

Presiding
Richard J. Snyder ’60, Chairman, Board of Trustees

Preludes
Three Movements from “Water Music”
Allegro from “Eine kleine Nachtmusik”
Schenzo
Samandsha
Dance of the Tumblers
Schenzo
Fanfare and ‘Toccata’

Processional
Marche Triomphale
Trumpet Voluntary

Invocation
John E. Brooks, S.J.
President
The College of the Holy Cross

Greetings
Representing the delegates, educational institutions, and learned societies
Claire L. Gaudian
President, Connecticut College

Representing friends of William F. Glavin
Donald J. Barr

Publisher
Sports Illustrated

Representing the the faculty
Carolyn Hotchkiss
Assistant Professor of Law
Babson College

Representing the Alumni
Maurice J. Skoler ’61
President, Babson College Alumni Association

Representing the Undergraduates
J. Ted Putney
President, Undergraduate Student Government

Representing the Graduate Students
William B. Beyer
President, Graduate Students’ Association

Remarks
James E. Burke
Retired Chairman, Johnson & Johnson Company

Investiture of the President
Richard J. Snyder ’60

Inaugural Address
William Francis Glavin

Confering of Honorary Degree
President William Francis Glavin

Presenting the Candidate
Gordon D. Pritchett

Honorary Degree Candidate
James E. Burke

Benediction
Reverend Roger D. Hearn ’78

Recessional
Waltz
Mouret
Marcello
Prokofiev
Gabriel
Nelhybel

AFTERNOON SYMPOSIUM
“The Challenge of Management Education in the Twenty-First Century”

PLENARY SESSION (2:00 PM/KNIGHT AUDITORIUM)
Session Moderator:
Phillip A. Dover, Associate Professor of Marketing, Babson College

Keynote Speaker:
Lester C. Thurow, Dean of The Alfred P. Sloan School of Management, MIT

Regional Speakers:
Charles Handy, Professor at the London Business School and Chairman of the Royal Society of Arts

Nobuyuki Nakahara, President of TONEN Corporation

Pedro Vallenilla, President of C.A. Venezuela de Pulpa Y Papel

BREAK-OUT SESSIONS (3:30 PM/TOMASSO HALL)

Asian Session:
Allan R. Cohen, Carpenter Professor of Management, Babson College, Faculty Moderator

Nobuyuki Nakahara, Discussant
Tomasso 303

European Session:
Fritz Fleischmann, Associate Professor of English, Babson College, Faculty Moderator

Charles Handy, Discussant
Tomasso 308

Latin American Session:
Roberto L. Bonifaz, Assistant Professor of Economics, Babson College, Faculty Moderator

Pedro Vallenilla, Discussant
Tomasso 209

PRESIDENTIAL TEA
(4:30 PM/TOMASSO HALL ROTUNDA)
An Interview with William F. Glavin

What follows is a reprint of an interview with President William F. Glavin, Sr. conducted by Diane Corryelle, Editor of the Babson Bulletin and Troy L. Johnson, Editor Emeritus of the Babson Free Press. The photographs were taken by Julie Ann D'Arcarlo, General Manager of the Babson Free Press.

Q. When and how did you first learn of Babson College?

A. I have known about Babson for a long time. I did my undergraduate work down the road a bit from here at Holy Cross. Back in those days, this was Babson Institute.

Q. What experiences, if any, have you had with college in the past?

A. My acquaintances with the college were renewed in 1979 when my son Thomas looked at Babson before deciding to go to that other business school down the road. (Bentley.) I myself however had not been to the campus until very recently.

I want to participate. I can contribute.

Q. When and how did you learn the position was open?

A. I was approached by the College in August of 1988, but I said no to them. A few days before Christmas, my family got me thinking about it again. I decided then that it might be the right thing to do.

Q. What made you consider accepting the position?

A. I have a great interest in education. I have been greatly involved at Wharton, where I have been on five boards. And I have not just sat on these boards, but have been really involved.


In 1979, I was the commencement speaker at the graduate school's ceremonies. I spoke on International Business. In 1980, international business was covered in every graduate class.

At this point, Xerox donated $250,000.00 to the Wharton Center for International Management Studies to give $75,000.00 a year to the faculty to do research that would go back into the classroom. The first year, we accepted one of twenty two proposals that were requesting funding. People were just looking for money to do their own thing. They got the message after that, and it changed the whole school.

In 1982, Leonard Lauder, the son of Esteve Lauder, found the Lauder Institute, a school of the University of Pennsylvania. This school did a project looking at the trends for the year 2000. Out of that paper, came another center, the SEI Center for Advanced Management Innovation.

There are a lot of opportunities for managing the 20th century. I want to participate. I can contribute.

Q. What accounts for the success of your career?

A. I think a lot of things contribute. Luck first of all, hard work, being well rounded, having fun; if your not having fun, get out, and integrity.

Another one of my beliefs is to make sure the people that are working for you are smarter than you are, and the people working for them are smarter, and the people working for them are smarter and so on. By the time you get to a place in the corporation where anyone is doing any real work, it is being done by very smart people.

I have a great deal to learn and I hope I learn it quickly.

Q. How has "business" changed during your career?

A. It has changed radically. We had facsimile machines at Xerox in 1963. In 1975 we discontinued them because it didn't appear that they were going to be put into wide use. We have been trying to catch up ever since.

What I learned at Holy Cross is worth ten times as much as what I learned at Wharton. Cross taught me to think. Learn to think.

Q. You have been quoted many times as having said, "Family first." Would you please elaborate?

A. I believe very strongly in putting family first. When we were living in London, all of the kids were in high school. All of the extracurricular activities were scheduled for 3:30 p.m. So, I would leave the office at 3:30 and come back at 3:30 to work until 7:30. In a way, it was like a long lunch break.

Also, I took my vacations when the kids were on school break.

It wasn't really hard for me because I was the top guy. I scheduled the appointments and no one rearranged them.

You can do it. Just commit to it.

In academics might not have a chance to meet these people, but I already have. Get a number of people from different walks of life on advisory boards. We need more involvement from outsiders. This is a risky thing for the trustees, but we have got to move outside of Boston.

Q. What accounts for the successfullness of your career?
A BUSINESS MOVE
FEW COLLEGES
COULD DUPLICATE.

William F. Glavin
Vice Chairman, Xerox Corporation

Now there's a business college being run by a business executive. William F. Glavin, the former Vice Chairman of Xerox, is the new President of Babson College.

While some colleges might consider that highly unusual, to us it's simply business as usual.

You see, at Babson, students discover an environment that's more like a hot company than a cold classroom. Our nationally respected professors are experts at translating blackboard theory into boardroom reality. And we encourage an entrepreneurial spirit that tends to stick with people for life.

That's why it's not surprising that such a high percentage of Babson graduates go on to become Presidents, CEOs, or owners of their own companies. Today, they're men and women who run all types of businesses: from family operations to Fortune 500 corporations like Pepsi Cola and Dun & Bradstreet.

So you could say, by naming Bill Glavin President, we are simply practicing what we teach.

For complete information on our undergraduate, full or part-time graduate MBA, or executive programs, call (617) 239-4517. Or write the Office of Admissions, Nichols-M, Babson College, Babson Park, Wellesley, MA 02157.

William F. Glavin
President, Babson College

BABSON COLLEGE
EXECUTIVE THINKING
<table>
<thead>
<tr>
<th>MONDAY</th>
<th>TUESDAY</th>
<th>WEDNESDAY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Student Gov't</td>
<td>TIPS Course</td>
<td>How to submit to the campus calendar</td>
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<tr>
<td>- TMSO 209</td>
<td>- Trim 205</td>
<td>All of the information found in the calendar</td>
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<td>Al-Anon Mtg.</td>
<td>Performers</td>
<td>by the student activities office. If any of</td>
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<td>- KA. 101</td>
<td>Ensemble</td>
<td>the information is incorrect or your club,</td>
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<td>- 8:00 p.m.</td>
<td>Production</td>
<td>organization, etc. is having an event but</td>
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<td>Nutrition for</td>
<td>- K. Aud.</td>
<td>it is not listed on the student activities</td>
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<td>calendar that this Free Press has already</td>
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<td>Fitness</td>
<td>Players</td>
<td>received, then your organization must get</td>
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<td>- Nancy Clark,</td>
<td>Rape</td>
<td>the information for the event to me, Rebecca</td>
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<td>R.D. - Fo'c'sle</td>
<td>- The Facts</td>
<td>Geffert - Box 140. Deadline for the</td>
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<td>- 6:30 - 9:00 p.m.</td>
<td>from A to Z</td>
<td>information is every Tuesday. This calendar</td>
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<td>- Eileen</td>
<td>is a service to the Babson community. So,</td>
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<td>Sullivan</td>
<td>please take advantage of it!</td>
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<td>- Health</td>
<td>Rebecca Geffert Features Editor</td>
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<td>Lounge - 4:30 - 5:30 p.m.</td>
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<td>CPR - Heartsaver Certification - NewHall Lounge - 6:00 - 9:00 p.m.</td>
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<tr>
<td>Students</td>
<td>Substance Use</td>
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<td>Government</td>
<td>and Abuse</td>
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<tr>
<td>- TMSO 209</td>
<td>- The Peer Advisors - Health Services Lounge - 4:30 - 5:30 p.m.</td>
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<td>- 6:30 p.m.</td>
<td>- Managing Stress - Gurucharan Singh Khalsa - Trim 201/2 - 6:30 - 9:00 p.m.</td>
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<td>Women's Soccer</td>
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<td>Volleyball</td>
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<td>Student Government Meeting - Tomasso 209 - 6:30 p.m.</td>
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<td>Al-Anon Meeting - Knight Auditorium - 8:00 p.m.</td>
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<tr>
<td>CPR - Heartsaver Certification - Health Center - 6:00 - 9:00 p.m.</td>
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<tr>
<td>&quot;Giving Racism a Bad Name: The Image of Blacks in American Movies Before 1945&quot; - Thomas Cripps, Morgan State University - Commuter Lounge, Babson College Recreation Center - 8:00 p.m.</td>
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Roger Babson Facts

By Bill Lippe
Staff Writer

Did you know that...

Upon being fired from his first job, Roger Babson decided to go into business himself? His success was greatly enhanced by a lecture by Booker T. Washington, who urged students to be trained as specialists within a definite field of work. Encouraged by Washington's words, Babson decided that he could provide statistics for investment houses. As a result, he and his wife Grace established the Business Statistics Organization in 1904. They operated the business in the kitchen of their rented apartment on Seaver Street in Wellesley, and eventually, the business flourished. Initial capital had only been $1,200, yet grew into millions.

By the time Roger Babson was 31, he had amassed a fortune. Because his success had been hard earned, and he understood how much it detracted from the wealth of others, he saw the difference it was making in the lives of the successful. The successful man is not so superior in ability as in action. So far as success can be reduced to a formula, it consists of this: Doing what you know that you should do.

Up to $6,000 every year in Tuition Reimbursement!

Earn $8.9 per hour to start as a Package Handler.

Full Benefits for Part-time work!

Potential promotion to Supervisory position, BEFORE graduation.

When you work as a Part-time Package Handler with UPS, you'll receive outstanding pay and benefits, and tremendous opportunities for career advancement! In addition, college students who work selected shifts* in our NORWOOD facility are eligible for up to $6,000 in tuition reimbursement each year ($2,000 each semester after classes) *eligible shifts in Norwood, approx. 10:30am-2:30am, and approx. 4:00am-8:00am.

UPS has locations in Watertown, Norwood, Brockton, Sagamore, Dennis, Dartmouth, and Warwick RI. For more information, contact your Employment Office, or call (617)762-9911.

Reck's Ramblings

Study Tips

By George Reck
Staff Writer

According to my academic clock, it is just about that time of year when the pace starts to pick up. Mid-terms should be happening any day now, and the dates are nearing. Maybe it would even be a good time to buy those text books.

I find that most students have poor study habits. This fact alone costs good grades and more importantly - it inhibits long term learning. Many students like to cram. Cramming is the "art" of learning everything you need to know the night before the big exam. I would estimate that only 1 in 10 students has the ability to be successful at cramming. I, for one, never pulled an all-nighter, nor did I want to.

Interestingly enough, there is a lot of discussion on campus about how much time students should be spending on out-of-class work. The current thinking is that you should spend 2 to 3 hours of work outside the class for every hour you spend in class. A little math will tell you that school adds up to a 40 hour work week, so that all you need to do is figure out what it is supposed to be. Let's start at the beginning.

Rule #1 - go to class and do not lose the notes. This is the most important part of the material that the instructor presented. If you follow this axiom, you should not have to spend more than 3-4 total hours studying for any exam. This really helps when you have two exams on the same day.

By the way, there is no way to go to all of the classes.

Rule #2 - form a study group. A study group can serve a lot of different functions but it is not always right for everyone. It does give those folks in a group back support in case they miss a class or just miss a key point in their own notes. If the group is working well, one hour per week of meeting timevirtually ensures that all in the group have a full understanding of every key point in the course.

Rule #3 - outline your notes. This could be a sub-function of the study group but it is usually well worth each individual's time to do. One generally cannot memorize each note that they have taken and this is a good way to boil your notes down to something manageable. Use acronyms to memorize lists. I came up with GRANDPA-TV as a way to remember the last names of the nine members of the Federal Reserve Board. I along with many others in the class was amazed how well this worked.

Rule #4 - quiz one another. Being one of the more prepared students, other classmates would ask me questions that they did not understand. Some might find this bothersome or just advantageous if the asker but I found that it was great for me. If someone asked me a question I did not know, I brushed up on it.

Rule #5 - guess the question! This rule saved me a ton of time, and I am sure that it was worth a half-credit grade on my final GPA. Start by going over your notes. What did the professor seem to spend extra time in class going over? Which issues did he or she seem particularly excited about? (What did he/she write in his/her Ph.D. thesis about?) I guarantee that you will be able to pick out one major question on an exam this way. The next step is to put yourself in the prof's shoes and try to make up a question yourself. Don't forget to answer it! A study group can be great for this. Have each member make up a three question exam and make enough copies for each group member. Have a mini-exam within your group.

Rule #6 - plan ahead. I was not particularly good at this, but some folks who plan their schedules out in advance can take advantage of this. One final is to review most of your notes about one week before the exam. This way you will have the chance to go see the instructor of the course if necessary to sum up any missing points in your notes. Go into any review session that the prof might hold armed with questions. Ask them! Oddly are that you will hit some that are on the test and I bet that the prof might just give away a question or two by the way that he/she reacts when you ask the question.

Rule #7 - 24 hours to go. The most important time with regard to doing well on an exam might be the 24 hours just before. Budget your schedule so that you can devote the 3 hours mentioned above (see rule #1). For God's sake, get a good night's sleep. Eat breakfast or at least eat some high energy junk food. Don't panic! I liked to take the last hour before an exam and mellow out. If you have learned the material, well, I promise you it will not jump out of your head in that last hour. Like most sporting activities, test taking is mental as well as physical. Just remember that test taking is not a team sport.

Good luck!
Creative Fiction

A Good Sound Man

By Steve Leavitt
Contributing Writer

They say a good sound man always drives three miles an hour below the posted speed limit. This speed requires an almost miraculous perfection and incredible patience. Well, that's what they say. I say a good man has a white van full of stereo equipment.

I'm sitting in a bar on Monday night. I came to this bar because the bartender knows exactly what I order. He senses it without me even saying anything and has it waiting for me. He has a high-fidelity memory.

Tonight I am sitting at a booth rather than at the bar. Service is much quicker there, but tonight service is of little importance.

Opening my black leather case, I reveal a very sophisticated recording device. The case is shoddy enough so that no one will think to remove it from my possession. In reality there is a several thousand dollar tape recorder in my case. I remove the headphones from the bag and strap them around my ears. The small microphone is placed within my cupped hands near my mouth. The microphone is small enough that it can go undetected. To anyone else I appear as if I am listening to the radio.

I depress play and begin talking at barely audible levels. The tape follows a predetermined path around the three heads: play, sync, and record. By using the play and record modes together, I hear my words only a split-second after I have spoken them. This format will convince the amateur, but I am proficient enough at this technique. By adjusting the levels, my voice is relayed to my ears at a normal volume.

The tape flows perfectly. The machine will not fail, save for human error. Should we all strive to be like this machine?

Behind me sit a young couple. The woman is my left shoulder and reaches for the meters. The couple is almost inaudible to the bar, but my machine has raised the level to normal volume. I recognize their voices from classes of mine. They are pledging devotion to one another. Unbeknownst to the man, his girlfriend comment on that information. If they only knew of my machine.

I depress stop and remove the gear from my body. It is now time to make a telephone call. Gently, I place everything back into the bag and begin walking towards the phone. I rumble through my pockets for a dime, then insert it into the phone. I dial the number but she is not home, and I do not feel like talking into another recording device. As I return to my seat I notice that there is a fresh beer. Thanks Bob.

There are now two new men sitting behind me. I open my case and remove the headphones and microphone. Assuming the same posture as I had previously utilized, I depress play and began speaking into the microphone.

It doesn't matter what I said because it would mean nothing to you. In fact, it is still a little vague to me. But once again I decided to eavesdrop on a conversation.

Placing the microphone on my shoulder, I reach down to adjust the levels, making sure that the VU meters approached, but never exceeded zero Db. It is at this point where my words would become noise and no longer would they be decipherable. My machine would fail due to human error.

The two men behind me were clearly speaking about pot. They discussed the lack of supply and increasing demand in the area. (Only business students use supply and demand.) There was desperation in their voices. In fact, only one of them mentioned that they could get some in Baltimore. The remainder of the conversation centered around the logistics of this road trip. I recognized their voices and many of the names they mentioned, but it did not interest me. I could care less about the supply of dope in Boston. Marijuana had long ago stopped playing a role in my life.

This routine continued for another hour or so. The tape reveals very little. Only how other people's lives can be very much intertwined, even though we all have so little in common. You can never be totally aloof and disinterested in the lives of others.

NO EXIT by Erik Andreason

THE CUELESS MALE'S GUIDE TO INTERPRETING REJECTION LINES!

When hell freezes over?
"I'm getting a policeman!"
"I'm not that drunk!"
"What's that awful smell?"
"I hate all men!"
"Go, or I'll unleash my pitbull!"
You look like Yoda!
"I know karate!"
"DIE! DIE! DIE! DIE! DIE! DIE!"
"I'm leaving before I throw up!"

PHRASE:

INTERPRETATION:

THAT DEPENDS!"
"I go for a man in uniform!"
"Buy me a drink!"
"Really notice your after shave!"
"Teach me love!"
"I like pets!"
"Aren't you a movie star?"
"I'm into domination!"
"I'm getting excited!"
"Come on, let's go to my place!"

Gloria Payton
**Movie Reviews**

**Crimes & Misdemeanors**

By Kevin Heald  
Staff Writer  

Woody Allen has run the gauntlet and survived. After major criticism for September and a very lukewarm response on Another Woman, he has come back and made probably his best film, by weaving together several complex plots dealing with major philosophic themes such as the relativity of good vs. evil and failure vs. success. Every character has several layers that are integral parts and this is just the subplot, which mainly fills in for comedy relief. And it works.

Meanwhile Martin Landau plays a successful eye doctor who is trying to get out of an affair with a woman who is threatening to reveal everything to his wife. His brother, who works as a hired killer offers to fix the situation and Landau has to decide what his and his mistress' fate will be in response to his actions. Allen as the writer of this film, sends Landau through several discussions with a Rabbi patient who is going blind, as well as through several flashbacks to his father's advice, in order to determine whether or not good is only relative to being punished. Allen also uses this as a vehicle to explore truth or faith.

As a director, Allen has everything perfect. The acting is right, the sets are right, story is handled right, and the last scene is beautiful. Some of the issues are broad, but most are satisfactory only to the characters. The final scene is played out as a last dance while the character drink and try and resolve their conflicts.

To the plot.

Alan Alda plays a successful, insensitive T.V. producer who hires sinter's husband (Allen) to film his biodocuumentary. Allen and his wife have stopped sleeping together, so Allen meets Mia Farrow on the set of the biodocumentary and pursues her. At the same time Alda pursues Farrow, and Alda represents everything that Allen, playing an unsuccessful documentary maker obsessed with his art, hates.

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**Gross Anatomy**

By Kevin Heald  
Staff Writer  

Matthew Modine is good. After Full Metal Jacket, Gross Anatomy is not a difficult role for him. The script is uneven and although the plot is interesting, it is nothing substantial. Modine is an extremely versatile actor who obviously takes each role seriously. Unfortunately, he doesn't have a lot of material with which to work in this film.

Modine's character is the typical unorthodox student who does not look like he studies a lot, but does, and at the same time manages to look really cool. He also manages to score pretty well on his tests and even helps out his nerdy roommate. Unfortunately, the film includes all the college stereotypes and manages to give none of them any depth.

Luckily, Modine rises above the stereotypes and makes the film interesting. He never resorts to a wise-cracking immature kid. He shows an excellent restraint that keeps his character likeable throughout the film.

This film also has a romance, surprisingly enough. The whole romance takes about five total minutes of screen time and then they have sex. The relationship does not even rate as a subplot, it just happens. Later in the film a conflict appears, but it quickly goes away and then the film ends. It's a mixed blessing that Modine is in this film, he keeps it interesting, but its unfortunate that he is associated with such a weak film.

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Class of ____________________________

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☐ Please charge to ☐ American Express ☐ VISA ☐ MasterCard ☐ Discover

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Name on Credit Card: ____________________________

Cardholder Signature: ____________________________

(Signature required for credit card purchases)

THE TRUMP SHUTTLE

TermPass available Nov. 1, 1989
Babson SPORTS

SCOREBOARD

Rugby
Babson A 28......Middlebury A 10
Babson B 23.........Middlebury B 0

Women's Soccer
October 12
Babson 1......Wheaton 0
October 14
Babson 2......MIT 0

Men's Soccer
October 12
Babson 1.....Bentley 0 (OT)
October 14
Babson 1.....Coast Guard 0 (OT)
October 18
Babson 0.....Amherst 0

Volleyball
October 14
Babson 3......Simmons 1
October 17
MIT 3......Babson 0

Field Hockey
October 14
Smith 4......Babson 2

Men's Soccer drowns Coast Guard, 1-0

By Glenn Horner
Contributing Writer

This past week the men's soccer team faced division two powerhouse Bentley and number 8 ranked Coast Guard. After a disappointing 1-0 loss to Wesleyan these games were crucial. If the team was to look forward to post season play, two wins were necessary.

Last Thursday night the team travelled to Bentley for a game that would prove to contain everything imaginable. With a large number of Babson fans in attendance, the crowd grew silent in the first five minutes of the game. The lights went out. A few minutes later, the lights came back on and play was resumed. The wait was well worth it. Both teams gave everything they had for 90 minutes only to be tied 0-0 at the end of regulation.

A scoreless tie was broken in the first overtime when Terry Jackson took a Bob Pipe throw-in and blasted a shot from 25 yards out for the game winner.

After this momentous victory, the Beavers hoped to entertain the huge crowd at Saturday's homecoming. Coast Guard proved to be a top notch challenge and once again the second half ended with the score deadlocked at 0-0. Babson was given what it needed by a tremendous goal by Bob Frickett in the second overtime. The goal was set up on a phenomenal play by senior co-captain Tom Fisher.

Both of these big wins were in large part due to Babson's strong play on the defensive end of the field. Steve Webber continues to shine in goal with 7 shutouts and only 8 goals allowed in 11 games. These impressive numbers also belong to the whole backfield squad. Junior co-captain Troy Thele and sophomore sweeper Matt Keenan have both made tremendous contributions to the team's numbers. Sophomore backs Tom Bullock, Paul Fitzgerald, and John Rogars have also been critical to the team's success. Another bright spot for the Beavers this week was the outstanding play of midfielder Jay Spence.

The team travelled to the western part of the state yesterday to take on number 2 ranked Amherst. The game ended in a 0-0 tie. Tom Fisher, co-captain of the team said that Babson outplayed Amherst but just couldn't put the ball in the net. Their next home game is Saturday against Middlebury at 1:00 PM.

At 8-1-3 the Beavers are in good position to once again reach the playoffs. However, the next couple of weeks contain some tough competition. The team must continue their fine play if they hope to reach their goals and see the post season.

Sports Snapshot

The Colemaniacs lead the crowd at Saturday's soccer game in the National Anthem

Photo by Mark Kushner

Announcing the addition of David Smith as Assistant Sports Editor

Photo by Mark Kushner
Volleyball Rocks

by Tom Selleck
contributing writer

Fresh off the summer's successes, the Babson volleyball team is now playing in the New England Collegiate Conference. Following Saturday's homecoming victory over Simmons College, the team has a 9 wins, 4 losses record and are 3 and 1 in the New 8 league play. The volleyballers have posted impressive defeats over Wheaton and W.P.I., recently, but face a tough schedule this week, playing M.I.T. on Tuesday, Wellesley College on Thursday, and Tufts Saturday.

Led by senior co-captains Cheryl Huzar and Erika Varga, Babson's hitting attack is coming on strong. The spikers rely on senior co-captain Susan Jakubowski and junior Julie Drago to handle every play as the setters. Senior newwower to the Babo team, Ann Marie Harney is an all around strength, sharing both hitting and setting duties.

The Babson hitting string is well rounded with returning junior Jean Maiarazzo and sophomore Gisele Serralles always ready to make the important kill. Freshman Cathy Fruci and Michelle Baldino have also seen extensive action as hitters and defensive diggers. Freshman Michelle Ryan Rums has done an outstanding job sharing the setting duties.

Under the direction of new head coach G. Bob Gielow, the Babson volleyball team plans to take their past success a step further, kicking intensity into high gear for a tough three game stretch of season play. Babson has played many exciting games and the team has proven its ability to come through in the end. If you haven't seen Babson Volleyball lately, you haven't seen Babson Volleyball.

Women's soccer takes two

By David Smith
Assistant Sports Editor

This past week brought two victories for the women's soccer team as they inch their way closer to an above .500 winning percentage. During Saturday's homecoming festivities the lady Beavers took the field against M.I.T. Freshman Catherine Fruci and sophomore Michelle Huzar both scored two goals. Freshman Michelle Ryan Rums has done an outstanding job sharing the setting duties.

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Despite an injury to a key player, the women's soccer team continued their winning streak, secure over Wheaton and W.P.I., and now face the weekend with the same intensity and determination.

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Men's Cross Country

By Alberto Salazar
contributing writer

When you talk about fall sports at Babson, most likely people will talk about men's soccer, women's soccer, field hockey, or rugby. Unfortunately, most people seem to forget about the Babson Cross Country team. Its been exciting this year to see so much school spirit, but quite disappointing to see that attendance at the first home meet was minimal. Those who attended watched Babson place six runners in the top ten places, and easily walk away with the first meet victory in the history of Babson XC.

Without a doubt Babson has the finest running crew ever, and are looking at a very bright future with the top five runners all being freshman or sophomores. Although injuries have plagued the team, we still have just below a 500 season. If we were a football team the entire squad would be on injured reserve. Somehow we've continued to run despite the problems.

New acquisitions to last years team have played greatly in this years success. Freshmen Glen Rand and Chris Roussin and sophomore Tim Brown have been running tough, three, and four. Freshman Jason Saling has been running well and late arrival Tim Daly has been coming on strong throughout the season. Unfortunately freshman Ken Tobey has been sick and unable to race. Don't think that the veterans are out of it though. Seniors Bruce Walsh and Shaun McMahan have been running hard despite painful leg injuries. Junior Jim Welch and senior Rich McKinney have also been running well. Our other junior, Mike Fein, has been running a fairly strong fifth for the team. Finally, sophomore Joey Curtis ran first for the team in meet one and two, but missed the last two meets due to sickness.

We would like to start seeing spectators at our races. This Saturday is the Babson Invitational. It's one of our biggest meets and we should do well. Don't miss another up and coming power in Babson athletics!

On the other side, we would like to thank those who have come to our meets. A special thanks goes to the rugby team for their support. Also, to Chris Lawson, your presence is missed greatly. We hope everything is going well.

Intramural Schedule

Wiffleball

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Basketball

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Last week's Result

Canfield 37...Grads 15
Off Campus 81...Coleman 1
Keth 2...Canfield 0 (forfeit)

National League

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Rugby stays undefeated

By Nigel Smythe
Contributing Writer

The Babson United Rugby Club once again proved their undefeated record on Saturday against a tough Middlebury squad. Babson won easily by a score of 28-10. This makes Babson's 19th win in 20 games. In laymen's terms, a 950 winning percentage in the last three seasons. This victory puts Babson one step closer to qualifying for the Division II tournament.

A strong push at the start of the game by Joe "squash" Passanante. Bill "hammerhead" McNamara, and Jon "just get me in the sack and I'll show you" Kinsler set up the first try for Babson. Babson continued to push down the field in the first half as the back line displayed their prowess. Outclassing the Middlebury backs, Charlie "I'll take this one for the team" McCarthy ran short side (from a heads up play from Ed Pollaris) with the ball and while drawing two men to him, expertly dishes the ball to Chris "Wheels" Poulin who darted in for the second score untouched. Kinsler missed the kick. Babson continued to dominate the game with stellar open field play by Bill "limbs" Fitzgerald, John "Goody" Goodwin, and Ron "I'll be with you in a second" Hoff. Babson scored another try by Joe "Juice" Passanante who looked like Bob Jackson on a twisting 30 yard try putting Babson up 14-0. Luther missed the kick.

In the second half, Middlebury started the scoring by pushing the ball but missing the point after. After the Middlebury score and watching Schescher receive an amazing blow forcing him out of the game, the Babson sideline was determined to give Middlebury more of Schescher. A heads up player such as Doug "the iron man" Ademic, Paul "Carrot" Giunta, and Andy "Jacama-man" Bank, put the game out of reach by increasing the intensity of a tired Babson Squad. Babson's fullback McCarthy took the ball to the Middlebury squad once again when he went short side on a well fed ball by Rob Singewald. After kicking the ball up field and forcing a loose ball, his counterpart, Poulin once again proved his strength and endurance by beating Middlebury to the ball, and scoring their second try of the game. Jon Kinsler (who is now kicking for the team) put the conversion through to make the score 20-4. The Babson 15 continued to play tough. The play see-sawed for a while before Middlebury put another try into the endzone. On the next series of play, Ed "creasy legs" Pollaris took McCarthy a picture perfect pass who then broke through the line on a 25 yard run to seal the win in the last seconds of the game. A late score, however, came when a Middlebury back broke one until he was stripped in the endzone of the ball and ultimately the try. Rob "I'll see you in district court" Singewald came from nowhere to swat away the ball. Before Luther was taken out of the game due to an injury he was able to slither his way in for his first try of the game. Babson scored another try of the game 28-10. Excellent play by Joe "I'm waiting for my first full game" Fer-air-ah, Joe Rohanick and John Goodwin who replaced Schescher. Luther, and Terrace just call me bloody" Faherty who was injured last week.

Babson's Killer-B's continued in the Homecoming spirit by defeating a much weaker Middlebury squad by a score of 23-0. The Babson team dominated the entire game by excellent from the pack. Dave "Rugger" Ralph, Chris "Stud" Ted York, and Chris "the powerhouse" Holmes helped in putting this game way out of reach. A fine job by Rob "Conan the Barbarian" Wheeler who scored three times by running around as well as through almost every Middlebury player. The entire Babson team with the help of Ali "I should kick for the A-side" Bartilini, Jon "tip toes" Orlin, and Scott "my mother dated the milk-man" Dias helped to make Middlebury's three and a half hour ride home hell!!

Chip "I got a plumbers smile" Niccoff added his own points to the game when he single handedly blocked a kick and proceeded to grab the ball and trot in for his first try of the season. Other players who did a great job included Paul "shitty" Gay and Jack "spin cycle" Flaherty who taunted the Middlebury backs as well as Bob "Super Toe" De-costa who kicked for several extra points. Great job Killer B's!! Special thanks to Gerry "fetch" Pfechi, and John "Socks" Bailey for their winning, yet losing effort.

Thank you once again to the thousands of fans who supported our efforts.

Field hockey falls 4-2

by Bill Chisholm
Sports Editor

The field hockey team posted a valiant but losing effort at Saturday's homecoming, bowing to highly ranked Smith College 4-2.

Smith scored four goals in the first half to jump out to an insurmountable lead. With one minute remaining in that half, Lauren Piggott rifled a shot past the Smith netminder and the game was 4-1.

The second half saw only one goal, and it was put in by Babson's Tess Roper to put the game's final score at 4-2.

Babson goaltender was cited for her outstanding play, stopping two penalty strokes in the second half.

Intramurals

Soccer
Kryptonites 3...Coleman 1
McCullough 1.Credit Union 0*]
Bryant 1....Publishers 0*
Moneymasters 1....Forest 0*
Bullfighters 1....Canfield 0*
*Forefit

Saturday
1:00 PM
Kiethe/PMC/PMs vs. Publishers
Coyote vs. Forest
2:00 PM
North vs. Bullfighters
Credit Union vs. Moneymasters
3:00 PM
Canfield vs. Bryant
Kryptonites vs. McCullough
Football
Bryant 2....Grads 0*
New Hall 0...Publishers 0*
Central 2....Canfield 0*
McCullough 20.....North 0
Coleman 8.....Forest 6*
* Forefit

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